November 23, 1963  •  Sixty-Ninth Year  •  50 Cents

See Best Yuletide Sales Ever

New York—Reports from retail dealers indicate that 1963 should be the best year ever for Christmas album product. All economic barometers point to a prosperous year's end, and early sales on several new holiday releases are already being registered.

Last year, Christmas product (as well as all top of the chart album product) suffered greatly due to the overwhelming success of the "First Family" album and "My Son, the Folk Singer," Christmas, 1961; saw plenty of holiday product on the market, but there was insufficient demand to consider it a successful season.

Though the majority of retailers around the country that were contacted reported that Christmas product sales were just starting, they have already singled out the new "Andy Williams Christmas Album," as the probably No. 1 LP for the next two months; at least of all albums thus far on the market.

It is already registering heavy sales, and is called "White Christmas." New album releases by Robert Goulet and Johnny Mathis (this first for Mercury) also suggest "hit" potential, as do albums by Jackie Wilson, Perry Como, Bert Kaempfert, croons.

Air Public Service Goal

By Gil Faggan

Cleveland—The eyes and ears of the broadcasting industry were on Cleveland last week as 400 broadcasters met at the fifth annual conference on local public service programming, sponsored by Group W-WSYX (Washington Broadcasting Company) to discuss how stations may better serve the needs of their communities.

This year's conference took place in the atmosphere of increased pressure from the Federal Communications Commission to increase and greater emphasis public service programming in prime time.

"Obligation Due"

"Most of these people, when they think of public service program to air, seemed to think it was an act of charity, not an obligation," Henry said.

"They do not know that the broadcasters have had to make certain representations to obtain their licenses, I think they be the FCC to help you do that," Henry charged that broadcasters in Ohio have for the most part the good things that are "spot items in news programs," rather than in-depth. They suggested that there probably would be tightened regulations on local public service broadcasts early in 1964.

Concerning that network programs do serve local needs, Henry went on to say that "viewers are entitled to more than just programs beamed to

Continued on page 49

(Continued on page 49)
"DID YOU HAVE A HAPPY BIRTHDAY?"

©/w "FOR NO GOOD REASON AT ALL"

#8272

RCA VICTOR

Did You Have a Happy Birthday?

For No Good Reason at All
(In Ricordi per Te)

© Cappy Productions, Inc.

RCA VICTOR

The most trusted name in sound
DESPITE the lure of discount deals, record clubs and special bonuses, it’s still possible to sell LP product to a mass audience and get the full list price.

That’s the considered opinion of Dr. L. Verder, managing director of Germany’s Electrola record companies. Dr. Verder has the sales figures to back up his statement.

Dr. Verder told me about his startling theory last week when he met at Capitol Records’ new offices in the Sperry Rand Building in New York. The idea is the brain child of Hoer Zu (Listen), a German weekly entertainment magazine with a circulation of more than 4,000,000. In September Hoer Zu began running full-page advertisements offering three 12-inch LP albums each week. Selections are made by a three-man panel, with representatives from the publication, from Electrola and from Teldec. The advertisement changes each month, with two Electrola and one Teldec album featured. Repertoire includes both classical and pop, with the albums themselves released on the Hoer Zu label and with credits given to the co-operating companies.

Prices quoted are the same as those quoted by dealers, so the advertisements stimulate retail sales on the dealer level. During the first month of operation the magazine sold more than 10,000 albums at full list. And dealer sales were certainly boon to the label and the companies.

The idea appears to be catching on in Europe. Epoque, the Italian equivalent of Life magazine, has begun discussion with Italian record manufacturers to test this method on classical product.

Dr. Verder, who was accompanied on his U.S. trip by August Birn, Electrola’s export manager, is firm in his belief of international product and artist exchange in the world of music. His firm is a wholly owned subsidiary of EMI, as is Capitol in the U.S. Dr. Verder and Herr Batzen assert that Capitol artists are going strong in the West German market and that he intends to promote Capitol product extensively in that market. To keep commerce flowing on a two-way basis, they are working on a two-way exchange record deal to cross-promote Electrola’s classical label in this country. To date, some 200 domestic dealers stock and sell Odeon.

### Capitol Records

Capitol is pushing hard with promotions behind the hot rod build. The label is supplying deck jackets with a wide variety of hot rod drawings, and duvet covers with street wear designs (including a duvet that explains the jargon, and the organization of the National Hot Rod Association. In addition, decalies are being supplied with the hot rod build. In New York the Capitol district is working closely with the hot rod club in Hempstead, and the Dick Clark show. Still another part of the kit is a sampler LP of hot rod music on the label. (Continued on page 14)

### The Way They Talk

Since the switch from surf to track has brought a new line of jargon to teen-age lips, Billboard publishes this partial glossary in the hope that it will be of some assistance to jockeys, parents and other interested but bewildered adults.

**A-BONE**—Model A Ford

**ANCHORS**—Brakes

**BANG SHIFT HYDRO**—Hydraulic transmission that can be climbed with a gear for racing

**BLOWER**—Supercharger

**BROBED**—Coup, shortened, as in fenders

**BIG RUMPER**—Big bad engine

**BITE**—Traction

**BOOT**—Engine

**CHUTE**—A parachute used for stopping racing dragsters

**CRUISER**—Chrysler engine

**DROPPED**—Dropped front axle on roadster

**DEUCE**—1925 Ford

**DRAG**—As opposed to brakes

**GORD CRASH**—Crash helmet

**HIGH BOY**—Dragster with rails at stock height

**HOT MILL**—Any engine

**RIDE-IT**—Dragster without body

**SCAVENGER**—Machine that beats anything on the road

**SKIS**—Tires

**SLEDGE**—To be beaten

**SLICKS**—Wide, smooth racing tires

**SHAKE-UP**—Chevy V-8 engine

**T-BONE**—Model T Ford

**TRAPS**—Timing area

**UNGLUED**—Burn an engine

**VETTE**—Corvette

**WIPED**—To be beaten

### 20th Shoots for Catalog Operation on World Basis

HOLLYWOOD — Twentieth Century-Fox Records is being developed as a "catalog operation to service world-wide markets" through a selective album and singles release program, and is debuting TCF Records as a new singles subsidiary, Norman Weiser, label’s operations vice-president, told Billboard here last week.

The new subsidiary will be used to introduce new talent through a tight singles release operation. Weiser explained that "We’ll keep the TCF operation right by holding the roster to about 10 artists." Weiser said.

Weiser explained that with TCF as the outlet for new, unknown performers, he’ll be able to develop 20th Century-Fox Records as a diskery with "name power." In recent months, companies, owned by the film company with Richard Zanuck as veeper in charge of production, has signed Ray Ellis, Lena Horne, Eddie Heywood and Kitty Kallen.

Dickery will develop closer ties with the parent film company and has already set deals for two forthcoming pictures. "Move Over Darling," set for Thanksgiving release, and "Take Her She’s Mine," due about Christmas. Label will have an instrumental title theme for "Take Her" by Bill Ranell and his orchestra and a vocal of the "Darling" theme by Thelma Tyo Whitney, another new artist.

Weiser explained that Lionel Newman, head of the film’s music department, functions as the label’s "A&R clearing house," maintaining liaison with Weiser in New York.
Atlantic Tells 15% Deal

NEW YORK — With the re-lease of the greatest hits of Atlantic, Stax and Volt, Atlantic and its parent company, the Atlantic, Stax and Volt production partnership, announced a new 15% discount plan to run 30 days after the get-away date of Monte Carlo, the new APL LP's. Two-Stax sets as well as some sets of 60s records distributed by APL are included.

The new Stax album is built around "Walking the Dog," the smash single by Rufin Thomas. The new Volt set is "Sweet Vol. II," by the Surfiders, and Atlantic's "Swinging Cowboy," by the New World Singers, a folk group, to the new release.

The new 15% discount plan will be negotiated on a set-by-set basis.

Dealers Miss Bets by Lack of Promotion

NEW YORK — According to reports by Billboard's network of campus correspondents, dealers, distributors — and in the long run, record company members — missing out on the proper merchandising of albums which tie in with college personal appearances. Currently, the college personal appearance circuit is going live. Billboard editors are being courted with a lucrative field for jazz, folk and pop groups, and the potential of smattering of record outlets in college towns are seeing the opportunity to promote the albums of an artist who is scheduled to play the campus. Those dealers who are aware of the opportunity raking up traditional sales.

Such extra sales happen with enough frequency to indicate that a new pattern could be established if the entire promotional merchandising effort were more properly organized — so as to give the dealers the benefit of radio exposure, local advertising, etc.

U. of Mississipp

Johnny and the Hurricanes, appearing at the University of Mississippi dormitory house at University City, Mo., November 2, scored a personal triumph.

Reportedly, the Homecoming Dance, drawing an attendance of 5,637, Billboard's campus correspondent, Jerry Chasen, related "the group presented a program of standard repertoire of groups, pop and rock music... for the benefit of radio exposure, local advertising, etc.

Shoes to Keep Post On Coasts

HOLLYWOOD — Steve Shoes, president of RCA's pop a.r. department, will also function in his present capacity as West Coast operation chief, Billboard has learned.

The label will not fill Shoes' slot here immediately because of importance of the company's West Holly- wood quarters. Also a qualified executive for Shoes' position has not yet been found.

Shoes plans spending one week out of every four here in the time being. Once the company is enunciated in its new offices and their work is smoothly, then the label will consider filling the West Coast operations

Deca Net Down Little

NEW YORK — Deco Personal Computers for nine months ended September 30, 1963, amounted to $3,700,057, an increase of $1,017,000 in the corresponding period of the previous year. In the past, 90% of the company's sales have been in the Midwest, but in the past year the company has expanded its foreign markets and sales have increased to $1,000,000 in regions outside the United States. The company's new marketing strategy is paying off, as sales have increased by $1,000,000 in the past year.
Timeless

Album Best Sellers From Columbia Records

LEONARD BERNSTEIN
Rhapsody in Blue
An American in Paris

New York Philharmonic
And The Columbia Symphony

THE LORD'S PRAYER

Finnlandia

Sibelius: Finlandia

Grieg: In the Hall of the Mountain King

Sibelius: The Seal Lagoon

Bolero

Ravel: Bolero

The Lord's Prayer

Rhapsody in Blue

New York Philharmonic
And The Columbia Symphony

REx Harrison
Julie Andrews
My Fair Lady

Stanley Holloway

West Side Story

The Sound of Music

Mary Martin
Ricard Rodgers - Oscar Hammerstein

 Camelot

Richard Burton - Julie Andrews

West Side Story

Starring Natalie Wood
LEADING MANUFACTURER WANTS EXPERIENCED RECORD PREMIUM MAN

Well-established, highly respected, international record firm, with an outstanding catalog, a strong roster of big-name recording artists, and a wealth of creative marketing materials, is offering an exceptionally attractive opening for a knowledgeable man with a well-rounded background in records and sales.

The man who fills the character basis of intelligence, honesty, reliability, aggressiveness and industriousness, plus most of the following, is the right man for this job:

- **SOLID EXPERIENCE** in the premium business and, desirably, in the business of records and premiums.

- **A CREATIVE MAN** who sparkles with merchandising ideas that can develop sales in any field of business, and who can put these ideas into forceful, convincing and factual words.

- **HIGH COMPETITIVE SPIRIT** to go along with the ability to sell the idea and the record product behind the idea;

- **BROAD KNOWLEDGE** of record production and coating and a successful background in the record business;

- **STRONG CONTACTS** at the executive advertising, merchandising and promotion levels with the major artists and the media (executive and higher) levels of their advertising agencies.

This is an outstanding opportunity for high-level earnings commensurate with the man's outstanding performance in the field of premium records.

If you think you're the man, supply full details in writing, including anticipated income. All replies will be held in strictest confidence.

BOX 521, BILLBOARD, 165 WEST 46th STREET (AT TIMES SQUARE) NEW YORK, N. Y., 10036

**NEW YORK—** The Dick Clark "Caravan of Stars" is off to a strong start. The show reported a first opening-night gross at Teaneck, New Jersey, of $10,000, with second shows followed by a $10,000 stand in Utica, N. Y., and $17,000 in Hartford, Conn., the latter two engagements setting house records for the World War Memorial Auditorium and the Palace in Hartford.

The tour was headed by Jimmy Clanton, with Domenica, The Ronettes, Little Eva, the Dixie-boppers, Alyson and the Killers, Dennis and the Delighters, the Devonels, Paula and Paula, the Yankee Dancers and Bob and Clark's "Pick to Hill." Jeff Condon, new MGM LP's, is coordinating preparations for a third tour for the Easter season beginning March 25-27, here and the way, according to Miss Ross.

**Languages Big Deal in Coast Disks**

**HOLLYWOOD—** The importance of releasing his American tunes to the Latin market has emphasized once more just how much the Atlantic and Columbia artists, including the Havana-born singer, are utilizing the Miami market. Atlantic's new vocal duo April Stevens and Nino Tempo cut their first LP's in English and Italian under the personal supervision of label president, and master Leoni, flown here from Italy especially for the sessions. He's a big hit with both his LP's and EP's, and the Latin diskmen also brought over several tunes and arrangements which Atlantic has used in Havana in a drive away from the usual "Norte Americanos" hits in a foreign tongue.

Columbia, the emphasis is on Spanish, Italian and French artists, and is featuring new singles of old favorites, led by Carl Edmonson's "It's Over," which has sold almost $200,000 in its first six days of a revival showing.

**Bill Evans’ Verve Disk brunches On Four Other Versions of Number**

**NEW YORK—** Mills Music, through its B. F. Woods affiliate, has announced that it is offering an interest in the movie theme "Sweet September" through a recording made specially for back by Bill Evans on Verve.

Though the Evans disk was not run, it did receive a large amount of play by radio show and jazz jockeys, and the play has led to four other recordings of the tune cut by Les McCann, pianist Pete Jolly on the Ava label, distributed by MGM, and which was released last week. Other versions of the tune are by Jimmie Haskell, Capo, Artie Butler, 20th Century-Fox, Carl Edmonson on Fraternity, and Sylvia Synx, Columbia. In addition to the Syms vocal version of the theme, Friedman is working on the included the tune on a forthcoming ABC-Paramount album. The heightening of the affection attracted the tune from England where it was titled "Sweet September." The tune was performed in a film titled "They're Boys." Stan Mills, Capitol, is working on a Verve version tuned up in Great Britain on a recent trip. Another tune he acquired for Wood is "Sweet September," a British folk call that "Any Number Can Win," which was re-recorded as a rock and roll by the Shadows in England. It's handled in a bit version here by Jimmy Snider, again on Verve, in a jazz groove.

**New ‘Extra Long-Playing’ LP Brought Out by Wis. Firm**

**CHICAGO—** A new "extra long-playing" LP designed to spin at 16½ instead of the traditional 33⅓ speed is being produced for the background mail market by XLP Records, a Lake County, Ill., imprint.

The initial package of 10 LP's contains such diverse types of music as Hawaiian jazz, Hawaiian music, French strings and Latin. Furthermore, instead of more than four selections by the same orchestra are played in succession.

The music was all recorded in Europe by Hollywood and London orchestras. The artists are not identified and the selections contain no vocals.

According to John Pierson, XLP president, the records provide more than an hour's playing time per side. The 10 LP's provide 110 hours of music, more than out-turning.

The sets are priced to sell at $8.95, and, according to Pierson, are equivalent to 20 worth of record albums. The firm feels that sound reproduction is excellent, ranging from soft jazz to equal to any stereo or monaural LP on the market.

The firm plans to handle its own distribution (direct) and will back its sales with direct mail and magazine advertising. Pierson said that he has been approached by record manufacturer who wish to use the disk in their stores.

The new XLP disk can be played on virtually any U. S. phonograph, new or old. Pierson said that up to now, only spoken-communication material was recorded at 16½ speed because of fidelity problems. He added that his firm was able to offer full fidelity at the desired speed.

XLP Records feels its product will be used by background music manufacturers, and who are interested in good continuous music.

The company's new disk is a considerable success in the juke box market with a set of five playing completely round the clock. According to XLP, there has been more than 20,000 of the packs in Illinois, Wisconsin, Minnesota and Missouri.

**Stan Hoffman Takes Over Marel Firm**

**BALTIMORE —** Stan Hoffman, who has been manager of Maryland of Baltimore, has become owner and president of the company. Hoffman purchased the franchise last week from Arnold Verbit, head of Maryland of Philadelphia, of which the Baltimore organization was a part of the national run branch. The negotiations whereby Hoffman and the distribution company were concluded Tuesday (12).

Among the lines carried by Maryland of Baltimore are Cameo, Parkway, Epic, 20th Century-Fox, Laurie, Swan, Concord, Stereodisc, Congestion, and Artists and Writers.

Hoffman stated that he will maintain all present personnel, and that he plans to expand the operation.

Hoffman, 31 years of age, started in the record business nine years ago as a salesman for King Records.

**Tellards Set Up Record Company**

**HOLLYWOOD—** Tellard film productions has formed Tellard Records, a music company for music for the pic, "Great Anti-Cartoon War," opening on New York’s World’s Fair showing next April.

The new Tony Bill has been set to ring material from the film, which will introduce "Chimney Sweeps," an album for The World’s Fair audiences. The new record, according to the head of the music branch, is a 160 degree projection process. The album, a "Chimney War" material, label also plans cutting pop singles and LP’s.
IF YOU'RE STILL AFRAID OF VIRGINIA WOOLF, READ THIS...

Discount Record Shops, Inc.  848 HURON ROAD  •  CLEVELAND 15, OHIO  •  MAIN 1-2816

Mr. Tony Martell, Regional Manager
Columbia Records
21290 Parkwood Avenue
Fairview Park 26, Ohio

Dear Tony...

When you were in the store the other day, we had a good
discussion about the record industry, your new policy (which is just
great) and "Who's Afraid of Virginia Woolf". We took a few pictures
of some in-store displays...but I really feel I didn't answer you
clearly when you asked me how many "Virginia Woolf"'s we sold...and
why...Hence, this letter......

Not one of us at Discount Records thought that "Who's Afraid of
Virginia Woolf?" would become one of Goddard Lieberson's Greatest
Hits. We just couldn't believe that Albee's punishing four-hour
protest could be another best seller. We enjoy being wrong in this
fashion because to date we have sold over 145 "Virginia Woolf"'s.

Despite the interest and excitement among our staff, our
initial order was moderate...about thirty pieces. Then our staff
goes to work...We displayed, we played, we talked about "Virginia
Woolf" to every customer entering our stores. Soon after the
reviews on the show, we began to get calls from all types of
customers, some totally new to us. They were absolutely delighted
to find that we actually had the play in stock.

"Virginia Woolf" will not outsell it's sisters in the great
Columbia Broadway Catalogue. However, Goddard Lieberson and Columbia
Records deserve praise for proving that a best-seller need not
always be "popular" and easy to like.

We feel that we have proved something, too. We proved "Virginia
Woolf" a merchandising success...and for this, we are proud of our
most capable staff.

Many thanks for all your help, Tony, and please come in and see
me soon again.

One more thing...When "Virginia Woolf" opens in Cleveland, my
sales figures on this package will be in the four number bracket.

Sincerely yours,

Al Petrak,
General Manager

SAN FRANCISCO           CHICAGO           DETROIT           CLEVELAND

The complete recording
of the award-winning
play on four 12" Lp's—
includes a 16-page
illustrated brochure.

ON COLUMBIA RECORDS©

www.americanradiohistory.com
3 GREAT NEW CHRISTMAS SINGLES...ALL ON CAPITOL RECORDS

BING CROSBY

Do You Hear What I Hear? b/w Christmas Dinner Country Style #5088

STAN KENTON

What Is A Santa Claus? b/w O Tannenbaum #5085

NANCY WILSON

That’s What I Want For Christmas b/w What Are You Doing New Year’s Eve? #5084

BEAT THE CHRISTMAS RUSH—SEE YOUR CAPITOL SALES REP TODAY!

www.americanradiohistory.com
ALBUM REVIEWS

POP SPOTLIGHT

DONNA THE PRIMA DONNA
Dian Dicouri. Columbia Cl 2107 (M); CS 9097 (S)
Donna is back with a fine album of guitar playing, the set features the artist is hearing sounds, but playing country music, with the sound and slightly accented style of a pop singer. The album is titled with the great country tunes of past years. Donna's guitar playing is quite attractive and there are words of song to the face of another. Album will appeal to those who like this type of music.

CLASSICAL SPOTLIGHT

RICHARDSON IN AIDA
London S 7579 (M); CS 52778 (S)
"Aida," one of the most beloved and re-recorded operas, is produced with great care by the Royal Opera House, Covent Garden, conducted by John Fisher.

CLASSICAL SPOTLIGHT

TCHAIKOVSKY: PIANO CONCERTO
John Ogdon. Philharmonia Orchestra (Beocrill)
Angel S 38442 (S)
Tchaikovsky's Piano Concerto is a masterpiece. The performances are with the soul and vigor of a truly inspired artist. Recorded for the outstanding Philharmonic Orchestra conducted by Sir John Barbirolli, Ogdon is joined with the Philharmonic Orchestra in this masterpiece performance. It is a truly inspired artist.

POP SPOTLIGHT

CITY GUY PLAYS COUNTRY
Carmen McRae. RCA 4501 (S)
This is the album that Carmen McRae has been waiting for. The set features the artist's interpretative style and the original music of past years. Carmen's singing is quite attractive and the album will appeal to all fans of this type of music.

CLASSICAL SPOTLIGHT

TCHAIKOVSKY: SYMPHONY NO. 5 IN MINOR
Philharmonia Orchestra (Klemperer). Angel S 36141 (S)
The "Fifth" is perhaps the most performed and recorded of the Tchaikovsky symphonies. The dramatic and emotional resonance is further heightened by Olin Downes and the Philharmonia Orchestra. This recording is a truly inspiring artist.

CLASSICAL SPOTLIGHT

CARMEN (3/12) L'Orchestre de Les Salons Rondes (Schepers). RCA 4546 (M); OSA 1268 (S)
Just a few days before this recording, Richard Strauss, the great German composer, passed away. The set features the artist's interpretative style and the original music of past years. The album will appeal to all fans of this type of music.

POP SPOTLIGHT

NO ONE IN THIS WORLD IS LIKE DON FRANKS
Koop King 4200 (A); IRS 4505 (S)
Don Franks is one of the most talented artists in the pop world. The artist has a unique interpretative style and the original music of past years. Don's guitar playing is quite attractive and there are words of song to the face of another. Album will appeal to those who like this type of music.

CLASSICAL SPOTLIGHT

REGINA CRESPIN
Angelo S 4644 (S)
Since her debut at the Metropolitan Opera, Regina Creppin has earned a large following for her interpretative style and the original music of past years. The set features the artist's interpretative style and the original music of past years. The album will appeal to all fans of this type of music.

CLASSICAL SPOTLIGHT

BEETHOVEN: THE COMPLETE PIANO SONATAS (13-12)
Arthur Schnabel

This long-awaited set on Angel's Great Recordings of the Century series is an inspired and valuable compilation. The album features the artist's interpretative style and the original music of past years. The album will appeal to all fans of this type of music.
NEW FROM

just out and
planned to
peak
your sales

Powerful, continuing
MERCHANDISING and
POINT OF SALE
support
for you!

OTHER NEW RELEASES (NOT ILLUSTRATED)

folk
The Beginning, Vol. 2
Josh White
MG 20821/SR 60821
The Twilight Singers
MG 20844/SR 60844
Hootenanny Reissue Series
Various Artists
MG 20857/SR 60857

The Smothers Brothers
Curb Your Tongue, Knave!
The Smothers Brothers
MG 20862/SR 60862
Lesley Gore Sings
Of Mixed-Up Hearts
Lesley Gore
MG 20849/SR 60849

STELLA GUITAR JAZZ
BUDDIE EMMONS

pop and jazz
The Music of Lee Baxter
Don Butler & His Orchestra
MG 20865/SR 60865
Blue Hawaiian Steel Guitar
Jerry Byrd
MG 20856/SR 60856
Trouble In A Lonesome Town
Lee Hazlewood
MG 20860/SR 60860

Lesley Gore Sings
Of Mixed-Up Hearts
Lesley Gore
MG 20849/SR 60849

Steel Guitar Jazz
Buddie Emmens
MG 20843/SR 60843

The Roland Kirk Quartet Meets
The Benny Golson Orchestra
MG 20844/SR 60844

classical
Vienna 1908-1914
London Symphony Orchestra
Artur Grottli
MG 50355/SR 90355

Mendelssohn Symphony No. 4
"Italian"
Schubert Symphony No. 5 in
B flat major
Minnepolis Symphony Orchestra
Michael Steinbach
MG 50360/SR 90360

Mendelssohn Symphony No. 4
"Italian"
Schubert Symphony No. 7 in
A flat major
Minnepolis Symphony Orchestra
Michael Steinbach
MG 50361/SR 90361

Henrieks Szeryng Playing the
Music of Fritz Kreisler
Henrieks Szeryng, Violin, Charles Reiner, Piano
MG 50348/SR 90348

The Composer and His Orchestra, Vol. III,
"For The First Time"
The Eastman Philharmonia Orchestra
Howard Hanson
MG 50357/SR 90357

Howard Hanson
The Composer and His Orchestra, Vol. III,
"For The First Time"
The Eastman Philharmonia Orchestra
Howard Hanson
MG 50357/SR 90357

HEROIC OVERTURES

Arthur Fiedler & The Boston Pops
Darius Milhaud
MG 50359/SR 90359

The Eastman Philharmonia Orchestra, Paul Paray
MG 50359/SR 90359

America's First Family of Fine Recordings

Mercury Records

www.americanradiohistory.com
Gaslight Singers Best in Town

The Gaslight Singers, Mercury's newest folk group, met in college, spent the past year doing concerts, and last week graduated to Chicago's Kingpin emporium, The Gate of Horn. In fine style. The group is made up of Al and Jeff, who play guitar; Martha, who sings a storm; Earl, the group's natural leader, and Herb Brown, who backs them with fine sounds from the bass. They're a blend of traditional folk act with some P. T. Barnum thrown in. Tunes like "Railroad Bill," "Every Night," and "Give Me That Old Time Religion" are done in altogether prosaic though enthusiastic style. But when they turn to the offbeat, look out. "Red, Red Rose," a take-off on rock and roll singers—done with a folk flavor—is funny a bit as you'll ever see. Martha's mimicking backed by the boys' antics is just too much.

There's also a hit about "Big Bad Bruce," done to the melody of "Big Bad John," but depicting a somewhat low-brow-encrusted hair dresser; and a tune called "Dr. Freud," done to the melody of "Glory, Glory Hallelujah," spoofing the psychological theories of the man for whom it's named, and bearing little of the religious character of the melody to which it sang.

The group had perfect timing: they know just when to get funny and when to return to the good, swinging, traditional folk sounds, they sing very well, act well, have good material, play well—and what else is there to say. Their first single, "Pigeon in the Park," out this week, does not do them justice in that it fails to show off their versatility, but their follow-up album (due in a few weeks) should remedy that. Incidentally, their disks are produced by Frank Fried, Chicago folk impresario, whose name in the folk field here is legend.

BOBBY VINTON
HAS ANOTHER #1 HIT ON
EPIC

"THERE! I'VE SAID IT AGAIN"

EPIC

Why Can't I Sing Like Bobby Vinton?

ALL YOU EVER TALK ABOUT IS BOBBY VINTON!

HAVE YOU HEARD BOBBY VINTON'S NEW SINGLE?

Ed Walker Joins Cosnat Distrib

CHICAGO—Ed Walker, veteran record man here and former head of Disc Distributing Company, joins Paul Glasa' Allstate Distributing Company as album sales and merchandising manager. Glasa had previously bought the Cosnat branch some weeks ago.

Walker has been in the record industry here since 1948 when he started as a salesman, later Midwest divisional manager for Coral, branch manager for Decca and finally head of Cosnat.

Supreme Label
Sets Yule LP

HOLLYWOOD—Supreme Recordings, religious label in Glendale, has signed the famed Old Fashioned Revival Choir and will release a Christmas LP titled "Old-Fashioned Favorites.

The choir will celebrate its 40th anniversary in January as the longest continuous broadcasting group in radio. Its weekly concerts are heard over the ABC Network. Supreme is owned by Paul Glasa, former vice-president at Word Records.

Honor Pair

NEW YORK—John F. Burgeon Jr., division vice-president, commercial sales, and Lester M. Goebel, plant manager, Rockaway plant, have become members of the RCA Victor Record Division 25-year club of the Radio Corporation of America. The execs were honored at the annual 25-year club dinner held at the New York Hilton November 7.
BUD & TRAVIS
TOGETHER AGAIN

ON THE CHARTS AGAIN

Best-selling Bud & Travis Catalog:

"Bud & Travis"
LRP-3125 • LST-7125

"Spotlight on Bud & Travis"
LRP-3138 • LST-7138

"Bud & Travis in Concert, Vol. 2"
LRP-3222 • LST-7222

Liberty Records
**LATE SINGLE SPOTLIGHTS**

**Pop**

DAVE DUDLEY (Long Alys, The Mines (New Keys, BMI) (2:47)—Dudley has had several recent hits of considerable substance on the Golden Ring label and here, on his first Mercury outing, he rates a great chance. It’s a sort of folk music in the laid grove and Dudley tells the tale meaningfully. It could big. Flip is "Last Year’s Heartache" (Raleigh, BMI) (2:00). **Mercury 72212**

THE TYMES

SOMETIME (Wycoetz, ASCAP) (2:11)—VIEW FROM MY Window by Bob-et-al. / Tony (2:48)—The Tymes have gone two-sided this way from the hot Philadelphia-based group. Both are neatly arranged and both get strong performances in the middle-rhythm groove. Early interest may center on the top side but the flip also raises good plug potential.

Parkway 891

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**Christmas**

ROY ORBISON

PRETTY PAPER (Pamper, BMI) (2:44)—One of the best of the Christmas singles so far. It’s a new song by Willie Nelson and it’s given a power-packed, emotional reading by Orbison. Release now also gives the side plenty of time to hit paydirt. Watch it. Flip is "Beautiful Dreamer" (2:17). Monument 830

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**RIAA Beefs About Copyright Talk**

**- Continued from page 4**

sought to exercise control by licencing the mechanical reproduction of song material. Section D of the Copyright Act rather than Section E. The latter section includes the compulsory licensing provision. Section D 6 had with dramatic rights and this section was in effect years ago when singles from Frank Loesser’s "Most Happy Fella" were licenced in this way permitting the copyright owners to exercise control over the release of mechanical versions. But such cases have been very rare and, of course, the principle is applicable to music used in dramatic formats.

It is the opinion of some legalists that the final version of the proposed revision may contain a compromise provision with regard to mechanics. One suggestion is that the compulsory provision remain in effect for the first five years of the copyright—after which the copyright owners would secure control. A second suggestion is that the compulsory provision be changed to require 8 per cent of the rate specified in the mechanical version.

Another proposal is that the compulsory license provision be retained in the provision that instead of the present statutory rate of 2 cents, the royalty be changed to 8 per cent of the manufacturer’s suggested or established retail price.

When the final draft of the proposed revision of the 1909 Act is prepared, there will be hearings in both houses of Congress.

---

**Chicago Says: Yes, Play Lena Now!**

**- Continued from page 3**

only on the all-night show hosted by Sid Morses. None of the city’s other stations has gone with the record, most because they simply feel it is "in poor taste." Comment generally seems to be aimed at the "hitting tone" of Lena Horne’s voice, and the song line, "don’t take it literally, mister, nobody wants to grab your sister." Song, however, Howard Bedno, of Allstate Distributing Company here, said the song is an Allstate release. Howard Bedno said Allstate moved some 3,000 to date from all parts of the city.

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<th>$25</th>
<th>Bill Me</th>
<th>$33</th>
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Deadline rates on request.

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**Lack of Promotion Beats Dealers**

Music Market reported action on "Base at Birdland." Two other shops contacted reported no Basic product in stock in time for the concert. This was unfortunate in view of the fast-food areas stations such as WJSO and WJCC programmed Basic material in anticipation of the college date.

---

**Rogers**

The Roofing Singers and Shelley Berman, playing Rutgers University, New Brunswick, N.J., November 1, drew a crowd of 3,200. Berman was enthusiastically received throughout his 75-minute stint. The Roofing Singers were sweetly finally scoring their best impression with "Walk Right In," according to Bob Thomas, campus correspondent.

---

**Arthur Berkeley**

Arthur Berkeley, Billboard’s campus reporter at University, Indiana, N. Y., reported that Larry Armstrong was warmly welcomed in Bloomington even though attendance (2,200) was smaller than his Indiana University outing.

Ohio State

Planet Roger Williams, playing Ohio State’s Memorial Auditorium October 18, drew a packed house, according to campus correspondent Sandy Poster. He scored with "Misty," "The Autumn Leaves," "Can’t Buy Me Love," "Sunset Sam," etc. Williams expects to cut two new albums for Capitol with Kapp which should wind up his November tour.

---

**20th’s Initial Subsidy-TCF**

NEW YORK — The 20th-Century-Fox label will be issuing product for the first time under the TCF Music Distribution banner, TCF Records, November 15. New label will be devoted primarily to Soundies product with two discs as the first entry. The Alabama Christian Choir will be featured, "Do You Hear What I Hear" and the "Lord’s Prayer" are the two titles. The Alabama Christian Choir was recorded in a church in Birmingham, and the organization participated in service at the Reverend Martin Luther King. The other disc on the new label is "TLC Love Him" by the Castanettes.

---

**JONIE TAPS SAYS:**

**Indies Can Do Great Job on Sound Tracks**

HOLLYWOOD — The indie disc jockey can do just as good a job of selling sound tracks as the major labels, contends Jonie Taps, head of the Music Depart- ment at Columbia Pictures which releases tracks on its Col- pix label.

Taps takes exception to the theories of executives of Columbia and Capitol who believe that major labels can promote sound tracks more profitably.

"It doesn’t make any difference who puts the sound track out," Taps remarked. "If there is a marriage between a good picture and the record, something will happen."

Taps points to "Lawrence of Arabia," "The Love Boat," "The Wild Side" (AYA) as two sound-track LP’s which became best sellers for two indie labels.

"Indie companies care more about the sound tracks than the majors do," Taps continued. "A small outfit will concentrate more heavily on a sound track than a major which is releasing nothing else at the same time."

The 22-year Columbia Pic- tures executive, who also maintains liaison with Don Kirshner, executive vice-president of all Columbia Pictures-Screen Gems publicity and publicity activities, cites examples of major labels selling sound tracks which were "nothing but a waste of time," Columbia had投产的 'Guys of Navarone' and nothing hap- pened. "Raining in the South" was put out with no promotion and nothing happened. I recall Capitol turning down "Sail On" and the score going to Decca.

"When we had "Bridge on the River Kwai" in the company the companies but only Mitch Miller did it, he put the Al Jolson pictures, nobody wanted them, but Leonard and Decca picked them up."

Taps emphasized that an LP will not sell without the picture. "If you have a good picture, the score will sell. You just can’t sell bad film music."

---

**Jazz Sales Take Dip, Clubs Dim In Belgium Biz**

BRUSSELS—A survey of dealers in this country shows that jazz sales have been on a gradual decline since the begin- ning of the year. Jazz interest in the country is considerably less than a few years ago and jazz sales show this. The=A, reports from overseas have done anything to stop the downward trend. Sales figures from the stars who have appeared here recently such as Ray Charles and Count Basie.

Charles is by far the most important jazz artist in this country. His concert appearances have been the most important of his record sales which rank among the highest of all foreign artists. Jazz interest in the country is generally in a flab state. The bigger nite spots featuring jazz have disappeared, but there are a few rooms in the country which feature some local players. Top- selling local artists are Jack Scott, Sonny Terry, "Jack Skills Jazz" which also fea- tures Leo Bennett and Roger Wilkins. Jazz is heard on a local disk by a local artist in the national charts.

Leading albums are "Battle Royal" by Ellington and Basie; "The Last of the New Orleans" by King; "Time Further Out," Dave Brubeck; "Pushing," Miles Davis; "Hard Bop," Wynton Marsalis and Charles Mingus.

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**Men Who Read Business Papers**

MEAN BUSINESS

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**CHRISTMAS**

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**Middle East**

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**INTERNATIONAL**

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**State**

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MUSIC COMPOSED AND CONDUCTED BY SOL KAPLAN
ALBUM PRODUCED BY JACK LEWIS
A DIVISION OF COLUMBIA PICTURES CORPORATION
**Well-Balanced Bill Brings Solid Reaction**

The Village Gate, in Greenwich Village, New York has a balanced program of music and comedy talent. Again, too, Art Fletcher and Benicia, the solid record act with the newcomers. Show opened Tuesday (12).

Fronting the bill at the Gate is Gloria Lynn who sang a variety of her most popular recorded material with interpretations of recent hits that fit her fine, world-class vocal style. The songstress, who is now with the Reprint label, sang tunes like "Start of Something Big," "I Wish You Love," and balanced them off with versions of "Wassermelon Man," "Fly Me to the Moon," "Days of Wine and Roses" and "I Left My Heart in San Francisco." Especially impressive, was her duet with her pianist, Marvin Jenkins, titled "Bright Lights (Big City)", which has a singular mood and style and could rank as standard in the industry.

Shoring up the bill with Ms. Lynn are comedians Flip Wilson and unquenchable Spanish guitarist Jorge Morel.

Wilson has poise and an impressive delivery. Given better material he could be a real comic delight. Wilson's recent television shows (some of Joe Miller vintage) show the comic has a good color for improvisation. He updated many a chestnut and considerably dazed old gag lines with topical asides and situations.

**Jack Maher**

**Atlantic Stars Take to Boards**

NEW YORK — This Friday (15), a star-studded list of Atlantic recording artists took to the stage of the Village Gate theater here to present the label's latest album of talent in all of its glory.

The show will be on stage at the big Harlem theater for one week and will be recorded for LP by the label. Ben E. King, and Drifters atop the bill with Doris Troy, Otis Redding and the Falcons also appearing. King Curtis leads the support and Jack Colemen is the emcee. Recording was made Saturday (16).

**Westminster Ups Marty Goldstone**

NEW YORK — Westminster Records has tapped Marty Goldstone as the post of national sales manager. Goldstone, previously was field rep for the ABC-Paramount-Impulse and Westminster labels.

In an international move, Westminster has completed negotiations for a new home phonograph. N.V. to handle its product, and that of the World half sub, in Belgium, Holland and Luxembourg. EMS represents the label in England and Ireland.

**CHICAGO'S LIVING ROOM**

**Damita Jo Goes All the Way**

Damita Jo has a wonderful way with a song and her opening engagement in Chicago last week has to be called a smash artist, if not financial, success. For reasons which escape this reviewer, the room was sparsely filled, but the enthusiasm made up for the empty seats.

Beauty of the performance was the complete range of material that Damita did — and so well. Her style was unique. "There's a Friendly Feeling," a driving "San Francisco" done in a completely personal style, was a unique "Chicago," where Damita toys with the melody as only the seasoned pro that she is can; a happy and swinging "I Believe In You," a hit about "A Man Without a Woman," where Damita puts on a pair of glasses and cloaks only, and a wild scat-version of "After You're Gone," to mention but a few.

Damita's husband and manager, Bette Wood, handles the lights and is a close board which adds to her performance immeasurably. When the song builds, the audience responds. The music of Damita, the song and the stage milieu is a perfect combination of blue, white and color. This artist has to be one of the top vocalists in the business, and this is a matter of time before she receives her full due.

**Jack Maher**

**TALENT ON TOUR**

(Top record talent in top record towns this week)

**EAST**

Peter, Paul and Mary are down Texas way this week with duties at Lamar State College (19), the Coliseum in Corpus Christi (22), and the University Auditorium in Austin (21), the Music Hall, Houston (22), and Southern Methodist University in Dallas (23).

Brown and Dunn are also working the Texas Circuit. Austin College (18), Arlington State (21), Abilene Christian College (21), Oklahoma Baptist Shreve (22). The Four Tops will be at the Diplomat Hotel for the next Friday.

**MIDWEST**

Billy Storm has one more week to go at the New Living Room in Chicago. Rose Murphy will be in Cleveland's Virginia Room for a month beginning November 20. Al Allen is at the Flame Theater in Minneapolis through Saturday (23).

**ARTISTS' BIOGRAPHIES**

**VILLAGE STOMPERS**

(Epich) NAMES: Frank Habbell, Joe Muranyi, Dick Drddy, Don Crates, Mitchell May, Al McMaster, Ralph Caxile and Lonny Pogon. BACK- GROUND: Ten members of the Village Stompers, a ten-year resident of the music business. Two have college degrees in music, one an outstanding music teacher, and compositionally, they have worked for more than one outstanding Dixieland and jazz group in the business. Mitchell May has just recently completed an engagement with the Kansas City Philharmonic. The easy-going Dixieland sound they brought to their first single, "Washington Square," was the latest in a string of outstanding records immediately pleasing to Dixieland fans. With an impressive turn out of talent by Joe Sherman, the subsequent album took off just as quickly. They have just completed a successful gig at New York's Basin Street East, and plans are to continue working together as a group.

**LAST GUEST**: "Washington Square" has been on Billboard's Hot 100 for 16 weeks now and is up way in the No. 2 spot this week.

**LAST ALBUM:** In just four weeks on the Top LP chart, "Washington Square" is No. 25 this week.

**BEST OF**:

The bill of fare at the Crescent comes to a close on Monday (17) with the appearance of the Billy Eckstine at the Crescent Cafe in San Jose, Calif. This Sunday (22) will be the final performance at the Crescent Cafe in San Jose, Calif. This Sunday (22) will be the final performance at the Crescent Cafe in San Jose, Calif. This Sunday (22) will be the final performance at the Crescent Cafe in San Jose, Calif. This Sunday (22) will be the final performance at the Crescent Cafe in San Jose, Calif.
"110 in the Shade" IS HOT! HOT! HOT! HOT!

"Irresistible" World-Telegram
"Exhilarating" News
"Top-Flight" Journal-American

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Folk, Jazz Tie Sets Dixie Eyes A-Blazin'  

By ELIOT TIEGEL  

HOLLYWOOD — The marriage between the Dixieland beat and folk music on pop records is being watched most carefully by the New Orleans Jazz Club of California.

This organization of die-hard Dixieland enthusiasts is led by founder-organizer and jazz aficionado Bill Bacin, who believes both forms have the same basic appeal.

As one of its goals, the club hopes to popularize Dixieland by placing it in juke boxes in the area. The club, which has a membership of 200, at the close of each month in nearby Ahavath, acts as distr for Southland Records, a New Orleans-based operation. According to Bacin, the Los Angeles region is the biggest Dixieland center, with the Jazz Club the newest

Griffin, Drew  

Polish Jazz Bash Guests  

WARSAW—The sixth International Jazz Festival—Jazz-Jamboree—was held in Warsaw on October 25. The festival was organized by the Polish Jazz Harmonic Hall, the Polish Jazz Federation and the Jazz Monthly magazine.

A Third Stream Concert opened the event; works by modern composers influenced by the jazz idiom were performed. The program included the first performance of a work by young Polish composer Szwedzik. The composition is titled "La Giraffe Enfant" and it is inspired by Salvador Dali's painting of that name. "Enfant" is a new jazz opera also performed by the National Orchestra of Warsaw and chorus of Warsaw Philharmonic Hall, and a group of jazz musicians.

Among the visiting foreign artists to this year's get-together were American jazzman Allan Griffin, Kenny Drew and Robert Brown, diplomats of Europe's leading jazz singers, Rita Reys, came from Holland. There were also jazzmen from East Germany, and Czech bass player Lukas Hulan and his group were on hand.

JazzScope  

In New York, one of the biggest concert events of the jazz season (27), Thanksgiving Eve, teaming on the stage of the Lincoln Center for the Performing Arts, Philharmonic Hall the Count Basie band and the Chick Corea Quartet. Extra added starter is blues singer Jimmy Rushing. A star-studded lineup has volunteered to play at a benefit for the late Jazz Legend, instigated by the Musicians Association of Central Plaza, December 8. Among top record names are Jonnas Jones, Red Allen, Eddie Condon and vibraphones of Basie, Teddy Wilson, Gene Krupa and many more.

Continuing in the crowded concert schedule, Theleston Monk, his piano and his orchestra hit the boards of Philharmonic Hall (29). Phil Woods, Thad Jones and Steve Lacy are just a few of the top jazzmen to appear. . . . The New York School for Jazz is having a gala night on Wednesday (30). The historic Blackstone Hotel is the scene of the list with Ernie Stoff's "The Interview," St. Louis Blues with Beside Smith, and a recent British movie, "Living Jazz," completes the program which will open an eight-o'clock curtain. Besides Jack Crystal, two other noted jazz figure are performing. Also is Pete Brown (59) and trumpeter Joe Gordon (35).

Epic Racks Up New 10-Month Sales Record  

NEW YORK—Epic Records established a new sales record for a 10-month period in 1963, according to Len Levy, Epic's general manager. It was also revealed that net sales for the period from October 1 to October 25, 1963, exceeded sales for the comparable period in 1962 by 220 per cent.

The Epic report stated that sales accounts for 65 per cent of total Epic sales. The retail dollar volume for the 10-month period. Powerhouse releases such as "Washington Square," by the Village Stompers; "Blue Velvet," by Bobby Vinton; "The Me Kangaroo Down, Sport," by Rolf Harris, and "Lucky Lips," by Cliff Richard, were mainly responsible for setting the pace for the label in a drive to break last year's all-time mark.

Americans Take Play on Jazz Disks and in Japanese Niteries  

By J. FUKUNISHI  

TOKYO — Jazz records are selling fairly well, but not as fast as classical LPs. Jazz fans, mostly youngsters cannot afford to frequent night clubs because they are short of funds. Hibiscus Inn, Marunouchi-ten Koshu Club and Club 48 are the most popular jazz rooms. Copacabana, a Latin Quarter, and Kuroido, Mikado and Hikode (Flower Couch) are attracting all types and rich Japanese patrons.

Most jazz concerts given lately here are offered by artists such as Art Blakey, Cannonball Adderley, and many others. The concerts are well-received by audiences, however, box-office receipts are reported mostly from ordinary fans cannot afford to pay entrance fees ranging from $1.70 to $3.30 many times in one month, and there has been cases of artists from abroad in recent months.

Concerts by Japanese jazzmen have not drawn enough audience to cover expenses. A jazz concert is given every other month at Video Hall (500 seats), while in summertime one or two outdoor jazz concerts are staged at Hibiya Amphitheater and Korakuen Park with good results. Last August a jazz festival after the style of New

FANS MISS ABC DOUBLE-FOLD LP  

NEW YORK—Impulse records had never realized the impact of its double-fold packages until the label issued one set in single jacket form. Reports from dealers, distributor one-stop and even recorders show that customers noticed the difference between rest of line and the single LP Paul Cogen package featuring "Cleopa," Bob Thiele, Impulse a.d.r. chief, notes that the line has built image deep with its double-fold packages and will continue to produce them almost exclusively. One change the label is making, however, is a higher price for the artist and material included in the LP which will run, a variety of artists from the double-fold sets. These covers previously carried no printed matter. This was brought about through rack recommendation.

THE INDOMITABLE FEE WEE RUSSELL ranks as one of the jazz standouts of 1963. He played in a variety of groups, moving in with Thelonious Monk at Newport and recording with a modern group that specialized in light airy swing—Photo by Joe Alpin

Cameo Jazz Plans Eye Today, Tomorrow  

PHILADELPHIA Cameo Parkway Records is building a jazz catalog with an eye to tomorrow as well as today according to Elliot Mazer, jazz projects recording staffer with the label.

He and Dave Edelman, who cut Maynard Ferguson and recent Teddy Wilson LP for the banner are in the business of building a jazz catalog with the label that will have impact on the pop market.

Mazer outlined his thoughts on the jazz goes pop move as being anti-gimmick. The label's first aim in making jazz albums is to build on specific names who are top flight players. The second consideration for these albums, which is easily as important as the first, is material. This, Mazer feels, is the picking of material that fits the artist. The pop audience, he feels, is ready for jazz on its own terms, provided the titles chosen and the interpretation of the artists is broad and attractive enough, and entertaining enough to catch their fancy.

Singles figure prominently in Cameo-Parkway plans. The hit singles pushes the whole concept of artist, album and catalog. Each album however, must be planned with a theme and the inclusion of easily recognized and attractive material. So far, Cameo has settled with Clark Terry, Maynard Ferguson and Teddy Wilson disks.
DYNAMITE

MIDNIGHT MARY
JOEY POWERS
AMY 892

WATCH YOUR STEP
BROOKS O'DELL
GOLD 214

LONELY MAN
DON AND JUAN
MALA 469

HERE COMES THE BOY b/w
TEDDY'S THE BOY I LOVE
TRACY DEY
AMY 894

THE FIRST TIME
ADAM FAITH
AMY 895

IT'S A MAD, MAD, MAD, MAD WORLD
JOHNNY & THE HURRICANES
MALA 470

AMY - Mala
RECORDS
1776 BROADWAY, NEW YORK, N. Y.
COUNTRY MUSIC CORNER

Ray Robbins, booker and producer of “Texoma Round-Up,” presented a special Friday night feature stage of the State Theater, Denison, Tex., reports that Rose Maddox set a new attendance record at the house,-shattering the mark established two years ago by previous C. King. Formerly with KTXK radio, Robbins roamed the boss c.w. wax on KDXS in Denison, “Texoma Round-Up” has been a prominent feature in Denison for almost a year... Billy Joe Echols, owner of Hill Attractions, Dallas, are handling the bookings on Liberty Records, Denison. Echols and his new western swing band, members of the conch and Claude Andrews, guitarist: Don Mathies, drums; Jack Hennemann, bass and vocals; Jerry Case, electric guitar, and Carlson, vocals and fiddle. When not on the road, the boys make their home at the Cavalier Club, Wichita Falls, Tex., Carlson will work at the single at Clovis, N. M., November 23, and Tucson, Ariz., November 26. Proceeds from Harvey (Hap) Pebbels’ Thanksgiving country music show, sponsored by New Deal, will be allocated for the children’s zoo project of the Omaha Junior Chamber of Commerce. Pebbels was recently honored by the Junior Chamber for his work with the organization over the past 12 years. Talent on Pebbels’ show, which is expected to tour, will include Carl Smith, Kitty Wells, Johnny Wright and the Hays Brothers, Bill Phillips, Harold Morrison, Stan Gray, Jimmy Western, Warren Smith, along with Jean Boa and the Coquettes. The itinerary is: November 22, Shiloh, Kan.; 23, St. Joseph, Mo.; 24, Independence, Mo.; 25, Sioux City, Ia.; 26, Sioux Falls, S. D.;

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WITH THE COUNTRY JOCKEYS

By BILL SACHS

DAEYL yet Tommy Edwards, who now bills himself as “The City Slicker Turned Country Boy,” has kicked off a new six-night-a-week show on WADC, Akron, running from midnight to 1 a.m., and says he’s anxious to get copies of new bluegrass records on the smaller indie labels. Meanwhile, Edwards continues the operation of his own record shop, Hillbilly Heaven, at 3571 West 25th Street, Cleveland, Ohio, from which he does his programs... Tom Reedie is now doing six hours of country music daily, syndicated through Saturday, on WDON and WASH-FM, Washington, the only stations programming c.w. music in the capital area. In addition to his spinning chores, Tom coordinates the personal manager for artist Clyde Beavers.

Putting in a plea for much needed programming material, such as disks, tapes, artist bios and the like, are Mel Rogers, of WCFL, Chicago, Ill.; Bob Ray, WARI, Albee, Ala.; Bob Cling, KRDR, Crenshaw, Okla.; Ray Walter, WPAM-FM, Fort Atkinson, Wis.; Gene Golden, WXG, Atlanta, Ga.; Bobby Willson, N.D.; BHI West, WOCH, North Vernon, Ind.; Dick McGinnis, WING, P. O. Box 1, Barre, Vt.; Jimmy Ray, KMBC, Topeka, Kan.; John Brunell, WYRT, White River, Vt.; Smillie Jucke Hamilton, WFLM, Bel Air, Md.; George (Slye) Jeffers, WRDS, South Bend, Ind.; Jim Wynn, WWAY, WYGW, Warwick, R. I., and Doug Clifton, KFAY, Fayetteville, Ark.

Deejays in need of programming material may write to the follow-

(Country Music Corner appears weekly in Billboard. If there is an entry in this list, it is the same as the entry in the Country Music Corner.)
**Hot R&B Singles**

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**MUSIC CITY HOT LIST**

The Top Sellers based on actual record sales at Wallichs Music City Hollywood, Lakewood Center and Downtown stores, as well as over 500 Music City Record Charts in Southern California supermarkets.

**Hit List #599 For the Week Ending 11/4/63**

**MUSIC CITY TOP TEN ALBUMS**

1. 2nd Bank of Stroud
2. Point Pavin
3. Breakin' Bread
4. There's a Meeting Here Tonight
5. Tracy B. and Jerry
6. Latin Lover
7. American Band
8. The Beatles
9. Bobbie Gentry
10. The Byrds

**GENE NORMAN, President**
9165 Sunset Boulevard - Hollywood, Calif. - O. 5-1108
**MGM's Dramatic New Stereo-Motion Series Is The First Real Innovation In Children's Records In Years!**

Here is the most exciting innovation in children's records you have ever heard. MGM's brand new STEREO-MOTION Series! At last, all the motion and sound potential of Stereo has been utilized brilliantly to bring these all-time children's favorites to life. Here are records that bring EVERY child INTO the story. Compare these albums with any other children's records on any label—and hear the difference. Commended by Parents' Magazine. Also available in mono.

**Available Now! 10 New MGM Stereo-Motion Albums That Bring Every Child Into the Story!**

<table>
<thead>
<tr>
<th>Album No.</th>
<th>Album Title</th>
<th>Catalog No.</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Snow White/Sleeping Beauty/Bumpalitisики</td>
<td>CHS/CH-501</td>
</tr>
<tr>
<td>2</td>
<td>Cinderella/Hansel &amp; Gretel</td>
<td>CHS/CH-502</td>
</tr>
<tr>
<td>3</td>
<td>Pinocchio/Gingerbread Boy/Tom Thumb</td>
<td>CHS/CH-503</td>
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<td>Mother Goose/Nursery Rhymes</td>
<td>CHS/CH-504</td>
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<td>5</td>
<td>Peter &amp; The Wolf/Stork Of Colca/Toot Toot The Tube</td>
<td>CHS/CH-505</td>
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<td>6</td>
<td>Bambi/Dumbo</td>
<td>CHS/CH-506</td>
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<td>7</td>
<td>Little Engine That Could/Little Tom/Little Red Caboose</td>
<td>CHS/CH-507</td>
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<td>Peter Pan—Alice In Wonderland</td>
<td>CHS/CH-608</td>
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<td>9</td>
<td>Jack &amp; The Beanstalk—Three Little Pigs—Little Red Riding Hood</td>
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<td>10</td>
<td>Wizard Of Oz/Bates In Toyland</td>
<td>CHS/CH-510</td>
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</tbody>
</table>

**Multi-Use Children’s Album Dispenser!**
The most flexible merchandising display you've ever seen or used.

Place it on the floor, set it up on the counter, hang it on the wall, make it an island of pure SELL—here's MGM's new handsome, colorful merchandiser. Creates a business in itself!

See Your MGM Distributor For Special Introductory Offer!
**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**
- NO NATIONAL BREAKOUTS THIS WEEK

**REGIONAL BREAKOUTS**
- There were records, not yet on Billboard's Hot 100, that have been reported getting strong sales action in dealers in major markets listed in parentheses.

**SHY GUY**
- Radiants, Chess 1072 (Chorus, BMI) (Detroit, Chicago)

**SINGLE REVIEW POLICY**
Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within the categories of music. Pop reviews are prepared for Spotlight, Folk, or Special About Pics. All other singles are listed in their respective categories.

**POP SPOTLIGHT**
- **CARL BELEW**
- **BIG CITY GIRLS**
  - (Four Star Sales, BMI) (2:34)

**SPEAK TO ME**
- (Somes Island, BMI) (2:35) - RCA Victor 2071
- Two strong slices from this country artist. First has humor, middle tempo swing and a slightly closer style. Second is a weeper filled with pathos. Look for these to start country but rapidly cross pop.

**COUNTRY SINGLES**

**BOW**
- Harlem Shuffle . . .
  - Bob and Earl, Mars 104 (Marc Jean-Kayman, BMI) (San Francisco)

**BIG BOSS MAN**
- Charlie Rich, Groove 2025 (Corduroy, BMI) (Houston)

**KOKO JOE**
- Righteous Brothers, Moonglow 224 (Vivace, BMI) (Los Angeles)

**LETTER FROM SHERRY**
- Dale Wood, Bell 1090 (Bell, BMI) (Durham)

**WE BELONG TOGETHER**
- Jimmy Vellet, ABC-Paramount 10919 (Figure, BMI) (Baltimore)

**REVIEWS**

**SPOTLIGHT WINNERS OF THE WEEK**

**BOBBY VINTON**
- **THERE I'VE SAID IT AGAIN**
  - (Vocalion, ASCAP) (1:51) - Epic 4946
  - Baby's an obvious followup to Bobby's "Blue Velvet." Side is a little version of the standard which is getting heavy advance air play. The flip is "I'm Sure With The One in Her Life" (Mercury, BMI) (3:32).

**THE RAN-DOLLS**
- **SOUND OF THE SUN**
  - (Screen Gems-Columbia, BMI) (1:20) - Columbia 4467
  - Obvious followup to "Avalon Blue." Side is a luscious version with husky vocals, harmony and an irresistible beat. The flip is "Come On and Love Me Too" (Screen Gems-Columbia, BMI) (2:10).

**THE ELEMENTS**
- **THE YOUNG YEARS**
  - (Westbound-MGM, BMI) (2:31) - Loma- light 1012
  - A new unscrupulous female duo dubs softly and with a mod beat. The side has a quality that could get it play on many stations that do not adhere to rock pop format. The flip is "Fredericks" (Westbound-MGM, BMI) (2:14).

**JOYCE PAUL**
- **DON'T SEND FLOWERS**
  - (Painted Desert, BMI) (2:13) - Imperial 66098
  - Great performances by a new lady here. The songsters has a touch of Phoepe Carey, a bit of Brenda Lee and a great sound. The side has a lot of power and a desire to keep singing. The flip is "Shake Your Pal" (Painted Desert, BMI) (2:25).

**C&W CHRISTMAS**
- **GEORGE JONES**
- **LONELY CHRISTMAS**
  - (C&W, BMI) (2:21) - United Artists 2520
  - Here's the melody Christmas disk for the country market. Jones tells his tale story in a moving country mood. This could be the country big hit this holiday season. The flip is "My Mom and Santa Claus" (Redwood, BMI) (2:20).

**C&W SPOTLIGHT**
- **JAN AND DEAN, AUDIO ENGINEERS LANKY & BONES**
- **DRAG CITY**
  - (Screen Gems-Columbia, BMI) (2:30) - Liberty 2464
  - Jan and Dean turn from surf to trust for their best red notch. There is a fast moving, minor with the best singling against strong back. Flip is a comedy side that has big hot red guys and "After-Gog" feel.

**C&W SPOTLIGHT**
- **HANK COCHRAN**
- **GO ON HOME**
  - (Pamper Music, BMI) (2:32) - Liberty 2464
  - Cochran sings a poignant weeper he wrote himself here. Stringed guitar and chorus add to the simple tenderness of the side. The flip is "Pamper's Orchid Lounge" (Pamper Music, BMI) (2:46).

**C&W SPOTLIGHT**
- **GEORGE JONES**
- **SHE'S THE ONE GIRL**
  - (C&W, BMI) (2:25) - United Artists 2520
  - Here's the melody Christmas disk for the country market. Jones tells his tale story in a moving country mood. This could be the country big hit this holiday season. The flip is "My Mom and Santa Claus" (Redwood, BMI) (2:20).

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**C&W SPOTLIGHT**
- **JEFF HENDRIK**
- **SHE'S THE ONE GIRL**
  - (C&W, BMI) (2:25) - United Artists 2520
  - Here's the melody Christmas disk for the country market. Jones tells his tale story in a moving country mood. This could be the country big hit this holiday season. The flip is "My Mom and Santa Claus" (Redwood, BMI) (2:20).

**THE STRINGS THE THING!**

**THE CLEBANOFF STRINGS**

**send sales soaring with the main theme music from the Cardinal**

**72216**

America's First Family of Fine Recordings

**www.americanradiohistory.com**
DINAH EXPRESSIVE READING

AUGUST

THE DAVID NOVEMBER JUKE

BAY

REED

OUTSKIRTS OF TOWN

On sale, ASCAP (2:35)-For Joe 50C
Expressive reading of the classic blues song with deep feeling by Reed. The flip is "St. Louis Blues" (ARMS, ASCAP) (3:27).

FIVE-STAR SINGLES

The four-star rating is awarded new singles with exceptional commercial appeal. These songs should, at the least, be
selling at 200,000 copies a week, with
incredible staying power in both sales
and chart positions handling that cat-


POPPULAR

DENNIS WASHINGTON

Thats Something (That Summer) (Columbia, Non-ASCAP) (3:24)*****
A stronger one (Paradise, BMI) (3:49). ROLLETTE 4123

ROUNDBOBBIN AND THE PARRAVI

Do the Charleston (S.R.R.
Three, ASCAP) (2:22)*****
La Spaladora (Columbia, BMI) (3:52).
DOMAIN 1890

DAVID CARROLL

DOMINIQUE (General Music Pub.
Inc., ASCAP) (2:59)*****
MERCURY 72218

VIC DANA

A Voice in the Wind (Elec-
tric-Prom, BMI) (2:55)*****
The Primrose Song (United-Mer-
sham, ASCAP) (1:12). DOLTON 87

THE VETTES

Holiday Mood (With Hope-
ing-Capitol) (April, BMI) (2:10)-
Little Ford Bump (Capitol) (1:55)
MGM 13266

THE FOURNOST

Half Little Child (Northern
Sun, Ltd., BMI) (1:58)*****
Just in Case (Arthritis-Bone, BMI) (2:42).
ATCO 4298

RUNE TOVAN

Smuggled (Kim Fowley, BMI) (1:50)*****
Beach Wall, (Kim Fowley, BMI) (2:05).
STACY 1970

PAUL AND PAULA

Holiday Homestay (Hu-
ough-Leh-BMl, BMI) (1:59)*****
Holiday for Teens (United-Leh,BMI)
(1:49). PHILLIPS 40128

CASY ANDERSON AND THE
REALITIES

This Little Light of Mine (Conti-
Ele-Light,BMI) (2:25)*****
Green Rocky Road (Bell, BMI) (2:31).
ATCO 8797

WES HARRISON

Walkin' Car (1:56)*****
Both (Like I Never) (1:55).
PHILLIPS DD-74

JAMES BROWN AND THE
FAMOUS FLAMES

Gonna Get Change (White
Boogie-Boogie-The Dogs) (BMB) (2:04).
KING 8269

JACKIE JOSHANNON

47.80 When You Walk in the
Room (Merry Music, BMI) (1:31)-
You Say You'll Be Mine (Merry Music, BMI) (2:25).
LIBERTY 6704

THE RIP CORDS

Hey Little Cities (Vanguard,
BMI) (1:28). The Queen (BMU) (1:40).
COLONIAL 42051

THE CHAMPS

Sun June (Four Star Sales, BMI)
(1:33). Juliette (Four Star Sales, BMI) (2:40)
CHALLENGE 59219

GENE LUDWIG

Wiki Songs and Stories (Par-
is, ASCAP) (1:51). One Day (Rob-
ertson, ASCAP) (2:12). GENE LUDWIG

DON ROBERTSON

The Dictionary Song (Robert-
son, ASCAP) (1:51). One Day (Rob-
ertson, ASCAP) (2:12). ROBERTSON

ALAN COPELAND

You, I Love You (RCA, BMI) (2:49)*****
The Summer Song (Jax, ASCAP) (1:58).
WARNER BROS. 5400

PETE SHANNY

Little Miss Sorry Eyes (AL-
G & BMI) (1:57)*****
Tommy Loves You (Garc, ASCAP) (1:51).
ASCOT 313

CY COLEMAN

Three Faces of the Price" (Hanna,
BMI: (2:17)*****
You Talk Too Much (Bibabin, ASCAP)
(3:28), CAPITOL 5006

PADDLE LACE AND THE
PETITECOAT

The Theme From "The Party"
(Mercury, BMI) (2:09)*****
The Black Grand Canyon (BMI) (2:20).
MERCURY 886

GERAR GRANAHAN

You Were In Love In January
(MGM, BMI) (1:14)*****
Hang Up The Phone (Waney, BMI) (2:23)
20TH CENTURY 4262

ARTIE BUTLER

Three From "The Cardboard" (CAPITOL) (2:50)*****
What Is It? (Gallant, ASCAP) (2:50)
4032

THE SAIAD MARREREA

Comin' In The Back Door 0nly (BMI) (2:14-15)*****
December's Child (Ahman, ASCAP) (1:47)
ALMO 101

DOROTHY BERRY

Cry on My Pillow (Rene-
ouveaux, BMI) (2:40)*****
You're So Fine (West-Higgins, BMI) (2:20).
CHALLENGE 59221

LEROY HOLMES ORK

Three From "The Price" (Hanna,
BMI) (2:17)*****
Tom Jones (Wax, BMI) (1:58). UNITED
ARTISTS 573

THE ROOMATES

Please Don't Cheat On Me
(Rebels Music, BMI) (2:22)*****
The Nearness of You (Famous,
ASCAP) (1:58). PHILLIPS 40123

THE GOOD GIRLS

I'm in the Mood For Love
(Robinson, ASCAP) (2:16)*****
I'm a Fool for You, A.R.E., (ASCAP)
(1:58). COUNSEL 1160

THE POETS

Coffee House (Grand Can-
yon, BMI) (1:17)*****
No. 1 (More Times) (Grand Canyon, BMI)
(2:48). COLUMBIA 4888

MURPHY MATTHEWS

Big Town Boy (Saturday,
BMI) (3:25)*****
(You Can Come) On The (Sunday,
BMI) (2:15). ATLANTIC 2250

YVONNE FAIR

Romantic Use (Jim Jam,
BMI) (2:23)*****
For Your Year (Jim Jam, BMI) (2:08).
DARKE 1150

JOE BARNELL

The Days of Love (2:30)*****
(Countess, ASCAP) (2:20)
Who Ate A (Carrera, ASCAP)
(2:06). KAPP 563

RAY BARRETTO

Theme From The Ventures
(MGM, BMI) (2:15)*****
Swinging Shepherd Ripe (Narada Music,
BMI) (2:30). TICO 412

STAN HARPER

Chordel (Northern, - BMU) (2:14-15)*****
I Don't Want to Walk Without You (Para-
mount, BMI) (2:13). COLUMBIA 4859

DAVID BRIGGS

Leaves Her In Mo (KE, BMI)
(1:12)*****
Think of You (Tamino, BMI) (2:36)
DECCA 6112

TONY VANN

Dance Away (From Your Sweet Lips) (Arista-Juke, BMI) (2:30)
**-** Hurries (Arista-Juke, BMI)
(2:22). HICKORY 1327

POPULAR EP

TENI LOPRE

THE TEENAGE IDOL -
KING EP 403

JAZZ

JANE MARR

* The Green Room (Avenue,
BMI) (2:35)*****
I Can't Go On
(Without You) (Luba, BMI) (2:56).
FEDERAL 11998

CHRISTMAS

BIG BEE HIRW AND LITTLE EVA

The Christmas Song (Merry
ASCAP) (2:41)*****
I Wish You A Merry Christmas (Lem-
BMI) (2:35). DIMENSION 921

GENE AND JERRY

Merry Christmas (Tune,
BMI) (1:49)*****
Cannon (Tune, BMI) (1:43).
ROLLETTE 4037

NANCY WILSON

What Are You Doing New Year's Eve (Frank, ASCAP) (2:22)*****
That's What I Want For Christmas
(Northern, BMI) (2:18). COLUMBIA 4888

STAN KENTON

What Is Santa Claus (An-
nae, BMI) (1:28)*****
G Tunes (Annon, ASCAP) (1:85)
CAPITOL 5085

THE GREAT SONG THAT SWEPT SO FAST TO PEAK POPULARITY

DAVID CARROLL'S

UNIQUE...

INSTRUMENTAL VERSION OF...

DOMINIQUE

72218
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<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<td>The Mamas &amp; Papas</td>
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<td>The Happenings</td>
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<td>RAGS TO RICHES</td>
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**Bubbling Under The Hot 100**

- **SHE'S A WISH**: The Animals
- **MAMA'S DOLL**: The Animals
- **DON'T MAKE ME WAIT**: The Foundations
- **WILLIAM**: The Animals
- **SHE'S A ROSE**: The Animals
- **THE MENDED HEART**: The Animals
- **THE UNFORTUNATE LADY**: The Animals
- **SUNSHINE**: The Animals
- **THE LADY IN THE CUT-OUT**: The Animals
- **DYING FOR THE LIFE OF YOU**: The Animals
- **MOMMY**: The Animals
- **THE HAPPIEST GIRL**: The Animals
- **SUNBELLE**: The Animals
- **THE ULTIMATE LADY**: The Animals
- **THE MAMBO**: The Animals

**Billboard Hot 100**

- **CAN I GET A WITNESS**: The Animals
- **CRY TO ME**: The Animals
- **THAT SATURDAY, THAT SUMMER**: The Animals
- **YOU LOST THE SWEETEST BOY**: The Animals
- **WILD!**: The Animals
- **DRIP DROP**: The Animals
- **WITCHCRAFT**: The Animals
- **TALK TO ME**: The Animals
- **LOUIE LOUIE**: The Animals
- **I'VE BEEN TO MARS**: The Animals
- **HAVE YOU HEARD**: The Animals
- **I'M IN MY ROOM**: The Animals
- **DOWN THE AISLE**: The Animals
- **THE MATADOR**: The Animals
- **BE MY BABY**: The Animals
- **CROSSFIRE!**: The Animals
- **DONNA THE PRIMA DONNA**: The Animals
- **DON'T WAIT ANY LONGER**: The Animals
- **A FINE LINE**: The Animals
- **DON'T WALK AWAY**: The Animals
- **FUNNY HOW TIME SLIPS**: The Animals
- **THE BOY NEXT DOOR**: The Animals
- **MIDNIGHT MARY**: The Animals
- **BABY DON'T YOU WEEP**: The Animals
- **FORGET HIM**: The Animals
- **TRA LA LA LA LA**: The Animals
- **YESTERDAY AND YOU**: The Animals
- **I GOT A WOMAN**: The Animals
- **AS LONG AS I KNOW HE'S MINE**: The Animals
- **SHE'S GOT EVERYTHING**: The Animals
- **RAGS TO RICHES**: The Animals

**Bubbling Under The Hot 100**

- **SHE'S A WISH**: The Animals
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- **SUNBELLE**: The Animals
- **THE ULTIMATE LADY**: The Animals
- **THE MAMBO**: The Animals

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ANNOUNCES

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GOOD BLOOD / 59 IN THE MOUNTAINS
LONESOME TRAVELER
GREEN, GREEN

NEW TRINI SINGLE!

KANSAS CITY
Lonesome Traveler

1964 BELONGS TO TRINI LOPEZ AND reprise
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BRENDA LEE

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• I WANNA BE AROUND • OUT IN THE COLD AGAIN • AT LAST • THERE GOES MY HEART

DL 4439 (Monaural)
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Rick Nelson sings "For You"

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Including his current smash single:
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New Fines Would Tap Pirate Booty

By CARL MYATT

HONG KONG — Efforts to clamp down on the piracy problem here are gathering steam, with serious consideration given to the imposition of punitive fines for copyright infringements. A bill to increase the penalties for copyright infringements had its first reading at the legislative council meeting. The council made no comment on the bill.

The bill which will amend the copyright ordinance, provides for a fine of HK$50,000 (for every copy dealt with in contravention of the law). The maximum penalty will be HK$100,000. For subsequent convictions, the maximum penalty will be a fine of HK$500,000 and 12 months in jail.

For the import of infringing copies, the bill provides for an import duty to be levied for a first offense and a fine of HK$300,000 and 12 months imprisonment for a second or subsequent conviction.

An unemployed press release stated heavier penalties were necessary because of the increase in the number of recordings made in brand of the copyright material which are sold in Hong Kong.

The traffic in recordings seriously jeopardized the expansion of the recording industry in Hong Kong, the press release said.

Introducing the bill, the Hon. D. T. E. Roberts, acting attorney general, said that as many as 130,000 pirated long-playing records are brought from Taiwan every month. He said that approximately one-third of these records are sold locally and the other two-thirds are exported to Southeast Asia. As evidence of the havoc this pirate trade was creating he mentioned the recent case of one leading local firm manufacturing and importing records which in 1961-1962 showed a profit of 16,000 pounds and a loss of 9,000 pounds in 1962-1963.

“Although this company has recently stopped recording studios in Hong Kong for the purpose of making Chinese records, it has been forced to seriously consider stopping the production of these records because as a follow-on to a new record is likely to appear selling at a cost of one-third of the legitimate record,” the attorney general said.

HONG TALENT FOR REMO FEST

ROME — Speculation continues about the format of the 14th San Remo Song Festival which will take place January 30 and 31 and February 1 with 20 songs vying for honors equally among Italians and foreigners or may be entirely Italian.

The disk bores have informed Gianni Rava, chief organiser, that they are unlikely to bring in their top star. Among the international acts only five big names will not be available, these are Wladimir Coster, cemented in on his way to the U.S.A.; Rita Pavone, in the U.S.A.; S. Mina, in Australia, and Michelle and Perry Knight of Britain, who will tie up with the rival Cantagiro (Singing Tour) in which each was a category winner this year.

"HEY" WINNER: Major Bill Smith (left) accepts a gold disk on behalf of Paul and Paula from Philips United Kingdom General Manager Leslie Gould. Presentation marks the 2 million sales racked up by the duo’s hit, “Hey Paula.”

FOREIGN ARTISTS RECORD VOICES, FACES IN ITALIAN

By SAMY STEINMAN

Two distinct trends have practically become a pattern with foreign recording artists in Italy. Disk companies bring artists into Italy to record one of the big TV shows. At the same time, RAI tapes a special show for future use featuring the visiting personality. The labels also have the artists record songs in two Italian languages if it must be done phonetically as in the case of the Philippines.

A number of foreign artists have been panned to the top ranks this year, notably Neil Sedaka, Paul Anka, Francoise Hardy of France, and Connie Francis. All of their songs have been in Italian. Only one record, however, has been Paul and Paula with “Hey Paula.”

Some of the current dates of visiting artists in addition to others who have already announced are Richard Anthony on Yuro in November and Adamo in December, who will appear with guests, record specials and cut disks in Italian.

Philippine Mfrs. Helpless as Pirates, Economics Cut Take

By LUIS MA. TRINIDAD

MANILA — Enrique P. Syquia, legal counselor of the Record Industry Association of the Philippines (RIAP), has explained problems of phonograph record manufacturers in the Philippines in a recent exclusive interview. He is under continuous attack from foreign record manufacturers, phonograph record pirates as well as unlicensed phonograph records from abroad. He is also hit by low sales due to higher taxes imposed on phonograph records as were considered semi-luxury and are thus taxed at 30 per cent of the selling price.

Under common pressure and attack, these legitimate phonograph record manufacturers have grouped themselves into the RIAP, and this association is their spokesman in matters of interest to the industry. RIAP has instituted several criminal cases against the illegal phonograph record manufacturers and dealers; it has sought the help of the different government agencies; it has evolved policies to help the public with the help of the public relations officers and radio stations to publicise their records, and it has tried to enlist the aid and support of government agencies.

Syquia said that the results have not been encouraging. The cases have dragged on, the government agencies are complacent, pirated records keep on spinning, and the general public many times choose to buy the cheaper though poorer quality pirated records. Regarding the unlawful importation of records from abroad, especially from Taiwan where pirating is rampant, he said that the local manufacturers could only watch with glee as the piracy flourishes in the plein unahed, he said.

The economic problem is a national issue, and Syquia explained that the phonograph record industry is but a small segment of the whole picture. It is hoped that the present government solves the economic situation, ultimately settles down to fixed economic policies, and eventually raises the standards of the record people.

Syquia said the RIAP has been left with nothing after sifting the phonograph record from the rough. He is afraid that the tax be lowered to 7 per cent. In compensation the industry promised to lower the price of the phonograph record should the bill be approved, but up to this date the bill is still pending. Stronger efforts have been lined up for this migration since as early as January 1964, the counsel stated.

These are reasons why Philippine phonograph record manufacturers are generally now in the mud. But the rest of the phonograph records are down, and what is of interest to American phonograph manufacturers is that the Philippines could not exist before. A note of optimism can be found in the coming Christmas season with its booming effect on sales, and the RIAP promises a better coming year.
Joey Paige, has decided to stay in Britain following his recently canceled tour with the duo and Little Richard. Phil Everly delayed his return to the U. S. by a week to stay on and supervise Paige recording a vocal-instrumental disk at Decca's studios the weekend before last.

There's no stopping Britain's hottest disk, stage and TV attraction, the Beatles. With their newly recorded single and LP, they've made record history here even before release. The group's fifth single featuring two self-penned titles "I Want to Hold Your Hand" and "This Boy" is not due for release until next Friday (29) but three days after it was announced to the trade the week before last, advance orders had snowballed to 700,000, virtually assuring the group of a second Gold Disk long before the release date. At the same time advance orders for their second LP, "With the Beatles," had reached 280,000.

Last Monday (18) the Beatles were due to receive presentation from EMI chairman Sir Joseph Lockwood for their record achievements. Sir Joseph could list so far this year.

Under Norman Newell's direction Marknean Dietrich recorded "Where Have All the Flowers Gone" and "Puff the Magic Dragon" in London for an imminent single release although it is understood she was not happy with the results, and will arrange a session in Paris to tape the vocal tracks again.

After BBC producers had decided Joe Brown's latest single "Little Ukulele" (revival of the George Formby hit) was too suggestive to be included in their program, the Independent Television Programmers' Association banned the song as being "a breach of good taste." As a result Joe pulled out of several TV shows in which he had planned to sing the number.

Swedish group, the Spotnicks, arrived four days late for the start of their tour and leader Bo Winberg has been replaced by a British guitarist because of illness. . . . - Ann-Margret caused something of a sensation when she arrived to attend the Royal premiere of "Bye Bye Birdie," with Bobby Rydell by announcing that she was in love with Elvis Presley and hinted at plans of marriage. . . . Caterina Valente was expected last week on an unspecified visit. Ray and Rodgers returned to New York after his musical "The Boys From Syracuse" had opened in London to mixed reviews. . . . Hit-makers Brian Poole and the Tremeloes are set for 10 days of concerts, TV and radio dates in Sweden from December 28, Kenny Ball and His Jazzmen undertake their fourth tour of Germany March 14-22.

- Record Business

Record Specialties has acquired the distribution rights here for its sandwich log which deals with specialized classical music in particular organ music. With the British Alpha catalog the company also acquires the Belgian radio recordings. . . . An astonishing report comes from the small independent company. EMG General Manager Dr. R. C. Young says that the company's business is up 270 per cent on last year, largely due to the fact that EMI now distributes the Decca product in addition to Selecta, he adds. Another factor is the company's enormous success with children's records—In one month the disks of this kind by Johnny Morris sold 29,000 copies! A South London dealer,

- Harry Magnan, is distributing a range of LP's—"Educational Art Recordings"—which is being shipped to him from America. The range includes the only recording John Masefield ever made of one of his own poems and Chet André stories read by Sir Michael Redgrave.

- EIRE

Decca Releases McGeegean Wax

By KEN STEWART
Irish Times, Ltd., Dublin

Because of the nationwide popularity of "The Wedding" (La Novia) during the last few months, local singer Pat McGeegean's version was issued by Decca on two disks featured Anita Bryant and Malcolm Vaughan.

The Dixielandiers, whose first record, "Clydegon," was a regional hit on Vocalion, have switched labels. Their new single, "It Depends on You," is out on Polystylite. Frank Checkfield flew in to conduct Telefunken's special Dick Haymes show. The British orchestra leader will make his 53d album shortly.

- GERMANY

Kapp & Ariola
In Trade Talks

By CHRISTIAN TORESLEFF
48 Ulshorster Weg, Hamburg 32

Dave Kapp visited Ariola-Sonopress in Guetersloh and had talks with President Rudolf Englelter.

Dr. Walter Beck, president of Deutsche Grammophon and the International Federation of Phonographic Industry (IFPI) in London, was 65 years old November 3rd. . . . Dietrich Fischer-Pietrowski and Frank Prey will sing together on record for the first time. "Così fan tutte," released by Deutsche Grammophon . . . "My Fair Lady," after showings in Berlin, Hamburg, Munich and Vienna, will visit in Frankfurt with Sonja Ziemann in the leading role . . . Electrola sold 200,000 singles of Cliff Richard's "Lucky Lips" in German and English versions . . . Film actors Romy Schneider and Walter Giller sings chansons on a new LP by Ariola. . . . The Andy Williams Show with James Davis Jr. was shown November 15 on German TV . . . Bert Kaempfert, back from a U. S. trip, told of 28 versions of his title "Dance Schoon" for the States . . . CBS released "You Can Never Stop Me Loving You" sung by Johnny Tillotson. The German version "Das kannst du mir nicht verbieten" is sung by Bernd Epler. . . . Kapp Records will bring out "King's Alley," played by the King's Alley Band on Philips. The instrumental was composed by Gerhard Winkler, published by Paul Siegel and produced by Ernst Verch. Superdenizens acquired the publishing rights for English-speaking countries.

- Composers Early Song Fest Start

By JIMMY JUNGERMANN
102 Sonnenberger Straße, Munich 27

The six German composers who won the first six prizes in 1963, have been appointed to write six new tunes for next year's Eurovision Song Festival. The six German composers are Rudolf Von Der Devennich, Claus Ebel, the brothers Rolf and Rudolf Maleck, Heinz Winkler and Joe Mietz. The German branch of the "Grand Prix Eurovision De La Chanson Européenne" is headed by Dr. Erich Schulle, Munich; Gunter Bromei, Hamburg, and Dr. Willy Richter, Bad Foor.

Song Edition rep Sabine Specht visited London and Paris to meet, among others, Dick James of Decca, EMI producer Norrie Parson, Rolf Marbut,
Francis Baxter and rep of the publishing firm, Peter Maurice, Ambassador, Chapell and Piguale; Reg Owen, Acker Bill, Frank Jackson and Nat Shaprio from New York visited Heinz Gass. A new aspect of the Song Edition to get new numbers by Gass. . . . . DOT Vice-President, John S. Linehan made the hit record. In Holland this song is coming out on Imperial with Annie de Revoir.

Exxx Holland (Bastar L. C.) has this 'This Land Is Your Land,' in a Dutch version soon to be recorded on Arama with the Meteoor Quartet. Dutch PTT tested its central appliance in The Hague among 2,300 owners of television sets. Subscribers will be able to make their choice of Dutch, Belgian and German television programs.

His performance here. . . . . Bastar L. C. acquired a tune which is already on the German hit parade. "Cigarettes." The Swedish singer does not need to make the hit record. In Holland this song is coming out on Imperial with Annie de Revoir.

German CBS signed a contract with Rolex Swiss watch company to release Gerd, Tamla and Motown here in Austria and Switzerland. Anze Chevalier recorded "Mini La Blanche," French version of German hit "Berliner Polka," for the Barclay label.

The new Sals label offers, an album by Prof. Mucio, Sonora Maria Mucke, Mary Ross, Illo Schieding, and veteran crooner Willy Berling. With his . . . . Something new on the German record scene are label exhibitions. Polydor started the idea with exhibitions on the cover. The cover has followed with covers from the international repertoire of the Hit Master's voice, Angel, Capitol, Liberty and British Columbia. Exhibitions will be on tour visiting Hamburg, Essen, Cologne, Aachen, Andernach, Aist, Nuernberg, Mannheim, Stuttgart, Dusseldorf and Frankfurt.

The East German label Amiga issued a Cole Porter album featuring Christel Schuster, Gunter Haun, Eberhard Woyda, Hans, Be Coal, the Exox, the Perdidos, and the Gerhard Kielazk orch.

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Modugno Takes Citation Award
By SAML STEINMAN
Piazza S. Ambrogio, 1 Rome

The award of the Golden Child to Domani in The Hague among 2,300 owners of television sets. Subscribers will be able to make their choice of Dutch, Belgian and German television programs.

In Italy:

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In France:

For information on MUSIC BOX and RECORD BUSINESS in EUROPE contact:
AUTOMATEN-MARKT 32, Braunschweig, Germany.
Phone: 0492-22111
Telex 09-52-664.

Say You Saw It in Billboard

International Exchange

Europe:

Heineken, International Advertising Agencies, 160 W. 66th St., New York City 0628

ADVERTISING RATES:

CLASSIFIED: Per line $1.50, minimum one line.

Above prices are for one insertion in one issue. Cash With Order. Please, no new notices for 12, 30 or 88 insertions in a consecutive period.

Say You Saw It in Billboard

International Exchange
Winners of the year

Among countries...

Barclays with negotiations...

South Korea, Brazil, and Spain.

Latest TV guests on new shows are France's Jacques Brel and Nino Ferrer, a local favorite. Columbia is out with LP of Edith Piaf's last appearance.

Robert Azzam and his combo, in which every man and woman hail from a different country, returned to Rome after a three-year absence to open the new Crazy Club. RCA greeted him with a special party for its affiliate, Italy's Radio. Winners of San Remo in Zürich, between others, in Europe, were Tullio Pane with "Eternally Yours" (Cifollo-Brollo), Marylo Flerio with "When I Like It" (Pianelli-Affresco), and Pina Zaffani with "When You Come" (Pallavicini-Kramer) in that order.

Concurrent with John Coltrane's appearance on TV here, Voci del Pandore took over distribution of Impulse label with several LP's by him. Record Club has issued the Roman "Easter Said Than Done," which recently topped Hit 100...

A special feature in "Futuro" is "The Voice of Europe," a project of the Council of Europe. It features a series of guest appearances by European artists. Here is a selection of the most recent shows:

**POLAND**

**Brachmannski to West for Talks**

By ROMAN WASCHKO

Warsaw 22, Glögauer 4

Teodor Brachmannski, director of Art Polonica, disk import and export recently left for extensive business trip to Western Europe. While away he will hold talks with Philips representatives in Holland, Barcays in Paris, and he will also be in Brussels and London. He expects to be in London for 10 days, where he will meet with representatives of the major labels in the United Kingdom. The London Stempfers, a group from Britain, made a recent tour of this country.

**NEW ZEALAND**

Peake Issues Lopez of King

By FRED GEBBIE

Box 3951 Auckland

Peak Records releasing Trini Lopez' "Jewel of the King" LP. Peak also claims tremendous sales for "Foots Moorland's" LP.

Kenny Ball played to packed houses here earlier this month and in many cities and extra night was put in by the promoters Karachi Edison...

Bob Hope will call in here for a few days and give a couple of concerts for the NZBC...


Outside London's Ken Lemon has cut a bunch of singles for the label including "Sixteen Links of a Chain."
**Mixed Views on the Coast**

By ELIOT YIEGEL

Another in a Series

LOS ANGELES—Ask four distributors here what they think about the future and you get four divergent ideas.

Ron Ricklin, of Pep Record Sales, definitely believes that there will be fewer distributors per city within the next five or six years. "I can see four or five per city," he said, "with people who've lost their jobs in the consolidations going into other fields."

Pep, which handles Epic, Colombia, Smash and several smaller labels, would like to diversify into other areas, including phonos. His company is currently handling carrying cases and has sold phonos needles on occasion. He is carrying the same lines except for Mercury, which went into a branch operation last August.

Pep is already selling in other territories because the distributor reps Epic in New Mexico, Arizona and in West Texas. "We don't go after accounts in these areas," he explained, "but if someone is unsatisfied with his service and asks us to supply him with merchandise, we won't turn the business away."

Sid Talmadge, of Record Merchandising, doubts whether the district consolidation trend will become an important factor in the future. "Maybe six months ago," he says, "that was the movement, but today people are concerned with collections in their own areas. Why should they worry about collections in larger areas?"

Record Merchandising handles Cadence, 20th Century-Fox, Vee Jay, Scepter and several small labels. He is carrying the same lines as last year.

Talmadge is interested in doing business in Southern California and doesn't believe in tramshimping, hence he is not looking to expand into any new areas, he says. He has not expanded into any non-record areas.

Al Sherman, of Record Sales, which handles MGM, Verve, United Artists, Stereo Fidelity, Audio Fidelity and Starday, is handling the same number of lines this year as last year. He says he's not interested in pursuing any other lines of endeavor, just records. He also said it was possible that his company would diversify into the rack and one-stop fields, but nothing was immediate.

George Hardstone, of Hart Distributors, claims he's confused as to why distributors are going out of business and why there is so much talk of consolidation. "If you would have asked me a year ago what I thought, I'd have predicted just the opposite of what's going on," Hardstone frankly admits that "he's confused" over the situation. Hart's company handles Liberty, London, Warner Bros., Kapp, Original Sound, Disneyland and Monument. Warner Bros. is the only account he has dropped in the last year.

Hardstone said he is expanding to cover Phoenix, Ariz. "The distributor there is going out of business and my suppliers have asked that we take over the territory," he said.

Hart has been in the rack business a month with Cal Raks, Inc., and Hartstone plans announcing his first customers in the next few weeks. He did indicate that they were major discount houses.

Hart has already diversified into handling the Webber, Hallcrafters and Arvin lines. The company has been the Webber distributor east year.

**New Product, History Top Prestige 1600**

BERGENFIELD, N. J. — Prestige Records has initiated a 1600 Prestige Jazz line which will draw on new material and repackagings of historic recordings from the catalog. First albums being issued on the label include new product by Gillo Mahones, Ahmed Abdul-Malik and Ponzo Pointon.

Repackagings of catalog (some tracks previously unreleased in some cases) include a Clifford Brown memorial and sets by Zoot Sims and Teddynton.

The label will institute a 10 percent discount on the second series with a suggested retail price of $2.98. New albums on the parent Prestige (7600) are by John Coltrane, Etta Jones, Willis Jackson, and Eric Dolphy. These will also be subject to a 10 percent discount with the deal running through December.

---

**Don't Be Puzzled About Who Has The Hit!**

"SMORGASBORD." The original Swedish version by Rune Overman.

Top 20 in Canada . . . headed for Top 10 in the United States!

**STACY RECORDS**

Chicago 16, Illinois.

---

**Court Lifts Injunction on Sufaris Disk**

HOLLYWOOD—The injunction filed October 29 by the Sufaris asking Dot from selling its best selling "Wipe Out" single and album has been removed by a Superior Court ruling. All royalties, however, are being held in escrow until the court decides who should receive the money; the Sufaris or Princess Records, which sold the master to Dot, according to Randy Wood, Dot president.

The injunction had been in effect until November 2 when both parties answered an "order to show cause" with Dot explaining why the injunction should not be continued.

It was brought to light that the Sufaris, as minors, had never had their contract with Princess cleared through the courts as required by law. The group claimed moneys were owed them, dissuaded their contract and signed with Dot which currently has an LP featuring the same hit material. Wood had no comment regarding any possible legal action against Dot.

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**CUSTOM RECORD PRESSING**

Meetingle—Pressing—Labels

POLYMAK samples. APPAREL FACTORY CLEARANCE

SUNNY J. WAXFIELD

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when answering ads . . . Say You Saw It in Billboard
them as a part of a national mass audience.

Henry advised the broadcasters to make their dialog with the mass public meaningful. "It is necessary to know your community—and that involves something more than attending the Rotary every Tuesday evening, something more than local programming committees that don't mean anything . . ."

Sharp Disagreement

In other conference highlights, Aline Sarrinen, former art critic for the New York Times, and Stuart Dyke, in a letter addressed to Henry, took a point of view opposite that of Henry. She advised the assembled broadcasters not to canvass their community leaders as the FCC had suggested in an effort to determine community tastes. On the other hand, Sarrinen were Paul Yvinsky, director of public affairs program, the Ford Foundation, and Fred E. Walker, general manager, KDKA, Radio, Pittsburgh.

"The FCC has asked that you canvass your community leaders to help advise you in community taste. Whose taste? And, at what moment? If you consult with the leaders of your community, they will tell you not what the community wants, but what they want as leaders want. The leaders in your community are ill-equipped to advise broadcast executives. They are no better informed about the problems of our medium than they are about magazines or newspapers," charged Sarrinen.

"Broadcasters should be guided in their programming, not by a superficial canvass of their communities, but rather by an organic, interplay, with their audiences," she said.

While the audience was ingrained listening and viewing habits and better ways of measuring them, she said, it was not the response to our programs. The quantitative approach to audience measurement does only half the job," she said.

Yvinsky defined the broadcasters' community responsibility by telling them to "listen continuously and creatively. This is what a nation of listeners is asking you in the name of the law and the Federal Communications Commission."

Fred Walker in his opening remarks, said that while there has been a marked increase in public service programs, broadcasters are still in the process of canvassing their community needs, and have discovered what these needs are, building programs which accurately reflect these community goals.

"TV's Steve Allen; playwright Mark Twighty; educator Dr. Henry Lee Smith; editor-critic Robert Lewis Shayon, comic Dick Gregory, and CBSTV network chief Michael Dann were featured in the top ten list of high-rated panel entitled "Communicators." Dann said that broadcasting deals with on an everyday basis, whether man moves forward. He said: "Consider the ethics of mutual involvement in problems both broadcasters and listeners are partners in achieving a common goal.”

Dr. Smith said: "We need to understand differences between ourselves and others.

Dick Gregory said that we must add the element of truth to our sources of power and persuasion.

Connolly closed the discussion on an optimistic note.

"Feel inquiry in at work, and all I'm saying is God bless you."

Decline of American Morals Theme of ABC Chi Show

CHICAGO — "The Glass Menagerie" (WBBM) ABC (14), a hard-hitting, locally produced documentary for the station and personnel should take some bows. The theme is the decline of American morals, best summed up by a line in the show, "If anybody does it, it must be all right.

Using an all-faceted setting and amateur actors, the show touches on such topics as stealing hotel towels, careless driving, gambling in a supermarket, giving cookies to youngsters (in a supermarket) and even gambling to fill a cashier of a dollar mistake if the store is short-changed, and a host of others that are not. The performers are organized by the average person.

Don Chase, writer and director, describes it as a "television editorial without any conclusions or arguments." Also included are comments from a trio of churchmen — Catholic, Jewish and Protestant — who, coincidentally, aided in the production. The show is the second in a series of conscience-shakers that WBBM has happily embarked on producing. It's excellent entertainment, and even more, the type of dynamic programming that the city of Chicago has been accustomed.

NICK BIER

Unsecured Stations Run Hot

CLEVELAND — It was clearly indicated during the Group W (Westinghouse Broadcasting Company) sponsored public service programming conference here that more controversy is being heard on America's airwaves during the daytime than ever before.

Many of the topics for broadcasting's delving into controversial presentations has been brought up by the FCC, which by strongly urging broadcasters to present both sides of a given issue, has paved the way for radio and TV stations to present the opposing views.

The panel discussion on radio documentaries illustrated the hot topics many radio stations are delving into these days.

John Corcoran, news director of WDSU, New Orleans, told how his station has boldly met the challenge of presenting news-in-depth documentary with integration and civil rights.

Dave Davis, editor-director of WQRS, Waukegan, Ill., played excerpts of a documentary report on police brutality and police negligence in his community.

Jack Williams of KDKA, Pittsburgh, gave the details of his station's "Focal Point" project which deals with the acute problem of unemployment in Steel City.

It was also pointed out during the session that there is a wide range of non-controversial topics that lend themselves to interesting documentation.

The assembled broadcasters generally agreed that there is no conflict of interest in providing news and pop music. The point was succinctly made by Williams when he said: "If we didn't play the music, we would have a nearly so large an audience for our documentaries.

These basic rules for documentaries were outlined during the session by Edward Fishbein, producer, "The American Experience, University of Notre Dame.

The session was titled: 'Ask, is it worth the effort? Is it a fresh idea or a fresh approach to an old idea? Does it lend itself to sound?'

Research: Even untrained materials add to the listener's understanding of the topic he is documenting.

Organization: Maintain continuity of thought throughout.

Framework: Always have something to hang your documentary on.

Fisher described their work as being a few of the important flows in documentary-writing: "False elegance (large words, pompous delivery), 'triteness' (old rubber-stamp expressions), 'inaccurate use of words', "dead ends", and "definitive images" (words without imagery).

DION HERMAN, news director, WCKY; Eddie Clark, program manager, WHK; George Gilbert, program manager, WARM; Mike Levine, reporter, KDRA, and Raymond Swing, Voice of America, discuss radio news at Group W conference on local public service programming.

Cleveland — An important part of the Group W three-day conference on public service programming was open examination of techniques and content of radio news.

A panel comprised of Eddie Clark, program manager, WHK, Cleveland; Gene Gilbert, program manager, WARM, Scranton; Pa.; Mike Levine, reporter, KDRA, Pittsburgh; and Raymond Swing, senior political commentator, KDRA, presented airchecks of news stories taped on the same day at radio stations WJZ and WHK represent tight format pop music stations, while KYW is associated with more a conservative pace. KDRA has elements of both.

Clark and Gilbert made the case for short newscasts, arguing that the audience has time to listen in only on the "best of the news.

Only Top Stuff

Clark also said that he feels that the men and women today are not interested in time to listen to only "the best of the news.

Roving reporter Mike Levine said that he felt there is room for both types of newscasts and that KDRA presents both long and short newscasts.

One of the means of American newscaster, Raymond Swing, made his case for increased analysis of news on radio.

"I don't understand how there can be enough news to provide the public without analysis. I believe that it is the function of radio to do both the long and short newscasts, but by all means consider commentary, because that is where the public understand the interrelationships of problems," he said.

Henry, he believes that the documentary should be the vehicle for commentary, and that it should be more than one man's opinion.

All four panels were in agreement on the value of tape.

(Continued on page 42)

WINS FURMS UP TEAM WITH J. CHASEMAN

NEW YORK — Here, Group W (Westinghouse Broadcasting Company) is throwing some of its top programming brains into the fight for a better competitive rating for its Gotham 50,000-watt, WINS.

The latest addition to the management group, announced by Henry is Joel Chaseman, who joins the station as assistant general manager, December 1, Chaseman, a broadcasting veteran who has come up through the ranks of programming, has been serving as Group W's executive producer of "The Steve Allen Show."

Chaseman has also served as national radio program manager for the Group, and as program manager of WIZ-TV, Group W's Baltimore outlet.

Other assignments prior to his joining the Westinghouse Broadcasting Company, have been with WSCR, Scranton, Pa. and WTH, Baltimore, Md.

The appointment of Chaseman creates a junta of top program managers: General Manager, Mark Olda, former program manager of WNEW and KYW, program manager Don Quin, former program manager of KDRA AND WIND, and executive producer Don Lufkin.

THE FEVER, "new hit single by JEFFERSON AIRPLANE," is setting on many record store

The title is no more the popular of the group: "Sarah" is a national p.r. and promotional item that has been used all over the country.

A "DAY LATE AND A DOLLAR SHORT" (opinion) on Parliament (Contd. on page 43)
ARMOUR, Has the Christmas Hit!

RAY BOLGER
Singing
L'IL ELFY
N-7799

THE SMALLEST L'IL ELF IN THE WORLD

ARMOUR
“RECORD OF STARS” — HIGH FIDELITY RECORDINGS
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Stone Distributing Co. San Francisco, Calif.

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All South Dist. Corp. New Orleans, La.
General Dist. Baltimore, Md.

Roberts Record Dist. Co. St. Louis, Mo.

Best Record Dist. Buffalo, N.Y.
Olympia Dist. Corp. N. Y. C., N. T.

SOUL LAMPERT, Inc.

For order direct from
AVET RECORD DISTRIBUTORS
6012 18th Ave., Brooklyn, N. Y. BE 6-2121

Copyrighted material
1st 100 Days Show Way for KLAC

BY ELIOT TIEDE

LOS ANGELES — KLAC.

Metromedia's recently acquired outlet here, is being developed as a "character" station with the "producible difference.

The quality pop music currently programmed is only 25 per cent of the station's total effective, and achieves something unique in this sprawling No. 2 market.

The AM-FM station hopes to fully introduce its complete personality within its now $125,000 studies and four mobile units are in operation sometime next month.

Having just completed its 100th day of Metromedia ownership, the station's top man, Alan Henry, former assistant to Metromedia's president and newly appointed general manager—plans building image with an indi quality music format backed with a network news operation.

Henry, who has been here since last April studying the market, told Billboard the greatest weakness of the competition was its failure to become "an exciting companion" to the listener.

Henry & Forward Switch

"If we can corner the excitement of the rock and roll outlets without the rock music," said Bob Forward, "while using equally music and the facilities of Metromedia's national news operation, we'll have something the other outlets stations can't top." Forward moved out of the general manager's seat last week for another company assignment.

The indie stations, Henry pointed out, are the constant leaders in markets around the country, the network having the news image while the indie music stations the top ratings.

KLAC, he said, would strive to combine these two commodities and present them along with its staff of nine personalities in an indi style.

This promotional difference which permeates the top brass' philosophy, it is demonstrated by Los Angeles' only two-man mobile unit, Don McNamee Jr. and Roger Barkley, and other KLAC men such as Don McKinnon, Benny Reed and Danny Dark.

All told, there are nine disk jockeys and eight newsmen. Outlet is able to tap 155 reporters around the country to provide a fast-moving news output. In its disk jockeys' repertoire of its makes have backgrounds in top 40 radio.

"We have no intention of going rock," Forward emphasized. "We found an untouched area of programming which will bear the prestige character of the Metromedia family," he added. Station is able to tap Metromedia's 155 reporters around the country to provide a fast-moving news output. In its disk jockeys' repertoireider of disk jockeys' repertoire of its makes have backgrounds in top 40 radio.

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WASHINGTON—A. C. Nielsen Co., biggest radio and TV audience research firm in the country, has accepted an FTC consent order forbidding it to restrain competition in the national broadcast ratings field in any way, shape or form, and throwing open the Nielsen "audiometer" patents royalty-free to all applicants for a four-year period after which payment is to be "reasonable and nondiscriminatory."

Nielsen agrees not to acquire any additional ratings interests directly or indirectly, for the next 10 years, without prior approval by the Federal Trade Commission. The consent agreement does not amount to an admission of guilt in charges of law violation brought by FTC complaint.

The FTC complaint accuses the firm of monopolizing broadcast audience measurement, restraint of competition and misuse of patents acquired. Nielsen is accused of coercion and pressure tactics by which it has acquired 90 per cent of the national and TV audience measurement field, grossing $4.5 million in 1961. FTC says monopoly began in 1946, with ousting of C. E. Hooper in 1950, then Nielsen's chief competitor. The firm has monopolized the electronic audience measurement field to prevent competition with its "Audiometer" and other devices. FTC holds. Nielsen's chief competitor, says the other efforts of competitors to develop competitive devices.

FTC says Nielsen's monopoly affects marketing and viewing habits in 50 million radio and 46 million TV homes. Nielsen controls ratings of network programs not only affect programming but are a big factor in determining how much as estimated $800 million is spent on network advertising and $47 million on network radio advertising.

Nielsen's own business is gross in sales of research to radio stations and broadcasters runs over $2 million annually. FTC charges that the company has "foreclosed virtually all competition" in the sale of national reports and ratings.

During rating probe by the Subcommittee of the House Commerce Committee on Investigetz last spring, radio broadcasters told Nielsen's technique to be a factor of gross in dollars in the advertising business and had a uniformly downgraded local radio stations by giving high ratings to its subscribing stations. Subcommittee investigators said the "audimeter" system of rating stations was inaccurate and results were unfounded. Also government investigators found that Nielsen's national radio index ratings for a station were in some cases wholly inconsistent with its local radio audience measurement reports.

Nielsen has since cooperated in co-operative National Association of Broadcasters' program to upgrade rating accuracy, provide an impartial audit of rating systems and set up continuing research on audience measurement. Radio Advertising Bureau (RAB) was asked to act as an independent radio rating research, with NAB asking to assume control of all costs of $800,000 of the total cost of $200,000.

Mann on the Road

NEW YORK—Herbie Mann began his first full college tour Friday. The tour covers nine colleges in the East: John Hopkins, Lehigh, Fairleigh Dickinson, Connecticut, Rutgers, Dartmouth, Cornell, University of Vermont and Syracuse. It comes hard on the heels of weekend outings at the Apollo in this city and the Howard Theater, Washington. The flutist and his group played a special concert at Carnegie Hall November 1.

Sincerely,

DON THORN
General Manager
TEIGER Productions, Inc.

READY-TO-GO PROGRAMMING

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

Nielsen Accepts FTC Consent Order

Yesterday's Hits

Change-of-program programming from your library's stock, featuring the disks that were the hit of the land five years ago and ten years ago today. Here's how they ranked in Billboard's chart of that time.

POP—5 Years Ago

November 24, 1958

Key to the Highway, LITTLE LADDER, Checker Queen of the Hop, PARIS, Alice H. H. & Peggy, King Close To You, M. Wright, Co.

Eddie Crocker, T. Edwards, MGM

I'm Gonna Get My Baby, R. Todd, Daisy

Yuppy U. C. Cole, Love

It's All the Same, E. Edwards, MGM

I'm Gonna Get My Baby, J. Ken, Daisy

THANKS TO: CONNER BOSWELL (editor of Conner's Card)
ROBINSON & GIOVANNINI (for arrangements)
LUI FIELDS (for production)
GOLD STAR STUDIOS (for recording)
STAN ROSS (for engineering)
DORABIT MUSIC (for publishing)
JACK GRIEBERMAN (for music copy)
JUDY SAUER (for art promotion)
AND THANKS TO: the D.J.'s across the Nation for their SPINS
AND THANKS TO: our DISTRIBUTORS and DIST. SALES FORCE and DIST. PROMOTIONAL PEOPLE
AND THANKS TO: the nation's JUKE BOX OPERATORS for giving these songs a try.

Sincerely,

DON THORN
General Manager
TEIGER Productions, Inc.

MID-SUMMER SINGERS

TEIGER Productions, Inc.

TAKES PRIDE IN INTRODUCING:

TEIGER Productions, Inc.

TAKES PRIDE IN INTRODUCING:

CONNER'S TUNE LOW LITTLE LOVELY LINDY LOU

Featuring

Sensational Keyboard Styling of

CAESAR GIOVANNINI (in va-va-o-niel)
along with the

WASHINGTON SINGERS

Nielsen Accepts FTC Consent Order

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Nielsen agrees not to acquire any additional ratings interests directly or indirectly, for the next 10 years, without prior approval by the Federal Trade Commission. The consent agreement does not amount to an admission of guilt in charges of law violation brought by FTC complaint.

The FTC complaint accuses the firm of monopolizing broadcast audience measurement, restraint of competition and misuse of patent acquisition. Nielsen is accused of coercion and pressure tactics by which it has acquired 90 per cent of the national and TV audience measurement field—a field grossing $4.5 million in 1961. FTC says monopoly began in 1946, with ousting of C. E. Hooper in 1950, then Nielsen's chief competitor. The firm has monopolized the electronic audience measurement field to prevent competition with its "Audiometer" and other devices. FTC holds. Nielsen's other efforts of competitors to develop competitive devices.

FTC says Nielsen's monopoly affects marketing and viewing habits in 50 million radio and 46 million TV homes. Nielsen controls ratings of network programs not only affect programming but are a big factor in determining how much estimated $800 million is spent on network advertising and $47 million on network radio advertising.

Nielsen's own business is gross in sales of research to radio stations and broadcasters runs over $2 million annually. FTC charges that the company has "foreclosed virtually all competition" in the sale of national reports and ratings.

During rating probe by the Subcommittee of the House Commerce Committee on Investigetz last spring, radio broadcasters told Nielsen's technique to be a factor of gross in dollars in the advertising business and had uniformly downgraded local radio stations by giving high ratings to its subscribing stations. Subcommittee investigators said the "audimeter" system of rating stations was inaccurate and results were unfounded. Also government investigators found that Nielsen's national radio index ratings for a station were in some cases wholly inconsistent with its local radio audience measurement reports.

Nielsen has since cooperated in co-operative National Association of Broadcasters' program to upgrade rating accuracy, provide an impartial audit of rating systems and set up continuing research on audience measurement. Radio Advertising Bureau (RAB) was asked to act as an independent radio rating research, with NAB asking to assume control of all costs of $800,000 of the total cost of $200,000.

Mann on the Road

NEW YORK—Herbie Mann began his first full college tour Friday. The tour covers nine colleges in the East: John Hopkins, Lehigh, Fairleigh Dickinson, Connecticut, Rutgers, Dartmouth, Cornell, University of Vermont and Syracuse. It comes hard on the heels of weekend outings at the Apollo in this city and the Howard Theater, Washington. The flutist and his group played a special concert at Carnegie Hall November 1.

Sincerely,

DON THORN
General Manager
TEIGER Productions, Inc.
**MGM Brings Stereo to Kiddie Line**

**NEW YORK—**The first major attempt to bring stereo into the kiddie record field has received high reality last week trade when MGM Records introduced its new Stereo Motion kiddie album series. The line is "designed specifically to take advantage of the full sound and motion potentials of stereo," according to Arnold Mason, MGM Records president.

The firm has adapted the slogan, "MGM Records Stereo Motion brings your child into the story," Said Mason: "The child is surrounded by dramatic and spectacular sound. These albums, designed for maximum stereo impact in the children's field, could not have been created until the present time. There are enough stereo sets in homes today to make the MGM Records Stereo Motion children series the definitive kiddie recordings from now on.

Initial release in the series contains 10 albums. List price is $1.98. The disks will also be available in mono form, although the stereo facet will receive the maximum in promotion. The series, incidentally, has been awarded the Parent's Magazine seal of commendation.

A. E. man Danny Davis worked closely with Mason in developing the over-all concept, along with Hans conditioned with the radio series, "Let's Pretend," that tried to make the series a reality. A number of favorite children's stories were retold for stereo with new music composed to add to the stereo realism.

The line, tabbed for the two-tonight age group, in launched with a colorful promotion, with sales chief Morrie Price, album sales manager Sol Greenberg and field reps Joe Fields and Frank Mancini all engaged in a cross-country trek involving 26 distributor meetings.

A special children's party will be held in the A. E. man's headquarters Saturday (23) to demonstrate the albums and get an idea of how to sell them. A tie has already been arranged with the Merv's Thanksgiving Day parade. Parents and children and consumer advertising-and-late-store displays have also been planned.

**NOVEMBER 23, 1963**

**Toronto Hi-Fi '64 Show Looks Like a Winner**

**TORONTO—**"Sounds of '64," annual audio show sponsored by the Domestic Audio and Video Record Association, was an apparent winner here last week. In recent years the show has developed only a dubious response from the man in the street and potential exhibitors as well.

A new look for the show is evident from the increased attendance levels at the opening sessions last week. Traditional long lines at the entrance gates were gone and in their place was an opening press party with Miss Dominion High Fidelity the focal point of the activity. The evening event captured the presence of all 35 exhibitors who answered queries of the press.

A feature of the affair were live demonstrations of the 44-motion pictures, the stereo, juke, stereo, and stereo, and computers in accurate company.

Association executives hoped this year's good attendance would bring the "Kiddie" series back next year in force. A board of directors meeting was held following the show.

**Columbia Sets Nine Tapes**

**NEW YORK—**Nine Stereo tapes are included in Columbia's November release, highlighted by the world first recording of Meredith Willson's "Here's Love," simultaneously released in radio, TV and record form.

In addition, there are six other pop tapes and two in the Movietone series.

In the latter group are "The Happy Days," with Frank Sinatra and the Doris Day band, "LaVern Williams and the Mood Swings," and "Music for a Merry Christmas," with E. Power Biggs at the organ.

Among the pop group are three Christmas tapes by Robert Goulet, "Christmas with Hendrix and the New Christy Minstrels in an-7," the label is releasing the New Christy Minstrels in another set, known as "Rambling," "The Barbra Streisand Album" and "Shangri-La," with Percy Faith.

**"Washington Square" Now on Tape**

**NEW YORK—** Epic Records has released a four-track stereo tape version of "Washington Square," with the orchestra conducted by Leonard Bernstein.

The tape's release brings to four the number of versions of the tune now available. Epic.

The single by the Singers has been in the Top 10, while the orchestral version has become a huge-selling property. Another version comes in a vocal single by the Ames Brothers.

**CONTINUED ON PAGE 46**
What’s New in the World of Tape Items

HOLLYWOOD—A new concept in tape merchandising utilizing a twin pack is being tested by Liberty through the Bel Canto organization. Each twin pack includes two LPs with two selections. The first release features four twin packs. Each pack has a suggested list price of $9.95.


In a separate move to close the gap between disk and tape releases, Liberty is providing Bel Canto with two new products just issued in LP form: “Washington Square,” by Spike Jones and “Marla Elena,” by Tommy Garrett.

Dinkley has also created two tape packages never released in LP form. Produced by Al Lavington of the “The Wonderful World of Folk Music,” by assorted artists and “The Wonderful World of Martin Denny.”

Send for Price List

“45” RPM SPINDLE ADAPTORS
Admiral • Bell & Howell • Columbia
Concert • Garrett • Gramophone
Peters • RCA Victor • Valves
Genuine original manufacturers’ equipment and armatures and shorn models
Write or call for complete catalog and price schedule.

DIALTRONICS
240 Market St. • Paterson, N. J.
Lambert 5-2211

HITSVILLE STRIKES AGAIN
TOO HURT TO CRY
TOO MUCH IN LOVE TO SAY GOODBYE
THE DARNELLS
GORDY 7024

TAMLA/MOTOWN RECORDS
DETROIT, MICH.

SUNNY’S SMASH FOLLOW-UP

“Rags to Riches”
TO #5077
SUNNY AND THE SUNLINERS

From American International’s Spectacular Surfing Film!

FAN MAIL GLOSSY PHOTOS

All sizes—quantities—color or black and white. Post card, money order accepted. It will save you to use our free samples and complete price list before ordering anything. Write today for our new low price, samples, etc.

MULSON STUDIO
Box 1941 Bridgewater Conn.

Timely Gifts Display

DESIGNED FOR USE during any gift period of the year is this unique “Gift Headquarters” Motorola display. Six table and/or clock models can be displayed and custom headers and inserts are available for timely display on such gift-giving occasions as Mother’s Day, Graduation Day and Christmas, as shown.

MURPHY KELLUM
MOC-642
AMERICAN LONDON

ONE-STOP RECORD SERVICE
Complete line of Spirituals, R & B and Catalog Merchandise.
Write to be placed on our national mailing list.
We ship anywhere C.O.D.
Barney’s One-Stop
114 E. 93rd Ave., Chicago 11, Ill.
Phone: N.E. 6-9003

NOW!
LEN HORN
exclusively on

Jazz Album of the Year
PRESTIGE RECORDS
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BIGGEST SELLING
FOLK INSTRUMENTAL
OF THE YEAR!

WORLD-PACIFIC RECORDS/7815 W. 3RD ST./LOS ANGELES, CALIF./90048

NOW

2 STRING GUITAR
NORELL

M-3136

R E C E N T M O N T E R E Y A L P A C E

IT'S ON THE CAMPUS, OF COURSE

AMERICAN LONDON

BILLY JOEL
MONO ASYLUM

WORLD-PACIFIC HIGH FIDELITY


**NEW DEALER PRODUCTS**

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.


**DOOTO**—Expiration indefinite. Started May 1, 1963. On all Dodie album product—buy free, get one free.


**Tape Recorder How-To Book Issued**

INDIANAPOLIS — The magnetic recording industry is on the move, and now a new book to aid those interested in the field is available. The "How-To Get Your Song Recorded" book is now available at $3.98.

The book has been designed to teach the reader how to get his song recorded, how to make a deal, and how to avoid common pitfalls. It also includes a list of record companies, a glossary of recording jargon, and a list of recording studios.

**How About a Date? Asks Sol**

WMTW's programming is "dealer oriented," Owens explains—meaning that highly demonstrable stereo is designed and programmed during daytime shopping hours. WMTW recently invited distributor radio salutem to a meeting to outline its program plans and to help make contact with the more than 400 dealers in its area. In addition to the banners, WMTW offered a promotion piece designed to show consumers the type of programming they can expect from the WMTW stereo station.

What types of dealers are most successful in selling FM stereo? Owens agrees generally with the observations of Gerald O. Kaye, as quoted in this space last week. "The successful dealers," says Owens, "are those who put FM stereo in the front of the store."
Quality has such a pleasant after-taste!

Never before so much rich sound for so little money!

LIKE WE'VE BEEN TELLING YOU...
Performance is so much more convincing than "brag and boast." You must get awfully weary of reading such words as "greatest"... "amazing"... "fantastic" and the like. Our pitch to you from the beginning has been... listen to the Mercury phonographs... each one is in a special category. Compare their performance with the sound you have heard from other brands at anywhere near the price and at even much higher prices. This is the way we like to sell you... this is the way you should like to buy. The taste of quality is extremely pleasant and there is always a pleasant after-taste!

Deluxe all-transistor portable—weighs only 8 lbs., yet includes a detachable 7" Ticonal speaker that delivers big-set, distortion free sound! Plays on 6 ordinary flashlight batteries for real take-along convenience in school, rec. room, patio and car... or plugs into any AC outlet, With automatic turn-off, diamond stereo cartridge... plays all size records at all 4 speeds... includes stereo jack for playing through radio or tv.
Model AG 4189. AC Converter Extra $5995

It's stereo... and it's portable... and it's so fine in sound and quality that it is basic home stereo equipment—yet in a flash it packs up into a neat 24 lb. package for on-the-go pleasure! Detachable twin Ticonal speakers give crisp, full, room-filling sound... with automatic start and shut-off... separate bass and treble control, fine wood cabinet. Plays all size records, all speeds. Model AG 9115. $13995

FOR MORE DETAILS... WRITE OR PHONE PERRY WINOKUR, PHONOGRAPH DIVISION, MERCURY RECORD CORP., 35 E. WACKER DRIVE, CHICAGO 1, ILLINOIS. Phone: DE 2-5788
“EDFOR” THE SOUND FOR SELLING
High quality demons at amazingly low prices.
- MADE OR FEMALE VOCALIST
- FOUR-PIECE ORCHESTRA
- BACKGROUND SINGERS
One song $2.50, two songs $4.90.
- VOCALIST, GUITAR, DRUMS
One song $10.00, two songs $18.00.
- Choice of 20 rpm records of 7-1/2 rpm.
- NEED LEAD SHEETS? Write.
EDFOR CUSTOM RECORDINGS
P. O. Box 212, North Bergen, N. J.

MISCELLANEOUS

OFFICE SPACE FOR RENT
Prime Midtown Location
8700 square feet will divide
Centrally air-conditioned
Acoustical ceiling in parts
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Accessible to all modes of transportation
Unusually Low Rental
Contact: KENNETH D. LAUB
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WANTED
Old and out-of-print publications, catalogs, books and manufacturer's literature dealing with all types of Music Boxes, Mechanical Devices for reproduced music, Music Boxes, Phonographs, Orchestral, Musical Clocks, etc. Interested in Music Boxes, Operated Music Machines, etc. Special interest in pre-World War I material. Will pay top price for acceptable specimens.
E. W. POTTER
712 Second Avenue, New York, N. Y.

SITUATIONS WANTED
ANNOUNCING A NEW LOW RATE FOR SITUATIONS WANTED AIDS
to help people in the allied fields of MUSIC, RECORDS, COIN, PROMOTION, ENTERTAINMENT, ETC., to make the sale, test new products, present exhibits, and sell books, records, etc.
We will arrange for private label, No. of sets, etc. We will pay $2.00 per hour.
WILL PAY UP TO $50.00 FOR COMPLETE SITUATIONS WANTED AIDS IN THE FOLLOWING TOPICS.

The Company that REALLY goes after more business CAN get more business.... by consistent advertisments in Billboards
Buyers and Sellers' CLASSIFIED MART

It's a proven, economical way to assure prospect interest, to make sales and to increase profits!!!
Check the Classified Mart in every issue of Billboard... see what others are doing... then see what you should do to meet and beat the competition.

BILDBOARD BUYERS AND SELLERS CLASSIFIED MArk

165 W. 46th St.
New York, N. Y. 10036

108 W. Randolph St.
Chicago, Ill., 60601

Copyrighted material
**Expect All Firms at N.Y. Meet**

By NICK BIBO

CHICAGO—Some 13 record companies have indicated they will attend the Music Operators of America's meeting in New York Wednesday (20) to seek an alternative to the ASCAP copyright proposal. Bob Blundred, MOA's executive director, will meet with operators in Boston, Tuesday (19) with a group of 11 and in New York (21) in New Jersey.

The regional meetings will be to test the waters for MOA membership and to tell the association's story regarding its current copyright fight. The big meeting, however, is the New York session with 13 record companies where MOA hopes it can find an acceptable solution to the many problems that have already occurred.

The diskies have previously rejected an MOA proposal that mechanical royalties be raised—a proposal MOA had made in an attempt to bypass the performance royalty payments. MOA thought the raising of mechanical would be an acceptable alternative, but the diskies feel the bookkeeping would be excessively cumbersome, and suggested a way to reconcile against consumers who don't use records for public performance royalty fees.

MOA suggested the New York meeting as a sort of "brainstorming" session to seek a possible new solution. Lou Cozza, MOA president, has indicated that passage of the performance bill would "cripple" the juke box industry.

(Art Daddis Ankles Kaye To Head Sales for NSB)

EAST ORANGE, N. J.—Art Daddis has been named sales manager for the Irving Kaye Company to become national sales manager of the National Soundboard and Billiard Company here. He will report directly to Paul Kotler, NSB president.

Daddis' 30 years in the business include as a regional salesman for AMI and tenures with Wiring and Rock-Ola. He is probably the

(Continued on page 58)

**IRS Wants Ops to Check Depreciation**

CHICAGO — The Internal Revenue Service (IRS) is urging operators to Southeastern Jukebox Guild to get their music and game depreciation schedules in order. That's the message of Robert Blundred, Music Operators of America manager, who just returned from the South.

Blundred said the comment on the IRS was the single topic that virtually every operator he spoke to in the Southeast, had asked about. He noted that while music equipment associations and its appointed agencies offered a four-year depreciation period, IRS agents were not in accord on games.

**ASCAP Bill Seen Dead for Session**

SOUTH BEND, Ind.—Music Operators of America Manager Robert H. Blundred said today that the ASCAP-sponsored copyright bill will be passed in the House by the time Congress adjourns.

**COIN SPOTS UP FOR WASHINGTON**

WASHINGTON — Locations with coin devices have jumped up slightly from previous year's 277,071, Internal Revenue Service figures show.

Gaming device premiums totalled $10,705,300 in fiscal 1963, and gaming taxes of $250 per box were $5,240,000 in the fiscal year ending June 30, 1963.

**Belgian Coin Ann, Declares Bingo Still OK**

BRUSSELS—The Union Belge de l'Automatique, Belgian coin machines association, has announced the prospective passage of a new law, which with recent reports that bingo has become so popular.

UBA spokesmen explained that the recent coin machine law, passed last spring, provides that coin machines which offer free games as prizes are legal, and coin machines which offer cash prizes are not.

Under the ruling, a bingo is a legal form since a prize amount is payable, it is legal. The ruling sometimes for five-alarm novelty games.

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Iowa Gov. Calls For Pinball War

BOISE, Idaho—Gov. Robert E. Smylie of Idaho has called on the Department of Law Enforcement and the Attorney General’s office to make war on pinball machines and electronic computer machines, labeling them “purchasing devices or lotteries or both.”

It was understood the move was prompted by the decision of the Idaho Supreme Court last week upholding the legality permitting mutual betting on horse races would be interpreted as opening the legal door to such machines.

The governor has said that nothing in the decision varies the effect of the 1953 decision of the high court banning certain coin machines and other devices considered as lotteries.

CHICAGO — The newly formed Illinois coin machine operators’ association voted to reestablish its membership to music and games and to these “affiliated with the industry” as it held its second meeting in Aurora Wednesday.

Members felt the previous injunction was not “the type of coin-operated equipment” which would dilute the group’s strength. Lee Mondino, president, said it better that the fledgling organization held on to the areas where there is a “real need.”

It was pointed out that the giant National Automatic Merchandising Association with its relationships clearly represented the needs of the vending industry.

Adopted Constitution

The Illinois group also took a major step forward last week, adopting a constitution and set of bylaws, and settling on an official name of Illinois Coin Machine Operators Association.

Some 30 operators and associated suppliers attended the group’s meeting at the Hilton Inn in Aurora last Sunday (10).

N.C. Operators See New AMI

RALEIGH, N. C.—Harry D. Monsey and G. E. Darby of the group, are attending the meeting of the Roanoke Vending Machine Exchange, along with Ellis Royal from Rowe-AMI, greeted North Carolina operators at the Sir Walter Hotel here recently for the first North Carolina showing of the new Rowe-Ahmei Trimpaine photograph.

Rowe operators present included John R. Logan of the Residents Rhythm Music; Tom Chalk, Ace Music; Calvin Bishop, Bishop Music; Garland Bourne, Banks Music; Pappy Pierce, Mrs. Emma Love, James B. and Sonny Pierce, all of Pierce Music, and Madison, Lythik Hickerson, and W. H. White, Jr.

Other included Jack Mitchell, Royal Music, Darum; Garland Garrett and K. E. Fergus, Cape Fear Music, Wilmington; Fred Ayer and Howard, Bob Thompson and Earl Spencer, Southeastern Records, Charlotte.

Pat Coldwell of One Stop, Richmond, Va., was a visitor.

NEW DESIGN—invites plying—stimulates earnings! NEW TYPE LEG ADJUSTERS Sturdy—easy to use: Adjustable table without lifting.

GENUINE SLATE PLAYFIELDS

PLASTIC COVERED DARS Dare-proof, stain-proof

SIZEL 8’ x 4’ 1/2” x 8’ x 15”

Make it BIG with the Great New One for “64”!

Boston Ops Set Meeting To Wage Celler Bill Fight

By CAMERON DEWAR

BOSTON—Aroused over the threatened defeat of the Celler Bill on the music business, more than 100 New England music machine operators and others associated in the industry will gather at the Marriott Hotel to explore ways and means of countering this attack. (March 18) is the date, with the meeting being called for 8 p.m.

Owner of the largest operator of Melo-Tone Vending Company, Inc., Charles A. C. Hanlon, will address the meeting at which noted individuals in the industry will appear. Bill Gross, a former chairman of the local Congress- made up of Francis E. C. DeLong, has urged that all operators contact their local and national membership and report on the meeting.

Key speaker will be Lou Cahn, MOA president, and accompanying him from AMOA will be Billie McCarthy, president of the New York Music Operators Association and consultant for the New York Music Operators Association.

Next Meeting

Next meeting of the association is scheduled for June 26 in Springfield. The meeting made to move meeting places around the State to attract membership.

Attending the Aurora meeting were: "Stevens Johnson, Rockford; Louis Leven, Rockford; Charles A. Mark, Rockford; Robert A. Pruett, Utica; Jack Hashman, Springfield; Robert Raymond, Elgin, Ill.; Bill Poss and Bill Moss, Aurora; Harry S. Schaffer, Alton; Jack Moss, Peoria; Herman Wolke, Peoria, and E. W. Gilbert, Bloomington.

From Chicago were: "Wayne and Anthony Hesch, Larry Cooper, Vincent Angeli, Nick, Edwotl Eisen, Robert Blunder, Fred Sippura, Charles C, Lee Brooks, Edward Ginsburg, Stanley Levin, Bill Phillips, Nate Feinstein, Irv Ovitz, Max Berenzen, Jack Jacob, Leonard Halperin, Frank La Massachusetts, "Charles Sacco, Earl Kies, Rudy Kitt and M. H. Gillette.

Wiener, Bilotta Bow Smokeshop To N. Y. Ops

NEW YORK—Local and up State operators got their first look at the new Smokeshop cigarette machine last week at showings Wiener Sales Company, New York, and the Rex-Bilotta Company in Syracuse.

At the Wiener showing Friday and Saturday, Donald Bill Gross, Smokeshop president, Jack Egerton, Smokeshop factory field engineer; Bill Wiener and Murray Wiener; Al Denver, president of the Music Operators of New York, and Dr. Weintraub, executive director of the CVA, were members of the New York Automatic Vending Association.

Some 75 operators from New York and New Jersey attended the showings.

Gross and Egerton also attended the Syracuse showings Monday (March 11), along with John Bilotta, Jack Shawcross, Doc Burdick and Neil Brown, of the Rex-Bilotta staff.

The new Smokeshop features a redesigned cabinet and new changer.

Boston: 6-Store Amusements

THOUSAND SEE ROWE AMUSEMENTS IN RICHMOND

RICHMOND, Va.—Jack Bess and Villa Bess, Roanoke Vend- ing Sales Company, and the newer AMI distributor, displayed the full line of Rowe-AMI phonographs and amusement machines at the recent convention of the Vir- ginia Restaurant Association at the John Marshall Hotel here. Some 1,000 conventions, most of them first time, had attended the display. Roanoke left the equipment in the hotel when the convention was over. On Sunday evening, the Music Operators of Virginia held a demonstration at the Soda and the coin machines for the firm’s exhibit were already there.

Hub 1-Stop in New Quarters

BOSTON—After more than 12 years in business in associa- tion as a one-stop at Reid Distribution Company, on the Bright- plint sales, the firm's new location has moved its facilities to 1355A Washington Street, near downtown, with the move was now work in conjunction with Tri- mount Amusements Corporation, New England distributor for AMI music and vending ma- chines.

Reason for the move was the acquisition of the Seeburg franchise by Reid and W. C. Distributing Company, now doing business at the plant of Redd, W. S. (Sid) Reid, also doing business at the former address, is now booking out his activities to amusement games.

Dick Ovitz, president for business at the Washington Street address starting last week.

BILLY PISOLO

Make the Best with the Great New One for ‘64
Southern Quits MMA: Cites Restrictive Bylaws

By ELTON WHISENHUNT

MEMPHIS — Southern Amusement Distributing Company stunned the industry here last week by resigning from Memphis Music Association, an organization formed 11 years ago with the goal of promoting high standards in the industry relations.

Charles V. McDowell, vice-president and general manager of Southern, went Edward Bohdenheimer, president of the association, a letter of resignation.

Word among operators and distributors spread fast over the resignation, because McDowell did not say why in the letter.

Southern, one of the largest operators and distributors in the South, had always taken a vital role in the music association. McDowell himself had previously served as president and had regularly attended the monthly dinner meetings devoted to discussion of common problems and work on some public relations project.

The Billboard correspondent asked Southern why it resigned. Mrs. Celia G. Hodge, president, gave this statement:

"Southern Amusement was one of the founders of the Memphis Music Association and it was with a great deal of displeasure that we found it necessary to resign from the organization."

"As Mr. McDowell, general manager, expressed it in our letter of resignation to Mr. Bohdenheimer, president of the association, it is with great regret we felt forced to write this letter."

"The complexion which brought about the organization of the association years ago has changed. The city of Memphis is growing rapidly."

"The extensive urban renewal condemnation program in Memphis and Shelby County has been costly, taking many good locations. When one location is lost, the operator needs to look for another location with which to replace it."

"It appeared other operators were finding it difficult to operate within the restrictive bylaws of the association. As we have always been honest and open with the association, we felt our only recourse was to resign."

"Some operators saw in the statement the intent on Southern's part to woo locations away from other operators."

The association members have had an unwritten gentleman's agreement that one member would not try to solicit another member's locations.

Pumped Dime Play

The association was formed 11 years ago to work with unity toward transformation to dime play. This was successfully completed in 1954 and the operators and distributors decided to keep the association going to meet monthly and discuss common problems, foster and promote high standards in the industry and maintain good relations with the public.

The association has been highly successful in these aims. The coin machine industry in Memphis has always had a good name.

Drew Canale, Canale Enterprises, Inc., former association president and leader in the industry, was one of those puzzled by Southern's resignation.

"I don't know what to think," he said. "I hope they will not try to move in on others' territory. If they do, I don't think they would make any big headway."

"A few independent operators have tried that before but have not been at all successful with it."

No Luck

"For example, there are one or two independent operators in Memphis who are not members of the association. They try to solicit four or five of my locations a day, without success."

"If Southern tries to expand into more locations by offering more—a 60-40 split, for example—I don't think they can..."
Presenting the first

**ROCK-OLA**

33 1/3 LITTLE LP ALBUM RELEASE

for Music Operators with the greatest possible selection versatility for adult music programming

Here's the latest "take" increasing opportunity offered to Music Operators by Rock-Ola... THE ROCK-OLA LITTLE LP ALBUM PROGRAM. Through this program operators can now give their locations a complete musical package with the Rock-Ola LP Albums and the Rock-Ola Rhapsody Model 418-SA phonograph. Regardless of the individual taste in sound, looks, or music, the customer gets all with Rock-Ola.

Your local Rock-Ola Distributor now has these new albums available along with the miniature album cover reproductions and the display panel for holding them plus special color title strips for a complete "extra play promoter" program.

With the Rock-Ola Full Dimensional Sound System, the sound of these Little LP Stereo Recordings virtually comes to life for complete customer listening satisfaction.

See your local Rock-Ola Distributor today to obtain these new profit-making Little LP Stereo recordings. AVAILABLE ONLY THROUGH YOUR LOCAL ROCK-OLA DISTRIBUTOR. Watch your trade magazines for information on additional Rock-Ola Little LP record releases.

Look to ROCK-OLA for advanced products for profit

ROCK-OLA MANUFACTURING CORPORATION
800 N. Kedzie Ave., Chicago 51, Illinois

www.americanradiohistory.com
They Came From All Over Europe For Seeburg's Meet in Zurich

ZURICH — Some 200 distributors and operators from all over Europe attended the recent Seeburg two-day sales convention here. Some importers came from points as far distant as Cyprus and Japan.

On hand to tell the Seeburg story to the European trade were Jack Gordon, executive vice-president; Bill Adair, sales vice-president; John Huggins, head of Seeburg (Great Britain) Ltd.; Mark Hodge, head of Musicvertrieb (host organization), and Jack Dimens, director of the World's Fair and George Gilbert, Seeburg's European representative.

The proceedings were in the United Nations manner, with simultaneous translations of each English talk into French, German, Italian, Russian and Dutch. According to Gilbert, this was the first time such an arrangement had been made for an industrial meeting.

Seeburg Pledge

Seeburg spokesman said that the company would stand by its pledge of "no new LP console phonograph until 1965."

Southern Quits Memphis Org

Continued from page 51

make it financially. It's not feasible.

The present 50-50 split is the most an operator can make, butophone grosses costing $900 to $1,300, paying for trucks, gas, licenses, records.

Freedom of Movement

Canaile said he heard talk a few weeks ago about Seeburg would resign because it wanted to break up in the playing field and wanted more freedom of movement than it felt it had as a member of the music association.

This point, however, was not covered in the November feature in Billboard. Canaile said he wouldn't be able to think the resignation is "over a misunderstanding Southern had with all of us." He said he hopes it can be straightened out.

Another Seeburg Van on at Struve

SALT LAKE CITY — So successful has Dave Struve Delaware Company here been with its Seeburg demonstration vans, that the firm has added another to its stable. P. D. Struve, president, said the move came after his firm was flooded with operator requests for the vans.

Struve has been using the vans to good advantage, taking location owners to help the operators button down contracts and get better conditions.

Each demonstration van is air-conditioned with beautiful panelled oak interiors, carpeted and drapes to match. The vans contain the new Seeburg Console, Console weldal bombs plus ERECS-1 extended bass console speaker.

England is expected to get under way shortly.

The van's salesmen will be tried in Europe. This system, to assist operators sell locations on the Seeburg console, resulted in the sale of 1,723 consoles and 3,810 consoles in the first seven months of operation in the U.S.

Plan Airline will service the five-van team from Germany. He will attempt to get location contracts in areas, favorable terms to the operators. Good's 15 vans and 50-person team operating throughout Europe.

The conference wound up with a banquet at Zurich's Hamburger, dinner, provided by a Swiss jazz group, led by Bobby Gordon (Jack Gordon's son) on clarinet.

Cinevision Sets Miami Series

MIAMI — Film product for Cinebox, the Italian cinema, is to be produced here with the facilities of Motion Picture Films, Inc.

The announcement was made this week by Stanley Green, president of the Cinevision Corporation of America, U.S. distributor of Cinebox. Green is not here yet with Harvey Bernstein, MMP president. M. S. Greenman, Cinevision vice-president, will be the executive producer of the films.

The Miami series, in full color, will be licensed only as backdrops for the production number, "Rhythm, the new club tales — both vocalists and comics featured." The first Cinebox series, featuring such recording artists as Loesha, Paul Revere and the Raiders will be distributed in the New York area.

Cinebox Makes Bow At Cleveland Distript

CLEVELAND — The Cinebox has been recently distributed at Duncan Sales, local distributor, M. S. Greenman, vice-president of Cinebox Corporation of America, U.S. marketer of Cinebox, was on hand.

Most of the selections on the machine shown here involved twits and similar dances, but Greenman said that the reportoire may be varied and could show bowling activities, football, golf and other sports events.

Group Sees Need for Rome Coin Law

ROME — A new law governing all automatic machines in Italy is necessary to supplement recent decision of Constitutional Court redefining position of gambling. According to Aldo Moraschi, head of SAPAR, national association of automatic devices, Moraschi pointed out that decision had three key facets — automatic games are entitled protection by the law as a legitimate industry, private clubs are not affected by laws governing public places and only games which favor anti-social enterprises can be barred. He said, "Now that automatic games are protected by law and the production, business and renting is clarified, it next great freedom of initiative to our work should be expected."
Mix for Every Taste in Denver

DENVER—A highly sophisticated discount department store is the direct route to greater profits in discount department store locations according to Chicago Concessions, Inc., with many locations in super discount department stores here. At one location, the huge Woodcock Department Store, Chicago Concessions has capitalized on the separate entrance and exit lobbies of the store to set up a display which manager Brig Smith calls "exciting enough to capture almost any family's attention."

Incorporated on two stands, in each lobby, are 10 machines which provide something for almost every taste from toddler children up to a humor-minded adult who wants to play a joke on a friend or relative. Each battery of six machines offer standard 1-cent ball gum, 5-cent capsule, 1-cent grape bubble gum, and for the school children, a real surprise in the form of 1-centaroids. Added to this line-up are 1-cent chicle tab gum, 1-cent chocolate bridge mix.

On the adjoining stand, the location features 1-cent "Pepsi-vote" recording artist miniatures. Next, 10-cent wiggle animals, and as the crowning feature, Victor's huge new 25-cent capsule vender, which is making its bow in the Colorado capital.

The 25-cent vender offers a huge choice of costume jewelry, novelty, and surprise items, the latter being arranged in a cigarette-lighters, cuff link sets, plastic models of shrimpunka human-bean faces, the- by-perfectly happy, and other toys and articles.

This machine has been planned to take advantage of traffic in the store which contains a far less percentage of children. Woodcock, although it is in the 100,000-square-foot classification, does not include food departments which means that fewer housewives, actually children, are likely to be attracted.

Thus, Chicago Concessions has slanted its merchandise more to teen-agers and adults, retaining a certain percentage of 1-cent novelty, "as a weeder, for the small children who come in.

At least seven out of every 10 sales are to adults, as an eyebrow check has proven.

Eppy Releases Special Yule Charm Mix

JAMAIKA, N. Y.—In an effort to counter the tendency of locations to remove charm machines during the peak Christmas holiday season for more seasonal displays, Eppy Charms has released a Christmas Holiday Charm Mix.

The special mix consists of charms and gimmicks in bright holiday colors plus gold and silver metallics. It is a special feature. Charms in the mix are gold one-inch balls and gold jumbo Christmas bulbs that appear to light up. Among the 16 gimmicks included in the mix are wreaths, Christmas trees, Santa Claus, snowmen, and reindeer.

A set of two-color (red and green) merchandise displays is also available with every 1,000 charms purchased. Highlight of the mix is a Christmas tree from Santa Claus, announcing the Christmas Holiday Gift Charms and pointing out that they are suitable for packaging, Christmas trees, etc.

The mix is available at all Eppy warehouses as well as at the Eppy factory here.

Tex. High Court Affirms Ruling On Sales Levy

AUSTIN, Tex.—The State Supreme Court upheld its earlier ruling that vending machine operators selling items costing less than $1 must pay a $1 state sales tax on the money they made.

But the court refused to reconsider its original decision on a ruling which said the State may collect the 2 cents sales tax on sales of less than $1 even though the purchaser gets the tax back. That decision reversed rulings by two lower courts.

Four vending machine companies brought the suit. The sales tax law has been changed to exempt such sales.

They Chew by Night, This Kansas Bulk Operator Says

HILL CITY, Kans.—What bulk-vended products mean most to long-haul truck drivers?

That's an easy one to answer, according to Francis Bunn, bulk operator with headquarters here. Bunn has the answer, after studying results of displaying his wares to the truck driver market for several years.

Born's territory's U. S. Highway 24, serves the north center of Kansas, which carries some of the nation's heaviest truck traffic, because it is the shortest route between Kansas City and Denver. Most of Born's locations are in roadside restaurants, coffee shops and truck stops, where the majority of any bulk vender's intake is likely to be earned at night.

Though Born vends a complete line, with cashews at 5 cents, one of his major specialties, he has found that truck drivers, who drive their trucks during the day, which puts them up a fight, such as jaw-breaker variety, bubble gum. Proof of this statement is found in the fact that wherever he uses a four-condition stand, one head loaded with bubble gum needs to be serviced two and a half times as often as other machines.

Born keeps alert to the tourist market, made up of hundreds of thousands of people driving West into Colorado or to the West Coast as well, vending 5-cent and 10-cent novelties, 5-cent cashews in most of his service stations, jellybeans, ball and tab gum, and these are the types of bubble-flavored gum specialties such as grape, cinnamon, and red-hot.

Over the years, however, it has been bubble gum which has led to the turnover, with truck drivers responsible for around 90 per cent of it.

The Kansas operator has a standard order with suppliers to rush anything new which develops in gum production, and there was one of these in the Prairie States to vend cinnamon and grape gum, for example. Traveling just about as many miles as his truck driver customers in servicing far-flung counties along U. S. 24, Born has plenty of opportunity to observe his customers' habits, and to come up with the right merchandise in every case.
Seattle Company Is Indicted

SEATTLE — The Northwest Sales Company here, has been indicted by a federal grand jury in Anchorage, Alaska, for illegal shipment of gaming devices to that State last year.

The Seattle firm was one of seven corporations and 18 individuals named in the indictment, which deals in coin-operated machines, as was the arrangement, of which was handled by Harley Elton Lewis, also associated with Northwest Sales.

Lewis and other individuals named in the indictments are in Anchorage, Fairbanks, Kodiak, Juneau and Ketchikan. Arraignment is scheduled near the end of January.

The indictment charges certain machines were used in gambling in which payoffs had been made for free games.

Two New Bags For Penny King

PITTSBURGH — Two new 1-cent machine bags without bulk charms are being released by Penny King Company here this week.

One bag, the Worm in Apple mix, contains worm-in-apple charms. Information is that while spinning tops, and gold and silver subcutaneous. A free display front is supplied with each bag.

The folding fan machine bag contains folding fans, silver water pitchers and sunflower seeds and table lamps. A free display front is also available with each bag.

St. Louis Operators Seek Exemption

ST. LOUIS—Operators here are willing to have penny machine excluded from a newly amended city ordinance which would place a $5 tax on all coin-operated equipment.

The provisions of the ordinance were passed last fall but the city Chamber of Commerce has appointed a board of attorneys to review the ordinance and recommend additional information.

Don Mitchell, legal counsel of National Vendors Association, the national bulk vending operators organization headquartered in Chicago, has asked the board of attorneys to exclude the penny machines.

Mitchell said he is "awaiting information" and is very optimistic about a favorable ruling. Mitchell noted that the ordinance on the coin machine tax was divided into two sections.

The first section on games and joke boxes had an enforcement provision. The second has no such provisions. Mitchell contends the statute is not valid because of the lack of implementation procedures.

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Coinmen in the News

Tennessee Topics

Memphis Memo: Drew Canale, president of Canale Enterprises, Inc., lost both election races he was interested in. He was campaign chairman for Sheriff M.A. Hind, who lost in his bid for mayor in the recent city election. Drew's brother, John Ford Canale, lost in his candidacy for City Commissioner. You can't win them all. Drew won in 1958 when he helped elect a cousin, Chancellor Robert A. Hoffman.

Another operator in politics may be aiming higher. William V. Fendley, owner of Fendley Amusement Company, is a city alderman at nearby Millington, Tenn. He is thinking of running for mayor next year.... Memphis operators are all abuzz over Charles V. McDowell's letter to Memphis Music Association President Edward Bodine, in which he asked for a new record label in the region.

DuGrenier Names Diamond Exchange

NORFOLK — Diamond Coin Machine Exchange here has been appointed by Virginia and North Carolina distributor for the DuGrenier line of vending machines. DuGrenier makes cigarettes, cigar, candy and penny parlors.

Diamond also distributes Wur-itzer, Valley pool tables, American and 12 other coin games. The distributor has 500 coin operators in the Norfolk area and has over 200 coin operators in its showroom.

Diamond has 19 radio-equipped vehicles servicing the route and the sales and service departments operate on a seven-day week.

Op Begins Third Year in March

GLASGOW, N.Y. — Gross Brothers here has begun its third year of operation in the Victory Market chain due to the strong of 89 supermarkets in Central and Southern New York.

The firm has about 100 kiddy rides in the markets. Upon the market, the kids ride operation is developing into a steady winner, with consistent earnings. The firm is also a major music machine and game operator in the Hudson Valley and distributes the Rock-Ola line.

Mandell Guaranteed Used Machines

B. Mandell & Company, Inc., 320 West 39th St., New York, N. Y., handles used machines. They also handle used machines, coin machines and all types of coin-operated equipment.

Northwestern SUPER 60

• NO BREAKING
• NO CRUSHING
• NO MISSING

It's time to give your Northwestern super sixty a thorough checkup. Tell us what's wrong with it and we'll see that it's put in order. The Northwestern SUPER 60 is the ultimate in quality Capsule Merchandising. The Northwestern SUPER 60 does a better job of dispensing capsules than any other capsule machine on the market.

So You Saw It in Billboard

Northern SUPER SIXTY

Capsule Vendor* The ultimate in quality Capsule Merchandising. Vends any item which can be placed in a capsule. Sc. 10c and 25c. Available with OVER-THE-COUNTER at slight extra cost.

H. B. HUTCHINSON, JR.
1704 N. Desater Rd., N. E., Atlanta, T., Ga.
Phone: Blake 7-6500

Bills each week for delivery information and prices on Northwestern SUPER SIXTY Bell Gum-Chrome Vendor (as illustrated) as well as other Northwestern merchandise.

Labels for reverse are shipped with each delivery.

Mandell Guaranteed Used Machines*®

B. Mandell & Company, Inc., 320 West 39th St., New York, N. Y., handles used machines. They also handle used machines, coin machines and all types of coin-operated equipment.

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Hoot Theme Paying Off for O'Donnell

CHICAGO — "Hootenannies are the thing," according to Billboard's August 17 issue, and Bally's Bill O'Donnell couldn't agree more. O'Donnell is, of course, referring to Bally's own Hootenanny free-ball novelty pinball game, which he says is proving to be one of the firm's "biggest hits in years."

O'Donnell said he attributes success partly to the big hootenanny craze on radio, television, and in clubs, and partly to the game's own central, centered around such features as the spark-plug button, which rigged a plain rubber rebound into the action of a slingshot-type gun, driving the ball directly into a nest of three thumper-bumpers for a "hootenanny" of scoring action.

Another action-maker, according to O'Donnell, is the exclusivity Bally scoring post, which scores like a bumper but occupies less space, keeping the front field open for criss-cross ball action. O'Donnell said much of the game's attraction is due to the double-fold over feature, the progressive scoring free ball line and the old favorite spells-name feature.

A ball shot through the lane with both gates closed scores 10; when the top gate is open it scores 30. The lanes remain open from game to game until a free ball escapes through the lane pushing up 100 and lighting a letter of "Hootenanny."

The lighted letters carry over from game to game, until a "special" is scored. Match score feature is, of course, optional.

Here it is—The Counter Game That Is Legal Everywhere!

Marvel's NEW SLUGGER

An attractive, competitive Staff Scoring at a Real Money Maker $5.50

Sluggers have been mounted in a wood cabinet with polished chrome fittings. Pull-down buttons and fast-feet mechanism.

MARVEL MANUFACTURING CO.
2485 West Fullerton Ave. Chicago 47, III.

Counter Games

Guns

C.C. World's Fair 1400
C.C. Luna Park 1300
C. C. Ray Gun 1200
Penny Banker 1100
Downtown, New York 900
Gambler 800
Simpson, California 700
Vanderson 600

Candy Vendors

Shamans, 6 col. 75c

Cigarette Vendors

Raye 99c

Write for full details.

Hootenanny

Move to Launch Buffalo Group

BUFFALO — Operators from Western New York State met here recently with Millie McCarthy, president of the New York State Coin Machine Association, and John Cooper, Sheldon Sales, to set up a local coin machine group which will be affiliated with the State organization. Rochester operators also attended the meeting. The Rochester area has an active group and is currently on a membership drive.

Mr. Coin Man

You're in business to make money.
Billboard is in business to help you.

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For Birmingham Ops, Things Worse Than Usual This Fall

BIRMINGHAM—October is not the month to slip up on the job in the coin machine field. Three days before the month opened, the city's hotel and department store operators were busy looking over the machines and deciding what to do about them.

The license picture, however, is not new and the chief complaint continues to be the unrest from racial demonstrations. Contributing to the operator's headache is the turnover of small businesses—many of which contain coin machines or other local innovations.

Alabama has had a few less operators during the last five years, but within the last 12 months the number has remained constant. In the words of one distributor, however, there is considerable retrenching going on. Operators are in debt and are working to get their books in shape.

Looking into the immediate future, the outlook is good but certainly not spectacular. The holiday season has never been a particularly wild one. Most of the people are very conscious of Christmas and are spending their money on gifts—not amusement.

Most of the trade is now taking a long look into the future—next spring to be specific, they anticipate improved business and hope to ride the crest with the rest.

Earlier Closings For St. L. Clubs

EAST ST. LOUIS, Ill.—Late-closing hours were imposed here last week and club operators were told to turn in their licenses at the city hall last week.

Under the new law, taverns will have to close by 1 a.m. except Sundays when night club licenses may remain open until 4 a.m. Taverns may remain open until 2 a.m. on Sundays only.

Tavern owners also carry specific prohibitions against serving minors, having food and beverages, and soliciting persons to solicit drinks.

Would Keep Eye on Italian Phone Tax

ROME—-SAFAP's telephone office has set up a committee to assist coin box operators in dealing with provincial authorities on the matter of the tax, the tax imposed upon the value of taxable merchandise into a company. Contributing to the committee has urged all of its members to follow closely all provincial commissions and all orders upon particular box and automatic games and to report their activities to the central headquarters promptly for action in the event of high impost.

MILWAUKEE—Because a 16-year-old operator was playing an amusement device, Police Chief Howard O. Johnson has asked the Milwaukee City Council to close the Tick Tock Amusement Arcade here. Johnson not only asked for the revocation of the arcade license, but also wrote a letter to the amusement device, phonograph, cigarette and city food licensees of the owner, Ervin E. Beck, revoked.

Say Coin Ops On Sound footing

NEW YORK—The credit rating of coin machine operators is on a sound footing, according to Arthur Silbert, vice-president of the SPC Financial Corporation, which specializes in coin machine payments.

Silbert said that equipment loan payments on music machines, games and vending have been prompt, with distributors generally selling equipment to good risk.

Seattle Sets Out

SEATTLE — A controversy over so-called tolerance policy toward gambling in Tuscan, Wash., apparently ended last week with a statement by Police Chief A. L. McBain that no gambling of any kind will be allowed here.

McBain told City Council that he had ordered an end to tolerance of punchboards, pull-tabs, lotteries, bingo and wagering on mechanical devices such as in-line machines.

FOR THE BEST IN NEW AND RECONDITIONED VENDING, MUSIC, GAMES—SEE ATLAS

ATLAS MUSIC COMPANY

Service And Industry For Over 16 Years

1272 W. Northwestern Ave., Chicago 47, Ill. All graphics 6-5005

See You Saw It in Billboard

American's "IMPERIAL" Pays . . .

The exciting IMPERIAL attractor is the most popular in music. It is designed specifically for you, the operator. Modern and handsomely constructed, it has many new features include Horse-Collar Play. A month's the number has increased in use when electricity is on. Beautiful, ornamental scoreboard, brilliant lighting. For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.
Kitt-Robbins Firm Named United Wis.-la. Distrib.

CHICAGO — Empire Coin Exchange, headed by Gil Kitt and Joe Robbins, was named United distributor for Wisconsin and Iowa, completing a five-State expansion program begun recently by the firm.

Empire also represents United in Illinois, Michigan and Northern Indiana. Several weeks ago, Rock-Ola named Empire its distributor in Wisconsin, in addition to Iowa, Michigan and Northern Indiana.

In Wisconsin, Empire now represents Rock-Ola, United, Williams and Midway. In Iowa, Michigan, Illinois and Northern Indiana, Empire represents Rock-Ola, United, Williams, Midway, Fischer, Irving Kaye and Southland.

Empire has its headquarters in Chicago, with other offices in Des Moines, Grand Rapids and Detroit, all in Michigan. Bob Rondeau handles sales in the Northern Wisconsin area and Jack Burns, Empire's senior salesman (nine years) covers Southern Wisconsin.

Urges Repeal of Mont. Music Tax

LEWISTON, Idaho—The executive board of the Montana Licensed Beverage Association has gone on record in a meeting here urging operators to press Congress for legislation to end the 10 per cent amusement tax on music machines.

"Due to the $11 billion tax reduction, we are asking every licensee and the associated industry to write to their congressmen to ask for their support of legislation calling for removal of the 10 per cent music excise tax," explained Frank Masam, president of the MLA.

WANTS TO BE COIN MACHINE MISSIONARY

LIBREVILLE, Gabon—Pierre Fauche, a local businessman, is in the market for several pinball machines to be installed in a bowling alley. He would also like to represent U.S. coin machine companies in Equatorial Africa, which includes Gabon, Chad, Congo, Central African Republic and Cameroons. He may be reached at BP 763, Libreville, Gabon. Correspondence in French is preferred.

Todd-Williams Names Bilotta

PHILADELPHIA — Todd-Williams Corporation here has appointed Bilotta Enterprises, New Jersey, as the distributor for Kwik-Flip remote control units in Up-State New York.

Kwik-Flip is a unit which may be attached to any television set, and serve as a remote control unit, permitting the viewer to change channels, control volume and turn the set on or off. Fully guaranteed by the manufacturer, it is effective up to approximately 25 feet. Bilotta recently displayed the device to the New York Tavern Owners and Liquor Dealers Association at the group's annual convention.

New York Meet

Continued from page 49

"Thousands of marginal operators would be forced out of business," Casola said. He said that operators are anxious to cooperate with the record companies to seek a solution that would be fair to all parties.

List of Participants

Among those at the New York meeting will be Casola, Blandred, J. Harry Snodgrass, John Wallace, Bill Cannon, Al Denyer, George Jiler and Nicholas Allan, MOA counsel. Record companies who have accepted in writing are Jubilee, United Artists, Deco, Columbia, RCA Victor, London and MGM. The meeting is to be held at the new Hilton Hotel at noon.

In other MOA developments, Blandred confirmed that the association will hold its next board of directors meeting at the Sherman House here, January 17-18.

He noted that the association had appointed Frank Fadala and Andy Hesch, Chicago operators. Hesch is to seek ways to make the most of MOA's code of ethics "for the good of the industry." Also on the committee is O. L. Bob Biler, one of the drafters of the document.

John Fling, Kansas City operator, has been appointed chairman of the new Interim Dues and Membership Committee, purpose of which is to revamp the MOA dues schedule and aid in membership.

Doddie Ankle's

Continued from page 49

only man in the business to have held sales posts with three of the four major music machine manufacturers.

Doddie will leave soon for a national sales trip to line up new distributors and to promote the firm's shuffleboard and pool line.

National, founded 40 years ago and in the coin machine business for 30 years, expanded its shuffleboard and pool line and further expansion is expected to be announced shortly.

National makes a line of coin operated shuffleboards and non-coin pocket billiard tables.

Belgian Coin Assn.

Continued from page 49

operators of games, music machines and vending machines. The association meets monthly.

Among those attending the most recent meeting were Henri de Vroey, president; Ben Weyn, vice-president; Pierre Vander-heck, secretary-general; Ray De- neck and Marcel Goldwasser, UBA directors, and Henri Her- bosch, Seeben representative.

FOR SINGLE PLAYER

(and crowds of kibitzers)

Sensational action built into new Bally

Fast and furious action insured by clever Hootenanny playfield layout and brand new actionizing features. New Spark-Plug Button triggers plain Rubber Rebound into explosive action of a Sling-Shot Kicker, blasting ball directly into nest of 3 Thumper-Bumpers. New Scoring-Post scores like a Bumper in half the space of a Bumper, keeping front field open for exciting crisscross ball action. Hootenanny crams more action, suspense and "came-home" repeat play appeal into a single colorful playfield than any game in recent years.

Ball shot through new Progressive Scoring Lane to scores 10 with both gates closed. 39 when top Gate is open by skill. Extra skill opens both Gates which remain open. Free Ball escapes through Lane, rising up 100 on the way.

Carry-Over Features

Each Free Ball lights next letter of Hootenanny. At letters remain lit from game to game until Spool are scored by hitting complete name. Double carry-overs keep players coming back.

powerful punch of 50 VOLTS

Exclusive Bally 50 Volts circuit pops up playfield exploratory cuts down "light point" pricing. Insures extra long switch and relay life with less point cleaning service cost. Get Ballygames for top earnings, lowest operating cost, top re-sale value. Get Bally Hootenanny today.

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS, 60618. U. S. A.
GOSPEL SINGERS OFF FOR JAPAN: The famous Word Singers, under the direction of Gertrude Ward (lower left), were a feature as they board Japan Airlines DC 8 for appearances in Tokyo.

BACKSTAGE AT THE OLYMPIA: Standing backstage at the Olympia Theater in Paris are Paul Anka and Johnny Hallyday. Below are (left to right) Paul's wife Ann, Sylvia Vartan and Richard Anthony.

EUROPEAN ARTIST ARRIVES IN GOTHAM: E.M.I. artist Danny Williams is greeted by Art Talmadge, president of United Artists Records, who will be recording the artist here. UA plans big build-up.

ITALIAN BULLY GULLY IN MUNICH: MGM movie star Elke Sommer is signed by Munich producer and publisher Karl Heinz Busse (left) for his international label. First single, "Hully Gully Italiano," by Gene Wilden, is getting good share of airplay.

COUNTRY MUSIC RECEPTION FOR ASCAP: During festivities in Nashville, ASCAP's reception at the Hotel number of guests as Mrs. Juanita Janes (ASCAP), Stanley Mills (Mills Music) and Mary Lynch of RCA, Nashville.


Perez Makes Progress: RCA Victor's Latin American maestro, Perez Prado, has created a new rhythm and dance called "El Dangue," which is also title of his latest album release for the company.

VISITORS TO CLAY COLE SHOW: Liberty artist Bobby Vee, recent performer on the Clay Cole TV show, was accompanied by the company's lovely East Coast representative Jane Gibbs (left) and equally lovely June Morris of Disc Magazine, London.

ITALIAN BULLY GULLY IN MUNICH: MGM movie star Elke Sommer is signed by Munich producer and publisher Karl Heinz Busse (left) for his international label. First single, "Hully Gully Italiano," by Gene Wilden, is getting good share of airplay.

BILBOARD REMEMBERED TO APRIL: In Hollywood, Billboard's Eliot Tiegel (right) makes No. 1 award to April Stevens and Nina Tempo for their "Deep Purple" single. Atta girl chief Alpert Izakman (left) witnesses honors.

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NEW ASSIGNMENT: Recently appointed associate producer for Columbia Records, Steve Ventil, is shown here doing session with another new Columbia acquisition—the Duvettes.

ADDRESSING THE PRESS in no uncertain terms, 81-year-old composer Igor Strawinsky wards off photographers upon arrival from New York at Rome airport.

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