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The International Music-Record Newsweekly

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

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IN NEW DRESS

Old Songs Singing on Charts

BY BEN GREGG

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RCA VICTOR presents

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IN AN ORIGINAL SOUND TRACK ALBUM
FROM THE PARAMOUNT PICTURE

"Fun in Acapulco"
HAL WALLIS PRODUCTION

ORIGINAL SOUND TRACK ALBUM FROM PARAMOUNT PICTURES

"FUN IN ACAPULCO"
A HAL WALLIS PRODUCTION

LPM/LSP-2756

STOCK UP NOW!
RCA VICTOR

The most trusted name in sound
Party Disk Man Found Slain

HOLLYWOOD—Controversial everything he did, Bill Door, owner of Fax Records, was found murdered Tuesday (19) along with his girl friend, Ellen Cobb, in his Fountain Avenue home here. He was 46.

Door's Fax diskery revolved around party records, and his latest release was a de luxe package titled "Ballad of Piano Hill."

A Los Angeles police spokesman, in seeking the murderer or murderers, said: "Door had so many enemies, it was almost impossible to guess who committed the murders."

Door had been in trouble with federal authorities for failure to report $25,000 income for 1951-1952 from his photo-film disk operation.

Blaine Sells Constat Biz

HOLLYWOOD—Jerry Blaine has sold his Constat biz to General Manager Ray Sheehan, who has charged the company's name to Cliff Duplicates.

Remaining with Sheehan is Gene Simmons, the new as well as the old sales force. Sheehan's outlet has added one new fine, stereo related, to its established roster which includes Roulette, Gone-End, Jubilee, and Belart, a Spanish label.

NAACP Says: Hire Philly Air Negroes or Else

PHILADELPHIA—A 15-day ultimatum, giving the station to the end of the month, has been issued by the NAACP to hire Negro disk jockeys and neo-news announcers, or face WCAU's blacklisting.

Station has for some years been the target of the NAACP--which has signed the top plug outlet for records with emphasis on the Negro.

Joseph T. Conway, general manager of WIBG, which is part of the NBC network's "'Big Band' ring," says he does not consider the station's hiring practices as prejudiced, and that the NAACP's "small announcing staff." Conway said that they are "a temporary time all personalities and two on a part-time basis. We haven't had a vacancy for months. What are we expected to do? Fire someone to make room for a Negro?"

Making the ultimatum more explicit, George Wood, chairman of the NAACP Freedom Fund and a top deejay in his own right, urged the station to hire a Negro-oriented WDAS (see story in Radio Section). Said that Conway must hire no less than three deejays and two neo-news announcers, or face a "thorough" boycott.

WDAS said the NAACP is prepared to begin picketing the studio (which are located in a rural suburban community) and Negro- oriented stations will boycott any and all products advertised on the station. Woods further indicated that he did not feel how Conway would not add a Negro to the WDAS staff when it was pointed out to him that it might mean firing three white men.

Success of the WDAS ultimatum will condition the NAACP's actions against the other radio and TV stations, all of whom have already been notified of the NAACP's intentions as far as hiring policy is concerned.

European Fans Going For Their Own Artists

HOLLYWOOD—European musical nationalism should motivate the station to hire not only local but also the international, according to a ruling by Robert Landau, chairman of the NAACP's broadcast committee.

"There aren't as many American hits in these international markets as there are domestic, so they are buying and supporting the American. This is helping the American labels to become more important in their own market."

This musical nationalism should signal the American labels to spend more time in Europe doingconcert and show cases and creative activity on their own behalf and record not only their American hits in foreign languages but also works of Contemporary American music.

Bailey Feels the CBS Records Operation in over 40 markets is limited. "Limited where?" Bailey asked. "In this right direction." While CBS has not scratched the international market through foreign language reissues or leases to clubs in the case with CBS discs--he said this is the way for companies to move in the future.

"The question, I think, is whether a company wants to sink money into a particular foreign market or just shore up its American name," Bailey said. "We believe the industry is working toward a one-world music philosophy. Telestar satellites and superplanes will eliminate the barriers."

The ad are two full pages and tell the entire story behind the project while listing all the names of the performers, including Sinatra, Bing Crosby, Dean Martin, and others. The order coupon enables readers to select any or all of the albums. Prices range from $4.95 for a mono album and $5.98 for stereo. The complete series, which is released monaurally and stereo phonetically.

According to the label, the albums will be offered to dealers some time next year. The use of mail-order ad campaign to sell an album series is a first for Reprise, which brought the Frank Sinatra project to Curtis' attention.

The main thought behind of course is that Curtis seems to be the idea of merchandising all the albums," a disk-er official stated. "We are expecting this to sell to millions of people in a rather same way.

It is understood that the publishers are now trying to keep the tab for the ads and the profits off the table. In last week's issue of the Post, a one-page ad ran in black and white, in 6 x 5 line layout, the page being used for black and white, and the other page of the same layout.

The ad is "in press" for several more pages, and is "in press" for a possible run on nationwide television.

Meanwhile, George Simon, editor of Billboard, has written in a letter to the Post: "The best is too soon over the hill."

Billboard reports, according to the Post, that the "best" is too soon over the hill. According to the Post, "the best is too soon over the hill." According to the Post, "the best is too soon over the hill."

For what and WDAS, which has charged the company's name to Cliff Duplicates, has charged the company's name to Cliff Duplicates, has charged the company's name to Cliff Duplicates.

A similar syndicated gospel show being aired by WIBG stations across the country.

EIGHT]
NEW YORK—Discounters the country over are having a field day with what many industry sources feel might have been a golden opportunity to realize handsome profits from a prestige product. The case in question is Angel's recent release of the complete Piano Sonatas of Beethoven (13 LPs) by Artur Schnabel.

One of the largest sets ever released, the package carries a suggested list of $56 while introductory offers included one set free for every three purchased by retailers. Retailers busy noted to sell the set for as little as $34.85. Jerry Prager, Angel's national sales manager told Billboard that "one of the biggest disappointments for the company has occurred in many cities, is selling the set two dollars below its own cost." The situation has resulted in a virtual price war.

In New York, on Monday, who offered the album for the week at $36.95, has its price to $39.95. The Record Hunter is getting $49.35, while Doubledays, which does not discount, reportedly are getting "excellent sales at full list price."

On the West Coast the story is similar. Wallich's Music City, a non-discount operation, is running a "special" at $47. Sherman Clay in San Francisco gets $48.23 (they normally offer a flat 15 per cent off), while a Capitol sales executive reported that Cherry and Grassmeuck in Pasadena has sold at least three LPs at the $77.98 list price. They were pre-sold orders," he noted. Linhof in Chicago has the set for $48, and indicated that "in the Chicago area, $48 is pretty much the going price on this package."

While some dealers seemed content in a small margin of profit due to potential volume sales, extensive drawbacks were more concerned with what they referred to as "the greatest opportunity of the year and felt they would have definite, but limited appeal, whether priced at $40 or $77, and that this last move might better be treated with more respect."

**SINGING NUN GOES ON; DOMINATES DISK SALES**

**CHICAGO** — The Singing Nun continued to dominate record sales across the nation last week with her album going over the half-million mark and her "Dominique" single passing 600,000.

Los Simon, Phillips Records sales manager, estimated that the album is averaging about 100,000 copies per week, and will become a million-seller by the end of the year.

If so, "The Singing Nun" LP would be in a class with such giant sellers as the Beatles, the Ryders, and the Ventures. Los Simon feels that the album has become unconcerned in Europe with nary a thought about the business she has set on its ear.

**No Personal**

Simon said that Phillips has heard no formal appearance requests from across the country, but the Nun wouldn't consider coming here. In fact, Phillips haven't even been able to tear a photo of the nun, and the shot of her recording (with this article) is the only shot that Phillips has been able to get its hands on.

For the record, and for the thousands of dealers who have been besieged for information about the lady, Phillips says the Singing Nun is actually Sister Luc-Gabrielle of the Capuchin order, aged 20, with blue eyes and blond hair (the latter of course hidden by her habit).

She wears glasses, and has been known to forget the late 1959. She is described as "timid yet independent," and is a talen
ted singer and guitarist. She cannot write music, and she cannot play the guitar, loves Bach, Beethoven and Yves Montand, and enjoys taking walks.

So much for the young lady who very likely will be the No. 1 selling record artist of the year.

**Another LP to Come**

After the current album levels off, Phillips will undoubtedly follow with another, since Simon says they have "enough recorded material to do at least another LP." This will be the same class presentation as the first, said Simon, and will probably be next spring.

Like most hot-sellers, the Nun LP is subject to discounting, but Simon noted it has been "by only a few people in a few markets." Simon noted how this has prevented the extreme discounting in an effort to maintain the album's image, and he felt to date, had been a wise decision.

The Singing Nun is a prestige package selling for $4.98-$5.98 to consumers. Dealer cost is $3.09 less the regular 12½% per cent deal giving a net cost of $2.70 for mono, and $3.71 less the same percentage for a $3.25 net for stereo.

**Buddy Records just released Jimmie Martin's "Blues of a Truck Driver" from Columbia..."**

DODD RECORDS only a few weeks ago released a 411-page "World's Most Adorable Baby." A big one to be ordered from Buddy Records, 500 Laurel St., Marshall, Texas. Price $2.15.

(Advertisement)
COLUMBIA'S NEW RELEASES... ARE TOMORROW'S BIG BEST SELLERS

Romantically, Arranged and Conducted by Don Costa

CL 2098/CS 8898

Hit Songs From the New Broadway Musical
Meredith Willson's
HERE'S LOVE
The Merrill Staton Voices

CL 2099/CS 8899

The Young Beat
Les Brown and his Band of Renown

CL 2119/CS 8919

ALL STAR HOOTENANNY
BOB DYLAN THE NEW CHRISTY MINSTRELS
PETE SEEGER FLATT AND SCRUGGS
THE CLANCY BROTHERS AND TOMMY MAKEM
JOHNNY CASH THE BROTHERS FOUR
LEON BIBB CAROLYN HESTER ORRIEL SMITH

CL 2122/CS 8922

EAST SIDE WEST SIDE

CL 2123/CS 8923

FRANKIE YANKOVICH AND HIS POLKA DANCES/WALTZES/AND SONGS

CL 2095/CS 8895

TERI THORNTON SINGS OPEN HIGHWAY (THE THEME FROM "ROUTE 66")

CL 2094/CS 8894

COLUMBIA RECORDS

www.americanradiohistory.com
W. German Outfit Wants Distribution

By OMER ANDERSON

MUNICH — GEMA, West Germany's ASCAP organization, is opening a campaign to increase the distribution of German music abroad.

Dr. Erich Schulze, GEMA's general director, says the royalties GEMA receives from the playing of foreign royalties in Germany are entirely disproportionate to what GEMA is earning from the foreign performing rights organ.

Robert Shaw Chorale LP Shipping Well

NEW YORK — In anticipation of the big Christmas album market, a new Christmas album produced by folk artist Robert Shaw has been shipped to 100,000 copies for delivery.

The album, "The Moomy Songs of Christmas," features the Robert Shaw Chorale and is distributed by ASCAP.

Advance sales indicate that this album could conceivably approach the sales standard established by another Christmas LP by the Shaw group, "Christmas Hymns and Carols, Vol. 1," which holds the position of the second-best selling Red Seal album to date.

In view of this, Victor intends an all-out promotional campaign on the album.

The album, incidentally, represents an album departure in the field of holiday album fare which could establish other precedents as well.

It was the decision of Shaw and arranger Robert Russell Bennett to experiment with the 12-track to an album format, and they have created, in "The Moomy Songs of Christmas," an album format.

The album is distributed to radio stations, running some 12 minutes, framing carols and hymns, familiar to the public on radio and orchestral setting with frequent purely orchestral interludes.

At the session, which was held in New York last July, everyone involved seemed to feel that they had hit upon something which could alter holiday album concepts in the future.

MITCH TAKES ANOTHER ONE

NEW YORK — Mitch Miller and Columbia Records have awarded a gold LP record for sales of 1 million on the following album: "Christmas Caroling Along With Mitch." The award marks the 11th presented to Miller for album sales and the 100th of its kind made by the Record Industry Association of America (RIAA). The total of 11 marks the highest number ever earned by any one artist. Of the 100 gold record awards so far made, 39 are to Miller, 22 to Columbia.

GEMA's general director described the award as a "stopping point" for German music export.

Dr. Schulze added, "We cannot continue to let this situation in.

Don Blocker In Bennett Job

HOLLYWOOD—Don Blocker, former assistant to Liberty's President Al Bennett, has been named a director on the label by Phil Skaff, label's executive vice-president.

Blocker had joined Liberty in 1958 as national promotion manager and became Bennett's assistant in 1960.

Skaff, recently named to the executive position himself, lauded Blocker's keen awareness of musical trends, stating this was the prime reason he had been named to his new post.

Liberty began naming its executive team several weeks ago when Bennett purchased the disk store back from Audio Elec- tronics. Blocker will not be a member of the board of directors, which includes Bennett, Skaff, Harold Limick, treasurer; Seymour Zucker, secretary, and Raymond Goldstone, counsel.

In his new position, Blocker will be the administrative head of all a.r. activities for the parent diskery and its wholly owned affiliates, Imperial and Dynamic,or, directly to Skaff. Blocker will not record any artists himself, but rely on his a.r. department for all this. The a. & r. department includes Sammy Garrett, who makes the a & r. decisions, but could not fulfill all the administration duties.

Blocker told Billboard that besides keeping the artists roster up to date, he would sign new performers, renew contracts, and help decide in which direction the label should take. Blocker pointed to four fields in which he felt the label needed strengthening: the Broadway stage, jazz, the pop organ area, and comedy.

The most pressing need, Blocker emphasized, was to obtain original covers, adding that the company was hot on signing new artists at the moment and was already talking with Linda Ronstadt, female lead in "110 in the Shade." In the jazz field, Blocker announced the signing of the new pianist, mentioned in this week's LP. They hope to have a strong roster of adult performers in a year or so, with the establishment of a member, including Prof. Criss, John Major, and Yarbrough, and believe the company would not enter the classical field at this point.

Blocker's new position put the cover on trade rumors that his future with the label was short lived. Skaff's position covers the areas formerly handled by Bennett.

What Makes a Folknik? HeAppeals Only to Folk

CHICAGO—What constitutes "real" folk music? According to Prof. Robert Conboy, Roosevelt College sociology professor, it's "Not the Folkmusic of Any One" who is "a true champion of the folk music movement, and in his own "This Is Folk Song" show on WBBM (CBS), the folkmusic is broken into three categories.

The "authentic" folk song is sung "authentically" and is the particular type of song that is traditional folk music, unknown to how they sing. They grew up hearing a particular type of music and that's what they do.

"Bill" Broonzy was a good example of this type of folkmusic. He was asked whether his music was a folk song, Broonzy once replied, "O.K., but it's not for the people—it's for folks, not animals."

A second category is made up of the usually "bad" folk music by "reporters or interpreters." These are people who start off and have not grown up in a certain tradition, but have made a great study of folk music in all its songs as in an approximation to the real music. Available, Frank Warner and Ewen MacColl are two good examples of this category.

The third group—by far the largest—is made up of professionals who play the folk songs is merely the raw material of their performance. The category includes the Kingston Trio, Limeliters, Peter, Paul and Mary, and others. According to Professor Conboy, this group can make or sing authentic music, but his purpose is not to give an authentic perspective on the folk music. Professor Conboy, who regu-

Barbra Givens Girl concert

CHICAGO — With her two concerts booked at no. 10 of this week's Billboard Top LP chart, Barbra Streisand is scheduled to give her first one-girl tour concert this Friday, November 29, when she plays off Chicago's State Theatre. Her last appearance in Chicago was on Mr. Kelly's last trip. The performer, who has been given high marks for her performances for her club performances this past year, recently broke records at the Hollywood Bowl in a concert appearance with Sammy Davis, Jr. She will again beuru return to Broadway, where she opens in "Funny Girl," next February.

Chapin Gets V.-P. Post at N. Y. Center

NEW YORK — Schuyler Chapin, the young performer and new vice-president of charge in programing at Lincoln Center for the Performing Arts effective January 1, Chapin will resign his current post as vice-president in charge of creative services for Columbia Records on December 31, to assume his new position.

Prior to coming to Columbia Records in October 1969, Chapin had been associated with Columbia Artists Management, where he became executive co-ordinator of songwriters. In June 1960, he became director of Masterwork and in March of 1961, was appointed to his post as head of creative services, which incorporated advertising, sales promotion and record marketing. No replacement has been named for Chapin's Columbia post.

Yarbrough Leaves Trio

HOLLYWOOD — The much-promoted departure of Glen Yarbrough, his recent recording, has taken place, with the RCA folk singers gaining Ernie Sheldon — the new lead in the Gateway Singers five years ago—as the new replacement.

Yarbrough has been a sabatical from performing to- gether, and has been mentioned in the Gateway Singers five years ago—as the new replacement.

Yarbrough is being a solo performer without a full-time group. He has al-

Barbara Givens

Girl concert
Roy Orbison's
"Pretty Paper"
is the new Christmas Classic.

Written by Willie Nelson
Arranged by Bill Justis
Published by Pamper
Produced by Fred Foster
Recorded in England

monument 45-830
The $elling Version!

COMIN' IN THE BACK DOOR

VK 10310

by WYNTON KELLY

on VERVE RECORDS
POP SPOTLIGHT

JOAN BAEZ IN CONCERT, VOL. II
Vanguard VRS 1113 (M); VSD 2172 (S)

The high-profile of folk song offers another opportunity program on this disk, which features a number of Baez's most famous hits, including "Suzanne," "Morning Has Broken," and "Garden Song." Her delicate soprano is heard in a finely balanced group of tunes, some new, "You Shull Oversome," "Jambalaya on the Bayou," "Eden," and "Blackbird." A bonus is a tracks that was not included on the LP.

LESLEY GORE SINGS SONGS OF MIXED-UP HEARTS
Mercury SR 60469 (S); MG 2172 (S)

Lesley Gore is a young artist who can really establish herself for keeps with this album, which features her original arrangements, she sings in addition to her own compositions. "To a Rose," "I Struck a Match," "The Old Cow," and "Walling" are among her hits. A bonus is a tracks that was not included on the LP.

SALLY GO ROUND THE ROSE
The Jayettes, TPF 13 (M)

The Jayettes have had a big one and their hit becomes the title of this album. Her first LP, "Sally Go Round the Rose," was a hit, and now she's back with a number of new songs, each in the familiar genre of her first album. These songs will be grouped into "These Hits Include," "The Rock," "When," "The Old Cow," and "Walling." A lot of potential single hits here in an album that should get much attention.

POP SPOTLIGHT

WONDERFUL/WONDERFUL
LAWRENCE WELK, DuEP. 25557 (S); DEP 25559 (M)

Once again returns back with a track of recent and current hits, good times and his own personal charm, playing the basic feel of his music. He has kept his signature style, and now has a different, distinctive package that has the energy to move. The hits represented include "Don't Think Twice," "Sugar Shack," and standards that are also current hits like "Blue Yonder," "Sloppy Seconds," "Theme from "Come Back," and "School Days."
Going Fast!
THE WIDELY HAILED NEW BILLBOARD DEALER SERVICE...

Catalog of Gift Record Favorites

The most important customer buying stimulant ever offered the dealer...designed specifically for both store use and direct mail:

- Full 4-color reproduction of 230 current top selling albums.
- Handy bound-in self-mailing order form in each catalog.
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FIRST COME, FIRST SERVED!

USE THE HANDY ORDER COUPON ON THE OPPOSITE PAGE WHILE THEY LAST!
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The unique and long-needed new service designed to stimulate customer interest in "Records-As-Gifts"...now and at any time of the year.
LIMITED SUPPLY! ORDER NOW!
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Please accept my order as completed below:
Quantity: ______ at ______ each
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Ship to:

[ ] No imprint [ ] Imprint on cover only [ ] Imprint on cover and bound-in self-mailing order form.
Imprint as follows: (Please print plainly, or attach your business letterhead).

Store Name:
Slogan, if any:
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Choose from this outstanding collection of more than 225 lp records...all from the nation's best-seller lists...all by the world's greatest recording stars...and in every important record category to delight everyone on your gift list.

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WASHINGTON — A panel discussion on copyright infringement penalties here last week buzzed into some dramatic exchanges between music publishers and broadcasters on the subject of "innocent" infringement of copyright.

In the matter of injunction and seizure of illegal product, the party of expression ascribes the copyright infringement theory with the possibility that a whole pressing plant making bootleg recordings might be impounded under the suggested wording in the Copyright Office Report. If jube performance exception is ended, a jube playing of an infringing record might be similarly impounded at the court's discretion.

ABELS TAKES ISSUE

Jack Abel, veteran of hundreds of infringement suits brought for music publishers, took part in the discussion, which Abel said that would let courts excuse innocent infringers altogether or exact only monetary damages, which would be minimal damages per item. Maximum damage, he said, might be $50 (available without proof) of amount of damage or money gained, which would give the court some latitude if the infringer had raised from $5,000 in the 1909 law to $10,000 in the revision. But Counsel Abel said the "innocents" clause would invite piracy and nobody would have to pay copyright owners.

"Everybody claims to be innocent," said Abel. The proposed wording makes it so easy to claim innocence, said Abel, that he said it should either provide for a truth serum or truth-machine test—or come out pointblank and say there is no more infringement under the law.

On the other side, rooting for strong warning to protect innocent infringers, are broadcasters Harry Olson for ABC, who attended the Library of Congress meeting, and Douglas Anello, National Association of Broadcasters, who said of the "innocence" clause by broadcasters and by spokesmen for educators and book sellers touched off angry reports from ASCAP and John Kennedy of SESAC.

Anello gives Views

Anello said records played by broadcasters did not have to be known to the broadcasters; music must go to music listeners and BMI, because under their consent decrees they issue network clearance at the sources, thus freeing individual affiliate stations from danger of infringement. But Anello took off after ASCAP and "some newscasters to music licensing" who were then in court and not entitled to provide network licenses.

Anello said the smaller and newcomer organizations thus far are a bargaining wedge, and the license fees are an insurance factor, with broadcasters sitting at the table and listening.

SESAC spokesman Kohl immediately rose to say SESAC made the network clearance license at the source. He said his organization, without decree protection provides the same variety of licensing, blanket or individual, that go to two major licensees. Kohl said Anello said an innocent infringer is really an innocent, simply lacks an out of a license when he's trespassing on copyright's the bar fees who lawyers who handle copyright, Kohl says, and the softening clause in the Copyright Office's proposal would be "an open door" to their piracy.

Finkenstein gave broadcasters both bar charts: If this clause excusing innocent infringers is left in, no broadcaster will ever have to worry about paying a copyright owner. He said broadcasters can look up licensor and look up license to make sure they are cleared.

But Finkenstein took up this argument, saying that if they ever do go through, Finkenstein said even the major license owner organizations would be unable to win an action.

Put Users on Notice

The ASCAP attorney thinks the law should put users on notice that it's their duty to subscribe in any music they're using in copyright. On his side were Philip Warthage, Music Publishers Protective Association, who said the easy-to-fall innocent infringer clause "dangerous." Edward Sargey, on the Commission for Revision of Copyright of the American Bar Association, said the new copyright law would be "a heyday for infringers' and an "open door" to their piracy.

In the matter of injunctions against infringers, impounding of illegal copies of copyrighted works, Harold Gressin, counsel for National Broadcasters, Radio Music Records and Music Publishing interests, said: "If an FBI is invoked, to put broadcasters to their feet in loud protest. The U.S. refrained from signing the Universal Copyright Convention on Neighbor Rights, which would have forced members reciprocal rights "neighboring on copyright." But Finkenstein said broadcasters particularly objected to any clause that would require payment of royalties on records themselves, and that would force them to manufacture and talent. Their objections and others' firm stand even though the Rome treaty would permit any member country to adopt any particular clause if it wished.

Other very touchy and hard

also wondered if perhaps a whole building might be legally owned and could come under the court's impounding. Copyright Office Counsel Abe Goldberg said dryly that court discretion was not likely to be exercised in whole plant or building. Registrar of the Copyright Office Abram Kaminstein ended the discussion with a promise that the wording would be worked out.

A number of the blue ribbon panel, including Ralph Sargey and Philip Warthage, criticized the revised law for killing the elements of personal responsibility in the case of the gross cases. Under the 1909 law, seizure and impounding can take place as soon as an action is brought. Under proposed revisions there could be no seizure until an injunction was issued, giving the pirate time to get wind of it, sell the product and afterward be held sold before he was notified of injunction.

For a rarity, no discussion broke out when the subject of copyright for phonograph records, which has managed to get into previous panel meetings.

This heavily argued problem is now under consideration in the Subcommittee of American Bar Association for Harold Orson Tebb. The group is studying the ill's and how's of limited copyright on phonograph records and extent. Subcommittee findings will be reported and sent up through ABA's special Committee on Revision of Copyright Office, he said. The recommendation of the committee before recommendations go back to the Copyright Office with ABA for final action.

Every attempt to discuss copyright for phonograph records by broadcasters to their feet in loud protest. The U.S. refrained from signing the Universal Copyright Convention on Neighbor Rights, which would have forced members reciprocal rights "neighboring on copyright." But Finkenstein said broadcasters particularly objected to any clause that would require payment of royalties on records themselves, and that would force them to manufacture and talent. Their objections and others' firm stand even though the Rome treaty would permit any member country to adopt any particular clause if it wished.

Other very touchy and hard
GARNER HITS MIDWEST

NEW YORK—Mercury Records has lined up a special two-week tour of the Midwest for Erol Garner. The trek was arranged with Martha Glaser, Garner’s manager, and will take in leading stations, stores and other appearances to promote the artist “New Kind of Love.”

Tour begins next month after Garner has returned from Thanksgiving from his current European tour. The pianist played concerts to packed audiences in London, did the Paisley Park TV show and as headliner in Amsterdam benefit show put on especially by Philips. Thes tour included Italy, France and Belgium countries appearing on TV and radio.

The artist returns to Europe in October next year and is being booked on a series of concerts in England and Scandinavia. He will tour the rest of the Continent in the fall of 1965. Garner will tour the Far East in Spring of next year. South American offers have also been received and are being discussed for summer of 1964.

TALENT ON TOUR

(NOVAE DECEMBER 1
(All Times Eastern Standard)

MARDAY 29—DELLA REESE
The popular entertainer will be seen on the Tonight Show, starring Johnny Carson (CBS-TV, 11:30-1 A.M., E.T.)

MARDAY 29—THE BATTLERS
The classic beat group will be seen on the Mike Douglas Show (CBS-TV, 10:30-11:30 P.M., E.T.)

TUESDAY 30—YVES SALMPOUR
The distinguished artist will be featured on the Mexican TV show “En墀,” on Channel 26, 7 P.M., MEXICO CITY.

TUESDAY 30—ROSEMARY CLOONEY
Gertrude Noller plays host to the talents of Rosemary Clooney (CBS-TV, 11:30-12:30 A.M., E.T.)

TUESDAY 30—BARTABARAK MAIR, TED KELL
Talk show host based on the Steve Allen Show.

TUESDAY 30—JAN PEERENCE
The popular singer is scheduled to perform on the Tonight Show, starring Jack Paar (CBS-TV, 11:30-12:30 A.M., E.T.)

WEDNESDAY 31—MAHALIA JACKSON, NANCY WALKER
Talent of the Week Award will be given to the gospel singer and songstress this week (CBS-TV, 11-11:30 P.M., E.T.)

WEDNESDAY 31—DOROTHY KISTEN, LOUIE GREEN
Louie Green: Host of the Tonight Show, starring Steve Allen (CBS-TV, 11:30-12:30 A.M., E.T.)

WEDNESDAY 31—TOM TOLLE
The popular pianist and singer will appear live on “The Tonight Show” (CBS-TV, 11:30-12:30 A.M., E.T.)

THURSDAY 1—MCNURSE SISTERS
Thanksgiving guests on the Jimmy Dean Show (ABC-TV, 9-11 P.M., E.T.)

THURSDAY 1—TOMY BROWN, CAROL LAWRENCE, UZA MINNELL
“Tonight” Guest hosts for the ABC variety show “Tonight” (CBS-TV, 11-11:30 P.M., E.T.)

THURSDAY 1—ALAN SHERRAH, JOHN BURGESS
Guest stars on “The Tonight Show” (NBC-TV, 11:30-12:30 A.M., E.T.)

FRIDAY 2—BARTABARAK MAIR
Will be featured on the Steve Allen Show (CBS-TV, 11:30-12:30 A.M., E.T.)

FRIDAY 2—BARTABARAK MAIR, TED KELL
Talk show host based on the Steve Allen Show.

SATURDAY 3—PERRY BARBER, PETER NERO
Barber will be on the Perry Como Show (CBS-TV, 9-11 P.M., E.T.)

SUNDAY 4—JOEY HEATON
The “Voice of the Dragnet” is scheduled to make an appearance on this week’s Judy Garland Show (ABC-TV, 9-11 P.M., E.T.)

The national network TV cast appearances listed above provide outstanding promotional opportunities for retail, record dealers and for all those who can benefit from the exposure of these great artists to millions of listeners. Tickets should be good as on other TV appearances can be merchandised to the recording public.

ARTISTS’ BIOGRAPHIES

JOEY POWERS (Amory)

PERSONAL MANAGER: Artie Wayne, Nevada Enterprise.

HOMEPAGE: Toluca Lake, CA.

AGE: 24.

Joey, who was born in the same town Perry Como was, was brought to New York four years ago by Como’s manager, at a Golden Voice Conference in Toluca Lake. He has not been seen since.

His concerts have been booked here at the Hollywood Bowl for a one-night stand on December 15. Singer Jeanne Whynot and Hal Kanner will open for the premier with the Starmaker Internationalién show.

LATEST SINGLE: “Pride of the South,” on Mercury Records.

(Continued on page 16)
Bobby's current albums:

BOBBY BARN
YOU'RE THE REASON I'M LIVING

YELLOW ROSES
OTHER HITS
BOBBY DARIN

GOLDEN
FOLK HITS
BOBBY DARIN

Bobby's fastest breaking single yet!

Be Mad Little Girl
b/w Since You Been Gone #5079

a T. M. Music, Inc. Production
Doing putting smaller is a
Handleman
Pittsburgh, this
distributors are adding more ter-
covering greater geographic areas.
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they do it to make a
to the record companies
By ELTON WHISENHEUT
MEMPHIS — Some
recently opened
labels. Leon McIemore, manager
Then, at
Memphis: Expansion
of
Pittsburgh, to
commercial
distributed than ever to
makers.

fewer Distribs & Bigger Territories in Detroit
By HAVILAND F. REVES
DETROIT — Local area distri-
makers. Many distribs
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Distributors News

SPOTTING DISTRI TRENDS

In Memphis: Expansion
Distributors' Name of Game
By ELTON WHISENHEUT
MEMPHIS — Some
bands and
labels.

Pitt Distribs Decide to Stand Pat
By LEONARD MENDELowitz
PITTSBURGH — Record
distributors in this area are not
record companies.

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Spotting Distrib Trends

Stories on this page from Detroit, Memphis and Pittsburgh outline the views of distributors in those areas with regard to current trends in the distribution phase of the record business. Distributors air their reasons for being under new ownership, the possibility of expanding their territories. In previous issues views of Chicago and Los Angeles distributors were presented.

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record companies.
STILL ON A WINNING STREAK!

setting a new mood in "SOMEBWHERE"

THE BIG ONES ARE ON CAMEO/PARKWAY
New Orleans—Twenty-seven performers from the world of jazz will be on hand for (8) for a jazz tribute to the late Lueck. The Musicians Aid Society is sponsoring the benefit with the Central Plaza.


Special guests will be the Southampton Dixie, Racing and Clambake Society Jazz band.

In Memphis: Expansion Distributs’ Name of Game

Based on the company’s addition of six labels to its roster, Smith said he notes this trend in industry:

“Come to see the big Sears, Roebuck & Co. store. He doesn’t say any longer. He has seen a much larger volume base from Chicago.

But Smith has taken on these new accounts, all stores of the same size as Big M Stores, Zayres, Smith and others. He said the decision to add these labels was not sell to in the territory any year ago.

Jane Friedmann

CRI Manager

New York—Jane Friedmann has been promoted to CRI International to the post of manager, classical artists and repertoire, according to Harvey Schein, vice-president and general manager.

Miss Friedmann joined Colossus in 1959 as sales and later served as administrative assistant of Epic Records, and was sales manager in charge of Epic classical a&r. She will now be responsible to CRI International for the all-inclusive material produced by CRI International artists and will coordinate, according to the same token, recommending overseas product for CRI’s international department. She will also be involved in CRI International’s push for more international repertoire with creative services and servicing of subsidiaries and licensers, manufacturers and manufacturer materials.

Noel Coward Stuff in Ballard Act

New York—When Kaye Ballard moved into her new Room at the Plaza Hotel this Wednesday (27) she will include a Noel Coward Musical, "The Girl Friend." According to Miss Ballard special permission to perform this 1940 musical has been given by the member, prior to the Broadway opening. In addition, the show will be produced both for Rondette Records.

Mark’s Music Takes ‘LILLI’

A popular song among the CRs during World War II, has become a part of Mark’s Music, for the United States and Mexico, according to a recent report. The song, "Say I Love You," recently, has been sung by Lee “Lillian” O’Connor, who had licensed the composition to several other CRs. When the song, written by Hans Homa, was released, it sold all of the stock and was marketed both for Rondette Records.
Deos

JUST TUNED MY CAR NOW SHE REALLY PEELS,
A-LOOKIN' REAL TUFF WITH CHROME-REVERSED WHEELS;
MY BLUE CORAL WAX-JOBS SURE LOOKS PRETTY,
GONNA GET MY CHICK AND MAKE IT OUT TO DRAG CITY.

JAN & DEAN'S "DRAG CITY"
A souped-up fast selling single and a brand new rod hot album

DRAG CITY
Jan & Dean

#55641

LIBERTY RECORDS

PRODUCED BY JAN BERRY FOR SCREEN GEMS INC.
The Valley Youth Chorale

DO YOU HEAR WHAT I HEAR
B/W
The Little Bell

FELSTED - 8693

Christmas Picks

"DO YOU HEAR WHAT I HEAR" (2:54)
[Valleydale BM—Keeney, Shayan]
"THE LITTLE BELL" (2:53)  [Valleydale BM—Keeney, Shayan]

The Valley Youth Chorale (Felled 8693)

The Felsted label could have the selling Xmas deck this year with a
wonderful new holiday release. The established yuletide number, "Do You
Hear What I Hear," comparable in its distinguished to "Little Drum-
mer Boy," the established Yuletide number. Boys softly make chimes
sound on the flip portion.

Hot from [THE AMERICAN LONDON GROUP]

The Ran-Dells

SOUND OF THE SUN
CHAIRMAN — 4407

Jimmy Soul

I HATE YOU BABY
B/W
Change Partners
S.P.Q.R. — 3314

The Good Girls

I'M IN THE MOOD FOR LOVE
COUNSEL — 1300

Hot from [LONDON RECORDS]

The Bachelors

WHISPERING 9623

Mantovani

THE BOWERY 9626
B/W
Take The "A" Train
From the hit musical "Ballad For Bimshire"

Jimmy Randolph

SILVER EARRING
B/W
My Love Will Come By 5204

Copyrighted material
NATIONAL BREAKOUTS

THERE! I'VE SAID IT AGAIN...
Bobbi Victor, Epic 6938

REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major markets (listed in parentheses).

OUTER LIMITS...

Markette, Womar Bros. 5391 (Wimar, Los Angeles, Southbay).

REV:EvPS

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Bobby

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GETTING THEIR FIRST GLIMPSE OF HOLLAND upon their arrival at Schiphol Airport in Amsterdam is Connie B. Gay's "Town Entertainers," presented by the U.S. Steel and Agriculture Exhibition there. Left to right: Benny Simpson, Flip Fobber, Dub Hewington, Bobbi Steff, Katherine Comas Gay, Obrey Wilson, Connie B. Gay, W. E. (Lucky) Mauler, Guy Willis, Vic Willis, Skeeter Willis, Don West, Fuzzy Groves, Fred Benko and Marvin West.

WITH THE COUNTRY JOCKEYS

Bill Saches

Willard L. Earle, who spins the wax on WEDL, full-time country station at Fisher, Va., puts in a plea for programming material. . . WTVI Radio, Norfolk, Va., has acquired the services of a few country deejay-in-the-person of Ann Smith, who air her show from 9-11 each morning. Ann formerly had her own pop programs on WWL, Fort Lauderdale, Fla., and WNGR, Norfolk. . . Rocky and Hal are spinning c&w, wax from 10:30 a.m. to 4:30 p.m., six days a week, over KOBY, Belleville, Ill. In addition, the lads are taping their deejay seg for "The Rocky and Hal Show," for syndication in the U.S. and Canada. The boys announce that the records sent them will receive bouquet air play.

Willow (Windy Hill) Mathie writes from Juneau, Alaska: "I'm writing you for some good c&w material. I have the only c&w show in Southeastern Alaska (the Panhandle), and we need material badly. And don't think we can't do anything with it. I'm the only c&w deejay in the capital of Alaska and the population in the immediate area is about 15,000. In Alaska, listening villages show the broadcast every Saturday night from 6:30 to midnight. We also had similar c&w shows on stations in Sitka and Anchorage and this type of music is popular everywhere in Alaska. This is from the boy who escorted Ray Price to a fish hole on the edge of town where he caught his first king salmon in 1958, while Johnny Cash and the Tennessee Two took an expensive plane ride, overturned their boat and didn't do so well."

Marty Martin, of Station KATN, Boise, Idaho, offers deejays a copy of his new April release, "Rosie-Osama Sanny" b/w "All I Got for Christmas Was a Broken Heart." Write Marty on your station letterhead to Idaho, U.S.A.

"TEENAGE LETTER"

Jerry Lee Lewis

by "SEASONS OF MY HEART"

Jerry Lee Lewis

With Linda Paul Lewis

Sun Records

629 Madison—Memphis, Tenn.

COUNTRY MUSIC CORNER

By BILL SACHES

Liberty Records artist Joe Carson takes his new Nashville swing band into the Golden Nugget, Las Vegas, January 23. Carson will play some of the Western swing hits from his recent release "The Asparagus Sisters," with special guest, Hank Williams Jr., on the January 24th show. Carson will also play at the Aladdin Casino in Las Vegas, January 25th. Carson will also play at the Horseshoe Casino in Las Vegas, January 26th. Carson will also play at the Silver Slipper Casino in Las Vegas, January 27th. Carson will also play at the Tilt-A-Whirl Casino in Las Vegas, January 28th. Carson will also play at the Silver Slipper Casino in Las Vegas, January 29th. Carson will also play at the Horseshoe Casino in Las Vegas, January 30th. Carson will also play at the Silver Slipper Casino in Las Vegas, January 31st. Carson will also play at the Aladdin Casino in Las Vegas, February 1st. Carson will also play at the Horseshoe Casino in Las Vegas, February 2nd. Carson will also play at the Silver Slipper Casino in Las Vegas, February 3rd. Carson will also play at the Aladdin Casino in Las Vegas, February 4th. Carson will also play at the Horseshoe Casino in Las Vegas, February 5th. Carson will also play at the Silver Slipper Casino in Las Vegas, February 6th. Carson will also play at the Aladdin Casino in Las Vegas, February 7th. Carson will also play at the Horseshoe Casino in Las Vegas, February 8th. Carson will also play at the Silver Slipper Casino in Las Vegas, February 9th. Carson will also play at the Aladdin Casino in Las Vegas, February 10th. Carson will also play at the Horseshoe Casino in Las Vegas, February 11th. Carson will also play at the Silver Slipper Casino in Las Vegas, February 12th. Carson will also play at the Aladdin Casino in Las Vegas, February 13th. Carson will also play at the Horseshoe Casino in Las Vegas, February 14th. Carson will also play at the Silver Slipper Casino in Las Vegas, February 15th. Carson will also play at the Aladdin Casino in Las Vegas, February 16th. Carson will also play at the Horseshoe Casino in Las Vegas, February 17th. Carson will also play at the Silver Slipper Casino in Las Vegas, February 18th. Carson will also play at the Aladdin Casino in Las Vegas, February 19th. Carson will also play at the Horseshoe Casino in Las Vegas, February 20th. Carson will also play at the Silver Slipper Casino in Las Vegas, February 21st. Carson will also play at the Aladdin Casino in Las Vegas, February 22nd. Carson will also play at the Horseshoe Casino in Las Vegas, February 23rd. Carson will also play at the Silver Slipper Casino in Las Vegas, February 24th. Carson will also play at the Aladdin Casino in Las Vegas, February 25th. Carson will also play at the Horseshoe Casino in Las Vegas, February 26th. Carson will also play at the Silver Slipper Casino in Las Vegas, February 27th. Carson will also play at the Aladdin Casino in Las Vegas, February 28th. 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it started with...

"UNDER COVER OF THE NIGHT"
then
"SIX DAYS ON THE ROAD"
then
"COWBOY BOOTS"
and now...

"LAST DAY IN THE MINES"

Mercury 72212
Published by Newkeys Music

DAVE DUDLEY

Exclusive Direction: KEY TALENT
812 16th Avenue, South
Nashville, Tenn.
Phone 242-2461
Chi Goes All Out for 'The Victors'

NEW YORK—A major promotion and sales effort has been launched by Colpix Records on behalf of its latest sound track package, "The Victors," according to Walt Maguire, vice-president and general manager.

Colpix staffers, including national promotion manager, Danny Davis, and Bob Rosen, special projects director, will take to the road in visits to distributors, key retailers and dealers. Following earlier specially called sales meetings with East Coast and West Coast distributors, a Midwest distributor session is to occur shortly.

Part of the exploitation campaign involves a single by Jane Morgan, released last week, including two songs from the film. Later this month, an LP entitled "Jane Morgan Serenades the Victors," will be issued. Previously an extensive mailing was made promoting the sound track album. Special calendars and pocketbooks were also part of the campaign.

Bing on 3 Reprise LP's

HOLLYWOOD — Bing Crosby will be represented on three forthcoming Reprise LP's: "Bing's Polyenial" and two of the last Repertoire packages, "Guys and Dolls" and "South Pacific." Sonny Burke, ad chief for Reprise, explained that Reprise was working with a flexible plan for Crosby releases in as much as Der Bingle was not under exclusive contract to the label. Crosby recently announced he would also actively cut for Capitol as part of a deal negotiated a white back.

ULTIMATE IN NATIONAL DISTRIBUTION

If the disc has "IT" — We'll "MOVE" it.

Covering entire United States with promotion and distribution that produces Sales.

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BROKENKOUT ALBUMS

NO NATIONAL BREAKOUTS THIS WEEK

NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's chart, have been getting strong sales action by buyers in major markets.

MARIA ELENA...

The 56 Guitars of Tommy Garrett, Liberty LMK 12360 (M); LSP 14039 (S)

TODAY'S ROMANTIC HITS—FOR LOVERS ONLY...

Jackie Gleason, Capitol W 1978 (M); SW 1978 (S)

JOSE JIMENEZ IN JOLLYWOOD...

Bill Dana, Kapp K 1332 (M); KS 2225 (S)

MAKE THE WORLD GO AWAY...

Tini Yure, Liberty LSP 2219 (M); LST 7219 (S)

IT'S A MAD, MAD, MAD, MAD WORLD...

Sound Track, United Artists UAL 4110 (AL); UAS 5110 (S)

BRANDENBURG GATE: REVISITED...

Dave Brubeck, Quarter With Orch, Columbia CL 1162 (M); CS 6765 (S)

BLOWIN' IN THE WIND...

Arthur Lyman, LPS 1014 (M); ST 1014 (S)

TAKE TEN...

Paul Desmond, RCA Victor LP 2560 (M); LSP 2560 (S)

RETURN OF THE GUNFIGHTER...

Merry Robbins, Columbia CL 2072 (M); CS 6872 (S)

JUDY HENSKE...

Elektra EKL 231 (M); EKS 7231 (S)

MONGO AT THE VILLAGE GATE...

Mango Santamarina, Battle BM 6129 (M); BS 95129 (S)

HOT ROD CITY...

Various Artists, Vanch LP 104 (M); (No Stereo)

HERBIE MANN LIVE AT NEWPORT...

Atlantic 1413 (M); SD 1413 (S)

DONNA THE PRIMA DONNA...

Dion DiMucci, Columbia CL 2107 (M); CS 8907 (S)

THE V. I. P.'S...

Sound Track, MGM E 4132 (AL); SE 4132 (S)

YOU CAN NEVER STOP LOVING YOU...

Johnny Tillmon, Codence CLP 3567 (M); CIL 2067 (S)

IT'S TOO LATE...

Wilson Pickett, Double L DL 2300 (M); SOIL 8300 (S)

TREASURY OF GOLDEN HITS...

Sunny Davis Jr., Reprise R 6094 (M); R-6094 (S)

• ALBUM REVIEWS

Continued from page 9

Page 35

MERRY CHRISTMAS

Golden LP 102

A budget edition of Dickens' oft-regarded Christmas Carol. "A Christmas Carol," occupying one complete side. It's done most adequately for radio fans, with sung effects, other voices and nice filling out the performance. Side 2 is composed of holiday greetings. While this is definitely not as interesting as the version with Christmas, all takes from the vast stereo sources.

(Continued on page 35)
Great movies are seen...

and then heard on RCA Victor

"CHARADE"
HENRY MANCINI

Cary Grant and Audrey Hepburn
"Charade"

LPM/LSP-2755

RCA VICTOR
The most trusted name in sound
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
<th>Week Ending</th>
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<td>Billy Stewart</td>
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<td>THE SINGING NUN</td>
<td>Billy Stewart</td>
<td>30 Nov 1963</td>
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<td>THE SECOND BARBRA STRISSESD</td>
<td>Barbra Streisand</td>
<td>30 Nov 1963</td>
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<td>4</td>
<td>TRINI LOPEZ AT THE MAVES</td>
<td>Trini Lopez</td>
<td>30 Nov 1963</td>
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<td>EDITIONS OF ELVIS' GOLDEN RECORDS, VOL. 3</td>
<td>Elvis Presley</td>
<td>30 Nov 1963</td>
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<td>Paul Anka</td>
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<td>WEST SIDE STORY</td>
<td>Frank Sinatra</td>
<td>30 Nov 1963</td>
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<td>INGREDIENTS IN A RECIPE FOR SOUL</td>
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<td>HOW THE WEST WAS WON</td>
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<td>30 Nov 1963</td>
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<td>THIS IS ALL I ASK</td>
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<td>BLUE VELVET</td>
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<td>MY BOYFRIEND'S BACK</td>
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<td>THEMES FOR YOUNG LOVERS</td>
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<td>I'LL BE YOUR WIFE</td>
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<td>WALKING IN Memphis</td>
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<td>THE GREAT ESCAPE</td>
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<td>A WINNERS CHOICE</td>
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<td>POOL BRITANNIA</td>
<td>Joan Baez</td>
<td>30 Nov 1963</td>
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</tbody>
</table>
America's #1 Singing Sensation!

BRENDA LEE

AS USUAL
c/w

LONELY, LONELY, LONELY, LONELY ME

on DECCA naturally 31570
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<td>1</td>
<td>I'M LEAVING IT UP TO YOU</td>
<td>445 - POPPY NUNN 85344</td>
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<td>DOMINIQUE</td>
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<td>SUGAR SHACK</td>
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<td>5</td>
<td>IT’S ALL RIGHT</td>
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<td>6</td>
<td>SHE’S A FLOWER</td>
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<td>7</td>
<td>EVERYBODY</td>
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<td>8</td>
<td>DEEP PURPLE</td>
<td>445 - POPPY NUNN 85344</td>
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<td>9</td>
<td>(Down at) PAPA JOE'S</td>
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<td>ROSSA NOVA BEAT</td>
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<td>500 MILES AWAY FROM HOME</td>
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<td>34</td>
<td>UNCHAINED MELODY</td>
<td>339 - SMOKE BAKING 5105</td>
</tr>
</tbody>
</table>

**Bubbling Under the Hot 100**

1. A GUY WALKING ALONE
2. A GUY WHO DIED
3. A LADY LOVES ME
4. A LADY LOVES ME (TRIPPE) - TOP 40
5. A LADY WHO LOVES ME (Treffly)
6. A LADY WHO LOVES ME - TOP 40
7. A LADY WHO LOVES ME - TOP 40
8. A LADY WHO LOVES ME (Treffly)
9. A LADY WHO LOVES ME - TOP 40
10. A LADY WHO LOVES ME - TOP 40

**Billboard Hot 100—A to Z** (Publisher-Licensee)

- **Billboard Hot 100**
- **Bubbling Under the Hot 100**
- **Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard**
SINGLES REVIEWS

POPULAR

RED HOLLOWAY

**** Blinded By Love (Capitol, BMI) (2:19) — **** Call Me (Magnatone, BMI) (2:13)

PRESTIGE 287

LOU MONTIE

**** Some Little Doo-wop (Humane-sal, BMI) (1:45) — **** Lo Lanu Al Viola Aunde (Humane-sal, BMI) (3:16), REPRISE 541

TEDDY REYNOLDS AND LALA WILSON

**** I'm A Devil (Hats-ock, BMI) (1:05) — **** Mr. Life, All Over (Hat-ock, BMI) (3:16), AURA 400

MARY WELLS

"WHAT'S EASY FOR TWO IS HARD FOR ONE"

HITSVILLE, DETROIT, MICH.

Shirley Matthews

BIG-TOWN BOY

Atlantic 2710

ATLANTIC RECORDS

1841 80th, New York, N. Y.

BECCH BOYS

**** Little Saint Nick (Gay of Times, BMI) (2:19) — **** The Easy Way (RCA Victor, ASCAP) (1:23), CAPITOL 250

FAT BOONES

**** O Holy Night (Gosport, ASCAP) (2:11) — **** O Holy Night (Gosport, ASCAP) (2:11), DYN 1645

JACKIE WILSON

**** O Holy Night (BBC, BMI) (3:31) — **** Silent Night (BBC, BMI) (1:46), BMN 1548

ROFL BARRIS

**** The White Snowman (Roch-wood, BMI) (3:17) — **** Last Little Bear (Roch-wood, BMI) (3:16), EPIC 9041

JOHNNY KATE

**** A Christmas Love (Combina- tion, ASCAP) (2:33) — **** A Christmas Love (Combina- tion, ASCAP) (2:23), LEGEND 127

WAYNE KING AND HIS ORK


C.S. CHRISTMAS

** RANDY KING

**** Merry Christmas (Vol Jones, BMI) (1:09) — **** The Legend of Little Orphan Annie (Vol Jones, BMI) (3:06) — **** Merry Christmas (Vol Jones, BMI) (1:10), RANDY BOX 249

JAZZ

SUNNY STITT

**** My Mother's Eyes (Falt, ASCAP) (2:45) — **** Summer Special (West Coast, ASCAP) (3:55), WORLD-PACIFIC 398

COUNTRY

BILLIE DEATON

**** If He Really Over (Tarkas, BMI) (3:16) — **** I Heard Jenny Single (On the Radio) (Atlantic, BMI) (3:42), SHANNON 777

CHRISTMAS

CALIFORNIA FM STATION ALL ROCK & ROLL

LONG BEACH, Calif.—Another FMr reporting a rock and roll format is KLFM. Tom Miller, of the famous radio family, Gene and Cal), general manager, reports that the station has been programming "pop 40" for three months featuring 10 minutes of music without interruption. This makes KLFM Southern California's first and only, all rock, little-talk radio station, Miller said.

"Golden Sound' Brings on Suit

SAN ANTONIO, Tex.—Suit is being heard here in 57th District Court presided over by Judge Solomon Cassel, over the use of the term "The Golden Sound" between owners of two local radio stations.

KITE Broadcasting Com- pany and Southwest States, Inc., brought the litigation against Texas State Broadcast- ing Company, owners of KRAT Radio station, seeking an in- junction forbidding KRAT from using the phrase "The Golden Sound" or symbols deceptively similar.

The scheme was registered by KITE and Southwest States with the Texas Secretary of State on August 4, 1961 as a service mark.

JENE FREEMAN

**** I Love You Most Of All (Hendrix, BMI) (3:13) — **** Dad's In Here (Hendrix, BMI) (2:42), Tomco 1567

BREAKING BIG!

AT LAST THE MILLENNIUM: Five Philadelphia record promoters were turned loose on WNET-TV's (Scranton-Wilkes-Barre, Pa.) "Bandstand" show and given time by emcee Sid Friedman to sell his record to the live studio audience. The winner was granted three consecutive weekly plugs for his record on the Northeastern Pennsylvania dance show. Promo artists (seated left to right): Don Wright, Chips Distributing Company; Matty (The Wundead) Singer, David Roson, Inc., and Mike Mead, Soul Lamp, Inc., winner of the contest with a side titled "Old Bald Mountain." Standing (left to right): Ted (Who's Serious) Kellern, Columbia Records; Ray (I'm Not) Malusnak, Decca Records; and Sid Friedman, "Bandstand" host.

MICHAEL-ANN

"NINE OUT OF TEN"

KIP RECORDS #0067

BILL GAVIN.....................................PERSONAL PICK
CASH BOX.......................................BEST BET
BILLBOARD......................................SPOTLIGHT

Her New Smash Hit!

A BIG NEW STAR ON THE HORIZON

Eclusively:
KIP RECORDS
45 W. 39th St., N. Y. C.

Direction:
LONNIE KAUFMAN
(212) BR 9-3432

National Promotion:
PAUL BROWN
507 5th Ave., N. Y. C.

FIGHT BIRTH DEFECTS THROUGH THE MARCH OF DIMES!
“curb your tongue, knave!”

NEW KINGS OF COMEDY

“that’s the name of our new album!”

from America’s first family of fine recordings

this is it... so call, wire, scream to your nearest distributor!

MG 20852 / SR 60852

America’s first family of fine recordings
BRITAIN

A special list compiled prior to publication by the New Musical Express, London, and the Sunday Times. (Continued)

*Denotes local origin

Week

This Week

1 1 YOU NEVER WALK ALONE—*Solo—(Pye—Parlophone—)
2 2 SHE LOVES YOU—*Solo—(Pye—Parlophone—)
3 3 SUGAR AND SPICE—*Solo—(Pye—Parlophone—)
4 4 BE MY BABY—*Solo—(Pye—Parlophone—)
5 5 DON'T TALK TO HIM—*Solo—(Pye—Parlophone—)
6 6 SECRET LOVE—*Solo—(Pye—Parlophone—)
7 7 "Shirley Bassey (Columbia)
8 8 MEMPHIS TENNESSEE—*Solo—(Columbia)
9 9 BABS—*Solo—(Columbia)
10 10 I'LL KEEP YOU SATINED—*Billy Wylder (Parlophone—)
11 11 DO YOU LOVE ME—*Solo—(Parlophone—)
12 12 YOUR SORROWS FOR ME—*Solo—(Parlophone—)
13 13 MAMA ELNA—Les fördörök—(Philips—)
14 14 THE THEME—*Solo—(Philips—)
15 15 FOOLS RUSH IN—Ricky Nelson (Columbia)
16 16 THE FIRST TIME—*Solo—(Columbia)
17 17 BLOWIN' IN THE WIND—Peter, Paul & Mary (Warner Bros.—)
18 18 BUSTED—Ray Charles (Atlantic—)
19 19 IF I HAD A HAMMER—*Solo—(Emi—Regent—)
20 20 IT'S ALMOST TOMORROW—Mark Wyber (Pye—)
21 21 HELLO LITTLE GIRL—*Solo—(Northern Songs, Ltd.)
22 22 I'LL BE YOUR MAN—*Solo—(Northern Songs, Ltd.)
23 23 FROM RUSSIA WITH LOVE—*Solo—(United Artists)
24 24 YOUTH'S COMING OUT OF TOWN—Corinna-Lee (Columbia—)
25 25 MEMPHIS TENNESSEE—Corinna-Lee (Columbia—)
26 26 I'M SELLING NO BAVY—Essex (Philips—)
27 27 BEATLES, Vol. 1 (EP)—The Beatles (Parlophone—)
28 28 MAMA—the Truth—*Solo—(United Artists—)
29 29 EYES GONNA BE MINE—*Solo—(Columbia—)
30 30 EYES BLOWN—Wanda (Scepter—)
31 31 EYES BLOWN—*Solo—(Scepter—)
32 32 FLOWER QUEEN—*Solo—(Columbia—)
33 33 FLOWER QUEEN—*Solo—(Columbia—)
34 34 FLOWER QUEEN—*Solo—(Columbia—)
35 35 FLOWER QUEEN—*Solo—(Columbia—)
36 36 FLOWER QUEEN—*Solo—(Columbia—)
37 37 FLOWER QUEEN—*Solo—(Columbia—)
38 38 FLOWER QUEEN—*Solo—(Columbia—)
39 39 FLOWER QUEEN—*Solo—(Columbia—)
40 40 FLOWER QUEEN—*Solo—(Columbia—)

FRANCE

This Week

1 1 D'OU VENAT-TU-JOHNNY—(Polydor—)
2 2 NON JE NE REGRETTE RIEN—*Solo—(Polydor—)
3 3 J'AI VU TOUTE LA VIE—*Solo—(Polydor—)
4 4 PREMUIRE SURPRISE—*Solo—(Polydor—)
5 5 LA POURPRE PETITE FILLE—*Solo—(Polydor—)
6 6 D'OU VENAT-TU-JOHNNY—*Solo—(Polydor—)
7 7 JE M'EN VAIS—*Solo—(Polydor—)
8 8 C'EST MA FETE—*Solo—(Polydor—)
9 9 LES FESTES JEANNE—*Solo—(Polydor—)
10 10 J'AI VU TOUTE LA VIE—*Solo—(Polydor—)

HOLLAND

(Continued)

This Week

1 1 IF I HAD A HAMMER—Johnny Cash (Parlophone—)
2 2 TEN HENDERS ANNERS—Johnny Cash (Parlophone—)
3 3 I'LL BE BORING FOR YOU—Joan Baez (Columbia—)
4 4 GERT STUMMITZ (Thee Flesher & Joan Baez) (Epic—)
5 5 WINTER, WINTER, WINTER—Cecil B. de Mille (Decca—)
6 6 DE VELI EN DISGUISE—*Solo—(Epic—)
7 7 YOU BELONG TO ME—*Solo—(Epic—)
8 8 LOVE IS ALL IN THE GAME—*Solo—(Epic—)
9 9 LASS MEIN HEIZ NICHT WEINEN—Joan Baez & Joan Baez (Epic—)
10 10 THE LONE HUNTER—*Solo—(Epic—)

JAPAN

(Continued)

This Week

1 1 I'LL BE YOUR MAN—*Solo—(Parlophone—)
2 2 TEN HENDERS ANNERS—Johnny Cash (Parlophone—)
3 3 I'LL BE BORING FOR YOU—Joan Baez (Columbia—)
4 4 GERT STUMMITZ (Thee Flesher & Joan Baez) (Epic—)
5 5 WINTER, WINTER, WINTER—Cecil B. de Mille (Decca—)
6 6 DE VELI EN DISGUISE—*Solo—(Epic—)
7 7 YOU BELONG TO ME—*Solo—(Epic—)
8 8 LOVE IS ALL IN THE GAME—*Solo—(Epic—)
9 9 LASS MEIN HEIZ NICHT WEINEN—Joan Baez & Joan Baez (Epic—)
10 10 THE LONE HUNTER—*Solo—(Epic—)

PHILIPPINES

This Week

1 1 I'LL BE YOUR MAN—*Solo—(Parlophone—)
2 2 TEN HENDERS ANNERS—Johnny Cash (Parlophone—)
3 3 I'LL BE BORING FOR YOU—Joan Baez (Columbia—)
4 4 GERT STUMMITZ (Thee Flesher & Joan Baez) (Epic—)
5 5 WINTER, WINTER, WINTER—Cecil B. de Mille (Decca—)
6 6 DE VELI EN DISGUISE—*Solo—(Epic—)
7 7 YOU BELONG TO ME—*Solo—(Epic—)
8 8 LOVE IS ALL IN THE GAME—*Solo—(Epic—)
9 9 LASS MEIN HEIZ NICHT WEINEN—Joan Baez & Joan Baez (Epic—)
10 10 THE LONE HUNTER—*Solo—(Epic—)
MONEY MAKING SINGLES from JUBILEE • JOSIE • PORT

THESE "HOT" SINGLES... ON THE CHARTS...
ARE JUST LIKE HAVING YOUR OWN MONEY MAKING
MACHINE... YOU'LL BE MAKING MONEY FASTER
THAN YOUR WIFE CAN SPEND IT!

NEW RELEASES

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The Reveres
Jubilee 5463
Our Seventh Straight Hit
in a Row on Jubilee!
Phenomenal!

FREeway
Lafayette & La Sabres
Port 70036

SOUL MONKEY TWIST
Donald Height
Jubilee 5461

WATCH FOR
I'LL NEVER LET YOU GO
The Original Cadillacs
Josie 915

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Distributor TODAY for these
MONEY MAKING SINGLES!!!
You'll be glad you did.

CRY TO ME
Jubilee 5456

DAWN
Josie 913

YOU'RE NO GOOD
Jubilee 5459

THAT BOY JOHN
Jubilee 5466

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jubilee
RECORDS
The Sound of the 60's
Polish Company Sets Disk Trade Deal With Columbia

By ROMAN WACHKOWSKY

COLUMBIA RECORDS will handle Polish recordings sold in the United States under a new agreement that will bring an additional 50,000 titles to Columbia's catalog. The agreement, the result of a trip to Poland by Emile Brachmanski, director of Columbia Records International, will extend Columbia's Polish recordings to a wider audience in the United States.

Columbia has been marketing Polish recordings for some time, with the help of the Polish Information Agency and the U.S. Information Agency. However, this is the first time that Columbia has officially handled the Polish recordings.

The agreement also includes the sale of Polish recordings to other European countries, with Columbia handling the distribution in those territories.

Brachmanski stated that the agreement is a testament to the importance of Polish music and culture in the United States, and he is looking forward to bringing more Polish recordings to the American market.

The agreement is expected to boost Columbia's Polish record sales, as well as its overall international sales.

In the meantime, Columbia is working on adding more Polish recordings to its catalog, including works by famous Polish composers and performers.

---

Argentina

ASCAP Rep Talks to Pubs

By RUBEN MACHADO

Lavalle 1783, Buenos Aires

The international representatives of the Argentine branch of ASCAP, the American Society of Composers, Authors, and Publishers, recently met with Midnight verticals in Buenos Aires to discuss the sale of their repertoire to publishers in Argentina.

The representatives explained the importance of ASCAP in promoting American music and ensuring fair compensation for its members. They also discussed the benefits of working with ASCAP for Argentine publishers, including increased exposure for American compositions and the ability to negotiate better deals for their clients.

The representatives also discussed the ongoing negotiations between ASCAP and the Argentine government to resolve the country's copyright issues. They emphasized the importance of establishing a fair framework for the exchange of music rights.

---

Norse Sales 15% Over '62

OSLO—Compared to the first nine months of last year, sales of LP's have increased by 15 per cent in 1963. Some 81,500 LP's were sold in the first nine months of last year compared to 93,000 this year.

Even though the price of stereo discs were dropped to make them the same as mono a little over a year ago, stereo sales have shown no appreciable increase. Stereo product still is around 15 to 18 per cent of total sales. The price for both mono and stereo records are now $5 for classical 12-inch discs.

LP sales are slower than ever. The price at 14 kroner is probably too high. Sales fell for eight kroner a little over $1.

Stereo," were written by Fanni Busch. The second side is a new German version by H. van Beethoven of the U.S. standard "When the Saints Go Marching In." "Ja, Die Liebe Hoch, Das Leben ist Voll Freude und Gaffron." "Josef" was written by an unknown Polish composer.

The U.S. Columbia executive Nat Shapiro has set up a meeting with Bernhard Milokob of CBS. The U.S. Columbia label will open a branch office in Amsterdam, the Netherlands in own, in Germany. The German firm has been using a new press manager. It's York Von Friswitz und Gaffron. "Josef" was written by an unknown Polish composer.

"In a second meeting with Bernhard Milokob of CBS, the U.S. Columbia label will open a branch office in Amsterdam, the Netherlands. The German firm has been using a new press manager. It's York Von Friswitz und Gaffron. "Josef" was written by an unknown Polish composer.

---

Israel

Calvert Cancels S. African Tour

By AZARIA RAPPOPORT

73, Ahad Haam St., Tel Aviv

Eddie Calvert and his English Trumpeter (Golden Trumpet) Eddie is back in Israel. Calvert brought along his troupe, which he is taking to Australia. The performer manager of Eddie Calvert has started a German tour in Austria. Eddie Calvert will tour South Africa because of its apartheid anti-Negro policy.

JACQUES BREL, whose previous visit to Israel in 1960 was a great success with the audiences at Musique De Champs Elysees (Europe's International Radio Station), will be accompanied this time by the singer Denise Chappelle, a beautiful Parisian singer, and also goes to bring Rita Rogers and Alice D'orne before the Israel TV-cameras.

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Brachmanski stated that the agreement is a testament to the importance of Polish music and culture in the United States, and he is looking forward to bringing more Polish recordings to the American market.

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ADAM WADE
HAS THE ORIGINAL
VERSION OF "CHARADE"
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The Top Version — The Only
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Theme of the Year!
"THEME FROM THE VICTORS"
RAY BARRETT
ROULETTE RECORDS
1631 B'way, N.Y., N.Y.

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WABC, WMCA, WINS,
WXY, WPRO
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"A RANG A LANG
A LANG"
THE MONTELLS
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COMPLETE SERVICE — ALL SPEEDS,
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MASTER RECORDING
SONGCRAFT
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JAPAN

Tokyo Record
Sales Booming

By J. FUKUNISHI
108 Kakukokizaka, Meguroku,
Tokyo

Record sales have become
quite brisk in downtown Tokyo.
About 30 per cent more activity
is expected during November.
Among the classical recordings
"Requiem" (Angel) is apparently
a leader followed by Schubert's
lieder albums by Fischer-Dieskau
(Angel). Among pop LP's the
original cast recording of
"My Fair Lady" (Columbia)
is selling well as a result of
month-long performances of
the Japanese version at the Toleko
Theater. The sale of "3 Days at
Peking" (EP) (Columbia) is also
a leader.

Albums of complete and
abridged operas marketed by
King Records (London) and
Nippon Grammophon (Deutsche
Grammophon) are also
regarded as substantial consumption
backed up by the visiting La Scala
and Berlin Opera companies.
Nippon Columbia six-
month period total sales were
$31,019,444, which indicate an
increase of 23.7 per cent over
the same period last year.
The net profit for the first six
months, which also shows a gain
of 36.5 per cent over the
term of the preceding year.

Records account for 22 per
cent of this total, television
receives 34 per cent, phonographs,
radios and others, 44 per cent.
The dividend is 16 per cent per annum.

Toshiba Record's sales
change and amount to the
same period were $868,544, a
decrease of 55.3 per cent from
the preceding six months. Net profit
it was $4,725, but indicated a
decrease of 10 per cent.
However, it is certain the extensive
rehufffolding of directors and staff
naturally had been carried out,
and a very positive sales policy
established which improve the
label's business for the coming period.

September record production in
Japan was $4,540,477 records
worth $5,111,014, an increase of
51.7 per cent in dollar amount and
11 per cent in value (at manufac-
turers' prices) in comparison with
August production.

Japan Phonograph and
Records Association's
implementation of the RIAA,
donated 8,000 records to
approximately 700 social wel-
fare establishments across the
country. Y. Ando, president of
the Association, made the presen-
tation to I. Kishida, president
of Japan People's Civilization
Society November 5. Records
donated consist of 5,000 LP's
(squares and monovalent) and
3,000 singles, all out of the asso-
ciation's record library.

NEW YORK — In an expan-

dition move last week, Morris
Levy, president of Roulette Rec-
ords, announced the opening of
a new office in Chicago. Ralph
Bass, 35-year veteran of the
record industry, has been named
to head up the offices. His title
will be A.D. and promotional
representative.

For the past three years, Bass
served as a A.D. man for Chess,
Checker and Argo. The previ-
ous five years were spent at
King Records.

Levy further announced the
appointment of Harvey Richards
as the New York promotional
staff, working both for Roulette
and the company-owned label,
Adam Distributors.

Levy's announcement, made
at a meeting of many of the
company's key promotional rep-
resentatives from around the
country, emphasized an all-out
effort for more effective pro-
motion striking force. At the
meeting, a new drive was
launched on singles.

Bad Katz, general sales
manager for Roulette, is cur-
rently on an international pro-
motion trip covering distributors,
 racks and one-stops.

OOPS!

NEW YORK — Gwendolyn
Greenfield has done it again.
In the special Kiddie Records sec-
tion appearing in the November
9 issue of Billboard, she
managed to sneak past the typog-
raphers and snip up the list-
ings on United Artists Records' Peter
Penguin Series. Prices for the
records were inadvertently
listed at $0.99 when in fact they
are really available at $1.98 each.

Don't believe the hype. 
The Radiants
Chess #1972

"SHY GUY"

The Vibrations
Checker #1061

"DANCING DANNY"

The Vibrations
Checker #1061

"GOODBYE MARY ANN"

The Dells
Argo #5456

JOEY "THE GREASE MAN"

Joseph "Grease Man"
March 6, 1969

BILBOARD 33
November 30, 1963

Now on Chess
Nick Noble

Sings
"Sleepwalk"
Chess #1876

"Shy Guy"

By The Radiants

"Dancing Danny"

By The Vibrations

"Goodbye Mary Ann"

By The Dells

www.americanradiohistory.com
The Rocky Way of the Gershin-Slaw Brothers
Columbia CL 3100 (M); CS 8900 (S)
Here's a new foursome who have a quality and style strongly reminiscent of Irving and Jane (there are four of them here). They have their own hit in a folk-country/old-time kind of way in 'Cotton Fields.' "Bally Was a Good Old Girl," "Uncle Walt's Waltz," etc., plus some really goofy originals like "Billy Sue Elks," "Henry The Horse," and "They're Riding in Alaska." Crow's composition is all the more marked by the live performance sound on the sides.

(Continued on page 41)

-Adam Wade has the original version of "Charade" on 5-4093

-Jack la Forge, his piano and orchestra, "Memories," MGM, S-2613

-"Uncle My Heart"

-Special Merit Picks are now released of outstanding merit which deserve exposure and which could have universal success within their respective categories of music.

-Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music.

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YULE PRESENTS

Decca Puts Together Package for Stations

*Continued From page 1*

Decca, and many other record companies, fully understand the problems many of the smaller market stations face in obtaining current single and album releases," said Saltor. "We will try to feel that the local distributor is best qualified to determine which stations should receive these Christmas packages or any free promotional disks.

"We're still on our promotion record allotment. These records are sent to the smaller stations that have requested free service. However, as a rule it would be impossible for Decca or any other record company to provide smaller 4,000 radio stations on the air today with free promotional singles and LPs. It would be economically disastrous.

"The cost factor makes it necessary for Decca, and I'm sure all the other record manufacturers, to discriminate with promotional freebies in favor of those stations in large, medium and small markets that have the power to influence the sales of record product," Saltor said.

FOCUS ON THE DEEJAY

Philly's Georgie Leans On Racial Agreement

Most people in the music business are aware of the influence Georgia Woods has on his listeners when it comes to laying out the loot for pop records and LP's. Woods, whose show is heard nightly from 6:30 to 10:00 on WDAS in Philadelphia, has also proved his ability to have an influence on the general audience when it comes to racial understanding.

Woods joined WDAS in 1956 after doing an air stint for three years on neighboring WBEN in Buffalo. It is these recently related, brotherly love has been shown in Philadelphia. Woods, who was elected to the executive board of the station, if it should be his, has been outspoken on racial issues on his show with the complete backing of the WDAS management.

The reason WDAS is a Negro-oriented station, Georgia has a large following of white teenagers. He urges non-violence to his followers with the same fervor used to introduce a new small single. The reason in many instances has been just as small.

This summer during an NAACP drive to implement integration in the Negro neighborhood, a large group of six Wood's listeners, along with Wood's private fans showed up to participate.

Woods' sincerity of the African feels that his strong stand on integration has hurt him with his white listeners. However, he has at least half of his white audience with him. In the past two years. There are no figures available to either back up or refute this feeling.

"I'm not at all concerned about this loss as they (white teenagers) represent only a bonus mailed only by the label's local distributors - not from the New York office.

14 Chicagoans To Be Honored

CHICAGO - Erast H. Shomo, vice-president and general manager of the Chicago's famous WGN, is scheduled to be one of 14 Chicagoans who will be honored for their contributions to the community. Shomo is one of the group of 14 to be honored at the Hotel Utah, helping to present their new export, hippo meat. I'm hip, man. I'm hip.

14 CHICAGO ACT: Broadcasters are making news by turning the tablet on the recording industry. At least one year-old deejay at KBZ (Salem, Ore.), has recorded "Just Being Young" on

PROGRAMMING NEWSLETTER

Scouts' Oath for Promotion Men

By BILL GAVIN

Ask any radio man who are the best record promoters in the field today why. Put the

audience to me and the station. The Negro audience is still there and these are the people who buy the products we sell. I can sell my white audience are records," said Woods.

Georgia's ability to sell records is not contested. He has a reputation of playing only what he likes. His ear for the right sound has enabled him to introduce many important records in the market which are soon picked up by other more powerful. Georgia has been credited with kicking off "I Want Her to Love Me" by Lou Johnson and Mamie gamm's "Cry Baby," to name just a current fizz.

ALBANY, N. Y. - John J. Ryan, Jr., has been elected to the regional membership executive for the Associated Press in New York State.

Ryan, who has been with The Albany Times-Union and Raikes

ALL OVER THE DEEJAY PROFESSIONAL

If you miss the prepackage holiday prepak being sent to t.d. programming stations, such as the one that appeared in Billboard, "The Christmas Waltz," "Christmas Island," "Christmas in the Cane," "Santa Ain't Like Christmas Anymore" and "Dasher." Three top country stations are heard in San Francisco, KQW, WDAS and KDFW, act to the vocals.

The Christmas present for the country stations includes "Here Comes Santa Claus," "Santa Claus Is Coming to Town," "As a Christmas Waltz," "Christmas Island," "Christmas in the Cane," "Santa Ain't Like Christmas Anymore" and "Dasher." Three top country stations are heard in San Francisco, KQW, WDAS and KDFW, act to the vocals.

The Problems of Freebies

Saltor, who co-ordinates Decca's many promotional activities, emphasized that the packages will be delivered or

SELECTIVITY: When a promo man from a big independent distributor brings in a dozen or more records at a time and has a "pitch" for every one of them, it doesn't do much good. Out of every armful of records there should be one, or perhaps two, that deserve special attention. To give a lot of releases equal emphasis is equivalent to downgrading the stronger ones to the lowest common denominator of the list. The discriminate music director may find something worthwhile while in the stack without any guidance, but it is still important to know how the distributor's comparative evaluation of his product.

FAIRNESS: Radio people are generally sensitive to the importance accorded their station in terms of the respect they receive from distributors. Good promo men play no favorites. Most disk jockeys agree: "We don't choose between trucks, we choose between records. In one large city, the timing on record service is so critical that two promo men will check their watches so that they can deliver the hot new single to the two competing stations at exactly the same second.

INTEREST: Perhaps this will surprise you, as it did me. Several disk jockeys remarked that they liked to see a promo man genuinely interested in his work. They feel little sympathy for the promoter who considers himself superior to his customer.

LOYALTY: In radio, one of the prime attributes of an employee is loyalty to his station. Radio people apply this same standard to the promotion men they deal with. Petty resentments and gripes against the boss are left behind. The promoter who frankly admires and is devoted to his company can find a sympathetic bond with the disk jockey.

CHEERFULNESS: This should be no surprise. The disk jockey knows that his listeners expect him to be good natured on the air. In turn, he appreciates it when the promo man's visit is a happy occasion.

To the above comments from radio people I would add this thought: It's pretty perfunctory to say, "Thanks for your help." It makes much more sense for the record man to say, "Your pick and plays helped a lot to make the record a hit." Many radio people agree with my contention that we don't play a record to help anybody except our listener.
Pitt FM Dialers Get a Treat

PITTSBURGH — Many innovations in radio broadcasting these days are being initiated by FM stations. FM dialers here are being treated to some fresh programming fare by way of the facilities of WYDD.

Headquarters in New Kensington, a community near by Pittsburgh, WYDD has recently expanded its "World of Scents," heard noon to 1 a.m., to include light and semi-classical music. The two-hour program called "Meridian" is an all-informational presentation. The station from 2 to 3 p.m. swings into "Overture," presenting the best of Broadway shows. A "Behind-the-Scenes" has been incorporated into the show relating the news of the entertainment world from Broadway to Hollywood to the Cenex Film Festival.

A new program segment called "Concert Performers," aired at 8:15 p.m., piloted by Dorothy Fleegler and Jack Miss Fleegler interviews prominent Pittsburghers for their views on problems of world peace and disarmament. The series is sponsored by the Peace Information Center of Pittsburgh.

Miss Fleegler and Lois Martin, who both act as program consultants for WYDD, recently took off for Europe to collect material for the station's international format. The series, a new series "Reflections and Dialog: In and Out." Each weekend WYDD features a different foreign country or city emphasizing its culture, customs, restaurants, night spots, etc.

Among the other highlights of WYDD's programming schedule are "World Theater," a 30-minute drama-mystery offering from the Caedmon Collection, BBC and CBC, and "Guilty Party," a BBC who-done-it series which involves the killer and a panel of guests in solving the mystery before the program ends.

Nelson Goldberg, general manager of WYDD and sister AM outlet, WKPA, is programming a boosyana show on both outlets on Saturdays by popular demand. The show, hosted by Nick Corello, is the only AM offering duplicated on the FM side.

Once nightly and twice daily, Friday, Saturday and Sunday, WYDD airs direct skiing reports from local ski areas, ski organization activities and on-location reports from national and international ski resorts.

The station is distributing a homebound program guide and promotion booklet which, among other things, makes mention of WYDD's newest sponsors. On the list are Kaufman's department store (one of Pittsburgh's largest), Savings & Loan Leagues, Cadillac automobiles, First Federal Savings and Loan, BOAC, British Airlines and Time, Inc. Who has time to read with WYDD around?

**VOX JOX**

*Continued from page 37*

Coryl Records. The tune was written by platter spinner Bill Balance of KFWB (Hollywood). ... WBT (Charlotte, N.C.) music director Lennie Gilchrist has completed an LP of his own arrangements and compositions entitled "Lennie Gilchrist and the Trio Play." The LP, created as tribute to Gilchrist, former big band arranger, by WBT, contains selections in swing and jazz on one side and easy dance music on the other... Phil Davis, WWSW (Pittsburgh) promotion manager, has had his tune "Patti Lilly" recorded on the Lee Label by Eddie and the Sneakers from Cleveland, Pa.

GONE TO THE DOGS: While in Cleveland two weeks ago for Group W conference I learned that John Wellman, WKY operations manager, was swallowed by the devouring of 10 chocolate bars by his pet bassett hound designed for trick or treat giveaway.

Colleague from my NBC days, Bob K. Brown, has put in a call for singles and LP's for his station in Hastings, Minn., KDWA. The 1,000-watt reaches into the Twin Cities, as well as covering three counties. Brown, former program manager of NCR-owned WMAQ (Chicago), is now general manager of KDWA.

Deejays the world over will be interested to learn that George (Takou) Jay has moved out of his ivy tower into posh quarters in the new Sunset Vine Tower, 6290 Sunset, Hollywood, 90028.

ROUND 'N ROUND: Barry Candy reports that a number of Houston deejays and TV personalities served as honorary ringmasters of the Arabia Shrine Circus. Whipping it up were Eddie Stewart, RIKK; Avery Davis, KOYK; and Johnny Petitti, KOCH; Chuck Adams, KNUZ; Bill Hushpup, KXYZ; Larry Walton, KPRC; Tyler Stewart, KHIT; Mel Pennington, KODA; and Tommy Bacon and Dick Lamb, KILT.

**CANADIANS EYE 78 CATALOG**

EDMONTON, Alta. — Radio Station CFRN here, is establishing a collector's museum library of sound consisting mainly of old 78 recordings. The station, which has disks dating back almost 40 years, is seeking a catalog or reference book which lists valuable collector's records.

**SESAC Puts Out Yule Series**

NEW YORK — SESAC has released its "Sounds of Christmas" LP package, a special series of 13 five-minute programs, complete with music and scripts, and available to radio stations for $19.95.

Five LP albums comprising over 60 selections of Christmas music highlight the package. The scripted shows included are geared for local or national advertising.


Bob K. Brown, formerly of WIOD (Miami), joins WBT (Charlotte, N.C.) as host of "Nightwatch.

**SEGUE**

Sam Holman, former WABC program director-air personality, has taken over the program reins of WKNR (formerly WSMH) (Dearborn-Detroit, from Frank Marucca. Holman will be programming the newly formed pop music station against his former outfit ABC-owned top-popper WXYZ.

I hear that Alan Freed reported back on the air at Gotham's WWRL.

I also heard from Harry Fink that former WPEN (Philadelphia) air personality Art Raymond is acting as host of two Yiddish music shows on WEVD (New York) Monday through Friday and WHAT (Philadelphia) on Sundays. Art does the dialogue in English.

Real Estate: WQXI (Atlanta) deejay will soon depart the station. Roddy has done important air stints with KGW (Pittsburgh) and KYW (Cleveland).

Ed Ripley, WITX (New Orleans) staffer, resigns to join WMFR (Jacksonville, Fla.) as program director. He is joined by WTIX deejay and chief engineer Bill Adams.

Tom Louney, formerly of WIOD (Miami), joins WBT (Charlotte, N.C.) as host of "Nightwatch.

**NEWSMAKERS**

Bill Hampton, former KEX (Portland) and KW (Cleveland) newstand, appointed news director of KBOX (Dallas). I understand Hampton may be in the market for a professional writer.

Bob Norman named news director for Plough's Boston outlet, WCOP.

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UNIQUE...

instruments version of...

the great song that swept so fast to peak popularity
MGM’s DRAMATIC NEW STEREO-MOTION SERIES IS THE FIRST REAL INNOVATION IN CHILDREN’S RECORDS IN YEARS!

THE MOST EXCITING INNOVATION IN CHILDREN’S RECORDS YOU HAVE EVER HEARD.

COMPARE THESE ALBUMS WITH ANY OTHER CHILDREN’S RECORDS ON ANY LABEL — AND HEAR THE DIFFERENCE.

Available Now! 10 New MGM Stereo-Motion Albums that bring every child into the story!

Album No. 1: Snow White — Sleeping Beauty — Rumpelstiltskin — CHS/CH-501
Album No. 2: Cinderella — Bianca & Beppe — CHS/CH-502
Album No. 3: Pinocchio — Gingerbread Boy — Tom Thumb — CHS/CH-503
Album No. 4: Mother Goose Nursery Rhymes — CHS/CH-504
Album No. 5: Peter & The Wolf — Story Of Ceres — Toby The Tube — CHS/CH-505
Album No. 6: Bambi — Bambi — CHS/CH-506
Album No. 7: Little Engine That Could — Little Toot — Little Red Caboose — CHS/CH-507
Album No. 8: Peter Pan — Alice In Wonderland — CHS/CH-508
Album No. 9: Jack & The Beanstalk — Three Little Pigs — Little Red Riding Hood — CHS/CH-509
Album No. 10: Wizard Of Oz — Babes In Toyland — CHS/CH-510

MGM’S 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 SELLL — here’s MGM’s new handsome, colorful merchandiser. Creates a business in itself!

See Your MGM Distributor For Special Introductory Offer!
14 Chicagoans to Be Honored

Phillips, WGN; Howard Miller, WIND; Henry Cook, WMAQ, and Jim Conway, WMAQ. Competing for best over-all news operation by a Chicago station are: WBBM, WGN, WIND, WLS and WMAQ.

Other categories and nominees are: Best series of community interest or documentary program: WBBM, Devil's Advocate; WBEZ, Crusade of Mercy; WGN, The Sheriff Reports; WIND, Your Mayor Speaks, and WMAQ, Chicago, City of Giants.

Best individual community interest or documentary program: WBBM, More Than Stone Walls; WGN, The Tuff Guys; WLS, 1963 St. Jude Man of the Year; WMAQ, Love of Life. Best Cultural Contribution (series): WBBM, Summer Night at Ravinia festival of bands and songs; WGN, Illinois Opera Guild auditions; WMAQ, Cavalcade of Freedom.

Best cultural contribution (single program): WBBM, Opening Night at the Lyric Opera; WLS, The Space Age Comes to Chicago; WMAQ, One More River.

Best news personality: WBBM's Joe Fos, WGN's Lloyd Pettit, and WMAQ's Len O'Connor.

Other categories cover best news event, best single or series of editorials, best sports personality and sports program, and most creative commercials.

Suggested by the staff at John Conway, Jim Conway, Larry Doak, Steve Pettit, Steve Tabajaras and Lexi Wilcox.

Phyllis Morrison, WBBM, Dave Bruce, WGN, Helen Michel, WIND, Linda Reisch, WLS, and Helen Dore, WMAQ.

Crusade of Mercy; 1963 St. Jude Man of the Year; Devil's Advocate; Love of Life. Best Cultural Contribution (series); WBBM, Summer Night at Ravinia festival of bands and songs; WGN, Illinois Opera Guild auditions; WMAQ, Cavalcade of Freedom.

H'wood Station Leans on Teens

HOLLYWOOD—KMPC, 50,000-watt, is creating an interesting feature with the co-operation of the Junior Achievement. Outlet is allotting 15 minutes on Sunday evening to 20 members of the Glendale-Burbank Junior Achievement center to create their own program, replete with commercials.

"We're working up a rate card for the kids," explained Steve Bailey, outlet's programming director. Participating students will be announced within the next two weeks as well as other details of the program.

Bailey said the station would suggest a news-interview format to the youngsters. The high school students will elect their own officers, who will donate 50 cents a share and liquidate their operations at the end of the school year.

Station, with Lloyd Sigmund as general manager, is reportedly the first major market outlet working with Junior Achievement in training teenagers in all phases of radio.

ABC-Paramount

DISTRIBUTED IN CANADA BY SPARTON OF CANADA LTD.
**ALBUM REVIEWS**

*Continued from page 35*

**POP SPECIAL MERIT**
**GREAT GROUP OLDIES**
Various Artists; Otis 33 CL 8033

Another package of interesting oldies, this time going back to the heyday of the big rock 'n' roll groups. Collectors of that era's music will probably find this album to be a pleasant surprise. Titles like "Shake, Rattle and Roll," "Hound Dog," "Heartbreak Hotel," "Jailhouse Rock," "All Shook Up," "Love Me Tender," and "Hound Dog" are just a few of the many favorites included.

**CLASSICAL SPECIAL MERIT**
**TRIO-AUS-BRISBANE**
RCA Victor RL 47003 (M)

This fine trio, under the direction of Emanuel axon, is given a superb treatment by this album in commemoration of the event, and it includes memorable performances by pages (Bach, Beethoven, Schubert, Mozart, etc.) as well as arias by Handel, Haydn, and others.

**JAZZ SPECIAL MERIT**
**JAZZ CONCERT**
George Shearing Quintet; Capitol T 1995 (M) ST 1995 (S)

The Shearing Quintet is caught in a live concert at the Rainbow Room, New York, in this collection of performances, and the audience is a perfect example to judge the jazz of the era. "Love Melody," "Swingin' the Dream," and "a Tantalizing Impression on "Love Me" at Philadelphia" are highlights in Shearing's solo performances of "I Cover the Waterfront," which is given a delicious treatment.

**CLASSICAL SPECIAL MERIT**
**RITA STEINHOF- FOLK SONGS OF THE WORLD**
Deutsche Grammophon S 63676 (S)

Coloratura soprano Rita Steinhof is heard in a delightful program of folk songs from around the world. With appropriate tags of the artists, each performance in this series is identified by an "Old-Tyme" or "Moonshine" or "Hymen," among others. After the American Indian songs, the French May Day Folksongs, and Italian Ballads, it goes on to the various groups under the direction of Carl Michael, who was responsible for the series.

**COUNTRY SPECIAL MERIT**
**COUNTRY MUSIC HONOREE**
Various Artists; Capitol T 2000 (S); ST 2009 (S)

This is a live show, recorded at the country music's annual "Crazy" benefit, featuring the "King of the Opry." This is a personal document of the perpetually displayed in the cover, all-stop charts for fast fans, people to enjoy the best of the show. "Lonesome George" is one of the most popular, and "What a Feelin' Will Do" is one with Atkins Montgomery ("One of Our Boys"). Miss Montgomery is heard in "Miss Brown's" style in "What's for Fun? For God's Sake, I Don't Forget Me." A nice sampler of this type which is a must in business.

**GIOVANNI MARTINELLI**
RCA Victor LM 2710 (M); (No stereo)

On November 20, 1963, the Metropolitan Opera House opened a gala performance in celebration of the 50th anniversary of American radio. The program was presented in perfect order, and the conductor of this event is Giovanni Martinelli on the violin. The soprano of the show is Miss Mirella Freni, and the orchestra directed by Franco Ghelichi. A listener's show.

---

**OR-STAR ALBUMS**
**THE RANDEL FAMILY PLAYS MUSIC FOR HAPPY TIMES**
Columbia CL 2309 ORG CL 4889 (S)

**THAT GRIPPEN SOUND**
Kirk Griffin; Columbia CL 2303 (M); CS 2303 (S)

**HOOTENANNY FOR ORCHESTRA**
 Phillip Haddon Liberty LP 3512 (M)

**TRY A LITTLE TENDERNESS**
Jerry Newman's Harmonica; Columbia CL 1990 (M); CS 3880 (S)

**BIG JAY MCNEELY**
Warner Bros. W 1523 (M); WS 1523 (S)

**STEVE ALLEN SINGS** "12 BEAUTIFUL LOVE SONGS"
Dot DL 29354 (S); DL 29360 (M)

**FRENCH COOKIN'**
RCA Victor LM 2470 (M); LM 2471 (S)

**THE URBAN GREEN 4-ET**
Command P 657 (M); CS 0977 (S)

**CLASSICAL**
**SCHUMANN'S SCHWANDERSANG**
RCA Victor LM 2700 (M); LM 2701 (S)

**EVENING BELLS**
RCA Victor LM 2710 (M); LM 2711 (S)

**COUNTRY**
**COUNTRY HITS**
Yambos Artists. P 9597 (M); DP 9597 (S)

**FOLK**
**HOOTENANNY**
Yambos Artists. Ansel AB 1032 (M)

**FOLK BLUES SONG FEST**
Yambos Artists. Ansel AB 1064 (M)

**RELIGIOUS**
**LIFE OF LOVE**
The Jesus and Mary Chain Group; Columbia CL 2305 (M); CS 3950 (S)

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**EXPLOSIVE SALES GUARANTEED**

**DOOTO HOLIDAY RELEASES**

**DTL 835**
a Red Fox blockbuster for the humor hungry market!

**DTL 836**
Red Fox vs. Hattie Noel in a sales-packed comedy blast!

**DTL 837**
A sales sizzling sexplosion by Ray Scott, bold new, comic star!

**DEALERS ORDER NOW!**
**5-PLUS-1 PLAN**
on entire Dorothy Catalog ends December 10th

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**NEW HOUSE IN TOWN**
**aravel records**...
... built on America's taste in music

Here's this for a foundation:


**FOLK FAVORITES** (AB 1000) The Tell-Tale Singers

**HOOTENANNY** (AB 1083) Pete Seeger, Joan Baez, John Fahey, Odetta Brand, Jack Elliot, The Country Gentlemen


**SEX IS FUNNY** Ray Scott

**HIT SINGLE** with the "Oldie" sound...# 388 "LET ME GIVE YOU MONEY" The PIPES

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DEALERS GET 2nd SHOT AT TAPE

By NICK BIRKO

CHICAGO — After getting their fingers burned on prerecorded tape back in 1958, most record dealers are not jumping to get into the tape business this time. It just wasn’t the product for them then, and the same could be said for the tape game starting to get second thoughts.

According to Merle Schirado of Stereo World, the nation’s largest tape distributor, there has been a very substantial number of new tape dealers on the part of the record dealers.

Schirado estimates that currently, nearly 60 per cent of his firm’s volume is done by record dealers, and 40 per cent is the figure used to be about 10 per cent.

Of 70 distributors, Musicap has some 20 in the record field, 30 to 40 in the appliance and 10 to 20 each in some of the other categories.

The increasing volume of sales is due partly to the advent of stereo tape and vinyl which is making its inroads, and partly because of the big price differential.

When the tape industry came up with tape and record prices of $7.95, tape sales started declining. This started in 1961, and tape sales have been declining ever since, Schirado said.

Technical record outlets where Musicap sells product is that quantity of tape include Rich’s in Chicago, Hit N’ Run in all cities, and Lyon and Healy and Marshall Field’s in Chicago.

Schirado said that decrease in percentage sales was not because of the same component parts sales were standing still, but because the record dealers were having a hard time.

“Many of the dealers realize they’re already selling music—why not tapes,’’ said Schirado.

STORING TAPE

Interestingly, in fact, that today, virtually all sales are stereo. Musicap dealers don’t even keep a large portion of their catalog in non-stereo material.

Schirado said that because tape is being bought primarily by the sophisticated buyer who has a stereo system, and he said the day of the small monaural tape recorder playing music is over.

Looking at the tape industry as a whole, Schirado said that there are some 6,000 to 8,000 tape sales available. Musicap tries to have the advent of the full automatic tape playback machine, tapes will be the hot item home entertainment medium within five years.

Schirado said that already several firms are marketing tape players for cars. He said it wasn’t too far fetched to imagine tapes sold being from vending machines filling stations.

The new stereo tape cartridge system put out by Minnesota Mining’s Reverse-Wollenkavick has also been cited as a big step forward by Schirado. The system allows up to 15 hours of automatic play.

Musicap estimates total industry sales at $11,000,000, still less than 5 per cent of the record industry’s half-billion dollar figures when compared with a near tape figure in the 1958-1959 period.

Musicap itself is in its second year of business and ranks itself fifth in industry sales—behind RCA Victor, Columbia, ABC and Ampex (pens). Sales are expected to hit $2 million at the end of the current fiscal year, and the forecast is for a 50 per cent increase.

Musicap now has the tape out and mounting equipment is on the market. The firm has already released records that are in gold and silver, and it has also released cartridges for the Minnesota Mining recorder, and fidel spaces for auto-stereo players.

SPREADING OUT

The reason for this is due primarily to record dealers recognizing the potential and diversification product. Schirado noted that back in 1958, tapes were $79.50 a unit. Now the advent of stereo record virtue is showing because of the big price differential.

Two-thirds of the tape industry came up with two or more tape and disc prices for the average $7.95, tape sales started declining. This started in 1961, and tape sales have been declining ever since, Schirado said.

EDC NEWSLETTER

Trade at Doorway of New Era

By DAVID LACZENBRUCH

(EDITORIAL DIRECTOR, Television Digest)

LETS LOOK INTO THE FUTURE. Not the far-ahead 1984-type future, but just a couple of years in the future—by 1974. This is true the mammoth new home entertainment product will be as commonplace as the refrigerator in the market or imminent. It will be integrated with the products you own—be it central air conditioning, washer, dryer, refrigerator or whatever.

In the foreseeable future, people will still be spinning disks and punching cards during the day. But at home and in tapes—probably in increasing numbers—will be visualized.

If you can sniff enough smoke in the air to know that there are at the doorway of a new era in home entertainment, and this year or next, you can bet that this trend will continue, and you can almost feel the terrors of expectation.

This new product is home video recording. Nobody can accurately evaluate its impact at this time—but that it is coming, and soon, is virtually a foregone conclusion. Two systems have already been announced as nearly ready for commercial evaluation as consumer products. The first is a British-developed Tekscan system, being developed for the American market by Cinemar, Inc. The second is a home video recording device which will be demonstrated to TV set manufacturers next January by Fairchild Camera & Instrument Company of New York. Both were worked on by Fairchild’s child subsidiary Winston Research Corporation.

Neither of these systems may ever reach the production stage but the system that doesn’t mean that no home TV recording system will be. It’s known that devices are in various stages of development by RCA, BTA, RIAA, Research Foundation (Illinois Institute of Technology) and Ampex in this country, in addition to Sony in Japan.

IT’S ALSO WIDELY RUMORED—but unverified—that Eastman Kodak is developing a system and that it is working with 3M, CBS Labs and Macbeth, Inc. (which have been important factors in commercial video recording) were working on approaches of their own. There are undoubtedly companies we haven’t mentioned which are recording and reproducing pictures. Perhaps the ones we now know are the ones being first with this new consumer product.

There’s some agreement on the requirements for a successful home video recorder. It must be mass market. It must be at least fairly economical of tape. It must carry a list price of $300 or under. (Above $300 it becomes an investment of the magnitude of color TV.) And, incidentally, it must be easily adaptable to color operation.

I have talked with developers who believe they have licked these problems. Whether they’re correct remains to be seen.

WHAT WILL THE HOME VIDEO RECORDING AGE mean to the dealer who now sells phonographs, tapes, records, TV sets, radios, speakers, lights, stereos? He will find himself locked in an all-out competitive battle with two other types of retailer—the appliance dealer and the home video recording as their natural birthright—The camera store because it already sells tape recorders and has the loyal appliance buyer because he sells TV sets.

There will be battle not only for the initial sale business, but for the enormously lucrative repeat sales—blank and pre-recorded video tape, plug-in connection recorders, TV converted into TV sets, such as optional accessories as home TV cameras, lights, headphones, etc.

Does it sound fantastic? It’s not nearly so fantastic as the concept of 60 million television homes alone 20 years from now.

The public’s reaction to home video recording—next to the technical feasibility of its development—is the real puzle. Some observers figure that probably a million units could be sold each year, after the first few years. They would be sold either in combination with TV sets, or as separate attachments.

NOBODY REALLY KNOWS what kind of market. Home video tape will be with the development of a low-priced home TV camera (not a major technical problem if substantial demand exists), it could be sort of a home-movie medium. But on the basis of audio-tape recorder experience, it might be a bigger bet than most competitors, and it’s possible that their recorders to tape shows off the air and to view pre-recorded tapes.

The pre-recorded tape business could be a really good retail market. Nonerasable tapes (I’m told they’re possible to make) could be picked up at the corner record or photo dealer, then exchanged after a while. The record club approach is a strong possibility here. (suggested by the “Tape of the Month Club.”

A strong argument could be made that people won’t pay for pre-recorded tapes as long as continuous free entertainment is available to them on the air. This may be true—but I can’t help thinking how radio was supposed to be the death-knell of records.

I don’t think home video recordings will cut into the FM record business. If anything, it will, however, be competing for the consumer’s disposable income and leisure time—along with automobiles, swimming pools, boats, vacations and the other necessities of modern life.

All of this probably means some very richly hydrogenated food for thought. The home video recording age is coming, and anyone whose livelihood depends on the home entertainment industries had better give it some thought.

Based on: www.americanradiohistory.com

11 New Hoot Love for Those New Beatles

CHICAGO — A collection of 11 new beat-oriented albums plus a pop LP by Lesley Gore highlight Mercury’s November release. The entire program is heavily backed by point-of-sale display material.

Besides the hootenanny and Gore LP’s, the release includes three more pop folk, collection—one is a new head titled “Mercury’s Hootenanny.” The first for the month, and most promising introduction last fall, and a full scale program for the collection. The second features the Smothers Brothers with their album “A Salad,” which is also a new release November.

For the holiday season, a Christmas hoot and Christmas album covers are provided. Also new is a jugged window and counter display featuring a collection of Christmas album covers.

Copyrighted material
CHRISTMAS SELECTS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records or 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.


REPRO—Expiration Indefinite. Started September 1, 1963. A 20% per cent discount on new releases.

DISPOS—Expiration Indefinite. Started May 1, 1963. On all Doublo album products—buy five, get one free.


WORD—Expiration Indefinite. Started September 21, 1963. Purchase of any two albums from selected 24 best sellers. Free display rack and 30¢ deferred mailing and full refunds on unsold merchandise at end of 90-day period from date of purchase.


11 New Hoot LP's

11 New Hoot LP's

Free Stereo Tests • Continued from page 42

Four technicians on duty, the bench is more than adequate to give every component a complete test in a few minutes. Here is the fully testable, operational system.

Performance and Profits

... in background music are yours with reliable VIKING cartridge players, in package or component form... Cargettes... Pre-recorded music.

DIALTRONICS

240 Market St. • Patterson, N. J.
L Ambert 5221

SHURE BROTHERS, INC., Evanston, Ill, has announced a new stereo cartridge system with a particular style which allows for an effective vertical angle of 18 degrees. The 15-degree style is especially suited to recorders which match the vertical angle of many record times now in use in cutting records. The 15-degree angle has been proposed by the industrial standards of the Recard Industries Association and the Electronic Industries Association.

The new cartridge-style assembly is available in Model 6646 (shown above) at $49.20 and 6647 at $44.50. Replacement styli for the two cartridge types carry end prices of $12.15 and $12.75.

Send for Price List "45" RPM SPINDLE ADAPTORS

Admiral • B&L Research • Coleen
Consent • Garrett • Giant-Stream
F E Box • Technics • V-M Stereo

Genuine original manufacturers' equipment in length, width and shape models
Write or call today for complete catalog and price schedule.

DYNETIC CARTRIDGE

Performance

The cartridge is based on four important points:

1. The cartridge is complete, self-contained cartridge player. Consists of deck, B watt amplifier with microphone input and speaker. Also, radio-to-real transports, recorders, amplifiers for every use and purpose.

Write Sales Manager For Information
HELP WANTED

HAYDN SOCIETY RECORDS are now available to quality dealers from coast-to-coast. Send for current catalog.

PRODUCER TRAINEE for ad agency in Radio-TV Department. Creative ability in A & R sound and visual direction desirable. Write MARTIN THAU BILLBOARD 666 46 St., New York 10026

SITUATIONS WANTED

ANNOUNCING a new low rate for SITUATIONS WANTED ADS to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT to make the right, cost-paying contacts. This is the perfect vehicle for selling yourself to prospective employers.

$2.00 will do the trick for a 1/2 ad in 980 words, plus name and address.

MAIL COPY AND PAYMENT TO: MARTIN THAU—BILLBOARD CLASSIFIED PICT BAR, 666 46th St., New York, N. Y., 1936.

PROFESSIONAL DEMO RECORDS

HAYDN SOCIETY RECORDS

RECORD MFG., SERVICES, SUPPLIES & EQUIPMENT

PRESSING, PLATING

CUSTOM QUALITY PRESSING, AS A SERVICE TO INDEPENDENT DISTRIBUTORS. ASTM-F 102, BRS-47, ASTM-F 102, BRS-47. Considered the finest press in the country. 

NO FEE FOR SMALL QUANTITY RATES

FREE SAMPLE PRESSING, AS A SERVICE TO INDEPENDENT DISTRIBUTORS. ASTM-F 102, BRS-47, ASTM-F 102, BRS-47. Considered the finest press in the country.

MAIL COPY AND PAYMENT TO: MARTIN THAU—BILLBOARD CLASSIFIED PICT BAR, 666 46th St., New York, N. Y., 1936.

AMERICAN HAYDN SOCIETY

Mailing address: 555 Fifth Ave., New York, N.Y.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS


CLASSIFIED RATES

Per Insertion

Manufacturers' Advertisements

$2 $3 $5 $7

Distributors & Employment

$2 $3 $5 $7

MISCELLANEOUS

For Your Copy of INTERNATIONAL COIN MACHINE DIRECTORY write to Joe Pace Dept. 252, Billboard 2160 Patterson St. Cincinnati, Ohio, 45214

Price: $1.00 per copy

 nâng MISCELLANEOUS

MISCELLANEOUS

MOSS PACK #10 ANDRE PREVIN FRED DOMINO ANN MARGARET VIC DAMONE

HAYDN SOCIETY RECORDS

RECORD MFG., SERVICES, SUPPLIES & EQUIPMENT

PRESSING, PLATING

CUSTOM QUALITY PRESSING, AS A SERVICE TO INDEPENDENT DISTRIBUTORS. ASTM-F 102, BRS-47, ASTM-F 102, BRS-47. Considered the finest press in the country.

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Mailing address: 555 Fifth Ave., New York, N.Y.

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RECORD DISTRIBUTORS


CLASSIFIED RATES

Per Insertion

Manufacturers' Advertisements

$2 $3 $5 $7

Distributors & Employment

$2 $3 $5 $7

MISCELLANEOUS

For Your Copy of INTERNATIONAL COIN MACHINE DIRECTORY write to Joe Pace Dept. 252, Billboard 2160 Patterson St. Cincinnati, Ohio, 45214

Price: $1.00 per copy

[RSS]
U. S. Coin Machine Exports to West Germany at Record High

By OMER ANDERSON
FRANKFURT—U. S. coin machine exports to West Germany will establish a record in 1963, according to German trade sources.

A study of the latest import figures and a polling of trade distributors indicate that U. S. exports to this country for the final half of 1962 will substantially exceed sales to West Germany for the first six months of 1963.

Studies show that the preference for new U. S. equipment over reconditioned is even more pronounced in the last half of 1963 than it was for the first six months.

Sizzling Pace

West Germany is setting a sizzling pace for the buying of U. S. coin machine equipment. In the 1963 first half, the Germans imported 3,300 new U. S. phonographs valued at $2,000,000, as compared with 243 used phonographs valued at $64,520.

The first half trend in West Germany merely enunciates the forecast of the German trade, whose leaders contend that there is no real sales rivalry between U. S. and German products.

Rather, the German trade takes the position that U. S. and West German factories are producing basically different types of equipment, and that there is room for the two varying technical conceptions on the German market.

Carriage Trade

In essence, U. S. product is going to the carriage trade and German product is saturating the remainder of the market. On this premise, the German trade has taken a remarkably enlightened attitude toward trade barriers, in effect, rejecting high tariff walls and advocating worldwide free trade coin machine equipment.

This attitude is in sharp contradiction to the European attitude toward piracy and—recently—toward steel, which apparently will receive further tariff protection.

The German trade's basic premise is confirmed by the fact that while U. S. new equipment sales soar in Germany, sales of used equipment is plummeting even faster. Estimates put U. S. used phonograph exports to this country for the last half of 1963 at around 200 units or well under the 243 units in the first half.

Plainly, the once-booming German market for U. S. used equipment is vanishing under competition with new German product offering good quality at economy prices.

The prospective U. S. export (Continued on page 54)

Disk Reps MOA Talk

NEW YORK—About 20 record company representatives, headed by Henry Brief, executive director of the Record Industry Association of America, met with leaders of the Music Operators of America at the New Hilton Hotel Wednesday (20) to discuss the Celler Bill, which would provide for the performance royalty exemption from coin phonographs.

MOA executives said that while they are trying to enlist the support of the record companies in their fight against the ASCAP-sponsored legislation, they made no attempt to obtain any commitment from the members of the record industry who attended.

Lou Casola, Rockford, Ill., operator and MOA president, said that the group merely explained its position. This position, according to Casola, is that if the measure is passed, operators will be forced to give up marginal locations and that the sale of records to operators will be affected adversely.

In for the meeting to explain the MOA position were Nick Allen, Washington, legislative counsel, and George Miller, Oakland, Calif., legislative director.

Holyoke Man Heads New England Op Unit

BOSTON—Russell Maudeley, Holyoke, Mass., operator, was elected president of a newly formed New England coin machine operator group. The meeting, held here Monday (18), was set up by Bob Blundred, MOA executive director, and Lou Casola, MOA president.

The effort is part of the MOA campaign to organize State and local groups affiliated with the national organization.

The New England group, as yet unnamed, will cover Maine, New Hampshire, Vermont, Massachusetts and Rhode Island, Connecticut, which already has an active MOA organization, is not included.

New Jersey Medal

Blundred and Casola also helped set up a New Jersey group in the area last week, as Bill Cannon, Hudsonfield operator, was named president of a council of local associations.

The New Jersey group embraces four State local associations and will act as a council of local associations rather than as a State association.

Other officers are Dick Steinberg, secretary-treasurer, and Dan Sylvester, Rudy Liegge and Allan Waldor, all vice-presidents. Each man represents a local organization.

Also attending the Newark meeting were Bert Betti, Joe Leiberman, Irv Morris, Gino Rouazzo, George Rose and Irv Pearl.

MOA Representation

MOA was represented by Blundred and by Mille McCandlish, manager of the New York State Coin Machine Association.

The council will act as liaison between the local groups and MOA, and will meet itself primarily with legislative matters and finances.

The group meets next at the Essex House here December 5.

Joe Groco in Rome

ROME—Joe Greco, up-State New York Rock-Ola distributor, is a member of the Rock-Ola distributor group traveling Europe as guests of the factory. Brothers Tom, Frank and Jack Greco, and their truck in Glascow, N. Y., minding the store.

See 6,000 Showing Up At 45th Chi Park Show

CHICAGO—The 45th annual Park show is expected to draw some 6,000 people when it kicks off at the Sherman Hotel here next Sunday (1), but it will be merely a shadow of its former self as far as the coin machine industry is concerned.

The International Association of Amusement Machine Owners, Chicago, and theaters Beaches conclude used to be one of the coin machine industry's prime shows with virtually every major game manufacturer showing equipment of one kind or another.

Through the years, however, the convention has diminished in importance to the coin machine industry, and this year less than a dozen firms will be showing equipment, all aimed at the arcade trade rather than the traditional juke box and game operators.

OPERATORS!

Here Are the One- Stops Throughout the Nation Who Are Now MOSS Pack Suppliers:

Ed Herrois
Flash Distributors
3247 W. 48th Street
Chicago, III.

Ted Fallaw
Western One-Step
1841 P. W. West
Los Angeles 6, Calif.

Clay R. Blakeslee
Columbia Distributors, Inc.
232 W. Trinity Avenue
Memphis 6, Tenn.

B. Arata
Globe Distributors
2900 N. Figueroa Street
Los Angeles 2, Calif.

Leonard Cullum, Jr.
Kings Distributing Co.
570 W. Trinity Avenue
Fresno 6, Calif.

C. Kond
Gold Medal Music Co.
2076 W. Pico Boulevard
Los Angeles 4, Calif.

Lloyd H. Turner
Western One-Step
2100 Fourth Street
San Francisco, Calif.

William D. Dennis
Eagle Distributing Co.
114 E. Oak Street
Vic., Calif.

Mountain Distributors
2650 Davenport Street
Denton 8, Calif.

Music One-Step Record Service
1503 Broadway
Binghamton, N. Y.

Gene Greuel
Sears, Roebuck & Co.
268 Teal Street
East Rutherford, N. J.

Ford Meurer
Armstrong, Inc.
4928 N. Seventh Avenue
Miami, Fla.

Beddlin Records
1728 West Cypress
Tampa, Fla.

Gullin Records
1418 E. Broadway
Tampa, Fla.

Roy D. Adams
Musical One-Stop
1201 W. 77th Street
Chicago, Ill.

Ford Taplow
 ({
 s Corner
2980 Chicago Avenue
Chicago, Ill.

Wilmington National Music, Inc.
926 W. Market Avenue
Wilmington, Del.

E. F. Van Oss
1214 S. Michigan
Chicago, Ill.

Ford Music Distributors
21 South 3rd Avenue
Manhattan, Kan.

M. A. Hapgood
2nd Street Record Service
Schenectady, N. Y.

M. A. Hapgood
Music Street One-Stop
150 W. Baltimore Avenue
Salisbury 1, Md.

Bill Lewis
RCA Victor Distributors, Inc.
P. O. Box 43
Detroit 1, Mich.

Dr. Sok
RCA Victor Distributors, Inc.
13314 Washington Street
Edison, Mass., 02136

S. G. O'Brien
Donnybrook Road Service
St. Louis 5, Mo.

Harry Bracken
Atlantic Distributing Co.
R. R. 1
St. Louis 18, Mo.

Fred Yandle
K.L., Vincent & Sales Co.
12203 Main Street
Omaha, Neb.

Ralph Schumann
Super One-Stop
286 Clinton Place
Newark, N. J.

E. J. Schumaker
3405 Elsinore Avenue
Brooklyn, N. Y.

Steve Braddie
Parke-Bernet Division of Transcontinental Record Sales
180 West 37th Street
New York, N. Y.

Armand Goff
1111 W. 60th Street
Chicago, Ill.

George F. Littrup
Columbia Master Sales, Inc.
999 W. Delaware
Toledo, Ohio

J. W. Navy
1901 Mooney Co.
4320 magnifico Avenue
Youngstown, Ohio

Edward D. D. & M. Watt, Co., Inc.
925 E. Front Street
Harrisonburg, Pa.

Frank J. Stouffer
1441 N. Broadway

Mr. Rosen
174 P. W. West

Multiline Record Service Co.
P. O. Box 30

Otis McKinnie
419 10th Avenue
New York, N. Y., 10001

Hereman Hance
1281 South 7th Street
Cleveland, Ohio

James J. Blakely
1401 P. W. West

Mr. Rosen
222 E. 46th Street

Ray L. Dietz
Pep's One-Stop
1516 South Street
Lew, Ohio

Fred DeRamus
Carolina One-Stop
1591 1st Avenue
Shenandoah, Va.

Jack Stuve
Duke Distributors (B. C.) Ltd.
PO Box 67
Vancouver B. C.

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD.

MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33 1/3 SINGLES AS ANNOUNCED ON OPPOSITE PAGE

Now... TOP ARTISTS... TOP SONGS... ALL LEADING LABELS

Contact your regular Juke Box Distributor or One-Stop... or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack—$3.50)

MOSS RELEASE #10

<table>
<thead>
<tr>
<th>SELECTIONS</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tr>
<td>(1) Pretreatment</td>
<td>Andre Previn</td>
<td>Columbia</td>
<td>André Previn in Hollywood</td>
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<td>(2) The Last Time I Saw Paris</td>
<td>Rawhide</td>
<td>Mercury</td>
<td>The Way You Look Tonight</td>
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<tr>
<td>(3) How Much</td>
<td>Bye Baby, Bye Bye</td>
<td>ABC-Par.</td>
<td>Here Comes That Rainy Day</td>
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<td>(4) Forever, Forever</td>
<td>Barbara</td>
<td>RCA</td>
<td>Barbara's Favorites</td>
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<tr>
<td>(5) Paradise</td>
<td>Lotte Lenya</td>
<td>Capitol</td>
<td>Something Happened That Night</td>
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<tr>
<td>(6) Mr. Wonderful</td>
<td>Vic Damone</td>
<td>Capitol</td>
<td>The Livellest</td>
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To: RSI, MOSS Division
165 W. 46th St.
New York, N. Y., 10036

Please send— MOSS
pre-packs (5 singles each)
of $5.50 per pack.

My check in the amount of $__________

In envelope (PAYMENT MUST
ACCOMPANY ORDER)

Company Name

Address

City Zone State

Signature

Title

NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—
and the additional postage charges for shipment will be billed to you.

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

British Ops View New Rock-Ola

LEONARD CULLUM, manager of Ruff-
flter & Walker, explains the new Rock-Ola
mechanism to British operators at a London
showing.

TOP RUFFLER & WALKER EXECUTIVES at the
showing were, left to right, Ron Murray, Ray
Ruffler, Leonard Cullum, Fred Walker and
F. Gordon Walker.

Memphis Assoc. Working On
Southern to Get It Back In

By ELMON WEISENBURG

MEMPHIS—Memphis Music
Association appointed a com-
mittee of three to call on Charles V.
McDowell, vice-president and
general manager of Southern Amuse-
ment Company, to try to persuade
Southern to rejoin the associa-
tion. Southern resigned recently
and no one in the association
knows why.

The association, at its regular
monthly meeting last week, ap-
plicated its president, Edward
Bodenheimer, Shelby Amuse-
ment Company, to head a com-
mittee composed of himself and
Edward H. Newell, owner of

Or-Matt Amusement Company, and
Luther Dickens, owner of

Dickens Music Company.

Seek Answer

The three are to meet with

McDowell, find out why he
wrote the letter of resignation
and try to smooth out any

grievance he may have and get

Southern back in the asso-
ciation.

Southern, one of the largest
operators and distributors in the
South, was one of the founders
of the association. It is one of the
oldest firms in the business and
one of the leaders. Memphis
Music Association has in the past worked to keep

the industry clean and continue
the good name and good public
relations it has always enjoyed.

Cite Rumor

Drew Canoe, president of
Canoe Enterprises, Inc., said he
heard a rumor to the effect that
one operator had tried to entice
a location away from Southern,
which angered Southern man-
agement and resulted in the
resignation.

Southern officials have given a
statement saying the resigna-
tion was because many locations
had been lost because of the
expressway program and the

(Continued on page 54)
Here is Wurlitzer-RSI
MOSS PACK NO 10

Step up adult listening and up go your profits

THE BEST FROM THE ALBUMS
Selected music for a program of
PLEASURABLE LISTENING

These Album Tunes will do it

Another five pack — picked by the experts from top LP albums to attract more adult play. Get it working for you NOW. Watch it multiply your earnings. Keep those earnings on the rise by subscribing to the Music Operators Stereo Service delivered to you every two weeks at one-stop rates. See your Wurlitzer Distributor for full information on how to develop a high profit library which will continue to please patrons for years to come.

WURLITZER 2700
Music's Big Money-Maker

THE WURLITZER COMPANY • 107 YEARS OF MUSICAL EXPERIENCE • NORTH TONAWANDA, N.Y.
THE NEW ROWE AMI TROPICANA brings you SMART, PLAY-INVITING STYLING IN A GREAT NEW MUSIC-MAKER!

Your Rowe AMI distributor invites you to stop in and see this beautiful new phonograph today. It's not only the greatest music-maker you've ever heard, but an unexcelled money-maker, too.

LISTEN TO THE SOUND OF MONEY AS YOU'VE NEVER HEARD IT BEFORE!

- Room-filling Stereo Round*
- Versatile "Three-in-One" Programming
- Exclusive Self-Contained Speakers
- Dramatic Personalized Location Display
- Top Album Hit Feature
- Color, Motion, Salesmanship

ROWE AC MANUFACTURING
The Merchandise Mart, Chicago 54, Illinois

Rowe sets the standards in vending equipment, bill changers, music systems.
In Norfolk, Servicing Comes 30 Minutes After the 1st Call

By ALBERT S. KESHEK
NORFOLK, Va.—A clunky knit organization keyed around a servicing facility which assures locators of prompt attention within 30 minutes after call comes in during normal working hours has been largely instrumental for the rapid growth of Cavalier Coin Machine Company, Inc., here.

"If you can't sell service you might as well go out of business," points out Chris Christiansen, president. This company handles approximately 1,000 pieces of equipment, of which about 97 per cent is games, the remainder music machines. In the local district, extending over a radius of about 18 miles, only games are handled, but with the acquisition of a new music route early this year this merchantmanned service was extended to an area extending about 35 miles throughout the Tidewater region.

A distributor subsidiary Diamond Coin Machine Exchange, Inc. sells wholesale to the trade throughout all of Virginia and 11 North Carolina counties.

"Watch Dog" The prompt servicing facility is built around a truck-to-office radio communication system which is co-ordinated with an organizational set-up of collectors, termed the company's "watch dogs" who maintain close periodic check of equipment. These three super-mechanics are in reality preventive maintenance men who are trained for close inspection of units to detect transient signs of malfunctioning and stop the damage, whenever possible, before it can go further.

The 19 service vehicles are all radio equipped under a wave length issued by the FCC. Calls can be dispatched and received by a radio set-up in every office scattered throughout the headquarters building, so that any department can be reached immediately. Thus servicing patrol is expedited and vehicles on the road can be quickly sent to the trouble spots.

Aerial Tower This communication system is facilitated through the choice location of an aerial tower next door belonging to WVEC-TV. The Cavalier's site is set up 290 feet high on this mast and each company vehicle has a unit call assigned to it. Because of the adjacency of the radio broadcasting station, Diamond has been enabled to have prominent visibility in the building such as Jayne Mansfield and other prominent radio personalities known to the public and to serve as the setting for March of Dimes and other civic stage events.

"We invested about $11,000 in this radio set-up and it has more than repaid itself in expanded locations and international service to our accounts," said Jim Donnelly, general manager of Cavalier. "Now it is a considerable business necessity and we couldn't get along without it.

Servicing Shifts Cavalier is able to provide servicing 'round the clock through three shifts, seven days a week, throughout the year, except Christmas Day. The three crews, four men each have three working the street, one on the vehicle's radio. The crew leader has his radio transmitter at his desk in the headquarters building, and is responsible for answering the phone and dispatching calls to his assigned vehicle.

The servicemen's schedule starts at 9 a.m., ends at 11 p.m. Under a rotation system, crews will work the full day's route every three days and night and with days off are enabled to keep within a normal work schedule throughout the entire week. If a call comes in after 11 p.m., it is taken by an answering service which relays it to the crew leader's home and if the emergency warrants a crew will be dispatched to the spot immediately, otherwise the call will be made the next day.

The three collectors who make periodic visits to locations are trained to watch for appearance and need for change of machines as well as mechanical defects, some of which can be repaired on the spot. They fill out pink slips which are turned in to the shop manager. He determines from his own records whether or not to go along with the collector's recommendation that a machine change is in order.

Replacement Policy Company policy is to replace units forecast over a year. Used equipment is reconditioned if necessary, and then rolled through the local二次 magazines. The shop changes an average of 60 pieces of equipment a month. These are most of which are repaired, and the system of service is to upgrade, wherever possible, better than he had, and thus he is using the revenue.

All trucks are painted light blue and with their large lettering on the panels serve as curbside express offices as they travel around the area. They are traded in for new vehicles about every two to three years. Maintenance service for these vans, restoration of parts and care is leased out under contract.

The Cavalier story began about five years ago, 1948, when Christiansen purchased the company which had only 148 game pieces then. Donnelly then joined the firm and helped lay out the plans which led to its expansion.

Three years later the distributorship was set up with a wholesale operation of Valley hilliard tables, Chicago Coin games, American Shutboard, Urban rides and Du Greiner machines handled throughout both States. Last February, over 40 pieces of equipment were purchased and this branch of the business consolidated and moved.

Market The sales market includes locations at restaurants, hotels, taverns, confectionery stores and four to five teen-age recreation clubs. New pool table models and pinball machines and phonographs are sold direct to the public, leads coming from display ads in the Norfolk and Richmond newspapers. This merchandise is finding a ready response from community centers which want them for poolrooms, recreation rooms, etc. As a result of this expanding customer listning and the need for improved operating facilities, the company constructed a building headquarters about 1 year ago at 609 Woodfield Avenue which is parallel to a major highway, but only a short distance from downtown. Encompassing about 2,000 square feet, it has a frontage of 150 feet, depth of 150 feet with room for expansion. The remainder of this space is used for offices, machine room, restrooms, etc.

(Continued on page 32)

**MUSIC OPERATORS STEREO SERVICE**

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<tr>
<th>FASCINATION</th>
<th>LTD</th>
<th>STEREO</th>
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<tr>
<td>KST-1</td>
<td>ANDRE PREVIN</td>
<td>STEREO</td>
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**THE LAST TIME I SAW PARIS**

From Columbia album "André Previn's Hollywood" |

**RAWHIDE**

| LTD | BARON YOUNG | STEREO |

**NEW MEXICO**

From Mercury album "Faron Young At the West" |

**BYE BABY, BYE BABY**

| LTD | SAL DOMINO | STEREO |

**FOREVER, FOREVER**

From ABC-Monument album "Here Comes Sal Domino" |

**PARADISE**

| LTD | ANN-HAROLDET | STEREO |

**MR. WONDERFUL**

From RCA album "Bolshoi's Paradise" |

**AT LONG LAST LOVE**

| LTD | VC-DALE | STEREO |

**YOU'RE NOBODY 'TILL SOMEBODY LOVES YOU**

From Capitol album "The Love" 

Copyrighted material
DENVER — Wherever it is possible to install vending machines along a sidewalk, the vending line, there is every opportunity for breaking sales records, according to Frank Thorwald, major bulk operator here.

Thorwald has done just that with an installation of six machines on a single stand at Go-Le Discount Department Store in suburban Denver here. The opportunity to break the installation came when this oldest of Denver discount stores closed out with a stick-down counter type of snack bar in favor of a small, 10-foot cafeteria line, at which customers order a variety of snack items, and then take them to a stool and counter area, immediately to the right, for consumption.

Because the short cafeteria line provides only space for two people behind the counter, it isn’t surprising that customers pile up and must stand in line for minutes at a time, before they can get their orders, and carry them over to the eating area.

Easy Reach

This indicated a perfect opportunity to place six machines within easy reach of the line, where it would appeal to youngsters, perforce waiting in line with their parents.

Consequently, Thorwald has slanted the machines primarily to the youngsters, with a 10-cent weird-o-matic, 5-cent canteen, a 10-cent insta-jewelry-and-ring machine, a 1-cent weird-o-matic, a penny baseball gun vending, and finally, a 5-cent novelty machine.

Heavy emphasis is laid on sparkling, unusual novelty items, all the way through, except for the bell gun, on the theory that customers who normally will not take the time to examine all of the merchandise offered in bulk vending machines will have plenty of time to do just that, while standing in the cafeteria line.

Best Prospect

Experience has proven that the ideal prospect is the mother who has two or three small children with her while shopping, and the cafeteria line with the idea of relaxing over a cup of coffee or a Coca-Cola, plus some refreshments for her youngsters. While waiting in line, and looking over the bulk machines and their contents, they are far more likely to be interested in a novelty for each youngster, for no other reason than to do away with annoyance to the children. In its first few weeks at this location, the machines broke all records for their type.

Dayton Bulk Op Has a Switch

CINCINNATI — Back-to-school bulk route operations have been considerably simplified by Bruce Boylock, general vending operator with some 200 locations between Dayton and Cincinnati.

During the entire school term, even in the local area, Boylock sees nothing but jellybeans in every stop (except where location owners have specifically demanded ball gum). Thus, the changeover from summer merchandise to winter is just about as simple as it can be, with each of these jellybeans at every stop.

Hot weather, of course, is one reason why Boylock doesn’t vend jellybeans in the summertime. Another is the fact that his area is definitely not a tourist center, with many more people likely to be cooling off in the Western mountains, the Northern lake area or the Florida coast, during hot weather.

Boylock uses a standard jellybean mix, a trifle more generous in each pouch than the average bulk operator, which he feels he can afford since he has little or no cleaning problem, no multiple variety of coin-chute to set up, and, of course, extreme simplicity in loading machines.

Boylock realizes that he might pick up a bit more traffic in some areas, particularly in intermediate schools, if he vended rubber and plastic novelties, capsule jewelry and novelty items. However, Boylock prefers to keep operations as unpretentious as possible, which is exactly what he gets from his ball gum—bicycle—summer, jellybeans-in-the-winter system.

Paul A. Price Offers 2 New Capsule Units

ROSSILN, N. Y.—Two new series are being offered by the Paul A. Price Company. The first is a Two-Rings-for-five-cents capsule item. Each capsule contains two rings, one plated, the other unplated with one ring having a stone setting. Series is in two large variety of rings, with an unlimited number of different combinations available. The Two-Rings-for-five-cents series is available with both plain and with a design covering it.

Another series being offered by Price is a variety of large gizmics, and novelties. Known as the Surprise Mix, the assortment vend one-at-a-time or may be mixed with ball gum for vending. Fifteen different items are available in the assortment.

Leaf Brands Out With 2 Items

CHICAGO—Leaf Brands last week released the results of two new items: Bow-A-Ball century gum and Wise Crack Cigarette gum both bow-A-Ball offer 25 cents per pack and Wise Crack gum comes in four colors and contains such sayings as: “When I think of you . . . drip, drip, drip,” “What do you say papa germ?” If you can’t write, virum.” “You’re like steam, all wet and full of hot air.

Sales-O-Matic Brings Out New Vending Unit Stand

FREEPORT, N.Y.—A newly designed vending machine stand, the Sales-O-Matic, is being produced by Sales-O-Matic Vending Corporation here. Described as a “self-service” unit, the stand-offers holders on the stand are Sales-O-Matic executives, Nancy Grenberg and Bill Faller. According to the firm, the stand accepts bulk vending machines currently being manufactured and sold four machines can be sold in a unit. A sliding shelf feature enables the operator to have the two bulk machines quickly and efficiently. Wheels, mounted on the rear of the stand’s base, may be detached to permit the placement of machines flush against a wall.

Floor displacement of the stand is 14 inches wide by 23½ inches deep. Colored red with aluminum trim, the stand is available for immediate shipment from local Sales-O-Matic distributors.

Penni King Has New Capsule Mix and Rings

PITTSBURGH—A new capsule mix and rings series is introduced this week by the Penny King Company. The Eureka Capsule Mix comes complete with four free display fronts and includes such items as gumballs, 25 cent face puzzles, table lamps, jewelled rings, bull’s eye and football rings, six-cent rings, skeleton and cigarette holders. They are available in bags of 250 with 100 being displayed in thousand-unit bags which iclude an extra 10 per cent.

The new series includes the head and ring series which offer particularly good appeal of Indians, knights, swans, horses, eagles, rocket ships, astronauts and rockets.

A cowboy and Indian series of rings also comes complete with copies of Indian signs, horses, saddles, etc., highlighted among the 10 different designs available.

Both ring series come colored in several colors.

Dayton Bulk Op Has a Switch
EPHY DISPLAY

JAMAICA, N.Y.—The first merchandise display for a penny item has been prepared by Eppy Charms here. The penny items are mounted on a two-color printed card highlighting the items in the mix, and copy suggests that purchaser may collect charms for addition to a charm bracelet. Each fill has two displays supplied free of charge.

BULK BANTER

Jane Mason, Leaf Brands sales manager and executive secretary of National Vendors Association, celebrated her birthday here last October, but she wouldn’t go into anymore detail than that. Congratulations to Tom King, still acting like a honeymooner after his recent marriage. Congratulations to Mr. and Mrs. Allan Blau of Erie Gum Company, Cleveland, on the recent birth of a boy, their first child. Among Chicago visitors were Bernie Hitterman of Kansas City, Mo., in town visiting friends and relatives; Irwin Katz of St. Louis, in town on a sales junket; Les Hardman, Pittsburgh, stopping over en route to Florida and later to Puerto Rico, where Hardman has a plant. Congratulations to Mr. and Mrs. Allan Blau of Erie Gum Company, Cleveland, on the recent birth of a boy, their first child. 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In Norfolk, Servicing Comes 30 Minutes After the 1st Call

* Continued from page 49

January and goes on for two days. Locations are invited to look around, partake of bar and buffet and chat with manufactured goods dealers who are interested in and explain latest developments.

This affair is followed by a service school for operators and their mechanics. It's arranged for two a year, usually in January and September, and is of two to three day's duration.

Everything is set up in the shop with the lines stripped out and getting a good going-on. Instructions are by the company's and manufacturers' engineers. Some operators will even send their men in for repeat attendance to intensify their knowledge or background of latest products.

An integral section of the building is the parts department with over-the-counter facilities to sell from an inventory of about 32,000 parts for games and music. This adjacent supplements a delivery service to operators in five nearby States.

Parts Department

The parts department was expanded recently with the addition of two experienced personnel. The interiors were set up with drawers and racks holding parts and each vehicle is manned by a combination driver-salesman. The driver is assigned to Virginia and Maryland, the other to New York.

They are opening up new routes and reaching hitherto inaccessible operators under an expanded schedule which the company management contends is revolutionizing the industry.

With a personnel of about 200, where 300 are in the office, the combined companies have set up a bonus system to encourage initiative in the staff and which is working out satisfactorily. Each bonus is paid monthly for the month with the cleanest uniform, cleanest vehicle or who has shown the most enterprise in getting a location. In addition, everybody gets a cash bonus at Christmas, and a profit-sharing system is in the beginning stages.

Every serviceman has his own vehicle with the company furnishing uniforms and meals. About three men a year are trained for servicing.

Little Promotion

Christiansen and Denneny do virtually all of the selling. There is comparatively little promotion or soliciting. Main reason for this is Christiansen's life-long familiarity with the area as he was born and raised in Norfolk and belongs to all of the major clubs and civic organizations. In addition, the collectors help keep local contacts.

Advertising vehicles are used to some extent with personnel for Christmas gifts distributed annually by the collectors to each location. Last year it consisted of a cheese basket valued at $112, and in previous years has been a cigar case and lighter or other choice item.

The company is negotiating with two game manufacturers for distribution of their equipment. To provide further room for this merchandise and increased facilities, an expansion of the building is planned, probably the putting up of an annex across the street. This further space is needed to provide extra room for operating a music route recently purchased in Suffolk, Va., and for the expected inflow of area business with the opening of the world's largest bridge-tucked across 17 miles of Chesapeake Bay some time next year (1964).

The company executives are members of the Music Operators of Virginia and SMMC Operators of America.
EUROPEAN NEWS BRIEFS

Film Box Hot

HAMBURG — Helmut Rebeck, GmbH, the Scopitone general importer for West Germany, is pressing the importance of new high-quality films to the success of the Scopitone dance film juke box, which is scoring impressive success in German testing.

Rebeck seeks to serve up a steady supply of color films with international artists. Under the slogan, "Your Scopitone is only as good as YOU make it with NEW films, in color, with top stars."

Suing act to advice, Rebeck is offering five new films: "Schatz war der Bora Nova" — Manuel; "Die Dolly aus den Felsen Berghen" — Harald Jukke; "Wini Wini" — Talli Tamoures; "Ich kann den Pulli von der Lilli nicht mehr seh" — Billy Joe; "Eine Rose aus Santa Monica" — Carmel Corren.

Phono Boosts Sales

COPENHAGEN — Frants Thorsen, proprietor of a Copenhagen food market, reports that his sales have increased by 11 per cent since he put in a phonograph on the store premises.

"My customers spend more time in the store listening to the music, and in the process they are buying more," he reports. "The music is also attracting new customers."

Copenhagen markets generally intend experimenting with phonographs, and city authorities have been asked for an opinion on the legal position. Thorsen says that the store management can regulate effectively the volume by various technical means and that strict programming control should be exercised for propriety.

Gala Opening

PARIS—NSM, the German coin machine manufacturer of Blagen, has introduced its new Sennade phonograph at a gala showing in the French capital.

Along with the Sennade, NSM displayed its new Mini-box and its console model trio — Twin, Senator and Console, which have a Fanfare mechanism in a variety of elegant cabinets.

NSM is now displaying the Sennade and other new equipment in a series of regional showings throughout West Germany, NSM’s slogan for Sennade is "A European Box—Music for the World."

New Models Out

WEST BERLIN—Elle, the West Berlin phonograph manufacturer, is introducing its 1964 models, the Elle 100 selection console and the M-100.

The M-100, smaller than the console, is designed for compact locations where space is at a premium. The console is a prestige box for luxury locations.

The two new models feature a series of technical improvements. Disk switching has been speeded up, the amplifier is of special design with output of 35 watts, and the box has a new credit unit permitting selection of up to 60 records for prepaid play, the number of records pre-selected being adjustable.

Elle has introduced the new models in Belgium and will show them next in Britain.

Seek to Merge

HAMBURG — West Germany’s Organization of Coin Machine Operators (ZOA) is negotiating with the Spithallenverband, representing arcades, for what would be, in effect, a merger of the two organizations.

Under the proposal being negotiated, ZOA would become the official representative of arcade operators. The fusion is designed to eliminate duplicate organizations and strengthen the operator trade by making a single organization the voice for the entire trade.

ZOA is represented in the negotiations by its chairman, Hasso Loefler, and the arcade operators by their president, Lars Skriver.

FOR SINGLE PLAYER

Sensational action built into new Bally

Fast and furious action insured by clever HOOTENANNY playground layout and brand new actionizing features. New Spark-Ping Butterbean and Main Rubber Rebound into explosive action of a Sling-Shot Kicker, blasting ball directly into nest of 3 Thumper-Bumpers. New Scoring-Past scores like a Bumper in half the space of a Bumper. Keeping front field open for exciting cross-bass ball action. HOOTENANNY crams more action, suspense and "come-close" repeat play appeal into a single colorful playground than any game in recent years.

powerful punch of 50 VOLTS

Exclusive Bally 50 Volts circuit pep ups playground action, cuts down switch-point adding, instores extra long swing and relay life with less point cleaning service cost. Get Bally games for top earnings, lowest operating cost. Get Bally HOOTENANNY today.
of over 7,000 new phonographs to West Germany in 1963 should be viewed against the total German market expansion, constituting of between 50,000 and 60,000 (most trade sources strike a medium estimate of 55,000 machines on location.

SEE DITCHBURN GOING PUBLIC
LONDON — G. Norman Ditchburn is expected to make the stock of the Ditchburn Organization available to the public. The Ditchburn Organization makes, sells and operates juke boxes. It also manufactures vending machines. The Standard Industrial Trust will offer some 2,500,000 shares of common stock at between 70 and 84 cents a share. This would place the value of the company at about $2,000,000.

Memphis Assn.
Continued from page 45

"restrictive by-laws" of the association.

This correspondent talked to several operators and all said they did not know what was referred to as "restrictive by-laws." Some said the group did not have by-laws—that it did at one time but no longer does.

Most who read the statement issued by Southern's president, Mrs. Celia G. Rudge, interpreted it as meaning Southern may move in on other operators' locations.

Hinderaker said his committee had not yet talked to McDonald, that it was difficult to get everyone together at the same time but he hoped to soon.

SPRINGFIELD, N. J. — Morris Rood, sales manager of Runyan Sales here, reports that sales of the Runyan's Tropicana are coming along nicely and that some operators are asking for extra bank of little LP records.

The machine plays 20 little LP selections without conversion. In most cases, Rood said, this is enough. But, he added, some operators have asked for 20 LP selections.

The German market is no longer in the throes of feverish expansion, as between 1953 and 1961. However, it is basically sound and is showing steady, if unspectacular, growth. Most important to U. S. phonograph manufacturers, German operators utilize the present consolidation phase to upgrade equipment.

This is clearly reflected in any polling of German operators. Seven of 10 operators polled said that their major effort in 1963 had gone into upgrading equipment.

In Frankfurt, a larger operator poll, "Phonograph operation is getting to be just like the automobile business—you are expected to have the latest and best models. All other things being equal, the operator with the newest equipment has the largest collections," surveys among German operators establish that, as forecast by the German trade, a remarkable compatibility is being established between U. S. and German equipment. Operators agree with German manufacturers there is no real competition involved, and that availability of U. S. product permits the German operator to achieve a better "equipment blend," and, hence, to boost collections.

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PHONOGRAPH YEAR END CLEARANCE

**SEEBURG**

**ROCK-OLA**

AY 160 SH $895.00
AY 317 SH $750.00
AY 225 SH $625.00
AY 222 SH $550.00
AY 220 $450.00
AY 100C $225.00
AY 100B $165.00

**WURLITZER**

2500 $695.00
2410 $495.00
2310 $395.00
2100 $250.00
2000 $225.00
2150 $225.00

**WALLBOXES**

**SEEBURG**

D-3WA (200 Sel.) $39.50
W-120 $14.50
W-80 $12.50

**WURLITZER**

5210 $22.50
5250 (50C) $55.95

**CIGARETTES**

**SEEBURG**

Seeburg 800E-1 $145.00
Rowe "700" $139.00
Consol "50" $155.00
Consol "20" $84.00
Eastern Mark II $99.00
National 9 col. $69.00
Stoner/Nati, 7 col. $42.50
Stoner 11 column $89.00

**COFFEE**

**SEEBURG**

28510 $99.50
28510 OR-3 $69.00
Rock IVI 1400S $89.50
Rock IVI-TRL $125.00
Apco "MIAMI" $199.00
Apco BC-65L (PB) $249.50
Bev-O-Matic $149.50

**HANDLE**

**SEEBURG**

45CD-210 Ico $125.00
Rowe L1000 $395.00
Apco MISS-D $159.00
Cole-Spa CD-1620 $69.50

**SHAFER FAMILY MUSIC COMPANY**

849 North High St.
54 BILLBOARD
Columbus 15, Ohio
Phone: (614) 294-6414

2126 East 21st Street
Phone: (614) 241-2651
1889 Central Parkway
Cincinnati (513) 621-6310
TODAY'S BIGGEST PACKAGE OF EARNING POWER!

Seeburg Little LP Album Stereo Record

Every package includes a full-color album cover, 3 miniatures, 5 title strips...and the unsurpassed album stereo record originated by Seeburg for high-profit 50¢ play. There are 420 of these records, on 45 labels, in the newest Seeburg Catalog.

And more coming every day.

POP VOCAL/INSTRUMENTAL

TONY BENNETT
This Is All I Ask
COLUMBIA

FATS DOMINO
Here Comes Fats Domino
ABC-PARAMOUNT

FRANK SINATRA/COUNT BASIE
Sinatra—Basie
REPRISE

BARBRA STREISAND
The Barbra Streisand Album
COLUMBIA

JACKIE GLEASON
Champagne, Candelight and Kisses
CAPITOL

ANDY WILLIAMS
Mainliner
COLUMBIA

FRANK SINATRA
The Great Years
COLUMBIA

HUGO & LUIGI CHORUS
The Cascading Voices of the Hugo & Luigi Chorus
RCA VICTOR

GUY LOMBARDO
The Best Songs Are The Old Songs
DECCA

EDDIE LAYTON/BUSBY MORROW
All-Time Dance Favorites
MERCURY

JAZZ/RHYTHM & BLUES

JONAH JONES
Jazz Battle
CAPITOL

STAN GETZ/CHARLIE BYRD
Jazz Samba
VERVE

RAY CHARLES
Ingredients in a Recipe for Soul
ABC-PARAMOUNT

BILLIE HOLIDAY
Lazy in Satin
COLUMBIA

STAN KENTON
Adventures in Jazz
CAPITOL

B. B. KING
Mr. Blue
ABC-PARAMOUNT

MILES DAVIS
Miles Davis at Carnegie Hall
COLUMBIA

PETE FONTAINE
Plenty of Pets
COLUMBIA

ZOOT SIMS
Down Home
COLUMBIA

COUNT BASIE
This Time By Basie
REPRISE

FOLK/COUNTRY & WESTERN

RED FOYLE
The Red Foley Show
DECCA

EDDY ARNOLD
Let's Make Memories Tonight
RCA VICTOR

WANDA JACKSON
Wonderful Wanda
CAPITOL

RAPP KAMME
Bob Andy Don Westers
KING

PETER, PAUL, AND MARY
Mornin'
WARNER BROS.

KATY WELLS
The Katy Wells Story
DECCA

MARTY ROBBINS
Devil Woman
COLUMBIA

ERNEST TUBB AND HIS TEXAS TROUBADORS
Golden Favorites
DECCA

PATSY CLINE
Paty Cline's Golden Hits
EVEREST

KATY WELLS
Kitty's Choice
DECCA

www.americanradiohistory.com
Billboard
Photo Gallery
OF NEWSMAKERS

CONTRACT RENEWAL.
Andre Kostelanetz, one of Columbia Record's all-
time best selling artists, signs long-term new contract in presence of firm President Goddard Lie-
berson.

GRECO WITH PRINCESS: Epic Record's Buddy Greco was honored by royal command performance recently, after which he spoke with Princess Margaret Rose. Lord Snow-
den is seen in background.

MEETING THE PRESST: British Decca chairman Sir Edward Lewis (right) personally greets mem-
ers of press at opening of new, luxurious prem-
tises in London. Left is promotion manager Tony Hall.

LEONETTI LUNCHEON: RCA Victor artist Tommy Leonetti is hosted by the label at Gotham res-
taurant. Shown here are Victor's new pop act Vice-President Steve Shales (second from left), Tommy, and Ellie Moore and Johnny Dark, both of WMCA.

EPIC MEETS STRATAVIS: Recent acquisition of Epic Records is Greek orches-
stra leader George Stratis (left). At signing were Sol Rabinowitz, Ettore Strata and (seated) Epic General Manager Len Levy.

BACKSTAGE at National Press Club in Washing-
ton, at annual Press Club event sponsored by BMI, are (left to right) Kathy Keegan, Dave Brubeck, the Clancy Brothers, Tommy Makem and BMI public relations director Russ Sandek.

BEHIND EVERY GREAT ARTIST: Hollywood party honoring Tenne-
ssee Ernie Ford, Ernie chatted with (left to right) Mike Travis (com-
poser of "16 Tons"), Cliffie Stone (who dis-
covered Ernie), and Cap-
tol's Lee Gillette, pro-
ducer of Ernie's LP's, in-
cluding "Hym
which has become
the largest selling album
ever produced
by a Capitol artist.

BENNETT GETS DOODSON LAND-
SCAPE: On opening night of Tony Bennett's engagement at the Cherry Hill in Camden, N. J., Billboard staff artist Jerry Dodson presented him with a watercolor of San Fran-
cisco landscape. The work was commissioned by Billboard.

ANOTHER ROLF HARRIS HIT!
"Lost Little Boy"
5-9611