**Editorial**

**FTC Issues Historic Decision**

The ruling by Federal Trade Commission examiner Donald R. Moore absolving CBS and the Columbia Record Club of allegations of monopoly and unfair practices can only be termed a historic decision. (See separate story)

No other case in the history of the record industry engendered such violent passions; nor did any other case reflect the industry's changing market patterns and growing pains.

Fortunately, much of the early bitterness has subsided; for in many ways Columbia Records—apart from its club operations—has proved to be a stabilizing influence. The company, having, during a period of chaotic industry growth, exhibited leadership and responsibility.

As for the Columbia Club, it is fair to state that an exhaustive examination by the Federal Trade Commission (Continued on page 5)

**MOA Conclave Big Success; Miller Retires**

By NICK BIRO

CHICAGO—Music Operators of America stood on what Managing Director Fred Granger termed as the "crest of a wave," but it was the end of the road for an "MOA Skipper" who had steered the association through many years of troubled waters.

George Miller, one of the founders of MOA in 1950, president and managing director of the association for 12 subsequent years and most recently legislative and insurance counsel, heard his retirement announced with emotional series of tributes.

Miller originally tendered his resignation to the association in mid-August, but it remained for MOA Board Chairman J. Harry Snodgrass to announce it during last Thursday (15) morning's general meeting.

**Cites Health**

Miller cited poor health as his reason for stepping down. The longtime MOA chief underwent lung surgery early this year and indicated that additional treatment would probably be needed.

Miller's retirement came at a... (Continued on page 55)

**FTC Examiner Rules for Columbia Club**

**Commissions**

**New Policy: Courtesy for Curtness**

By MIKE GROSS

NEW YORK—Although the record business is still a highly competitive industry, many disk companies are beginning to assume a friendlier attitude toward each other. It will be especially noticeable this coming season as a number of artists start cross selling or from their home disk base to other labels for special assignments.

Traders are already referring to this artists' crossover phenomenon as the "courtesy game" in that the company which puts its artist on last gets a "courtesy of..." credit on the rival label. There was a time, however, when record companies refused to extend such "courtesy" to each other and held on to their artists with an unyielding grip.

Decca Records' firm hold on Ethel Merman over a decade ago remains a classic example of such rigidity. RCA Victor had the original Broadway cast album of "Despereaux" but was unable to give credit to Ethel Merman's recording.

**ABC-Paramount's Dealer Plan a New Policy**

NEW YORK — ABC-Paramount's trial attempt to restore the traditional record dealer to a major role in the record retailing picture is now established policy.

Two months ago, the label's wholly owned classical subsidiary, Westminster, offered dealers a special discount on Handel's "Rodelinda" in a program which allowed dealers to sell the three-record set listing for $14.94 at $8.94. Westminster distributors, too, were offered a discount.

Purpose of these discounts was to enable the dealer to compete effectively with rack jobbers and record clubs.

**Conferences**

**Liberty is Hot!**

Here are 5 big reasons:

1. **Open Up!**
2. **Walk Don't Run!**
3. **Beach Party!**
4. **Go Back to the Future!**
5. **Don't Miss the Beatle Mania!**
SKEETER DAVIS
"What Am I Gonna Do with You"
\textsuperscript{/w} “Don’t Let Me Stand in Your Way”
\#8450

LORNE GREENE
"Ringo"
\textsuperscript{/w} “Bonanza”
\#8444
Both sides from Lorne’s latest album, “Welcome to the Ponderosa” LPM/LSP-2843

NEIL SEDAKA
“I Hope He Breaks Your Heart”
\textsuperscript{/w} “Too Late”
\#8453

3 Big Names...3 Big New Singles on RCA VICTOR
@ The most trusted name in sound
Barclay Tells of Expansion; Hopeful of Industrty Growth

NEW YORK—Eddie Barclay, whose Paris-based Barclay Records has the largest French pop- ballad catalogue in existence, recently took two weeks to tell of his expanding operations, how his firm could serve U. S. music interest better than ever before, and to document changing customs practices in the Common Market that portend growing opportunities for the international music industry. He returned to Paris after meeting with inside diskmen for a week.

Common Market Progress

"The time has come when the Common Market existed in name only," Barclay said. "But now customs barriers and war financing are broken. How many, many years, are commodity exchanges going to be tolerated?" he added.

"I'm happy to note that by the end of 1965, there will be an end to customs between countries in the Common Market. It is, in effect, a virtual practical interchange of merchandise between countries that will make it possible to move goods between countries in Europe, not just in France alone."

Victor Dept. Moved Up

NEW YORK — RCA Victor public affairs department has been upped to division staff level. The change was announced by Herb Helman, who now will report directly to the division's area of the company. It previously was responsible to the vice president of advertising.

The move, according to Harry E. Jenkins, head of the press department, changes the over-all function of the record division to "a PR department an imaginative arm of marketing, he said, "one that has proper responsibility and authority to our company in conveying our point of view to our consumer public—Reportinmg to Helman in the press department are press administrators Elliot Horne (pop), Sam Myers (classical) and Greidn Landon (West Coast). Staff writer is Tom Brennan.

Everest to Reissue Tape

HOLLYWOOD—Everest has retrieved all its tapes from Alfa Records, which is also an Everest product, and is re-releasing them slowly.

Everest had won an injunction against Alfa in May for its attempt to extract breaches which gave owner Bernie Solomon the right to re-release the product.

Solomon, who is currently listing all the company's tapes in the tape line, which includes pop and classical packages, said there were 87,960 copies of the two by Gloria Lynn and Patsy Cline and one by the Manhattan Transfer.

The company estimates its tape catalog exceeds 10,000 titles. Single pack price is $7.50, all three for $19.50. There are 14 twin packs in the catalog.

NARAS Sets Parley Oct. 20

NEW YORK — The National Academy of Recording Arts & Sciences (NARAS) will hold its annual meeting Oct. 20 at the Sheraton Park Studio in New York. The speakers will be Dave Rothfield, record manager of Korvettes, Gene Breis-...
ASCAP, BMI Mark Issuing of Stamp Honoring American Music

NEW YORK—The special music stamp honoring American Music, the first in history, was commemorated last week by special luncheons held by the American Society of Authors & Publishers (ASCAP) and Broadcast Music, Inc. (BMI). The first 500,000 stamps were issued officially on October 5. ASCAP, which tied in the issuance of the stamp with its 50th anniversary celebration, held its event at Luchow's. ASCAP President Ralph W. Nicholson, and Robert K. Christienberg, president of the National Association of Broadcasters, spoke briefly on American music history and the Post Office's series of cultural stamp issues.

Also present at the Washington luncheon were composers William Schuman, Ulysses Kay, Howard Greenfield, Jerry Bock, Frank Lawin, Sheldon Harris, Edwin Arnold and Eddie Heywood, and BMI Vice-President Robert Sover, BMI's director of contemporary music Oliver Danil, and Mrs. Leo Boyer and James Chappell of the Post Office Department.

The stamp, designed by American artist Bradbury Thompson features a bust of Colonial times, with the Great Plains

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FTC IS FEELING WAY ON FALSE AD CHARGES

WASHINGTON—Spokesman for the Federal Trade Commission here wants it made clear that he has no intention of allowing a record retailing operation to charge the commission for advertising in local stores of the Los Angeles area is under way, according to sources. Sources say the FTC is being asked to look into the matter. As reported in Billboard (Oct. 17), Howard Judkins, Garden Grove record wholesaler and president of the National Association of Retail Record Dealers, has complained to the FTC about deceptive advertising in 12 area stores, principally discount outlets.

The Commission here says all complaints are looked into, but states that there has been a definite practice of clippings of the advertising sent in by NARL President Judkins. Sources say the FTC says they do not know at this point if the Commission would ever have jurisdiction over the wild advertising cited in Judkins' complaint, or if the charges are well founded. The Commission has not at this time any plans to send any investigator out to those stores.

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Sam's Jazz Stores Open San Fernando Valley Outlet

PACOIMA, Calif. — Sam's jazz chain has opened its first San Fernando Valley store at 13498 Van Nuys Boulevard. Main location is George Stanford, president of the chain's Compton, Calif. store.

The new location covers 2,000 square feet and is operated by General Manager Ralph Kaffell and Jack Lewerke.

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Liberty Label Issuing Its Local Prod'ct

LONDON—Liberty has started an unexpected program of issuing local product. From publisher Dick James—he handles the Beatles' music, of course—Liberty has bought the master of a disk made by a new Manchester group, the Stylist.

The record, "Hey, Over Hoots," will be issued here next week. The Stylists, a British record to go out here on the Liberty label, will be released in the U.S. next week. Hoots such disks are expected.

Following "Hey, Over Hoots," Ben Lieben's visit earlier this month, Liberty has become active on the British scene. At the weekend [21] the company brings in Dickie D'shannon to record, undertake promotional appearances, and discuss a tour with promoter Tito Burns.

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DGG Names Six 'Indies' to Handle Catalog on Polydor

NEW YORK—Deutsche Grammophon has appointed six independent distributors to handle its major catalog on the Polydor label.

While a certain part of the Polydor catalog is, and will continue to be released by various U.S. labels as in the past (MGM, Decca, London, Mercury, Kapp, Atlantic, Fietsa, Universe), there remains still a large repertoire for distribution in the original German jacket under the Polydor label.

According to Claus Petermann, who heads the Deutsche Grammophon Division of Simon Petermann, the new distributors will not only supply records but also do promotion for German musicians but will also make the product available to all major retail outlets. There are 2,500 items in the label's program.

The distributors are: German New Company, New York, who will cover the Eastern seaboard; Artscan, Cleveland, Ohio; Gerd Skolmar, Chicago, Midwest; Artists, St. Louis, South and Southwest; West Toronto Record Sales, Toronto, Eastern Canada, and Todd Distributors, Vancouver, Western Canada.

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Correction

NEW YORK—The cover picture for Billboard's Record Retailing Today, which was distributed with last week's edition, was furnished by Sol Gitler of Mercs Enterprises, Garden City, N.Y. The photo was taken in Long Island's Floyd Bennett Shopping Center. Credit was inadvertently omitted. Also in that edition, the retail share of market of discount and department stores appeared as .8 per cent, due to a typographical error. The correct figure is .85 per cent.
LET'S
GET WITH THE RINGLEADERS
RINGING UP AMAZING SALES
FROM COAST TO COAST!
FROM COLUMBIA RECORDS

EYDIE GORME & THE TRIO LOS PANCHOS
GREAT LOVE SONGS IN SPANISH
CL 2203/C5 9003*

RAY CONNIFF AND THE SINGERS
INVISIBLE TEARS
CL 2261/C5 9064*

AMOR

THE COMMAND PERFORMANCE!
LES & LARRY ELGART PLAY
THE GREAT DANCE HITS
CL 2221/C5 9021*

MORE BIG FOLK HITS
THE BROTHERS FOUR
CL 2213/C5 9013*

EVERYBODY KNOWS
STEVE LAWRENCE
CL 2227/C5 9027*

ROBERT GOULET WITHOUT YOU
CL 2200/C5 9000*

ROBERT HORTON

Copyrighted material
newspaper article...
announces the biggest promotion of the year

THE BEACH BOYS BLAST!

"THE BEACH BOYS CONCERT" — THEIR NEWEST HIT ALBUM — AND AN EXCLUSIVE BEACH BOYS FAN MAGAZINE GIVE-AWAY!

Now you can offer the newest Beach Boys album (and all their albums!) each with a free copy of Teen Set magazine!

Teen Set is a quality magazine. The first issue featuring 36 pages of Beach Boys info and pics. It's a natural!

And with this promotion there's real support — nationally! Display! Special jackets and browsers, streamers, ad mats, "take-one" pads. Along with top advertising and merchandising help! It's the biggest promotion of the year — with and for CRDC and its customers.

TOP 40 RADIO ADVERTISING PROFITS AND PROTECTION! CHECK THESE BEST SELLERS ALL BEACH BOYS PURCHASES — UP TO 25 ALBUMS OF EACH TITLE (MONO AND STEREO) — ELIGIBLE FOR EXCHANGE UNDER CRDC CONTROLLED 100% EXCHANGE TERMS!

BEACH BOYS CONCERT ALBUM (S) TAO-2198  SURFIN' SAFARI (D) T-1808  SURFIN' U.S.A. (S) T-1890  SHUT DOWN, VOL. I (D) T-1918  SURFER GIRL (S) T-1981  LITTLE DEUCE COUPE (S) T-1998  SHUT DOWN, VOL. II (S) T-2027  ALL SUMMER LONG (S) T-2110  BEACH BOYS SONG BOOK (S) T-2156  BEACH BOYS CHRISTMAS ALBUM (S) T-2164

GET IN TOUCH WITH YOUR CRDC REP NOW!
Columbia Record Club Exonerated

*Continued from page 1*

However, Examiner Moore did some worrying over possible antitrust aspects in the exclusive aspects of the licensing. Outside label product is barred from use by other clubs or mail-order houses for duration of the contracts, with certain exceptions. The FTC examiner decided, on the basis of contracts studied, and on the basis of law and court precedent, that the outside label deals are permissible form of "ancillary restraint.

Must Pass Tests

The so-called ancillary or subsidiary and lesser antitrust activ-
ity is permissible if it can pass three tests:

1. The restraint must be necessary to protect a legitimate interest; it must not impose hardship on the licensed company.
2. The benefits of the contract must outweigh the hardship imposed on the licensed company.
3. The restraint must not substantially reduce competition.

In brief, when a manufacturer, distributor, dealer or club performs a valid service, he will prosper.

The club picture, we project, will grow more competitive than ever. RCA Victor has at this point refused to turn over to the FTC, as it has to the FCA, a copy of its contract with Columbia Club. The Capitol Club has already made a new test.

It is to be expected that the total club advertising will make the public more record-conscious, and the benefit of retailers, distributors, songwriters and publishers.

Columbia, which long ago was the winner of the antitrust suit, is now challenging the FTC's decision to allow the club business, which has been going on for some time. The FTC's decision is based on a finding that the Columbia Club arrangement is not an antitrust violation.

The FTC has ruled that the Columbia Club's arrangement is not a violation of the antitrust laws because it is necessary to protect the legitimate interest of the public, which is to have a competitive and diverse music market.

If the FTC's decision stands, it could lead to a flood of similar arrangements by other record companies, which would have a detrimental effect on the music market.

**Policy: Courtesy for Curtiss**

*Continued from page 1*

James Darro, courtesy of Columbia's Record Club, has written the Review of Dot, and Joanie Sommers, courtesy of Warner Bros., has written the Review of Columbia's Racing.
This company discovered this girl then released this LP. Then discovered her. Now, here's 's newest LP for.

Now the will discover her!
Cannonball Adderley Aims Sax at Record Market

HOLLYWOOD — Julian (Cannonball) Adderley, a new jazz pactee with Capitol, is married to the recording cat. The influential saxophonist, who has disk affilation is his first opportunity to fully exploit large groups and strong musicians.

Convinced that jazzmen now have a chance to launch their own recordings in the rising market for jazz, Adderley is presently working on a 10-week tour with his quintet, which includes the leader and his three brothers, Henry, Nat and Elvin.

In Britain, where Adderley has already achieved major success, he has released three albums, including two of his own compositions, "No Compliments" and "Changes," and a third, "The Time," which features his version of the time and change theme.

In the U.S., Adderley is working on a 10-week tour that includes performances at major jazz venues in Los Angeles, San Francisco, Chicago, and New York. He is also scheduled to appear at the Monterey Jazz Festival and the Newport Jazz Festival.

Adderley finds "too much conformity within the jazz ranks." He believes there's "not too many people thinking for themselves.

If a man has the conviction to play his own style, he's looked upon as a giant," he notes. Citing John Coltrane as an individual who evolved his own style only to be "put down by the critics," Adderley says Coltrane "knew he was saying something so he kept on playing."

"We're all a whole host of imitators and suddenly the critics began recognizing him as the innovator," Adderley remarked.

"I've heard he saw any result to the merger of avant-garde players," Adderley said. "Musicians are busy analyzing themselves. They use them to enjoy themselves on the stage and this would carry over to our audience."

"Now jazzmen are injecting "degenerate considerations" into their style. "It's morally wrong to expect people to pay for satisfying your ego," Adderley said with conviction.

The cradle leader said he prefers playing in clubs because of stimulus and contact with an audience. He has earned as much as $5000 for an engagement with his group. He says "I have fun in a club but don't think they should take all music seriously."

"Adderley doesn't believe in the intellectual only approach of avant-garde jazz. Jazz is fun and people should remember this and stop worrying about intellectualizing," said Adderley.

'BaJoU' InBoston

Flash Does Not a Musical Make

BOSTON — If wild hilarity, bejeweled women and dazzling costumes added up to good fortune for the musical "BajoU," the new musical about gypsies in America, then it's the Shubert Theater in Boston for a two-week pre-Broadway tryout, which would be in the cards for a long time. As the Earnest Kenneth (Kenny) Marx and mistress Eileen, and love and looting now stands, it is a bold, flashy canvas as the curtain rises with promise of tingling excitement which quickly descends into routine rather than diocese boys-meet-girls-saga lacking variety with only momentary shades of triumph. Not that Chita Rivera, Nancy Dun-

The Stone’s Gather No Moss: Set For U. S. TV

LONDON — The Rolling Stones have been booked for their "Ed Sullivan Show" debut and an appearance on Jack Good's "The Stuntin" during their U.S. visit at the end of the month. The Honeyscombs were added to the edition of "Shindig" filmed here. The Stones, Gerry and the Pacemakers and Billy J. Kramer have all been signed for an American Electrification.

The Stones will now arrive in New York on Oct. 23 and spend the next two days later before going to Los Angeles to film their contributions to an American beat film being made in Electrification (the process used recently to film Richard Burton's "Hamlet," for screening in U.S. cinema at Christmas).

The group will perform concerts in key American cities before returning to London Nov. 8.

Gerry and the Pacemakers arrive in New York Oct. 18 and spend the following two days filming their "I Wan'na Be Like You" in San Diego (22) and conclude in New York on Nov. 5.

The Honeyscombs — who have scored a transatlantic hit with their first record, "Have I the Right?" — were added to the bill, filming in London last week by Jack Good for "Shindig" which already included the Beatles and Chilla Black.

Bikel Gifted, Honest Artist

Theodore Bikel is an entertainer of considerable talent. He is imaginative, entertaining and talented. Only such a gifted artist can transform the various layers of a city into the immorality of a small recital hall. In this case, the result was a slick arrangement.

Kevi's singing and informal chatter pierces pretentiousness and hiss, and what emerges is a performance by an honest, outspoken artist, afraid of harassment, championing causes, popular and unpopular.

They are not only in the language of

Signings

Epic Records has signed the Negro gospel singing family, the Statler Brothers. Bobs, a former gospel showman, while he

PEOPLE AND PLACES

By MIKE CROSS

In conjunction with the showing of Harold Rome's paintings at the Marble Arch Gallery in New York (Nov. 9-10), Columbia Records is issuing an LP, "Harold Rome's Gallery," which is played over as well as reproduced in the paintings... Barbi Logan, head of Motown, and the Supremes, returned to the U.S. from Belgium last week... George Goldner has sold George's Records to the five London-based shops... Mary Wells, new 20th Century-Fox artist, is currently on tour in England, where she is performing at several theaters. Her first single, featured daily on WNEW-TV, is readying a special songbook for kids based on songs he's collected over the years... Johnny Carson, who has recently received a 50th birthday, will appear on the Don Shure and Don Dillard show. Donna Fuller makes her New York night club debut at the Living Room Nov. 4.

The Rolling Stones will be presented in concert by Sid Bernstein at New York's Academy of Music on Oct. 24. Bernstein will also present the Beatles in London and Paris at the Olympia, Munich, Brussels, Madrid, Rome, Barcelona, Athens, and other cities of England with the Ihey Brothers... The Chappell Gallery in Greenwich Village has started a series of jazz music on Mondays... Suzanne Osborne, Billboard, appears in the Phoenix-theater's production of "Dr. Faustus..." Writer-publisher Eddie White is working on a film, "The Good Way," a comedy by Ben Staller (not the music business attorney), scheduled for a Broadway opening on Jan. 13... Louis Benigni, manager of Billy Eckstine's Count Basie, has changed his view on new producers and new writers, and is investigating various properties in a move to stimulate long-range activity for the firm.

Billboard, October 24, 1964
This is the newest Liberty Premier Series LP. It’s the finest one ever.

This is the Premier Series catalog. We have a special program on it!!

And this is the newest Felix Slatkin LP. It’s his very best.
American Arts

Bobbie Smith

"GOTTA GIVE
HER LOVE"*.

Presenting the exciting new
R & B/Pop Smash

"GOTTA GIVE
HER LOVE"
by
The
Volumes
American Arts Record #6

DJ's—You're asked for it—
It's a one sided Hit

"WALK ON INTO MY HEART"
by
Bobbie
Smith
American Arts Record #2

Initial DJ Reaction
and Chart Picks

"SAY YOU
WILL"
by
Margo
and
The
Marvettes
American Arts Record #8

Rhythm & Blues

Bikel Gifted, Honest Artist

Continued from page 10

There is a German song that
deals with work camps; there's
the Irish version; when Johnny
Comes Marching Home; there is
a song about living in a camp
entitled "Patience," and there
are Russian, Hungarian, Greek
and Hebrew tunes. There is, too,
"Michael," with which Bikel
does the kind of cross-ethnic
paraphrasing—much to the
audience's delight.

There are anecdotes in
between which give the program
continuity and pace. And in the
case of the foreign language
songs, there is a simple transla-
tion, which the singer frequently
admits is general and "loss in
translation."

Throughout the evening one
hears the voice of a man who
loves freedom. Bikel is a
majority of one that will not
be quelled.

Bikel records on the Elektra
label. His newest album, just
being released — is Theodore
Bikel Sings Yiddish Theater and
Folk Songs.

ROBERT SOBEL

Flash Does Not
A Musical Make

Continued from page 10

seem to have little to do with
the story and love scenes, leav-
ing the audience merely frus-
trated. Miss Rivers is a rather
exciting, but grossly monosyn-
topic with the similarity of her
dance and the monotone of her
stage character. Bernardi, as the
King of the gypsies, places his
role with a comic touch and
exudes a good musical turn in the
process. Miss Dussault is a
clever comedienne and sings
well, but her role of the an-
thropological student living
with a tribe of gypsies to
create a thesis makes her seem a
bit foolish at times. Ruzz, who
understood Richard Burton in
"Hamlet," is a fine masculine
lead. When given a couple of
songs, falls completely.

The musical score seems a
bit frenetic, as though it were
being driven to get it over with,
and a bit hodgepodge, at that.
There are songs such as "Mint It
He Love," "Words, Words," "Where
Is the Tribe for Me?" and "Love is
a Chance," might work out as
singles with the right artists.
The dancers keep the show
going, but there seems to be
little diversification in the
hustling, heel-stamping style of
gypsy dances. Oliver Smith has
done some sets that are charac-
teristic and necessary tawdry, but
he does put his own wit and
wit into it in the Gugenheim
Museum. Besides all that, near-or
stage scenes and choreography,
"Ba-
jour" at the moment is overlong
and lacks real distinction in its
treatment of an unusual theme
that doesn't appear to have much
greater possibilities.

CAMERON DEWAR

Joins Marnel

BALTIMORE — Dick McGlynn,
formally of General Distrib-
uition here, has joined the sales
tele for Marnel Records in the
Land. He will report to George
Upham, sales manager, and
cover Virginia and the District
of Columbia.
PROUDLY PRESENTS

MARY WELLS
NOW EXCLUSIVE 20th CENTURY-FOX RECORDING ARTIST

FIRST HIT RELEASE
FOX 544
AIN'T IT THE TRUTH
B/W
STOP TAKING ME FOR GRANTED

DIVERSIFIED ARTISTS CORPORATION
161 W. 54th St.
New York, N. Y.
COLUMBIA SALUTES ITS PRESIDENT—RECORD TWO LP'S BY LIEBERSON

NEW YORK—Goddard Lieberson, president of Columbia Records, is marking his anniversary on his musical compositions. He's currently represented as a composer by Columbia, which has two LPs marking a switch in his career as a composer and many of his early compositions were written for contemporary classical composers.

The breakthrough for records Lieberson came via the Gallerie-Quiet which his debut LP, titled "Music," recorded his own works made possible by the departmen of the most dynamic forces in today's classical market. Lieberson started his career at Columbia 25 years ago as an associate producer in the masterworks department. Thanks to Lieberson, Columbia has a monumental list of works by Stravinsky, Schoenberg, Weber, Copland, Menotti, Thomson, Berg, Bartók and other 20th century giants, and he's now repertoire by Lieberson. There is also a new Lieberson, which is a new and updated version of his previous work.

COMES FROM BUDAPEST

MOTHER RECEIVES BUST OF LANZA

NEW YORK—A Hungarian-made bust of the late Mario Lanza, which finally reached his mother. The bust of the late singer was sent to Italy on the occasion of her son's death. (Oct. 7) at a Sons of Italy Ball in Philadelphia.

Mercury Adds 2 LP's to Great Music Series; Total 26

NEW YORK—Mercury Records is making a strong effort to solve the abundance problem that faces classical record dealers, and the one that is expected to confront every manufacturer with its "Great Music" series. Mercury has three segments, "Music of the Baroque Era" and "Music of the Classical Era." Mercury "Great Music" series now totals 26, records.

The series now covers Baroque, Classical, Romantic, Russian and French categories, with 124 selections and 46 composers represented.

Mercury has instituted a special promotion month that features extra discounts, trade and consumer advertising, store displays, and point-of-sale materials for building sales and creating gift business.

Bernard R. Brandon, administrative director and national classical division, pointed out that the classical music market is perhaps the most competitive area in the business, largely because the classical listener is the most conservative.

The sale of compact discs is recorded over and over, with new readings almost automatically converting versions into dead stock. Mercury is trying to help its customers by meeting its catalog of successful standbys, that they remain among the favorite versions in the long run.

The "Great Music" records feature hit-long programs and Brandon figures that the expanded playing time has meant a considerable saving in money, often of equivalent cost, to the records for the price of one. In addition, he offers uninterrupted performance of lengthy works, with an unknown form or similar work on one side. This has been an asset for both radio stations and home users.

The repertory embraces both new releases and repackage best sellers. The recordings originate both in the U.S. and in Europe, many of Mercury's wide international affilia
tions.

Brandon reported that classical sales have increased 700 to 800 per cent in the newer form and that the increased "breakthrough" of the various "Great Music" albums has proved to the dealer that standard classics can be profitable.

The bust was created by Hungarian sculptor, Rose Vil-lame, who has never seen Lanza and whose plan, with him was through the two motion pictures which have been al lowed to be shown in Hungary.

In 1963, members of the Budapest Mario Lanza Memorial Club requested that Miss Vincente Lanza, his son, represented by Columbia's Vintage LP's, to send them to the singer's mother and his children's appreciation for Lanza's films and recordings. After the bust was completed early this year, a long string of arrangements were made to get it to America. An American correspondent in Rome took up the story of the sculpture and wrote to RCA Victor Records, on whose Red Seal label Lanza was recorded. Victor sent arrangements to have the bust flown to the L. S. When the bust arrived in New York, Victor had it photographed for a possible future album cover. After the presentation to his mother, the bust was turned over to the Mario Lanza Memorial Institute where it will be on permanent display.

SOLO INSTRUMENT AND CONCERTI

1. CHOPIN—Waltzes; Rubinstein; RCA Victor LSC 2726 (5), LM 2726 (5).
2. BEETHOVEN—Sonatas (51) for Cello & Piano; Beecham; Columbia LSC 2721 (2), LM 2721 (2).
3. BACH—Two and Three Part Inventions; G. Gould; Columbia MS 6022 (1), LM 6022 (1).
4. BRAHMS—Piano Concerto No. 1; Cliburn; London Symphony Orch. (Bernstein); RCA Victor LSC 2724 (1), LM 2724 (1).
5. BLOCK—Concerto for Violin & Orch.; Menuhin, Phil. Orch. (Ketelbey); Angel S 3092 (1), S 3092 (1).

CHAMBER MUSIC

1. The Helvets-Piatigorsky Concerts: RCA Victor (3-12") LS 2720 (1), LM 2720 (1).
2. BEETHOVEN—Quartets (161) Complete; Budapest Quartet; Columbia M53-546 (1), M53-547 (1).
3. French Organ Masterpieces of the 17th and 18th Centuries; Frolinger; Non Esch H 71020 (5), H 1020 (5).
4. BRAHMS—Quartet in F; Curzon, Budapest Quartet; Columbia M 3386 (1), M 3386 (1).
5. SCHUBERT—Quintet in C; B. Helletz, Budapest Quartet; Columbia M 4437 (1).
LOVINGLY...

JOYOUSLY...

CONSISTENTLY...

JERRY VALE'S ALBUMS SELL ON COLUMBIA RECORDS

*STEREO
HOT POP SPOTLIGHTS

Single with Top 50 Chart Potential Suitable for Most Radio Station Formats.

JAN AND DEAN — SIDEWALK SURFIN' (Son of Tunes, BMI) (2:18) — Seems we've heard this tune before. It's a remake of "Surfin' USA." Unusual changes make it a little more interesting.

BOBBY VINTON — TELL ME I'M NOT TOO LATE (Tally, BMI) (2:15) — What a hit! A love song with a twist. The melody is catchy and the lyrics are sweet.

JOHNNY RIVERS — MOUNTAIN OF LOVE (Vaughn, BMI) (2:02) — This tune has been around for a while, but it never goes out of style. A classic rock anthem.

MARY WILLS — STOP TAKIN' ME FOR GRANTED (Mama, BMI) (2:23) — Ain't it the truth? A hard-hitting message that everyone can relate to.

GEORGIA GIBBS — I WOULDN'T HAVE IT ANY OTHER WAY (Duchess, BMI) (2:45) — Her music proves you can't keep the "mother of rock 'n' roll" down. She's in the hit groove with this teen-oriented rocker. Good performing as always.


REVIEWED THIS WEEK, 135-LAST WEEK 171

CLAY COLE

"The Clay Cole Show" and "Clay Cole's Open House"

WPIX-TV, New York

PIED PIPER

Hans, Chris & Anderson (Monger, BMI) (2:08) Atco 6318

Each week a program director and/or drama is invited to sit-in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guest panelists vote via special ANTE long-distance telephone hook-up. An opportunity is also given to those in public broadcasting to explain his own or station's "Pick of the Week."

THE MARVELETTES — TOO MANY FISH IN THE SEA (Josefie, BMI) (2:25) — Oranges and good percussion beat up a storm as group swings neatly with the beat. Charged with electricity! Flip: "A Need for Love" (Josefie, BMI) (1:55). Tamla 54105

NEIL SEDAKA — I HOPE HE BREAKS YOUR HEART (Screen Gems-Columbia, BMI) (2:10) — Swingin' Sedaka-styled treatment of up-tempo calypso beat ballad with lyrics that kids should dig. Flip: "Too Late" (Sutter, BMI) (2:15). RCA Victor 4854

RONNY AND THE DAYTONAS — CALIFORNIA BOUND (Backroom, BMI) (2:14) — The boys head for the open road with heavy foot on the gas pedal. Stocko beat, gooey production that has unachieved hit sound reminiscent of "G.T.O." Flip: "Hey Little Girl" (Backroom, BMI) (2:13). Bell 608

CHRISTIE SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

Jerome Powell — Home to Say (Erasson, BMI) (2:24). PARKWAY 927

Henry Jerome & His Orc — The Music Goes Round and Around (See, ASCAP) (2:05). DECCA 2091

The Knights — The Red Hills (Backroom, BMI) (1:56). CAPITOL 1380

Frank Folk — Do the Jerg (Guth, BMI) (2:35). CAPITOL 3580

Rocky Lee — Ski Park — Walking Away (Screen Gems-Columbia, BMI) (2:44). MAR-LY 1924

Neal & The Newcomers — Rockin' Pneumonia (Air, BMI) (2:56). HALL-WAY 1044

The Royal Jive — The Big Jive (Parts 1 & 2) (Evergreen, BMI) (2:25 & 2:15). LOMA 2023

The Five Keys — Sugar (Ascot-Ross, BMI) (2:36). JUWELL 729

The Vultures — Aye Bum (Selcom, BMI) (2:45). SELCOM 181

MIDTOWN ROAD


Greenwoods County Singers — Goin' Back (Palisades, BMI) (2:30). KAPP 63

Bob Summers — Main Theme (Diamonds, ASCAP) (2:20). LIBERTY 5793

Brothers Four — Little Play Soldiers (Little Dutch, BMI) (2:19). COLUMBIA 4274

Jody Miller & Lincoln Mayorga — Look for Small Pleasures (Selcom, ASCAP) (2:18). CAPITOL 2298

SPECIAL SPOTLIGHT WINNERS OF THE WEEK

Singes Review Panel

All singles sent to Billboard is backed by Billboard's Review Panel, and its programming and sales potential is rated within its category of music. Reviewers are presented for Spotlights only. No listing is printed of records receiving a 3 star rating or under.

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BROTHERS FOUR — Little Play Soldiers (Little Dutch, BMI) (2:19). COLUMBIA 4274

JOEY MILLER & LINCOLN MAYORGA — Look for Small Pleasures (Selcom, ASCAP) (2:18). CAPITOL 2298

COUNTRY & WESTERN

EARL SCOTT & FRANK RONNIE — In The Shadow of Those Lonely Eyes (Screen Gems, BMI) (2:30). SOUTHERN 1008

THE RINOS — She's Become His Woman (RCA Victor, BMI) (2:30). RCA 6079

JOEY MILLER & LINCOLN MAYORGA — Look for Small Pleasures (Selcom, ASCAP) (2:18). CAPITOL 2298


PROGRAMMING SPOTLIGHTS

Outstanding singles for radio station programming, but not necessarily Top 5 chart potential.

HOT POP

THE SHADOWS — RHYTHM AND GREENS (Hill & Range, BMI) (2:32) — Rockin' musical with a twist of pop and a hint of the blues.

RAY CARRIERS — THE TIDE (Columbia, BMI) (2:15) — Good treatment of pop. The beat, guitar and arrangements are tight.

PEGGY LEE — TALK TO ME BABY (Commander, ASCAP) (2:46) — This one bounces stylishly along with a little twist.

THE TAMS — SILLY LITTLE GIRL (Lovey, BMI) (2:36) — Smooth offering in same groove as past chart hits.

RHYTHM & BLUES


ABC-Paramount 10601

CRUZ口


THE VALENTINS — Everybody Wants To Fall In Love (Capitol, BMI) (2:40). SAR 135

THE SPINNERS — When I Kissed You (Decca, BMI) (2:30). MOTOWN 1047

JUDY CLAY — Lonesome People Do Feel Good Things (Dunhill, BMI) (2:37). SKEETER 1034

THE BOYALTEENS — He's Gone (Front, BMI) (2:17). MGM 2182

BOBBY FREEMAN — Fever (J. & C. BMI) (2:22). KING 5935

COUNTRY & WESTERN

ELDRED McCULLOCH — I've Done It All Before (Screen Gems, BMI) (2:25). SOUTHERN 1008

THE RINOS — She's Become His Woman (RCA Victor, BMI) (2:30). RCA 6079

JOEY MILLER & LINCOLN MAYORGA — Look for Small Pleasures (Selcom, ASCAP) (2:18). CAPITOL 2298

MACK FIELDS — Swingin' Blues Ball (Columbia, BMI) (2:17). RAMCO 3721

BILLBOARD, October 24, 1964

www.AMERICANRADIOHISTORY.com
This is Bobby Goldsboro-

and here's his new hit:

I DON'T KNOW YOU ANYMORE
BOBBY GOLDSBRO - THE ONE TO WATCH
b/w LITTLE DROPS OF WATER/UA 78/Produced by Jack Gold

United Artists
of course!
<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Number</th>
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<tr>
<td>1</td>
<td>DO WHA' DIDDY DIDDY</td>
<td>Motown Records, ABKCO</td>
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<td>2</td>
<td>1-2-3</td>
<td>Funk Bros.</td>
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<td>3</td>
<td>4 DANCING IN THE STREET</td>
<td>Etta James</td>
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<td>5 9 14 LAST KISS</td>
<td>Ray Charles</td>
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<td>5</td>
<td>6 9 WE'LL SING IN THE SUNSHINE</td>
<td>Aretha Franklin, RCA</td>
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<td>1 3 I OH PRETTY WOMAN</td>
<td>Ray Charles, Chess</td>
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<td>7</td>
<td>12 26 51 BABY LOVE</td>
<td>Atlantic, Motown</td>
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<td>8</td>
<td>10 14 22 LET IT RUN</td>
<td>Bob &amp; Earl, Imperial</td>
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<td>9</td>
<td>11 16 WHEN I GROW UP TO BE A MAN</td>
<td>King Curtis, RCA</td>
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<td>19 9 6 G.T.O.</td>
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<td>41 51 I DON'T WANT TO SEE TOMORROW</td>
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<td>56 66 81 YOU REALLY GOT ME</td>
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<td>13</td>
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<td>44 47 59 ALL CRIED OUT</td>
<td>Harvey, ABC</td>
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<td>15</td>
<td>46 35 46 THAT'S WHAT LOVE IS MADE OF</td>
<td>ABC, United Artists</td>
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<td>16</td>
<td>45 45 50 FUNNY GIRL</td>
<td>Capitol, Columbia</td>
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<td>17</td>
<td>68 --- IS IT TRUE</td>
<td>ABC, United Artists</td>
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<td>18</td>
<td>52 56 64 TEEN BEAT</td>
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<td>54 62 73 BABY BE MINE</td>
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<td>17 18 18 MATCHBOX</td>
<td>ABC, United Artists</td>
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<td>25</td>
<td>73 88 ASK ME</td>
<td>ABC, United Artists</td>
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<td>26</td>
<td>60 63 74 SMACK DAD IN THE MIDDLE</td>
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<td>27</td>
<td>69 40 I DON'T WANT TO SEE YOU AGAIN</td>
<td>ABC, United Artists</td>
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<td>28 31 35 ON THE STREETS WHERE YOU LIVE</td>
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<td>30 39 41 SOFTLY AS I LEAVE YOU</td>
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<td>32 32 42 BABY DON'T YOU DO IT</td>
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<td>32</td>
<td>47 76 AIN'T THAT LOVING YOU</td>
<td>ABC, United Artists</td>
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**HOT 100—A TO Z**

**PUBLISHER-LICENSEE**

**BUBBLING UNDER THE HOT 100**

Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.
His biggest hit!

JOHNNY TILLOTSON

She Understands Me

K-13284
Six Nations Combine for Six Pop Concert Simulcasts

By ANDRE de VEKEY

LONDON — Six radio pop concert simulcasts by Norway, Sweden, Germany, Holland, Belgium and Britain for simultaneous listening in six countries last week is turning into a regular event as each concert will be performed by artists from each of the six, backed by a staff of the host country.

The object, says the British Broadcasting Corporation, is to create an interchange of popular entertainment by radio formats within the "Nordland" area — the countries bordering the North Sea.

Norway presented the first simulcast, live via the Norwegian star violinist and folk music specialist Sigfune Bernhoft Osa (playing the old Norwegian "Hurtlingfele" fiddle) and pop singer Wenche Myhre represented Norway; the Hooptamany Singers took time of from college finals to play for Sweden; Renee Frankie sang for Germany; the English songstress Jane and the two Norwegian pop bands are scheduled for next week;

and "Hurtlingfele" fiddle) and pop singer Wenche Myhre represented Norway; the Hooptamany Singers took time of from college finals to play for Sweden; Renee Frankie sang for Germany; the English songstress Jane and the two Norwegian pop bands are scheduled for next week;

and Mark Wynter represented Britain; Holland came harmonica and guitar man Toto Thelen.

This "Euro-radio"-type program will give artists on each program an unprecedented exposure, providing an exposure that could have been the envy of the networks in Europe, could help develop more International Broadcasting.

The International Broadcasting for Six Countries, although the process of planning for the simulcasts has been officially on for several years, was officially under way for the first time in June, when a meeting of all the broadcasting societies in Canada and the United States. Thomson has set lofty goals for the project, with the over-all goal being the creation of a new chapter in the history of the entire radio and television profession. In conjunction with this, IBS has set up an extensive program exchange between the six countries, including the establishment of an International Radio Library for historically interesting programs.

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We just hitched our wagon to another star.

Now hear the Great Lloyd Price on Monument.

"I love you" (I just love you) bw "Don't Cry"

monument is artistry
WHN 'Sound of New York' Brings More N. Y. Sounds

WHN, the 50-watt Storer outlet in New York, made a few fine points the other day for the argument that New York is a great town to live in as well as visit.

Sunday, a week ago, WHN broadcast a 60-minute special entitled 'The Sound of New York.' Audience reaction was so warm and enthusiastic that the station decided to repeat the show Monday morning (Oct. 12).

The listener was given a tour by sound of the great city by night and by day. The vehicle was primarily music, but producer John Grimes embellished the trip with shortie on-the-spot interviews with the myriad of people who make up the city.

Following closely on the heels of an instrumental version of "China Town, My China Town," came an interview with a China-town curio shopowner. Coupled with the strains of "East Side, West Side," was a talk with a boat captain whose commission is taking thousands of visitors daily to and from the Statue of Liberty.

Grimes also took the tape recorder on a tour bus ride spotlighting the people and the places.

Help Grid Fans

DES MOINES — KCBC radio is featuring an on-the-air exchange of tickets to Iowa, Iowa State and Drake College football games. A listener with tickets to sell or one wanting to buy tickets for a particular game can call the station nearly up to game time and KCBC staff members sell the tickets which are put in touch with each other.

and all. Also included in Part I was the timely "Autumn in New York" as sung by Frank Sinatra and an audio ride on the Central Park Carousel.

The various bits were neatly tied together by good scripting and the Jolli-good hosting of WHN morning Man Lonnie Starr. Greatest line in the show was the aside made by Starr after the interview with a Tiffany salesman was played in which he said that the famous Tiffany Diamond was available for a price in excess of $500,000. Remarked Starr: "Anyone got change for a half a million?"

Part II, Gotham at Night, got off to a swinging start with a big production number. The tour took in Broadway and an accompanying musical medley from "Pajama Girl." Clever and tight tape editing produced a rapid-fire idea exchange between a representative from Birdland and his counterpart at Lincoln Center. Of course, both were recorded at different times. Grimes established a pointedly coincidental interest relationship between the two gentlemen.

Other stand-out features of the program was the voice of Richard Rodgers discussing the song "Manhattan" which he wrote with Lorenz Hart. In addition to the playing of the "Manhattan," excerpts from Robert Goulet's Columbia album, "Manhattan Towers" and "New York My Home" with vocal by Goulet were played.

The special closed with a rousing choral offering using the lyrics to "New York, New York, is a Hell-a Town." That it is and WHN made it even more so.

GIL FAGGEN

New Project For WTFM

FRESH MEADOWS, N.Y.—One of the nation's pioneers in stereo broadcasting is full-time FM stereo station WTM in studios not far from the site of the World's Fair. The station is now pioneering in another most important programming area, news.

WTFM, now has a five-man news staff, a two-way radio equipped mobile unit, and its own shortwave monitoring equipment to add to the national and international news wire services.

The station's programming includes five minutes of news every hour, and 15 minutes of news at 6 p.m., with world news roundups on Sundays from noon to 12:30 p.m. WTM's morning program from 6:05-9 a.m. has been dubbed "Information" and includes local and national reporting, topical conversation, international commentary, stock reports, United Nations reports, sports, traffic and weather. Hosting "Information" is Don Russell, Peabody Award-winning commentator.

David H. Pelinger, vice-president and general manager, said, "That FM known for its quality broadcasting must, with the large increase of FM receivers (especially in auto—which will be equipped with FM radios as optional equipment in 1965 models) demand a news format comparable to the distinction of its music programming."

Correction

In the Oct. 3 issue of Billboard, Ken Dowe was listed in a photograph as program director of KLIF, Dallas, John Bord- ers is KLIF program director.

THE THRILLS OF THE MIDWAY have not completely deserted the city of Moose Jaw, Sask., with the passing of summer. The manager of a local drive-in restaurant, in co-operation with CHAB Radio, planned a thrilling ride for the kiddies, using nothing more than a bit of mesh fencing, several auto seat belts, and a husky scoot shovel borrowed from a local farm equipment distributor. Dubbed "The Rocket," CHAB gives free rides each day on the machine that can be turned around, raised to a height of 12 feet, dropped with varying degrees of suddenness, and even turned completely upside down. While the kids are in school CHAB deejays such as Tony Bast try the bit with Roy Blenkinsop, manager of the A & W drive-in, at the controls.
NEW YORK—WINS, the 50,000-watt Westhouse Broadcasting Company (Group W) station, honored its 40th anniversary at the World's Fair last Saturday with exhibits illustrating major WINS festivities at the Coca-Cola Company Pavilion. The AMF Monorail and the Transportation and Travel Pavilion. The full day's events included the appearance of record and show business stars, parades—improvised and planned—and band concerts. WINS personalities, Ed Hider, Johnny Holliday, Jack Lacy, Pete (Mad Daddy) Meyers, Murray (The K) Kaufman and Stan Z. Buras conducted a jam-packed music and dance extravaganza from 10 a.m. to 10 p.m. at the Coke Pavilion.

The WINS entertainers drew the largest crowd our courtyard has had all season," said Harry Kipke, president, Refreshment at the Fair division of the Coca-Cola Company.

Appearing at the musical marathon were Connie Francis, Lesley Gore, Ben E. King, Jay and the Americans, the Dixie Cups, Tracey Dev and Gale Garnett. The continuous entertainment included dance contests and exhibitions, highlighted by a Waltz dance segment led by the Royal-Waltz dancers of Burundi.

At the Transportation and Travel Pavilion a panel of food authorities judged a display of WINS birthday cakes baked by listeners. WINSman Jack Lacy and Ed Hider did the honors. The winners received a gas range. Seemingly to prove that WINS

Live From Clubs

SEATTLE — KVI is giving special treatments to its nighttime listeners. Without stirring from their homes, "Bob Ryan's Night Scene" takes in three Seattle night clubs each night and features performances from each spot from midnight to 1 a.m.

NEW YORK — WPAT-FM has stepped up its stereo broadcasting with the inauguration of the first hour of "Gaslight Revue" in multiple stereo from 8 to 9 p.m. The segment will also be heard on regular monaural AM and FM.

KXXW Staffers

Continued from page 20

ience authorities, government officials and radio stations in other areas who were reporting conditions in their areas.

The importance of communications in times of crises was realized by other members of the community, as some of station personnel and other volunteers worked around the clock for those days, assisting the beleaguered KXXW personnel.

At one point the entire building had to be evacuated when hurricane winds changed direction, filling the studio with carbon monoxide gas from the emergency generator. Chief engineer David McDuffie risked life and limb operating a generator outside the station's transmitter building during the height of the storm.

Holding the fort for two days were Alton (Skip) Broussard, program director; Edward Craig and Joe Martin, announcers; William Kaplan, account executive turned announcer; air personality George Roberts, and Paul Fauteck, station director.

The celebration was reminiscent of the station's debut 40 years ago. The call letters then were WGBS (now assigned to Miami, Fla.) and the first night of broadcasting featured the late Eddie Cantor as emcee and such show business greats as George Jessel, Cliff Edwards, Earl Carroll, Vincent Lopez, Haywood Brain, Pasquie Hurst, Rudolf Friml, George Gershwin, Harry Ruby and Bert Kaempfert.

Group W took over WINS on July 28, 1962.

As a part of the birthday celebration, WINS listeners who came to the Fair that day were afforded special discounts at various pavilions and entertainment attractions throughout the Fair.

A "by invitation only" highlight of the day was a luncheon saluting WINS executives and personalities at the Gas Club where a World's Fair silver medallion was presented to Joel Chaseman, WINS general manager.

HIT SHOWS WITH HIT MUSICAL THEMES

"Bewitched"-59726
Paul and Mimi Evans
From the Screen Gems, Inc.
TV production "Bewitched"

"The Munsters Theme"-59728
Milton Delugg and his Orchestra
From the CBS Television Network Series

October 24, 1964 BILLBOARD
Focus on the Deejay Scene

"Good morning, anybody, Carson Rennie and Company here with business things in Twin Cities' WLOL from now till 10 a.m."

The "Company" phase of Rennie's 6-10 a.m. daily program was enjoyed by fans, and the various "company" segments were quite varied. The most popular one was when the station set up a stereo department inside the station, and the fans could come in and buy any of the station's favorite records. The station also sponsored a number of local events, such as the annual Kalamazoo Jazz Festival.

Rennie joined WLOL two years ago and has done a fine job as the station's program manager of KMBO-Radio, Kansas City, at the time Metropolitan Broadcasting took over the station's ownership. That was quite an experience because it was good as an example of a major change taking over an operation. It was a new look, but turning it into a real working station was going to be a part of it. It also afforded this opportunity with WLOL...

Record Sound

The recordable factor in Rennie's handling of the 6-10 a.m. segment on WLOL is the music. I once read an article by a music critic and I think that it is something that is done by Rennie, too.

WLOL, the station, has its own original sound, which is called the station's "A" sound. The station's "B" sound is the sound that comes from the station's original equipment. The station's "C" sound is the sound that comes from the station's transmitters. The station's "D" sound is the sound that comes from the station's receivers.

Besides, it's less tiring doing it standing... easier to get... easier to talk about... easier to talk... just a matter of nature.

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Besides, it's less tiring doing it standing... easier to get... easier to talk about... easier to talk... just a matter of nature.

KMEX Sets New Series

The premiere show as taped last Friday (9) will be entirely in Spanish and will feature leading newspaper columnists, actors, and other prominent people in the Spanish language. The premiere show will be taped on the station's studio set and will be broadcast on the station's new Spanish-language radio station.

The 13-week contract was set by Burt Avellon, vice-president and general manager of KMEX. The station is owned by an associate of Telisitena Mexican, S.A., and is the station's major syndication service in both Central and South America.

According to Rennie, "the show will provide the vast Spanish speaking community of Los Angeles with news and information similar to the Dick Clark and Lloyd Thaxton dance programs and provide their Central and South American neighbors with the opportunity to see and hear top names in the North American music world."
the big single...

LAST KISS
J. FRANK WILSON
and The Cavaliers
Josie 923

now! the big album...

Last Kiss
J. FRANK WILSON
and the Cavaliers

TELL LAURA I LOVE HER
ONLY THE LONELY
THAT'LL BE THE DAY
YOUNG LOVE
SCHOOL DAYS
OVER THE MOUNTAIN
SEA OF LOVE
KISS AND RUN
SPEAK TO ME

LAST KISS - J. FRANK WILSON J0Z-4006
Listen to this album and you'll know why J. Frank Wilson is the new international teen-age idol.

JAY-GEE RECORD COMPANY, INC.
... a product of Jay-Gee Record Company, Inc. A DIVISION OF THE COSNAT CORPORATION
318 West 48th Street, New York 36, N.Y. PL 7-8570
WABC Palsy Contest a Hit

NEW YORK—A recent contest on WABC-Radio brought more than gratifying response to both WABC and United Cerebral Palsy of New York. The response, an estimated 32,000 entries, many containing contributions, netted a total of $8,000 for Cerebral Palsy.

The contest offered a pair of tickets to the person who could best relate why they would like to see the Cerebral Palsy-sponsored Beatles concert at the Paramount Theater. In addition, the on-air/letter copy encouraged listeners to send a small donation with their entry but emphasized that a donation was not necessary to be eligible as a winner.

About one third of the contest entries contained donations. The average donation was 75 cents.

WONE Bought

AKRON, Ohio—WONE AM-FM in Dayton, Ohio, has been purchased for $1,500,000 by Group One Broadcasting Company, a wholly owned subsidiary of Summit Radio Corporation of Akron (owner of WAKR), according to Roger G. Steverson, program director at WAKR.

Berk, president. The purchase was made from the Ohio Broadcasting Company, owner of WHBC in Canton.

ON SCEPTER-WAND

WE TOLD YOU OUR GIRLS ARE THE GREATEST!

DIONNE WARWICK REACH OUT FOR ME

MAXINE BROWN OH NO NOT MY BABY

SCEPTER 1285

WAND 162

WATCH THEM CLIMB THE CHARTS!

SCEPTER MUSIC, INC.
254 West 54th St., New York, N. Y.

VOX JOX

By Gil Faggen

WO'N'S (New York) "Make Believe Ballroom," will be guest of honor at a dinner-dance sponsored by the National Tay-Sachs Association of New York. He is being honored for his work in behalf of the philanthropic organization which raises funds for research into neurological diseases of infants and children. Steve Lawrence will encore the Waldorf dinner, with guest appearances expected from Eydie Gorme, Jerry Vale, Barbara Streisand, Tony Bennett, Robert Goulet and Rob Newhart.

Joel Sebastian, WXZ's (Detroit) afternoon air personality, has been discussing the moral fibre of today's popular music on the air with college and high school audiences in the area.

SEGUE

Johnny Bell, Cleveland and Miami radio and TV personality, returns to his 1-4 p.m. show on WTNZ (Miami).... George Fennel, formerly of WTHL (Boston area), moves to WOR (Boston) for morning show.... John Sterling, staff announcer at WPAT (New York), joins nighttime staff of WCBS (Baltimore) as host of nightly two-hour program on which he will express his viewpoints and ask for listener comments.... Staff changes at WRGB (Augusta, Ga.) are as follows: Johnny Prince, Cliff Carlisle and Nick Valente are staff from WBBQ (Augusta). Price will serve as PD, with Hugh Allison, Bob Johnson and Lew Wagner holding their berths on the station.... Wll Calder, KPRC (Houston) deejay, recently made his debut on KPBC-TV with a show, "Midnight Show with Bill Calder," seen Tuesday and Thursday for 90 minutes.

David R. Klemm, director of Sales Promotion and Advertising for WXYZ (Detroit), named director of operations, Marcia Greenberg.

WMCA (New York) sales promotion executive, replaces Klemm. Another appointment at the ABC-owned Detroit station is the naming of Bruce Miller, production manager of WJNR (Norfolk), as director of production.

HOLLYWOOD—Terry Gibbs, internationally famous jazz musician, has been added to "That Regis Philbin Show" as its music director. Terry Gibbs Sextet will provide the music for the show.

BILBOARD—October 24, 1964
This Could Easily Be Your Most Potent Album Selling Tool During the Big Xmas Sales Season!

Almost a Quarter of a Million Copies Already Sold!

This issue will not be put back on press once the big original print order is sold!

Over 500 of THE BEST IN RECORD ALBUMS especially selected for CHRISTMAS GIFT-GIVING

DEALERS—SAVE MONEY
by ordering BOTH the October and the December issues NOW. Your quantity for each issue may be combined in computing the per copy price you pay, as noted in the schedule below. No price adjustment will be made for additional orders placed at a later date.

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SPECIAL BONUS!
This handsome RECORD PREVIEW display carton FREE with orders totaling 1,000 or more copies October and December issues combined. Available through selected independent Record Distributors (see Billboard's 1964-1965 BUYER'S GUIDE) or direct. Use the order form today.
**ALBUM REVIEWS**

**DAVID MERRICK**

**Pop Spotlight**

DAVID MERRICK PRESENTS HITS FROM HIS BROADWAY HITS

John Gary, Ann-Margret, Mar- roll Stavin Voices, RCA Victor ALPM 2974 (M); LSP 2987 (M)

This new album has done extraordinarily well with revenues pegged on billboards. Gary's first two albums are currently best sellers. His is the fifth single from the Gary's series and it is one of the strongest of the series.

**THE FIVE TRUMMETS**

**Pop Spotlight**

SHED RILL

Lottersman, Capitol T 2142 (M); ST 2142 (S)

This group has done extremely well with new singles pegged on billboards. Rill's singles are currently best sellers. The group is the first single from the Rill's series and it is one of the strongest of the series.

**LIZA LIZA**

Liza Minnelli, Capitol T 2174 (M); ST 2174 (S)

Look out! This one's a go! Liza is simply great as she sings a medley of hit standards. Her performance is a combination of music and theatrical. The guys pack more into a song than a famous star has reason to expect from these. Gary's album, Geneva, is currently best seller. This album follows the same path as his first issue. This album is a must for Liza Minnelli fans.

**LIVING GUITARS SHINDIG**

RCA Camden CA 644 (M); CAS 644 (S)

Outstanding guitar work enhances familiar repertoire to make this budget priced package a real buy. String version is well loved and features a narrator to show the guys off to best advantage.

**ALBUM REVIEW POLICY**

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. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LPs are listed beneath their respective categories.

**Classical Spotlight**

ANGELA COOK 136 (S)

The sentimental voice of Ternsini is heard again in an alternating selection of hit records, issued by Angel in this Great Recordings of the Century, Series. Only the best addition to any skilled performances, all available at LP, make this a real hit addition to any collection.

**Folk Spotlight**

Four Songs by Pete Seeger

Capitol W 2732

Seeger fans and folkies will rejoice upon hearing this album. Seeger's songs are never before released. His emotions are striking, informal renderings of "Candles," "John Brown's Dream," "Youngstown," "Folksong," and "Dollar Ain't a Dollar Any More."
FOR GREATER PROFITS...
STOCK DISPLAY SELL
THESE NEW DECCA-CORAL® ALBUMS

AVAILABLE NOW AT ALL DECCA BRANCHES
GOLDEN Catches Beetle Virus!

New York—These finished making a new Golden LP and I suspect it's going to be a blockbuster. Well, every one of the test pressing and playback have been "stolen" from my office. As soon as the first finished "official" copies came in from the pressing plant, they were gone from the office display—
in other words, members of our own staff are taking them home. It's called "Mother Goose—With the Beatles" and I'm other side to the "Snoopy Purple Slip..." LP lid. There's a picture of the cover below.

I also suspect it would get a big play in a lot of the disc jockeys if it were brought to their attention. There are not many who do not like the favorites into play. The tangos are marvellous: for the Date, Teen, Food, Sex, etc.

A RTHUR SCHIZZL
Golden Records
600 Fifth Ave.
N.Y. 18, N.Y.

P.S. Don't just order it — go back to your local record and take home some... Play it... Drop a few copies off at the local radio station. If you tell us we've given away, I'll deduct them from your bill... no question asked. (All I'll do is place the record laboratory at the station to check if he's got it.)

P.S.S. FLASH: We have a Hot "discotheque" Beatle-based LP... AA 4153... Also For The Kids... With 15-page color storybook... Free in each copy!

ALBUM REVIEWS

CHRISTMAS POP SPOTLIGHT
THE DIXIE DAY CHRISTMAS ALBUM
Columbia CL 2226 (M); CS 2226
Christmas and holiday season songs are the forte of this beautifully sung album. Miss Erma's handling of each piece is "I'll Be Home for Christmas," "Sleigh Ride" and others, reveals the Elfin with a slight touch of the rock and roll at the back of the vocal. So this year, with all the usual Irving Berlin bag as the fox... then buy the album.

LOW PRICE CHILDREN'S SPOTLIGHT
CHRISTMAS SPIRITUAL
MARK! THE HERALD ANGELS
George Sheridan Show. RCA Victor LPA 3537 (M); LSP 2937 (S)
There's no commercialization of Christmas to be found here. It is simple and unmarked throughout and tall of the group shows some familiarity, there are "Solemnly Sing the Christmas Songs" in "Little Orangie" to attract the listener.

LOW PRICE COUNTRY SPOTLIGHT
JOY OF THE WORLD
Robert Shaw Chorale. RCA Victor LPA 3448 (M); CAS 488 (S)
There's a happy Christmas story for budget station viewers. The arrangements are most appropriate and final of the group shows some familiarity, there are "Solemnly Sing the Christmas Songs" in "Little Orangie" to attract the listener.

ALBUM REVIEWS

SPECIAL MERIT PICKS

JOY SET DANCE DISCOGRAPHY, VOL. 1
Various Artists, Audio Fidelity DFA 3629 (M); DFS 7039 (S)
This is Vol. 1 of these issued simultaneously by the Audio Fidelity label. For disc otheque performers or just plain parties where music is the order of the day. It shows a range to show all preferences from folk to swing rhythm done by outstanding artists from all over the world. Vol. 2 DFA 3630 (M); DFS 7040 (S); Vol. 3 DFA 3631 (M); DFS 7041 (S).

SPECIAL MERIT PICKS
THE GALLANTS ROCK, SWING AND DANCE WITH MY FAIR LADY
Capitol T 2124 (M); ST 2124 (S)
The music from "My Fair Lady"—although never on the radio—is enjoying a tremendous resurgence due to the motion picture version. The Capitol label have taken the story to rock the impress of all audiences and the best "My Fair Lady" songs are here. ballads, slow numbers, and some others. The listener will enjoy the close cooperation of strings, arrangements are great and the sound phasing

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At Every Backbeat Release with the Release of JOE HINTON'S "A THOUSAND CUPS OF HAPPINESS"
BACKBEAT 532
BROKE IN NEWARK AND NEW YORK... NOW EVERYBODY'S ASKING FOR IT!! ORDER NOW—BACKBEAT 532

GOING STRONG, STRONG IN ALL AREAS!!!
BOBBY BLAND'S "AIN'T DOING TOO BAD"
SPECIAL LIMITED EDITION
DUKE AND PEACOCK RECORDS, INC.
2009 ERASIS STREET
HOUSTON, TEXAS 77006 OR 3-0611

BILLBOARD, October 24, 1964

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October 24, 1964 BILLBOARD
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Compiled from national retail sales and radio station airing by the Music Popularity Dept., of Record Market Research, Billboard.
"Best wishes, Sammy, on your Broadway opening tomorrow night."

Alan W. Livingston  President, Capitol Records, Inc.
Buddy Morris  E. H. Morris & Co., Inc.
Hillard Elkins  Producer, GOLDEN BOY

HILLARDELKINS PRESENTS

SAMMY DAVIS
IN THE NEW MUSICAL
GOLDEN BOY

COMING SOON—Original Broadway Cast Album on Capitol Records
Sammy Davis Is ‘Mr. Show Business’

By ELIO JEGEL

“Sammy Davis is a 38-year-old entertainer, actor, dancer, comedian and combination of all the things that go to make a star,” according to his business manager, James Waters. “He’s the kind of guy who can do anything, and do it well.”

Called “Mr. Show Business” or “Mr. Show Biz” (he disdained the name), Davis piqued the interest of the entertainment world with his star-making performances in such musicals as “Sayonara,” “Paree” and “Ain’t We Got Bills?”

Davis’ success comes from his ability to entertain audiences with his singing, dancing and comedy. He can make people laugh or cry, depending on the mood of the moment. His voice is powerful and his delivery is perfect, whether he’s singing a ballad or a comic number.

Davis’ career has been marked by a series of triumphs and tribulations. He was born in 1925 to parents who were actors, and he began performing on stage at an early age. He later became a singer and dancer, and he won a Tony Award for his role in “Sayonara.”

Davis has also been involved in politics, including running for mayor of Los Angeles in 1962.

Despite his many accomplishments, Davis has faced his share of challenges. He has been dogged by drug addiction and financial difficulties, but he has always managed to keep his head above water.

Davis is currently working on a film project and is planning to release a new album in the near future. He remains a beloved figure in the entertainment world, and he is looking forward to many more successful years ahead.

A JOURNALIST’S VIEWPOINT

He Can Dominate Any Situation

Ed. Notes: A performer develops admirers and in out of show business. His entertainment talents provide an intimate portrait of the artists, with the obvious flow of adjectives spawned by their talents and friendships. But oneAugmented Entertainment Journalist for an appreciation and he will provide an outside report. Here is Sammy Davis, the nightclub performer, as seen through the eyes of Louie Robinson, West Coast Editor for Ebony magazine, who has known him since 1954.

By LOUIE ROBINSON

Davis makes a business out of being a human dynamo. He can dominate any situation. He’s on 24 hours a day. He works extremely hard no matter where he is. He almost never fails to do something new during an engagement. Everyone I know his routine, he can come in and out of character.

Chez Paree Bit

I remembered, one time in 1959 at the Chez Paree in Chicago, when he brought a friend to see Davis on a week night, he gave the friend a tremendous buildup about Sam- my’s. Davis appeared too fast that night, and the effect was a show which I felt was not as great as previous ones. All of a sudden Sammy sat down and began to create voices of actors from the old radio days. He went through characters from “Gang Busters,” “Mr. First Nightingale” and other dramatic shows. The first time I went back stage to see Davis was at the Regal Theater in Chicago.

Sammy was suffering terribly from a cold. But he felt he couldn’t give the audience his best performance. He was worried that he wasn’t going to give his best that evening.

I call Davis’ humor “natural.” This natural quality can be found in his strong racial talents. I’ve seen him leave the Savon Hotel in Las Vegas where he was performing after a show, and grab some young men and go one of the Negro gambling houses. He’d sit down with the blackjack table and draw cards. And then he’d knock over the house and grab a blackjack and deal cards. The house would go wild. Word would spread that Sammy Davis was in town, and the house would fill up. His influence was great.

Davis works with Sammy Davis in the recording studio or on stage, and he has a tremendous association with him at Davis and friends with Reprise. Each new recording date is a new and rewarding experience, for Sammy invariably manages to put on an unexpected and fresh little something on the tape over and above what we might have bargained for, or settled upon.

As many times as I’ve recorded him or caught his show, I can’t recall his last two and three, but each time I hear him I’m happy that he’s there.

That’s how it is in the recording studio. He’s a real pro, a down-to-earth, hard-working, sensitive human being.

On the other hand, he has developed through hard-breaking work and extreme curl and rigid self-discipline, a reputation for being the hardest working man in show business.

Record Exposure Helped Davis to Reach Stardom

By SONNY BURKE

It’s gratifying to consider that the spectacular success of Sammy Davis in so many different fields is due to the fact that he has reached a high level of excellence in his chosen field of show business. 

Davis has been a star in films, television, records, and on stage, and his popularity has grown steadily over the years.

Davis has always been considered one of the greatest entertainers of our time, and his success is due in no small part to his ability to entertain his audiences with a wide variety of talents. He is a versatile performer who can sing, dance, and act with equal skill.

Davis’ success is also due to his ability to connect with his audiences. He is a natural born performer who has a magnetic personality and a gift for making people laugh.

Davis’ popularity has continued to grow and he is now considered one of the greatest entertainers of all time. His success is due to his ability to entertain his audiences with a wide variety of talents and his natural magnetism.

In summary, Sammy Davis is a true entertainment icon who has made a lasting impact on the entertainment world. His success is due to his ability to entertain his audiences with a wide variety of talents and his natural magnetism.

(A & R MAN VIEWPOINT)

The American Record Association (A & R) is a trade organization that represents the interests of record companies, artists, and other participants in the music industry. The organization is dedicated to promoting the growth and development of the music industry, and it offers a range of services and resources to its members.

The A & R association is responsible for overseeing the production and distribution of recorded music, and it plays a crucial role in the success of artists and the growth of the music industry as a whole. By offering support and resources to its members, the A & R association helps to ensure that artists can create and distribute high-quality music that resonates with audiences around the world.

(A & R MAN VIEWPOINT CONTINUED)

Record exposure helped Davis to reach stardom. In the early days of his career, Davis was known primarily as a nightclub performer, but he quickly became a household name thanks in part to his frequent appearances on television and recordings.

Davis’ popularity continued to grow and he was signed to a recording contract with a major record label. This led to the release of his first album, which was a commercial success and helped to establish him as a major force in the music industry.

Davis went on to release several more albums, each of which was a critical and commercial success. His records were known for their high quality and the talent of the musicians involved, and they helped to solidify his reputation as one of the greatest entertainers of all time.

In conclusion, record exposure was a key factor in helping Davis to reach stardom. By signing a recording contract and releasing a series of successful albums, Davis was able to build his reputation as a major force in the music industry and solidify his place as one of the greatest entertainers of all time.

(BILLBOARD, October 24, 1964)
REPRISE WAS LAUNCHED EARLY IN 1961. THE FIRST STAR ON ITS ROSTER WAS SAMMY DAVIS. NOW, 3½ YEARS AND SEVERAL HAPPY HITS LATER, HE STILL IS!
Television has brought Sammy Davis into millions of homes. He's among friends Ed Sullivan and Ella Fitzgerald on Ed's Sunday night CBS-TV show.

Meeting world leaders. Former British Prime Minister Harold MacMillan and associates during a trip to England.

With Eartha Kitt is "Anna Lucasta."

As the notorious Sportin' Life in "Porgy and Bess."

As a tough cowboy on the "Rifleman" TV series.

SAMMY DAVIS DISCOGRAPHY

REPRISE

SAMMY DAVIS SINGS THE OLD ONES FOR YOUNG LOVERS ............ R/RS 6131
CALIFORNIA SUITE ............... R/RS 6126
THE WHAM OF SAM ............... F/TS 2903
SAMMY DAVIS JR. BELTS THE BEST OF BROADWAY ............... F/TS 2010
ROBIN AND THE SEVEN HOODS SOUNDTRACK .................. F/TS 2021
ALL STAR SPECTACULAR ....... R/RS 6993
WHAT KIND OF FOOL AM I ... R/RS 6951
SAMMY DAVIS JR. AT THE COCONUT GROVE ....... 28/285 6663
AS LONG AS SHE NEEDS ME .... R/RS 6982
SAMMY DAVIS JR. SALUTES THE STARS OF THE LONDON PALLADIUM R/RS 6995
SHELTER OF YOUR ARMS ......... R/RS 6114

DECCA

ALL THE WAY AND THEN SOME .... R779
AT TOWN HALL ................. R881
BOY MEETS GIRL (CARMEN MCRAE) .... R890
FORGET ME NOTS FOR FIRST NIGHTERS ....... 4381
HERE'S LOVIN' AT YOU ........ R931
I GOT A RIGHT TO SWING ........ R981
IT'S ALL OVER BUT THE SWINGIN' ... R641
JUST FOR LOVERS ............. R8170
MOOD TO BE WOODED .......... R8576
MR. ENTERTAINMENT .......... R9153
MR. WONDERFUL ORIG MILLER ... R932
PORKY AND BESS (CARMEN MCRAE) .... R884
SAMMY AWARDS ............... R8921
SAMMY SWINGS .......... R8486
STARRING SAMMY DAVIS JR .... R8118

CAPITOL

GOLDEN BOY ...(TO BE SHORTLY RECORDED) ............... R8921

RCA VICTOR

THREEPENNY OPERA .... (NOT YET RELEASED IN THE U.S.) .... R8486

BILBOOARD, October 24, 1964
Good luck
Sammy

Richard & Elizabeth Burton
Fantastic Time, Rhythm Sense

By MARTY PAICH

Sammy Davis is easy to work with from the arranger's standpoint. Why? Because he's got such a fantastic sense of time and rhythm which makes for good singing. He has an excellent ear and is able to adjust to anything I might write for him. Versatile? Sammy likes to try anything. He shows a definite favoritism for the good tunes.

Examples of good tunes might be "Teo Close for Comfort," a swinging thing; "Two Ladies in De Shade of De Banana Tree," a real up-tempo thing and "Lost in the Storm," a pretty tune, all from his "Sammy Davis Sings the Best of Broadway" album.

Fast Worker

Sammy is as fast in the studio as anyone I've ever worked with. Once he hears a chart, he makes adjustments to it, which is the type of singer I like to work with because in a sense he's like a jazz musician, fitting his singing into the arrangement.

There are singers who have no individuality; they cannot fit their styles into the arrangement. Sammy is the kind of singer who hears an arrangement and can adjust his volume and style to the music. He has an innate ability to accomplish this.

Having worked on six albums with Sam (the most recent being the "California Suite"), I've come to learn that every one of his dates is a ball.

Morale High

Not only do I feel this way, but the musicians feel Sammy's dates are happy ones. Every body has fun. In between takes Sammy tells a few jokes. The morale is always high; Sammy keeps it up. In fact he wants it to be high. That's very important. There are some recording sessions by other performers which have a dampened feel. On Sammy's dates the musicians feel like playing, Sammy feels like singing and the records sound it.

Sammy is very good in working out arrangements with me. A lot of singers won't take the time, but Sammy is very conc- cerned. He is interested in rehearsing to see that he gets the best results.

I've found that musicians like to work with Sammy. Everyone says he's a great entertainer. When he walks into the studio you know he's going to give his best. There have been many times when I was satisfied with a particular take but Davis felt he wanted to do it one more time because he felt he could do it better. And he always keeps trying until he feels he's given his absolute best.

Mel Torme Rates Davis
Master of Many Trades

By MEL TORME

Repros. What do I think of Sammy's interpretation? It knocked me out.

Best Wishes

Sophie Tucker

Congratulations Sammy!

Robert Goulet

Congratulations

Sammy

Shelley Berman

Thanks, Sammy

for recording our song—

"DON'T SHUT ME OUT"

in your latest album

* * *

PRINT MUSIC, INC.
723 7th Ave., New York 19, N. Y.

BILLBOARD, October 24, 1964
Congratulations

Sam Cooke
British Critic Says Davis 6 Men

Continued from page 34

in New York City and the Palmer House in Chicago. From an American star, Sammy became an international one, appearing in London, Paris, Stockholm and Rome. In 1961 he was summoned for a Command performance before Queen Elizabeth (the entire Royal Family are his fans), and later was asked back in 1963, but was unable to oblige because of picture commitments. Up until now, people in show business thought of Sammy as a great entertainment talent, but no one considered his ability to pull a musical comedy on Broadway out of the red. This realization hit them mightily when Sammy took the lead in "Mr. Wonderful," and kept the show alive for 13 months.

A year before the play opened, Sam was involved in an auto accident (Nov. 11, 1954) driving from Las Vegas to Los Angeles which cost him his left eye.

At Sammy's first appearance after the accident before a show business audience at Ciro's in Hollywood, he joked about his injury and pointing to his eye patch, said he could now do Hathaway shirt ads.

Once he had completed "Mr. Wonderful," the film industry opened its door. He played the lead role in "Anna Lucasta" opposite Eartha Kitt. Then followed "Porgy and Bess," a series with his friends Frank Sinatra, Dean Martin, Peter Lawford and Joey Bishop, which included "Ocean's 11," "Sergeants Three," and most recently "Robin and the Seven Hoods." Not yet released is "The Three Penny Opera."

TV Actor

Sammy has also expanded as a TV actor. His credits include "The Rifleman," "Ben Casey" and "Lawman" shows. His night club act has been performed on the "Ed Sullivan," "Jerry Lewis," "Comedy Hour" and "Edie Adams" shows, among others.

In the record industry Sammy is represented with 26 albums and numerous singles. His gold records include "What Kind of Fool Am I?" "That Old Black Magic" and "Hey There."

Davis has been one of the industry's most tireless charity-benefit performers, earning the title "Mr. Benefit" for his untold appearances in their behalf.

Diskery Viewpoint

Continued from page 34

fact. The fact that he is exposed in so many areas of the world unquestionably stimulates his appeal.

Sammy has such a broad knowledge of music that when we did the "Repertory Theater Series" he needed no rehearsals; he knew the tunes by heart. He must have a photographic ability to retain lyrics. When Sammy is in the studio recording, he's on stage. He's a great audience for himself and everybody else.

Sammy has long felt that a blockbuster project would be to team Sinatra and Dean Martin and himself on stage for an album. He feels the public should not be denied from enjoying the very rare occasion when they get together in a night club. There have been some attempts but nothing successful. But if's been contemplated, believe me.

A&R Viewpoint

Continued from page 34

factors were there: the frustrations and heartbreaks along with the joys, the endless one-nighter routes and split-week tours, the but rides and milk trains to the tank towns. And Sammy can tell you that it takes countless hours of work and thousands of miles to go across the street from a five-a-day world of vaudeville and Loew's State Theater to stardom in a big Broadway show.

Bobby Vinton Learns Trade Seeing Davis

(Bobby Vinton is one of the industry's most successful young performers. Here are his thoughts about Sammy Davis.)

"Young performers can learn from Sammy how to best apply their talents on stage. Audiences enjoy him because he is honest in what he's doing and is having a good time to boot.

"The lesson to be learned is that great talent doesn't come from average people. You must learn to show your skills to the ultimate advantage, which is something which Sammy does expertly."

Vinton, 25-year-old vocalist-musician from Pittsburgh, met Davis three years ago when his band backed Davis at the Town & Country night club.

Vinton says Davis' sincerity and hard-working qualities are what young performers respect most in the man. The young vocalist believes Sammy's difficult times in life have made him the dynamic, aggressive performer he is.

Here's to a long run--Sammy

Not King Cole

Cheers!

Cheers!

Cheers!

Sammy

Joe E. Lewis
Dear Sammy...

Our sincerest best wishes for a long and successful run.

Harrah's
RENO AND LAKE TAHOE NEVADA
Dear Sammy,
love you madly.

Good Luck!

Duke Ellington

To SAMMY:
(Davis Jr.)

From Sam:
(Butera)

Congratulations ....
And A Long Run!

Ira Gershwin

LA Times
MEXICO CITY

Billboard
October 24, 1964
This form is designed to aid dealers in ordering and broadcasters in programming.

A & M

M  S

Canadian Smokeyth: LP 106, SP 106
LITTLE STARR: The Flame of My Life, SP 107

ATLANTIC

PHILLY JOE JONES & FLIPPER WATTS: Together, 1269
MAXINE MARTIN & THE MILL ELECTRONICS: 1469
MODERN JAZZ QUARTET: The Complete Max Roach: Volume Three: 1470
VARIOUS ARTISTS: Sunday Night at the Uptown, 8101
The Two Sides of Jack Wilson, 1427

AUDIO FIREPLAY

JOHNNY PAYCHECK & HIS HARMONICA GANG Vol. 2, ATLP 3139, 450 1570

AVA

Preserving Charley Cohen: A 23, AS 23

BEACON

KEN WRIGHT—Good Old Dolly: LP 210

BRUNO

SEGHATU: The Dazzling Bird-Peque National Theatre Commission, 78, 1091, SR 12548
VARIOUS ARTISTS—Jewish Songs of Yesterday and Today: LP 23021

CAPITOL

LAURYN ALMEIDA—Singer from (somewhere) T 3179, SE 1957

COLUMBIA

THE CUEHS WASON GEM—That Old Time Religion: CL 2233, SR 9001
THE COMET'S CHRISTMAS ALBUM; CL 2226, CS 9006
EMILIO DELGADO—Christmas in El Salvador: CS 2245
ERWIN RICHTER & HIS FAIRMONT ORCHESTRA—The Dancing Songs of Dan France: CL 2229, CS 9002
EDMUND ELDER & THE JIMMY HUNT ORCHESTRA—Christmas: Christmas Greetings from JERRY YANK; CS 2225, CS 9006
VARIOUS ARTISTS—Kentucky Derby Day: CS 2221, CS 9003
KATIE TAMBAD—Christmas Party; CS 2233, CS 9050

CASI ALE WYER (London Imports)

TELLERMAN: Suite in A Minor for Recorder, Strings & Harpsichord; A 700, CL 101
SCHUTZ: Mierin, Gentleman Chor: and Instrumental Arias: AS 4140, SACD 0141
BACH: Mass in B Minor: Choir & Orch. of the Netherlands Bach Singers Society (van der Horst); AS 4190, SACD 0190
BACH: C.P.E. Bach: Symphony in D Major; Munich Bach Orchestra; AS 4190, SACD 0190
HANDEL: No Sonatas for Recorder & Bass Continuo Op. 1, Nos. 1, 2, 4, 11, Freiburg Orchestra, REICHARDT
BOMM: Sonatas for Harpsichord No. 6 in E Flat Major No. 8 in C Major; Freiburg (Leinfart), REICHARDT
BACH: C.F. Ewer: Choir & Orchestra for Home Worship: The Christmas Concert (Muller); A 7005, SACD 0105
BACH: Cantata No. 156: Philadelphia Orchestra, Mackerras
PONCHE: J.C. Vian: C major & Minor No. 1, 11; Amsterdam Chamber Orchestra, DELIUS
VARIOUS ARTISTS—Dr. Josef Strauss: SACD 0190, SACD 0190

DECCA

Cantate Christmas & Buenos Aires de Puente May: CL 4570
JIMMY SAX—Seven Christmas Time Away: CL 4571, SR 9007
Merry Christmas From CREIGHTON LEE: AS 4575, DL 7435
ERNST TUBB & HIS TEXAS TRAVELERS—Blue Christmas: DL 4518, DL 7461

ELECTRA

JEAN KUSPICK—Laddie Lie Near Me; EKL 274, DL 7479
AMY THE BACK PORCH MAIDEN; 24123, DL 7474
VARIOUS ARTISTS—The Real Santa Claus; DL 7419, DL 7419
VARIOUS ARTISTS—Organ Music for Christmas; DL 7418, DL 7418
HARRY CUMMINS—A Very Merry Christmas; DL 7422, DL 7439

EMI

ERNEST RYDER & ROSEMARY CLOONEY—The Original Albums: The Christmas Album and Other Christmas Favorites: 9539

KKP

EISENHURTH & 6060; KL 3140
THE CHRISTMAS ALBUM; KL 1999, KL 2159
PETE MELVIN—Christmas Album; KL 1998, KL 2149
HOUSTON WILLIAMS—Family Time of Xmas, KL 3139

LIBERTY

THE JOHNNY BURNETT TRIO, Lp 3399, LR 7390
JACKIE DEAN—Rockin' 1 Up on the Christmas Tree: LR 3399, LR 7390

MCA

THE VERNY BEST OF THE BARBIE LEE SINGERS: E 4237, E 4237
THE VERY BEST OF DEAN STERNBERG: E 4260, E 4210
VARIOUS ARTISTS—Christmas Highway and Other Pop Ballads: E 4250, M 4254

MERCURY

THE MONTIELS—Go Little Hands, MG 2064, SR 56930

MIDTOWN

WILLIAM CLAUSON—Australia, M 424
VARIOUS ARTISTS—Festive (1st Present, M 401

PUSH

TOMMY REY & HIS CARIBBEAN STEEL BAND, SP 13

RCA

ALLAN BAYES SINGERS—Come Away Yon Charles: 0, 4137, 4137
SANNY DAVE JR—Sings The Big Guns for Young Lovers: 9415, 0415
GEORGE & TEDDY & THE CROWNS—In Person From Frisco: 0411, 0411
RICKY NASHMINER & THE KISS IT LP'S: 0 4113, OR 4113
THOM LOPEZ—Live at The Dancing Bear: 004114, 0 4114
NOLAN BURGARD—Sings Great Music, Great Films, Great Musical Hits: 004115, 004115
ELVIN PURPLE—Tribute to A Great Holiday Night Life: 0 4116, 0 4116
FEZ MARIC & HIS PENNSYLVANIA—To You Forever: 0 4112, OR 4112

RONDÉ

ROBIE RAYTE & THE GAS HOUSE SKE—This Way to Dixie: MGX 101

STARDAY

VARIOUS ARTISTS—Geography, SLP 292
VARIOUS ARTISTS—The Greatest Country Singers of Our Time, SLP 294
VARIOUS ARTISTS—Steel Guitar & Dixieland Spectacular: SLP 295

SYMPHONY ASSOCIATION

Seattle Symphony Orch. (Kastal); 55 500

UNITED ARTIST

RANG STADELMAN—30 Kalachau Dink Favorites: ULP 2704, ULP 2704
POUR L'AMOUR—Songs of World War II: ULP 3199, ULP 5070
GEORGE JONES & EARL SAVAGE—A Very Merry Christmas; ULP 3198, ULP 5068
RICK DEFOE ORCHESTRA & CHOIR—Medley in Rome: ULP 3198, ULP 5068
PITTSBURGH POP ORCHESTRA—(West) An American Musical Salute: ULP 3184, ULP 5068
TITO ROBLES—More Amer; ULP 610, ULP 610
DANNY FENNEMAN—Wait For Me; ULP 5068, ULP 5068

VANGALANT

Introducing DEAN JONES: W 407, W 407

VEVE

WORLDWIDE SHOPPING WITH JACQUELINE WINTERS: W 1027
OCAR PETIT—Plays My Fair Lady, W 509, VE 509

VOCALION

FRANK LUTHER—Songs & Stories About America, V 9738
VARIOUS ARTISTS—Let's Visit France and Italy, V 9724
STEUER & JAMES ARDEN & ALPINE MADRID—Let's Listen & Sing to the World
LEO NADINEHANN & LADY SMITH—Stories and songs of the Great Composers, V 9732
VARIOUS ARTISTS—Stories & Songs About America's Pirates, V 9733
VARIOUS ARTISTS—Listen to the Mountains, V 9734
DICK SHANNON & DAVE WARD—The Adventures of Little Orly, V 9737

WARNER BROS.

America's Children, W 1571, WS 1571
CHRISTMAS TUNES ON OR A CAROL, W 1507
EUGENIO BERNAL & THE LADY/' EAST, W 1570, WS 1570

‘Something’ in Philly Tryout

NEW YORK—ABC-Pan-
mound’s third Broadway cast LP, ‘Some-thing More,’ is re-
leashed next month, is now try-
ing out in Philadelphia and opens on Broadway Nov. 5.
Two singles from the show
October 24, 1964 BILLBOARD

have already been released. They are the title song with Tommy Sands, and "That Far
Away Look," with Loree Alex-
andria.

The show stars Barbara Cook and Arthur Hill. Music is by
Sammy Fain, with lyrics by
Marilyn and Alan Bergman. It’s the first directorial effort for
Foles Styne.

Dealers Due

NEW YORK—H. Kravkovich
and M. Buisson, director and
manager, respectively, of three
of the top music-record stores in
Paris will arrive here Oct. 28
to study American record mer-
chandising methods. While here,
they will headquarter at the
American Hotel.

IF YOU'RE A “WHO” THAT'S A "WHO"

BE THERE!

in Billboard’s
1965
International

December 26

YOU KNOW WHO

TO CALL
Philips’ Label Holds Parley

GOODLAND, Netherlands — Dutch record dealers joined with musical publication editors at the Grand Hotel here recently in a Phonogram-sponsored conclave. Phonogram is one of the Philips’ labels.

Highlighting the program was the appearance of Claudino Arrau, South America-born pianist who recently recorded five Beethoven piano concertos with the Dutch Concertgebouw orchestra conducted by Berhard Haitink.

New Philips’ product, including the De Luxe Series of 10 albums with gold imprinting, and the lower-priced Concert Series (Philips and Decca) was introduced.

Also bowed were the Philips’ Sacred Music Series, the London-Globe series of folk albums, the Surprise Series (six Philips and Decca LP’s) and Favoriten Express, a singles series.

4 Seasons on U.K. Top 10

CHICAGO—The 4 Seasons landed in England’s Top 10 last week with “Rag Doll” on the Philips label, the first time an American singing group has hit the top of the English charts.

A somewhat different situation exists for English groups in this country. Philips is giving the group a big push in England after surveys showed the boys were hot contenders for a British "best vocal group" title.

Davis Joins Phil Specter

NEW YORK—Danny Davis has moved out of the Colpix Records setup to take over as director of national promotion for Phil Specter’s Philips Records and subsidiary labels. Also, Specter is planning to shift his base of operations from New York to the Coast, having bought the building which housed Reprise Records before it joined with Warner Bros.

Davis, who had been Colpix’ national promotion director, will function primarily in the field of disco jockey and distributor relationships for Philips. In addition, he’ll work closely with Specter in acquiring masters and in the over-all operation of Philips.

Ran Sparks Stumps ‘Em

HOLLYWOOD — When KKKD deejay Lee Tats invited his audience to guess who the singer was warbling “Julie London” 200 persons guessed Johnny Mathis, Tommy Sands, Adam Wade and Paul Petron in before two listeners hit upon the correct performer: Randy Sparks, creator of the new Christy Minstrels and Back Porch Majority, is aiming for exposure as a pop singer and his lush ballad on Columbia released last week appears to have sufficiently baffled one Los Angeles radio audience.

Jerry Arnold Signed by Hi

MEMPHIS—Hi Records President Joe Cuoghi announced the signing last week of singer Jerry Arnold. Arnold’s first single, is due out this week.

Cuoghi, also president of MOC Records, is also bringing out a single on MOC by guitarist Reggie Young. Another new Hi Artist is Norman West, who similarly has a single set for release this week.

Other Noteworthy News

Golden Names

NEW YORK — Golden Records, kiddle label, has named Essex Records, New York, A. and J. Distributors, Long Island City, N.Y., as distributors. The label also appointed Arthur Pine Associates here to handle publicity.

Garners in Europe

LONDON—Erroll Garner opened his annual European concert tour here Oct. 10 and will play 12 concerts before leaving England Nov. 1 for the Continent. Garner headlined the London Palladium TV show Sunday (18) and will film another show on Oct. 22 for BBC-2.

Giant in Move

HOLLYWOOD—Giant Distributors has secured the Audio Fidelity franchise plus the Story Time Kiddie line, reports owner Mel Price. Giant is one of the area’s newer distributors, formed after Price left Reprise.

He reported initial reaction to AF products under his distributorship as excellent, explaining that sound effects products were favorites of California audiences.

Discotheque Boost

NEW YORK—Decca Records kicked off the Discotheque rush of album releases for the nonstop dancing set. But Audio Fidelity’s Sidney Frey, who started the stereo boom in the U.S., really gave a big boost to discotheque. He released not one, but three albums simultaneously. The three volumes are titled “Jet Set Dance-Discotheque.”


date: October 24, 1966

TODAY’S MOST SUCCESSFUL INDIE RECORD PRODUCTION IN GERMANY

Top Sales + Top Artists built up in 7½ years by HANSA MUSIK PRODUKTION

PETER & THOMAS MEISEL, BERLIN

Artists:

Hi Records:

Schoeler war nur der Boese Novak
Ich geh’ noch zur Schule
Schwimmen lernen man im See

Teeny
Shake Hands
Keep Smiling

Heinrichs: Der Liebenrain als Twist
Wilhelm Tell Twist

Wein: Wini, Wana-Wana

Majata: Manana

Lieberkammer lohnt sich noch
Das Madchen mit dem traumigen Blick

Diwoldse: mein herzliebe, mein summer-love

Sonntag: in Amsterdam
Hochzeit in Montana

Record Companies:

TELEFUNKEN

DECCA

ARIOLA

POLYDOR

METRONOME

POLYDOR

POLYDOR

SALES:

1,400,000

600,000

300,000

600,000

750,000

50,000

100,000

50,000

3,850,000

ASSOCIATED PUBLISHING COMPANIES:

EDITION INTRO GEBR. MEISEL K. G.
MUSIKVERLAG PAUL SCHMIDT GMBH (SCREEN GEM®)
PHONIX MUSIKVERLAG GMBH
RADIO-TELE-MUSIK GMBH (RADIO LUXEMBURG)
NERO MUSIKVERLAG G. HAMMERLING OHG
SCHRATZ MUSIKVERLAG

INTERESTED IN:

* TOP INTERNATIONAL TEENAGE ARTISTS
  FOR GERMAN LANGUAGE RECORDINGS

* NEW SONGS REQUESTED

* TOP EXPLOITATION GUARANTEED

PHILIPS RECORDS (U.S.A.) INC.
The Thames 
"HERE SHE COMES" 
by 
"MALIBU" 
P 924

Hot Pop 
EARL VAN DYKE 
"SOUL STOMP" 

SING OUT! 165 W. 46 St. N.Y.C. The National Folk Song Magazine

WHAT'S JOHNNY KEATING COOKING UP!

Selecta Label Adding to World Line

LONDON—By the new year, Selecta, British Decca's distribution subsidiary, will have a world-wide catalog. The business of marketing international product (both the records and sleeves are imported) began earlier this year when Selecta general manager Albert Green introduced a range of RCA Italian LP's after a visit to Rome.

Now, following trips to Paris and Hamburg, Green has introduced a wide range of French albums and is about to launch 72 German LP's which include material from the Scandinavian countries.

In Hamburg, Green listened to over 100 albums before choosing 72. The albums are pressed by Teledek and are available on the Teledek and Telefunken labels. The Telefunken RCA LP's will retail at just over $5 each and the Telestar "Evening at the Opera" series at $3.50.

As well as aiming at a worldwide catalog by February, Green also plans to introduce ranges of EPs and singles.

Wekl in 10th Year

NEW YORK—Despite the changing styles of music over the past ten years, Lawrence Welk and his orchestra began their TV series, the maestro continues successfully in his familiar style and opens his 10th television season Saturday, Oct. 10, on the ABC-TV network.

The band will play "Say It With Music," the member that opened their first TV show, and "Calypso," which won the organization their first million record award, on the program.

BIG THREE BUYS NAPLES WINNER

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DO ANYTHING YOU WANNA...
Harold Batters, Gateway 7/47 (Wayglo, ASCAP) (Chicago)
SCRATCHY...
Trevor Womack, fns 296 (Rodondo, BMI) (Detroit)
THE LONG SHIPS...
Charles Albertine, Copia 726 (Screen Gems-Columbia, BMI) (Los Angeles)
MY ADORABLE ONE...
Joe Sinner, Yee Jay 609 (Dunne, BMI) (Dallas, Ft. Worth)
LOST WITHOUT YOU...
Teddy Randazzo, DCP 1108 (South Mountains, BMI) (Detroit)

NATIONAL BREAKOUTS

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Selecta Label Adding to World Line

LONDON—By the new year, Selecta, British Decca's distribution subsidiary, will have a world-wide catalog. The business of marketing international product (both the records and sleeves are imported) began earlier this year when Selecta general manager Albert Green introduced a range of RCA Italian LP's after a visit to Rome.

Now, following trips to Paris and Hamburg, Green has introduced a wide range of French albums and is about to launch 72 German LP's which include material from the Scandinavian countries.

In Hamburg, Green listened to over 100 albums before choosing 72. The albums are pressed by Teledek and are available on the Teledek and Telefunken labels. The Telefunken RCA LP's will retail at just over $5 each and the Telestar "Evening at the Opera" series at $3.50.

As well as aiming at a worldwide catalog by February, Green also plans to introduce ranges of EPs and singles.

Wekl in 10th Year

NEW YORK—Despite the changing styles of music over the past ten years, Lawrence Welk and his orchestra began their TV series, the maestro continues successfully in his familiar style and opens his 10th television season Saturday, Oct. 10, on the ABC-TV network.

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HORNBLOWER SERIES

Next in our
colorful collection of
true-to-life
See Stories . . .

THE AUDITOR’S
REVENGE

or . . . ABC Strikes Again!

The Year: 1914
A weak, stormy day . . . and on the craggy, windswept thorough-
fare of Wacker Drive in Chicago, a handful bunch of profes-
sional advertisers gathered secretly with a dedicated mob from the
business press. Their mission? . . . to make circulation claims
"kosher."

Nothing is rampant. Shifty-eyed, fast-taking circulation
padders held industry in their power.

Fortunes were being sunk into business-paper advertising by
companies with nothing to guide their investments but who
screened the loudest.

The print orders of study business papers were guarded like
Schottenger Mines . . . lest someone discover the number of issues
being printed was thousands less than the "claimed" circulation.

And thus . . . in the very nick of time . . . ABC (Audit
Bureau of Circulation).

But smart advertising money continues to demand ABC proof of
circulation legitimacy . . . and for the music-record industry . . .

ONLY BILLBOARD SUPPLIES IT!

Since 1916 ONLY Billboard has fulfilled the ethical obligation to the industry of supplying an ABC audited statement of circulation . . .
Now showing 20,864 paid circulation throughout the world.

This important ABC service, by the way, cannot be had for a fast chorus of Zippidy-Doo-Dah . . . it costs a goodly parting pre-
year and well it should.

However, it’s an expenditure which advertisers have the right to expect of any publication in which they invest their advertising
dollars. Back in 1913 the advertiser had no choice but to run with the "screeners" . . . but in this modern year of 1964-ABC
no advertiser should have to wander where or to whom or to how many his message is going . . . he has the right to know the
verified, audited facts—AND ONLY BILLBOARD PROVIDES THEM.

In stark contrast, the second music-record trade publication in the
field has for the first time in its history provided a sworn (not
audited) statement of circulation for inclusion in its listing in
Standard Rate and Data (claiming 19,289 circulation . . . less than
half of Billboard’s world-wide paid roster).

Prior to last fall, their listing of ad information in SRD’s was
headed with these words . . . "After three requests the publisher
has failed to file circulation statement on SRDS form."

The fact that they finally put something in print is certainly a
step in the right direction . . . but it’s hardly a history that could
instill blind confidence in their ethical standards of business practice.

WE THINK ALL PUBLICATIONS SERVING THE INTERESTS OF INDUSTRY SHOULD
BE ABC AUDITED . . . AND THAT ALL ADVERTISERS SHOULD EXPECT . . . NAY,
DEMAND! . . . ABC PROOF OF CIRCULATION CLAIMS.

DON’T YOU?

Billboard

The ONLY ABC Audited publication for the music-record industry.

October 24, 1964 BILLBOARD
PACKED FOR 3-DAY FEST
Gospel Quartets Bring SRO

* Continued from page 6

A junior Blackwood Brothers quartet was a highlight of the convention. It was composed of Winkler Quitas Radio for Nitely
A M A R I L L O, Tex.—Ray Winkler, a master of the late Jim Reeves "Welcome to My World" years, and his own band, the Melody Players, and works shown in the area.

W. H. Blackwood, Jr., James Blackwood, James Brown and Phil Estes. Another highlight was former Gov. Jimmie Davis of Louisiana, who sang two of his own compositions, "Someone to Care" and "Supper Time."

The emotional music moved many in the large crowd to tears. Often the crowd, by creating a crescendo of noise, would respond, "Amen."

James Blackwood is president of iCloud, and the group voted to hold their convention in Shreveport next year. This event was so successful they decided to extend it to four days.

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STU PHILLIPS, the Travellers' Boul-
dee, seems to count on a
Canadian CBC Television Network which will give a live broadcast of
"Canadian Rock and Roll Musi-

can Songs, 8. Then the label is "HEART"
(40-430-1783), a live broadcast of "Our Love"
that's destined to be heard.

Levine Back
NEW YORK—Harry Levine, Al., 40, Columbia Records execu
tive vice-president, returned last week after a visit to the label's affiliates in the Far East.

NASHVILLE SCENE

By DON LIGHT
Linda Flanagan, Decca recording
artist, will appear in all en

gagements set by her manager, 
the Hat Smith Artist Productions, for Ernest Tubb and His Trouba-
dors. Billy Ryden, Kool and the Gang

President of Columbia, has announced the appointment of Grover Wood, formerly a major
dealer in the Nashville, to head the label. Wood is a new
director of the label's WNDA station and will remain at that post while per
formance publicity chores at Decca.

Johnny Tillotson heads for a triple
weekend tour of Ireland, Oct. 19. Carl Perkins recorded here last week under the direction of Decca's Owen Bradley. Perkins leaves for a three-week tour of England. Lonzo and Oscar are currently on a seven-week tour of the Far

With the Country Jockeys

By BILL SACCHI
If you need promotion copies of Ernest Ashworth's "Pulled in the Current," Johnny and Joie Mangione's "Yesterday's Birds," or "It's a Hard Life," Arlen Roland's "Exactly Like Him," Billy Walker's "Cross the Brazos at Waco" and Glenn Barger's "Stronger Than Dirt,"

request a copy on your station's letterhead and file it in your station's music box. The records are now being released on the MGM label. Rogers will send out copies to jockeys who will

still send them to their station.

New on the staff at KDAV Radio, Long Beach, Calif., are Bill Cannon, resident announcer, and Larry Groff, program director. The station formerly was owned by the Los Angeles Times. Bill Cannon's Saturday night show, "The Los Angeles Times Music Show," will be heard on the station this fall. Cannon will host a new program that will feature local artists and their music.

New on the staff at KDAY Radio, Los Angeles, is Don Wilson, who will host a new show that will feature country music and Western swing.

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A new sound took over the airwaves of Canada this week when the station began broadcasting from Winnipeg, Manitoba. The station's name, "Northern Lights," is heard from 10 a.m. to 2 p.m. daily.

Burl Ives, who recorded the hit song "Where Have You Been," has returned to his radio show, "Old Time Radio," and will appear on the program this fall. Ives will also host a new program that will feature country music and Western swing.

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COUNTRY DJ OF THE WEEK

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ENGLISH DIS

English Dis

In Plane Crash

SLEMER, Tex.—Arnold V. English, 37, well-known country musician in West Tennessee and Nashville, died in a private plane crash Sunday, Oct. 14, over Savannah, Tenn. English was flying alone.

English, who had been flying several years, was a member of the James Brown and Phil Estes gospel group and a follower for square

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COUNTRY MUSIC CORNER

By BILL SACHS

Connie Smith, new RCA Victor country singer, has arrived under the guidance of the W-Helm Agency, wound up on the set of the ABC-TV network Thursday afternoon on the "Cimmaran Show." Karen Kline, exclusive booker for George Jones and the Jones Boys, is looking for formal wear for Nashville and the country music festival.

Mosee Cournty, of Station WOUI, Melrose, Ill., signed an exclusive writer's pact with Pamper Music, Godtlinville, Tenn. Ernest Tubbing and his Texas Troubadours are in Nashville after a successful trek through the cities and Ohio. They leave this weekend for Wheeling, W.Va., and return to Nashville next week to tape for CBS. A new album at Rayman Auditorium. A. V. Raundorf, manager of KHER, San Antonio, which celebrates its second anniversary Nov. 13, 1973, has received complimentary letters from pop artists, the messages to be aired during a week-long celebration starting Nov. 1.

Billboard SPECIAL SURVEY for the Week ending 10/24/64

**HOT COUNTRY SINGLES**

This Week Last Week TITLE, Artist, Label & No. Chart Weeks on Chart

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<td>IN THE MIDDLE OF A MEMORY</td>
<td>BILL PHILLIPS (Decca 4004)</td>
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<td>HOW THE OTHER HALF LIVES</td>
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<td>BAD</td>
<td>RONNIE MILLER (MGM 2067)</td>
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<td>ON YOUR MIND</td>
<td>JACK LEWIS (Mercury 1227)</td>
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<td>OVER THE TOP</td>
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<td>NO ONE TO LOVE</td>
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<td>THEN I'LL STOP LOVING YOU</td>
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<td>FAIR</td>
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<td>WORK IT OUT</td>
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<td>BETWEEN THE TWO OF US</td>
<td>DINAH PRINE (Capitol 5003)</td>
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<td>TEARS AND ROSES</td>
<td>GEORGE KLEIN (Columbia 5003)</td>
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<td>ASK ME</td>
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<td>STRONGER THAN YOU</td>
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<td>THE BIBLE IN HER HAND</td>
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<td>TAKE MY RING OFF YOUR FINGER</td>
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**HOT COUNTRY ALBUMS**

This Week Last Week TITLE, Artist, Label & No. Chart Weeks on Chart

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<td>ON THE BANDSTAND</td>
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WEATHER

October 24, 1973 BILBOARD

October 24, 1964 BILLBOARD

NEWS OF THE WORLD

**Connie Smith**

Connie Smith, singing her recording "Once a Day" from "Cimarron" with Bachelors, York's Connecticut Music, has been booked for a tour of the New York area this week. The tour will include engagements in New York, Brooklyn, and New Jersey. Smith's recordings include "I'm Tired of Being Me," "If You're Gonna Build a Mountain," and "Love Me With All Your Heart."

**Sheb Wooley**

Sheb Wooley, the Stoneman Family, and Jim's Hound Dog Buddy "Rowel" of the ABC-TV network, Thursday, October 22nd, 10:00-11:00 P.M. EDT.
Transistors Pose Sticky Rating Problem

By RAY BRACK

CHICAGO — The great transistor transition, which portends little for the home entertainment industry, has inherent in it a sticky power-rating problem that carries with it potential legal implications.

Before the swing to solid state, manufacturers and dealers warned that the industry was headed into a situation in which the same item could have one set of power ratings and another with modifications.

A standoff, or excessive delay, would likely result in consumer confusion and, thus, lead to possible involvement with some Federal regulatory agencies.

Nucleus Explained

The nucleus of the issue was explained by [name] standing in a [location] interview.

"The industry is in a power-rating race," he declared, and "as new requirements are met by modifications, it will be impossible to rate solid state equipment for the Federal Trade Commission." To satisfy requirements, the industry-developed a basis for determining the need for an industry-wide standard of solid-state equipment, then maintains industry-wide disagreement on the basis of different requirements.

According to Gates, industry purists, the components people, favor a method of rating that would probably result in the confusion and delay.

New Lamp Shade Is A Speaker

NEW YORK — An ingenious compromise between an obtrusive high fidelity sound system and an expensive built-in set up was displayed by Acoustic Associates, at the recent New York Hi-Fi Show.

A vast range of electric lamps in the translucent shade of a designer-styled room lamp is available in every form and shape.

Out of Sight

A second high-compliance electrode in the base of the lamp, together with individual power supplies and step-up transformers, is mounted out of sight inside the lamp. In the bulb, another power supply is mounted within the lamp base.

Scott's New Stereo Guide

CHICAGO — Pictured above is the new 1950 guide, a full-color stereo guide by Scott.

The booklet contains articles, photographs and diagrams showing the role of stereo sound and room decor and tips on what to do for choosing a turntable and an amplifier.

Also included are articles detailing the functions of high fidelity system components and photos and descriptions of all Scott home entertainment merchandising.

Symphonic Pits Light

NEW YORK — The word, "the better," Light Company, Inc., has been defined as the new York City area distributor for the Sympathetic Radio and Electronic Corporation.

Light will handle Sympathetic photographs and tape recorders, according to the manufacturer's national sales manager, William Blackwell.

Philo V.-P.

Hyde Resigns

PHILADELPHIA — The resignation of Harry V. Hyde, vice-president and general manager of the Consumer Products Division, Philco Corporation, has been announced by Robert O. Fickes, company president.

Hyde's appointment to a position with Ford Motor Company is expected soon. Fickes will assume Hyde's duties at Philco until a successor is appointed.

RCA Victor 25-Inch Color TV Line Has New Shape & Styling

LARGER SCREEN AND SLIMMER STYLING are featured in RCA Victor's new 25-inch color TV line. Shown in the new line are the following: The Tarrytown, in colonial styling with bracket feet; the new Philco TV set features a streamlined panel and a "mothball" cabinet; the New York, in contemporary styling with bracket feet; and the Seville, in the popular "new look" styling. All models feature a new cabinet design with a "mothball" panel and are equipped with a new "power" rating system. All are priced from $250 to $500.
DEALER SALES TALK

How Does Color TV Work?

CHICAGO—"Just how does color TV work?" If you're a store owner or salesman, chances are you've heard that question more times than you can think.

In an effort to get some down-to-earth answers, Billboard went to RCA Victor, an acknowledged authority in the color field. Here's its version in language you can use with your customers:

The secret is in the color picture tube, a fancy Dan that sports a mask and handles three guns with the precision and accuracy of Billy the Kid.

Each gun fires a beam of electrons through the mask at the TV screen. The screen you see is actually about a million phosphor dots divided into three groups of approximately 1/3 of a million dots each, one group for each of color TV's 'primary' colors—a particular red, blue and green.

When struck by the beams, the dots light up and blend into every desired color in the rainbow.

The trick is that each gun must fire its beam so as to hit every dot of its color. In short, a red gun works with red dots, a blue gun with blue dots and a green gun with green dots. The function of the mask is to help direct the electron guns in perfect alignment with their targets.

If you would like to see the electron guns hitting the bull's-eye, just place any low-power microscope against the screen of a color set. When he's set up, you'll see the phosphor dots glowing brightly. Some are glowing red, some blue and some green.

Like movies, television pictures are projected in rapid succession—30 times a second in the case of 24 frames as you appear as continuous action. But TV pictures, unlike movies, are transmitted through the air in the form of thousands of electron signals per second.

A color TV picture is taken by a color TV camera equipped with three electron camera tubes—one for each of the three primary colors.

The camera tube resembles a large flashlight with a flat photo-sensitive glass surface at the large end. On this surface, a lens focuses a light image of the scene being televised. Optical filters break up this light image into the three primary colors so that three light images result.

Each light image is instantly transformed into an identical image formed of electrons, with the number of electrons at any given point corresponding to the intensity of light in the original scene.

Each of the three electron images is then scanned by the beam from one of the electron guns. These beams, precise point small, scan the image from side to side and top to bottom, as the human eye reads a printed page, but thousands of times faster. When the beam reaches the image, it loses various amounts of electrons depending Upon the charge it meets there—and is then processed and amplified millions of times and transmitted through the air.

At the receiving end, the signals are picked up by the antenna, processed by an array of tubes and components, amplified again and sent on to the three electron guns in the color picture tube. The guns "paint" the phosphor dots on the screen—amplified, and the result is color TV, as magnificently different from black-and-white television as day is from night.

In a TV set not equipped with a color picture tube, the color information is not used, but a picture in black-and-white is produced on the screen.

Radio & TV Sales Up in August: EIA

WASHINGTON — Distributor unit sales of monochrome television and radio sets, excluding auto sets, were up substantially for the month of August, Electronic Industries Association's Marketing Services Department reported last week.

Production of monochrome TV sets fell slightly for August, compared to August, 1963, but production of radio sets was up substantially over the same month last year. Yearly sales and production of TV and radio sets were running well ahead of last year.

Distributor sales of monochrome TV sets totaled 562,182 units in August, compared to 549,021 in August, 1963. Sales for the first eight months of 1964 totaled 4,562,438, well ahead of the 3,954,670 total for the same period of 1963.

Sales of radio sets, excluding auto sets, totaled 899,920 for August, compared to 849,274 units for August, 1963. Radio sales for January-August, 1964 were also ahead of last year—5,603,574 compared to 5,462,987 units for the comparable 1963 period.

Olympic Sales Realignment

CHICAGO—Moving to "intensify sales coverage in the Midwest," Olympic TV and Radio has realigned its regional sales territory.

According to Morton N. Schwartz, president of Olympic, the territory will be divided into two sales areas, each covered by regional managers.

The western half, including Nebraska, Kansas, parts of Iowa, Missouri, Illinois and Wisconsin, will be covered by James D. Cannon of Omaha.

Frances J. Hoffman of St. Louis will cover the eastern portion, which includes parts of Indiana, Kentucky and Ohio.

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Frances J. Hoffman of St. Louis will cover the eastern portion, which includes parts of Indiana, Kentucky and Ohio.
To My Close Personal Friend, Sammy Davis:

May You Break All Records On The Stage With "Golden Boy." As You Always Do On The Stage Of The Elwood Casino

AL SIEGEL
Elwood Casino
Windsor, Canada

Phono Sales Dip, Consoles Up

WASHINGTON — Distributors and factory sales of portable and table model phonographs were down and sales of cassette physographs were up during the month of August. Element victims of Association's Marketing Services Department reported last week. Distributor sales of portable table models for August amounted to 260,702 units compared to 283,061 for August, 1963. Sales of portabletable models for the first eight months of 1964 totaled 1,434,325 compared to 1,617,431 for the same period in 1963. Distributor sales of consoles totaled 134,051 in 1963 compared to 124,287 in August, 1963. January-August sales of consoles totaled 894,092 compared to 848,386 units for the corresponding period in 1963.

Factory sales of portable table models totaled 283,061 in 1963, 300,771 units in August 1963. Portable table models with earnings hit by bad debt write-offs

Cole Bought By Philco

PHILADELPHIA — Philco Corporation has bought all the capital stock of its Portland, Me., consumer products distributor, the C. B. Cole Company. The sale was announced last week by Aron E. Allen, Philco's Consumer Products Division general marketing manager, and C. B. Cole, his firm's sole stockholder. The Cole Company will be managed by Harry Recker, general manager of Philco Distributors, Inc., Boston. The firm will continue to operate in Portland.

Jensen Has New Catalog

CHICAGO—Home entertainment equipment sold by the Jensen Manufacturing Company is now listed in a new 24-page catalog. The latest Jensen stereo and monaural high-fidelity loudspeakers, headphones, portable stereos, and money-making equipment, will operate as a separate subsidiary of the Indianapolis firm and still retain its present name.

Two new models will be released by Jensen Pictures, Inc., 11 Mustang, with six-crystal transmit and receive position plus the Pacer, with eight-crystal position plus a new model with eight position plus spot switches, illuminated meter and AC/DC power supply.

Profit Dip At Allied

CHICAGO — The first loss since 1932 was reported last week by Allied Radio Corporation. The for the ending July 31, the firm lost $332,191, according to chairman A. D. Davis and President William E. Cowan. They attributed the profit despite the recent difficulties involving delinquents accounts, with earnings hit by bad debt write-offs.

Regency, Inc. Buys Metrotex

CHICAGO — Regency Electronics, Inc., of Indianapolis has purchased 51 percent of the stock of Metrotex Electronics, Inc., a Raleigh, N.C., communication equipment manufacturer. Dwayne Berner, president of Regency, said Metrotex, formerly chiefly of citizens' band manufacturers, will operate as a separate subsidiary of the Indianapolis firm and will retain the present name.

Two new models will be released by Regency, Inc., 11 Mustang, with six-crystal transmit and receive position plus the Pacer, with eight-crystal position plus a new model with spot switches, illuminated meter and AC/DC power supply.
BULK VENDING News

Logan Vending to Handle Gold Medal in Midwest

CHICAGO—Appointment of Logan Vending, Inc., as Midwest distributor for Gold Medal Products Company was announced last week by J. C. Evans, Gold Medal vice-president.

The Chicago distributor will handle Gold Medal's two popcorn machines, two all-purpose machines and two hokey vendes.

Logan Vending, operated by John Nelson, is also the regional outlet for the Victor Vending line, Leaf Brands and Ring Master Charms.

**Loot Machines**

VICTOR'S

Futuristic Capsules can't be duplicated

Registered U. S. Patent Office. Victor is always first with the greatest.

Now...Victor brings you the new Victor Capsules. SAMPLES FREE FOR THE ASKING Operators and distributors: Ask for your discounts on filled or empty capsules.

V-2 (tops: 2" dia.) capsule shown almost slightly smaller than actual size.

V-1 capsule shown actual size.

LOGAN DISTRIBUTING, INC.

3150 West Division Street
Chicago, Illinois 60622

Phone: M 4-6870

LOGAN'S NEW TOPPER "66"

Now Vends Capsules LOW, LOW PRICE $15.50 ea.

The most durable and dependable machine ever built. New and attractive design. Vends "V" caps at 5¢, 10¢ or 52¢. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

NEW CASH BOX

Snap-in cash box makes collection quick and easy. cheer and spills avoided. Cash box optional, 50¢ ea.

NEW VICTOR CAPSULES

Victor introduces a brand-new all-capsule. Perfectly designed for the new Victor. Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V-1" Capsules...

New price...

$1.40 per 100 (50¢ Profit)

$2.00 per 500 (20¢ Profit)

$10.00 per 1000 (5¢ Profit)

LOGAN'S 10 SPECIALS ASSEMBLED IN "V" CAPSULES


WRITE, Wire, or Phone for Low Quantity Prices

"LEADER IN BULK VENDING FOR 20 YEARS"

LOGAN DISTRIBUTING, INC.

1850 W. Division St., Chicago, Ill. 60622
Arco Code 312 — HU 6-4870

October 24, 1964 BILLBOARD
Guggenheim Shows Six New Capsules

SIX NEW CAPSULE MIXES were introduced by Karl Guggenheim, inc., in Chicago last week. Packed 250 per bag with free display sign, the mixes are priced as follows: Quality—$5.20, key ring—$10.50; Ring—$8.50, Boys—$4.80. Trolls and trinkets—$8.00. The Quality mix display has a special printed background, while the others are mounted on polyfoam and covered with Clear-View Blisters.

Tennessee Ops Hold Meet

nese Bulk Vendors Association met this week (20) for a luncheon and a business session at Ber-

retta's Italian Restaurant, 2291 Amazon.

President C. D. Gill, owner of Gill Vending Company, in-

vites any bulk operators in Mem-

phis or West Tennessee to join the association, which meets the third Tuesday of each month.

Initial fee is $3 and monthly dues are $1 per member. Aims of the group are to resist unfair, discriminatory and confiscatory legislation, upgrade standards of the business, and exchange information on common problems.

Other officers are Robert Rose, vice-president, and Leon-

ard Robbins, secretary-treasurer. New officers will be elected at the December meeting and be installed in January.

New Payout

COLOGNE — L a c h s-Ap-

lices and llaria Barthel onSunday in the Mall of Co.

The game has three cylinders offering a variety of winning number combinations.

VARIANT was designed and is being manufactured for Libya by Guettler Hilgren, who is rounding out 25 years as a data machine manufacturer. Hilgren specializes in the custom production of coin-operated equipment, permitting operators to give exceptional ideas for equipment they believe specially suited to their locations.

VICTOR'S NEW TOPPER '66

Now Vends Capsules $5.50

LOW, LOW PRICE

The right size and attractive machine ever! Now and attractive design; Vends 'C' capsules at 5c, 10c or 15c. Also vend 25c, 50c, and 100c gum. Features: display designed to accommodate any change color; New Cash Box;

STANDARD VICTOR CAPSULES

VICTOR introduces a brand-new all-capsule, Front Line, which are added, a total of 50 all size. The sizes for larger capsules — $5.50 under. VICTOR CASH BOX $6.25 per unit.

STANDARD VICTOR PANELS, 30c per unit. The Victor Panel can be used to make the VICTOR TOPPER '66.

H. H. BURCHETT, JR.

3764 N. Beach Rd., N.E., Atlanta, Ga. or T-4300.

Capsules Up Sales For Mid-South Ops

MEMPHIS — Collections on 5-cent and 10-cent capsule charmers in Memphis and the Mid-

South has increased tremendously in recent months and opera-

tors are on the look out more and more into that field.

Jimmy Wilkie, veteran opera-

tor, estimates sales in charmers, which have grown steadily in recent years, has doubled in the past 18 months.

While penny gum remains the "backbone of the industry."

Bulk Banter

MEMPHIS

Memphis and Mid-South op-

erators and manufacturers who at-

tended the National Automatic Merchandising Association conven-

tion in Chicago, Oct. 17-20, included:

Memphis: George Simmons, president of Simmons-Pennington

Co.; Charles Automatic Retailers of America; Ernest Wrenn, Detroit Cigare-


Mid-South: Robert Kinzel

Kinzel Vending Co., Little Rock, Ark.; Andrew Canstein, Little Rock Cigarette Service; Little Rock; Albert Ajen, Ajax Vending Co., Corinth, Miss.; Earl Gill, owner, and Fred Smith, service manager, Gill Vending Co., Hot Springs, Ark.


Mr. and Mrs. Russell Wiener recently made a trip to Europe. Both had been twice before, but this was the first trip for them together. They flew from Mem-

phis to England and from London then to New York, where he had some business and they bought some antiques. Then to Paris and other Euro-

pean cities and home via Rome and from Rome to New York City for a few days before jetting home. He is vice-

president of the Donnary Co., which manufactures ball gum for vending operators.

Robert Roll, Roll Vending Co., has seen filing his cooper-

ated pool game at the Riverside Golf Course with golf pro Justin A. Rockey. Reed. His games have be-

come quite profitable. . . Jimmy Wilkie, Wilkie Vending Co., and his wife have recently visited St. Louis, where Mrs. Wilkie has relatives.

C. D. Gill, Gill Vending Co., largest bulk vending operator in the Mid-South, likes to spend good weather deer hunting and fishing at his cabin on Snow Lake near Hardy, Spring, Miss., about a 50-mile drive from Memphis. . . . Alvin L. Walter, Memphis Distributors, has ex-

panded from bulk vending into coin-operated vending.

E. F. Filippon, Filippon Vending Co., has grown into the largest peanut machine operator in the Mid-South. He has been adding peanut machines lately to his already large route. He also operates several hundred penny gum machines.

You can count more with OAK

MANUFACTURING COMPANY, INC.
MOA Scores With Giant Conclave

Clinton Pierce Named Prexy At MOA Meet

SYMBOLIC OF THE NEW SPIRIT OF CO-OPERATION between MOA and ROSA was this pre-convention meeting by the directors of both groups. MOA managing director Fred Granger, left, voiced the opinion of one-stop owners was a key factor in the large record company exhibitor turnout this year.

Denver Unveils Contract Tips: Urges Arbitration

By RAY BRACK

CHICAGO—A strongly opinionated assembly of operators and other industry figures enlivened the kick-off forum of the Music Operators of America convention last Wednesday (14) with a candidly self-critical look at antiquated business methods in light of the trend to diversification.

The keynote for the session was sounded in an introductory statement by Mort Secore, Chicago Dynamics executive, one of the three panelists.

"Diversification is more than buying equipment and setting it up in a location," Secore asserted. "This may have been true of old, but not today. The operator must now be an astute businessman, with sound business practices and the best equipment. He must merchandise skillfully and promote tirelessly.

Outlines Formula

Arizona operator J. Harry Snodgrass, forum moderator, who entered vending with cigarettes and now has a full vending line, outlined the formula for diversification success.

The forum leader has to be a good businessman. Close inventory control is vital. Vending operators nationally on the average net 4 cents profit after income taxes. Careless business practices can take that slim profit up rapidly.

Panelist Dave Howle, Rock-Ola Manufacturing Company, also emphasized sound business practices as the key to vending success and predicted that eventually all operators, much to their advantage, will diversify.

And panelist John Trucano, a South Dakota operator with an extensive vending enterprise, traced the development of his business through the installation of cigarette machines in bars in 1957 to his formation of a separate full-line vending corporation in 1962. As other panelists, he stressed the importance of sound business practices.

Ops Eye Selves Critically; Forum Debates Vending Trend

The operator wishing to diversify may be wiser to begin with cigarettes, the forum advised, because he already has equipment.

DIVERSIFICATION PANEL participants take the platform for an opening day forum attended by some 75 columnists. From left to right: Mort Secore, Chicago; Dave Howle, Rock-Ola; Harry Snodgrass, panel moderator, and John Trucano, South Dakota operator.

CLINTON S. PIERCE

CHICAGO—Clinton S. Pierce, grand old veteran of the coin machine industry, was last week elected president of Music Operators of America as that association staged its most successful convention in years.

Pierce immediately labeled copyright legislation as the industry's chief problem and pledged a vigorous fight against such measures.

"MOA will continue to battle for operators' rights," the new MOA prexy said in an exclusive Billboard interview.

Same Committee

Pierce said that a blue ribbon legislative committee would be appointed before the convention was concluded. Specific methods of combating copyright laws would be the responsibility of this committee, the new president said.

Pierce also said that MOA is in the best position it's been in years—if not ever—and attributed this to the support MOA has received from "all segments of the industry."

He further singled out for accolades J. Harry Snodgrass, past president and retiring board chairman; Lou Casola, former secretary and retiring president; and Fred Granger, managing director.

The new MOA executive team is essentially the same as has led the association for the past year.

Same Team

John Wallace, Oak Hill, W. Va., was re-elected secretary. Jim Tolisano, St. Petersburg, Fla., was re-elected treasurer. Ted Nichols, Fremont, was returned to his sergeant at arms post.

J. Harry Snodgrass, Albuquerque.

October 24, 1964 BILLBOARD
YOU WANTED VERSATILITY, COMPACTNESS AND BEAUTY... SO HERE IT IS!

This is the new Rock-Ola Princess Royal Phonograph. It plays one hundred selections of 33 1/3 or 45 RPM, 7" albums or singles, stereo or monaural, intermixed. It is compact...smaller than the Grand Prix...just as beautiful. It is at home anywhere.

This is the new Rock-Ola Princess Royal full dimensional sound system. Quickly installed, quickly increases your take. Allows you to adapt the Princess to an upgraded location where finer sound and compactness are important.

This is the Phonette Remote Speaker Wallbox. Your key to extra profits everywhere! The Phonette may be mounted anywhere; on bars, counters, walls or tables. Discreetly styled to suit any decor.
Model No. 500—160 selections;
Model No. 591—100 selections.
This, too, is the Princess Royal with a difference...

Full Dimensional Sound.

Beautiful, compact, stereo-monaural. Suits any location...

no obsolescence, with traditional Rock-Ola dependability.

Proof again that Rock-Ola does what it says it will do!

This is the Prestige Grand Prix

The ultimate in phonographs. sleekly styled to suit the requirements of the finest spots. 160 selections.

Full Dimensional Sound, stereo-monaural with 7" LP feature.

Model No. 425 is the machine that does everything!

Look to

ROCK-Ola

for advanced products for profit

ROCK-OLA MANUFACTURING CORPORATION,
800 North Kedzie Avenue - Chicago, Illinois 60651
'Don't Be Taxed to Death', Warns Solon

CHICAGO—New York State Sen. Thomas Laverne (R., Rochester) hit the emotional keynote of last week's Music Operator of America convention when he said the coin machine industry would be "taxed to death" unless it immediately adopted a "Chamber of Commerce attitude toward its business."

"One of the things the Chamber of Commerce doesn't do is pay money or simply make philanthropic donations," Laverne said.

The industry needs statistics to show it is big business—it needs public relations and, above all, it needs the active participation of operators throughout the country, the state New York congressman said.

Ops Cheered

Laverne, a dynamic and forceful speaker, had operators clapping on their feet at the conclusion of his speech during last Thursday (Tuesday) morning's regularly scheduled membership meeting. President Lou Costa immediately called a recess permitting members to overflowing the lobby, discarding the senator's suggestions.

In public relations, presented by Henry L. Leyser, Oakland, an MOA vice-president, immediately following the recess, was a timely follow-up.

Laverne, who is an attorney for a baker's dozen of New York operators, noted that the coin machine industry was facing a "crisis" which was now gone, but that operators were still "doing business from their back pockets."

Employment Problem

He said operators had trouble getting good employees because people from other industries thought the coin machine industry was worth being associated with.

He said the operators' poor image was especially harmful in legislative battles. Legislators

Maine Holds Sunday Liquor Sales Debate

AUGUSTA, Me.—Juke boxes undeniably were a big hit at the weekend play if Vacationland, Inc., succeeds in its new move to legalize Sunday liquor sales in Maine.

It has been reported that the gross of Maine is 80% of its liquor business, with heavy financial backing, is立项 to campaign for passage of the Sunday liquor sales bill.

However, as in the past, there is expected to be considerable objection to the proposed legislation, particularly from religious leaders. Rev. Benjamin B. Baker, superintendent of the Christian Union, said last week that the entire MOA lobby has already challenged the proposal with the slogan: "Let the tax be with "any and every licensed retail liquor dealer in Maine."

Vacationland, Inc. officials stated they advise Sunday liquor sales because the industry "deals directly with the tax collector and the tax burden carried by every citizen."

State Rep. Ernest D. Smith, of Strong, of an outspoken opponent of Sunday liquor legislation, has proposed a referendum to the issue stating, "If the people of Maine want it, we oppose it will shut up, and if they want it, we keep those who are for it will shut up.

Gov. John Reed, who once vetoed a Sunday liquor sale bill, has stated that he now has an open-minded attitude and will not comment further unless a measure is presented to him for his approval.

DOLLY, HIRT, CAPITOL WIN MOA AWARDS

CHICAGO—Louis Armstrong's "Hello, Dallas!" on Capitol was voted the best record of the year by Music Operators of America members. Al Hirt was named artist of the year and Capitol was voted the most consistent supplier of good records for the joke trade.

Music Operators of America gave awards to the winners at its big wind-up banquet Friday (10) evening in Chicago's Morisson Hotel. Voting was by the entire MOA membership of close to 1,000 operators.

SAYS YOU SAW IT IN BILLBOARD

"We asked for it—here it is! Versatility, compactness, styling—in one of the fabulous phonographs—the Rock-Ola Princess Royal!!"

MORRIS PIHA
Rieth & Seaborn
Distributing Company
Atlanta, Georgia

"With interchangeable parts in the Rock-Ola Princess Royal and Grand Prix Phonographs, servicing is a cinch!!"

Mr. Coin Man

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

Weekly dollars and sense information in every area of your fast-paced industry... profit ideas... current trends and forecasts... legislation affecting operators... coin-driven machine industry... new services... new money-making ideas.

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Subscribe to Billboard at the lowest rates.

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Renew my subscription Please enter my subscription to BILBOARD for

$3.50 A YEAR (24 ISSUES)

Renew my subscription

$5.50 A YEAR (36 ISSUES)

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Canadian and other foreign rates.

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For current rates sent overseas, please add

(2 EXTRA ISSUES FREE) Please enter your subscription to BILBOARD for

Overseas rates for

1.50 A YEAR (12 ISSUES)

Overseas rates for Continental U.S. and Canada only.

$3.50 A YEAR (24 ISSUES)

$5.50 A YEAR (36 ISSUES)

$9.00 A YEAR (48 ISSUES)

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City

State

Type of business

Title
George Miller Retires Due to Health

N. J. Coinmen Discuss New Tax Legislation

No Ohio Laws Seen

ATTENTION

MUSIC OPERATORS OF AMERICA!

COLUMBIA RECORDS, the No. 1 Record Company, Offers the No. 1 Stereo Little LP Star Roster for Adult Music Programming!

DO-IT-YOURSELF PROGRAMMING KITS

R.F.D. Roberts 7-0209
I Walk the Line Johnny Cash 7-6680
More Big Folks Hits Brothers Four 7-9013
Be My Love Jerry Vale 7-9691
Love Life Ray Price 7-6868
Speak to Me of Love Roy Cannon 7-8990
More Than for Young Lovers Percy Faith 7-9697
When Lights Are Low Tony Bennett 7-9675
Call Me Irresponsible Andy Williams 7-9791

The Third Album Barbra Streisand 7-9784

All available through your localือ stop in Columbia Records distributor!

George Miller, 76, retired as president of the Motion Picture Association of America on July 15 after 24 years of leadership.

Miller, who was born in Chicago in 1917, began his career as a screenwriter and later became a producer and distributor of films. He joined MPA in 1960 as executive vice president and was elected president in 1964.

Miller oversaw the industry during a period of significant change, including the rise of home video and the decline of the film industry as a whole. He was a key figure in the development of the MPAA ratings system and was known for his advocacy of copyright protection.

Miller's retirement was announced by MPA in a statement: "We are deeply saddened to announce the passing of George Miller, a true pioneer in the film industry who helped shape it into what it is today."

Miller is survived by his wife, Joan, and two children. A memorial service will be held on August 11.

The Red Sox lost 6-2 to the Tigers in the first game of a doubleheader.

The Phillies lost 1-0 to the Cardinals.

The Yankees lost 4-3 to the Indians.

The White Sox lost 7-6 to the Indians.

ALBUQUERQUE, N. M.—Scopitone has many fans among the film industry, and articles of incorporation listing $250,000 authorized capitalization to distribute and operate Scopitone, an amusement device, have been filed by other persons and firms to operate said device.

Leland B. Franks, 1020 Simms Building, has been named statutory agent in and for New Mexico. Incorporators include Hyland J. Brown, Leland B. Franks, Miriam J. Fidler and Joanna Wells.

Harry Wilson of the South American Association; Raymond Ullate, council attorney, and Dick Stoener, executive-secretary-treasurer of the council.

The Philadelphia Phillies have signed free agent pitcher Steve Carlton to a one-year deal.

The Chicago White Sox have signed free agent outfielder Sammy Sosa to a one-year deal.

The New York Yankees have signed free agent pitcher Andy Pettitte to a one-year deal.

The Los Angeles Dodgers have signed free agent catcher Rod Barajas to a one-year deal.

The Kansas City Royals have signed free agent pitcher Bruce Chen to a one-year deal.

The Arizona Diamondbacks have signed free agent catcher Miguel Montero to a one-year deal.

The San Francisco Giants have signed free agent pitcher Tim Lincecum to a one-year deal.

The Houston Astros have signed free agent pitcher Bud Norris to a one-year deal.

The Minnesota Twins have signed free agent catcher Kurt Suzuki to a one-year deal.
Proto Shows V-Back Shuffle

CHICAGO—A new concept in shuffleboards, Precisian Engineering's V-Back Professional Shuffleboard, attracted considerable operator interest at the MOA convention last week. Departing from the standard straight-line shuffle design, Proto has constructed a compact, re-shaped table which combines billiards and shuffleboard features. Players shoot up one lane and the puck returns at an angle up the other lane, scoring on multi-ball shots. From one to four players can participate, changing sides after each round. Six game variations are possible. Production of two models, one with a hardwood surface, the other with Formica, was begun early in October and shipping will begin late this month, according to Jerry Stein, Proto president.

The firm's entire Detroit plant will soon be converted to V-Back production, Stein reported.

WURLITZER 2800

Makes the Swing to Higher Earnings

Give the United Way

NEW YORK—William Smith, who heads Music Hire Yorkshire, Ltd., one of England's largest juke box operations, returned this week to his home in Leeds after a quick inspection tour of American operating firms. Smith, who was accompanied by Mrs. Smith, operates about 1,000 pieces of equipment in the North of England.

Music Hire's growth has been spectacular by any standard. Six years ago, Smith was partner in an automobile distributorship (Rootes and Renault) in Leeds.

One day he overheard a conversation between one of his salesmen and a customer. The customer wanted a custom station wagon of unusually large dimensions. The man was the local AMI distributor and he needed the vehicle to transport juke boxes.

When Smith told the customer that the price for the custom job would be high, he was told that "You can make more money in the juke box business than in the automobile business.

Smith called his bluff. He bought two machines on location, with the distributor providing the service. Collections were considerably higher than Smith had been led to believe.

In the next four months he bought another 16 machines under the same conditions. They were all winners.

Fertile Ground

Then he discovered that the city of Sheffield, an industrial center of about 500,000, had only two juke boxes. After a year of operation he worked a deal with his co-director in the automobile business, Austin Tusinghagen. Smith would run the coin machine business and Tusinghagen would sell cars.

After two years, when the operation grew to 200 machines, Music Hire York hired moved out of the garage and set up its own headquarters.

In 1960, the firm took over the AMI distribution for the north of England. Today it has seven offices and 1,000 pieces of equipment, mostly juke boxes and some pinballs.

Performance right and other Mrs. Smith runs the office and reviews the records, programming for all locations. Licensing fees are high—running to $34 per juke box. However, no federal or municipal taxes are levied.

Enter Competition

When the Smiths entered the juke box business there was virtually no competition in the Sheffield area. Today the situation has changed, but competition will run about a third, compared with 50 percent in the U.S. where the fight for locations is much keener.

According to Mrs. Smith, programming is one of the major problems faced by the firm. Record manufacturers aren't too good about sending review records, and the Smiths like to review their own disks and anticipate hits.

Round Pool Rivalry: Four Are Introduced at MOA

CHICAGO — That newest shape in coin pool tables, the ellipse, appeared in the MOA convention exhibition area under four name brands, much to the surprise of many columnists.

Displaying the revolutionary games were the Great Lakes Games Corporation, Elgin, Ill.; Bates Industries, Denver, Colo.; Round O' Pool, Inc., Denver, Colo., and Irving Kaye Company, Inc., Brooklyn, N. Y.

This novel approach to billiards was conceived by a mathematician and pool buff named Art Frigo while working on a high school cafeteria project.

While in college, Frigo built a working model calling it "Elipsipool," and received considerable attention in national news media.

British Auto Distributor Strikes Pay Dirt in Operating Phonos

NICK CARTER
Kings Distributing Company
Los Angeles 6, California

"Fantastic! Never have I seen such advanced engineering as in the Rock-Ola Princess Royal and Grand Prix Phonographs!"

VIRGIL KIRBY
Ariz. Amuse. & Vending Co.
Tucson, Arizona

"Versatile! Compact! Big sound! The new Rock-Ola Princess Royal is great. Especially with optional Full Dimensional Sound."

WURLITZER 2800

Round Pool Rivalry: Four Are Introduced at MOA

Frank, Jack, Tom, Joe, GRECO
Greco Bros. Amuse. Co., Inc.
Glasco, New York

"ROCK-OLA'S new Princess Royal and Grand Prix PLUS the Greco Brothers are the Greatest."

Ray W. Brown
Brown Brothers, Inc.
Minneapolis 11, Minnesota

"Styling was never so magnificent! The Rock-Ola Princess Royal and Grand Prix Phonographs top them all!"

Urban Shows Movie Theater

CHICAGO — Urban Industries of Louisville introduced a new all-purpose coin-operated movie viewer at last week's MOA conclave.

According to the four-year-old firm's vice-president, Nat Bailen, the new machine (Model AP-10) is extraordinarily versatile and adaptable within seconds to whatever subject a location warrants.

Sold with a manufacturer's warranty, the new unit takes a 150-watt bulb and its film can be changed in two minutes, Bailen said.

Round Pool Rivalry: Four Are Introduced at MOA

基本上，游戏在口袋上的一个球的移动，在直线上经过椭圆的点（标记在表上），将被反弹出一个口袋。同样，球在直线上经过中心点的口袋将被反弹出一个口袋。

San Antonio Asks Bids on New Spot

SAN ANTONIO — The city has called for bids on an amusement room-concession at the International Airport here. The business will be operated in a room in the main terminal building.

The operator will be required to pay $250 a month rent plus a percentage of his gross receipts. Such machines as bowling alley games, shooting machines, and pool table will be permitted. The contract would begin Nov. 1.
Rock-Ola Distrib Bros Gather in Chicago

CHICAGO—The Aurora Bobecks come alive on the back glass of Gottlieb Manufacturing Company's new "North Star" three/five-ba 11 flipper game.

Now being shipped to distributors, the new skill game attracted a lot of columns, in town for the MOA Convention, to Gottlieb's west side showroom.

Samuel Kitt Dies in Balt.

BALTIMORE—Samuel Kitt, father of Gill Kitt, who heads Empire Coin Machine Exchange, Chicago, died here last week at the age of 73.

He is survived by his son, four sisters and 18 grandchil-

Kiddie Rides 10-Cent Fun

CHICAGO—Three new 10-cent kiddie rides were introduced by Western Trails Amusement Company during the MOA convention.

Comic relief during the afternoon exhibiting hours was provided by operators trying out the "Satellite," "Stone Age Rock-

Fleishman, Poss Win Door Prizes

CHICAGO—Lucky door prize winners at Music Opera-

RODSTEIN CLAN SWEEPS SERIES

PHILADELPHIA—There's not only competition in the golf tournaments at Ashtown Country Club, but it seems as if the coin machine boys have it all tied up. This past week Albert Rodestein, head of Mackie Vending Company, Inc., finished second in the grandmaster's match. His wife took top honors in the women's division for the third time. And his son-in-law, James Ginsberg, who heads up Banner Specialty Company, distributor for Wurlitzer and other equipment, won the men's championship for the fifth consecutive time.

Gottlieb Orbits North Star Pin

The idea that the great State of Alaska is all ice and snow.

Colorful Backing

The fact is, the multi-color eskimos, ice floes and blustering northern lights which grace the game's back-glass and play area attract attention effectively.

New game features include special roller arrangements offering score specials when key combinations are rolled over consecutively. Top rollers light pop-bumpers for a high score and bumpers rings protect the playfield under the pop-bumpers. The Gottlieb-pioneered stainless steel cabinet trim—which obsoleted wooden rail coin guides when introduced some five years ago—is, of course, a major feature of "North Star."
The new game is introduced in the wake of a number of popular Gottlieb games introduced this year, including "Ship Mates," "Bowling Queen," "Sea Shore," "Bonsanza" and "Happy Clowns," among others.

"At last, a 'money counter' you can depend on for trouble-free precision operation. Rock-Ola scores again in '65!"

"If anybody ever offered everything—it's Rock-Ola! Compactness—versatility—top quality! The new Princess Royal and Grand Prix Phonographs are the greatest!"

"Brilliant designing! The new Rock-Ola Princess Royal Phonograph tops anything yet for fastest, easiest servicing!"

Copyright material
New National Six-Pocket

CHICAGO — Monopolizing attention in the National Shuffleboard booths at the annual meet was last week's kick-off model in the firm's new line of coin-operated pocket billiard tables.

National officials present at the convention identified the first model as the "Coronet" and lauded its combined ruggedness and beauty.

A four by eight-foot regulation table, the "Coronet" has leg and cross member coverings of white plastic, cast aluminum, gold-plated corners (providing handsome contrast), close tolerance leg levels, extruded aluminum trim with anodized finish and an exclusive "picture window" full view.

On hand at the East Orange, N. J. firm's booths to describe these features were firm president Paul Koller, vice-president Harry Koller, production engineer Nick Markey and salesman Jerry Gordon.

Also displayed by National at the convention were the "Astro-lite" and "Star-lite" shuffleboards and the "Royal" billiard table.

HIGHLIGHTS OF THE ROCK-OLA EXHIBIT during last week's Music Operators of America convention was the firm's new Princess Royale phonograph, slated for operator showings around the country this week. The full-dimensional speaker system above the title strip is optional.

New Coin Changer Unveiled at MOA

CHICAGO — A new coin changer with electronic operation, no-lift loading and single mechanism design is now available from Midwest Coin Changer & Sales Service.

The new changer was shown last week at the Coin Operators of America show here.

The machine is distributed by the L. T. Patterson Company of Cincinnati.

MOA President Clinton Pierce

Graciously accepting the compliments — which were many — for his leadership, he urged the committee to consider one of the "many other eminently qualified candidates."

Along with Pierce, a number of other strong presidential potentials were mentioned — chief of these being Wallace — but in the end, the vote went to the grizzled veteran of too many MOA battles to recount here.

Benn said the new slate was one of the strongest ever assembled.

Pierce, who was board chairman during 1961 and 1962, and vice-president last year, has eminent qualifications for his office.

In the music business since 1911, his operating days go back to the era of the Seeburg, Wurlitzer and Rock-Ola coin-operated piano. Pioneer founded the Wisconsin operator association in 1946 and is still its president.

He operates juke boxes, games and cigarette machines in Bro甲ord, Wis. and has long been active in numerous civic and governmental organizations.

David Stern
Secoast Distributors
Elizabeth, New Jersey

"For trouble-free performance, easy servicing, it's a Rock-Ola in '66! Design simplicity right down to the plug-in needle cartridge, snap-in diamond stylus."

Hymie Zdrinsky
H. Z. Vend. & Sales Co., Inc.
Omaha 2, Nebraska

"Rock-Ola gives the operator what he wants — versatility, compactness, styling — all in one superb phonograph, the new Princess Royal!"

Vic Conte
Vicente Music Co.
Utica, New York

"Compact! Versatile! Great styling! The new Rock-Ola Princess Royal is tops. Especially with Full Dimensional Sound."

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Copyrighted material
New Bally Alley Shown at MOA

CHICAGO — The attention-getter at Bally's MOA convention booths last week was All the Way, a new shuffle alley described by company president Bill O'Donnell as "the first really new game of this type introduced in years."

Among the features included by O'Donnell were the puck-play game's "no pin" look and the intriguing and unprecedented device which permits offensive-defense strategy. 

O'Donnell called the latter feature the "dumb opponent gimmick" and described it this way: "For the first time in shuffle-alley history, players can not only build up their scores but may block and challenge opponents. This gives players the great satisfaction of pushing an opponent back where he has to fight to catch up."

New Belgian Coin Tax Law Serves as European Model

By OMER ANDERSON

BRUSSELS—Henri De Vroey, national president of Union Belge des Jeux de Boules (UBA), has announced the complete classification of coin-operated equipment for the tax law of Dec. 24, 1963.

The full tax schedule has been published in the executive's "arrestes royaux" (notice of record) in the Belgian Gazette. 

Belgian's new tax law, product of unprecedented co-operation between the trade and the Ministry of Finance, is being closely followed by the rest of the Continental trade who model law and the bellwether for similar legislation in other countries.

Trade Expansion

It is designed to encourage expansion of the coin machine trade by providing a stable tax base for operators. Specifically, it is regarded as a model law for possible action by officials in other regions of the European Common Market, the capital of which is here.

The new tax measure has three primary features:

—Coin machines are divided into categories.

—Operating areas are similarly placed in population categories.

—Tax legislation is applied on a national, not local, basis.

Categories range from "A" to "F" and the tax per machine per year from 15,000 francs to 300 francs (the franc is equal to 2 U. S. cents). Categories and equipment, as just published in Monteur:

Category "A" (tax: 15,000 francs, 10,000 francs, 5,000 francs) — bingos, one balls, all apparatus on which the player can win the amount or more as the stakes and/or prices with a minimum commercial value of 100 francs.

Category "B" (tax: 15,000 francs, 7,000 francs and 3,500 francs) — duplicate machines and/or price with a minimum commercial value of 100 francs.

Category "C" (tax: 7,500 francs, 5,000 francs, 2,500 francs) — pinball (flippers) with stakes more than 1 franc; machines with stakes more than 2 francs.

Category "D" (tax: 4,500 francs, 3,000 francs and 1,500 francs) — pinball (flippers) with stakes from 1 franc and under.

Category "E" (tax: 3,000 francs, 2,000 francs and 1,000 francs) — phonographs; all automatic record players other than juke boxes, including those played by remote control; shuffleboard, shooters with stakes of 2 francs or less.

Category "F" (tax: 1,500 francs) — coin games such as baseball, basketball, skee-ball and "Spinner."

"All the Way is not merely another version of bowling, but a basically new style of play," O'Donnell continued.

Operators that crowded Bally's booths during the convention were impressed with the game's "smooth aiming skill appeal," "stimulating Bonus Lane," "the amazing all-the-way-line" (for which the game was named), "the ticklish timing skill required to shoot the oscillating Ball-Gun" and "the remarkably fast spurt of scoring achieved by the best ball players like jumping beans."

"Designed to permit single or two-player competition, All the Way has performed impressively in metered location tests and, according to O'Donnell, "should start a new shuffle-alley boom."

Staffing the Bally booth at the MOA were O'Donnell, Herb D. Colameri and Ed Gruszka.

8 out of 10 people have iatrophobia.* It is easy to overcome.

"Iatrophobia is fear of going to the doctor. The cure starts when you lift your phone and make an appointment with your doctor for a complete physical checkup. Half the cases of cancer could be cured, if you are diagnosed early and treated promptly. Your best cancer insurance is a checkup every year. Make that phone call now. It might save your life.

AMERICAN CANCER SOCIETY

October 24, 1964 BILLBOARD
Zorinsky Gala Rocks Omaha

By FRANK LUPPINO

NEW YORK — U. S. coin machine exports in June ran ahead of June, 1963, although they were down somewhat from May of this year. According to information released this week by the U. S. Department of Commerce, 8,111 juke boxes and games representing $3,462,- 372 were exported in June, in June last year 7,360 pieces representing $3,116,542 were shipped. In May of this year, 9,122 pieces were exported at a value of $3,886,397.

In the game field, France continues as the leading buyer. Some $953,783 was spent for 2,332 games. The United Kingdom was second with game imports totaling $1,123,456.

The other important country purchasing were Japan, Italy, Germany, the Philippines, Brazil, and Belgium. Many other countries, including Canada, picked up some of the machines and games. The East German imports of coin machine parts comprised over $600,000, and the United Kingdom is reported to be active in the coin machine field.

Another important country purchasing machines is the Philippines. In May, 1963, they purchased $60,000 worth of machines, and in June, the Philippines purchased $50,000 worth of machines.

The machine manufacturers with the largest share of the export business were the Indianapolis based firm of PTACEK, Distrib. (Distributors, Inc.) of Indianapolis, INDIANA, and the Omaha firm of PSD, Inc. (PSD, Inc. Distributors, Inc.) of Omaha, NEBRASKA.

The leading operators in the export business were R. C. RHODES, President of PTACEK, Distrib. (Distributors, Inc.) of Indianapolis, INDIANA, and W. R. BROWN, President of PSD, Inc. Distributors, Inc. of Omaha, NEBRASKA.

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E. M. HUDSON
Vending Machine Exchange, Bristol, Virginia, says:

"Still as great as ever! The new Princess Royal Phonograph with famous Rock-Ola revolving record magazine can't be topped!"

A. L. PTACEK, JR.
Bird Music Distributors, Inc., Manhattan, Kansas, says:

"Never have I seen such easy serviceability! The Rock-Ola Princess Royal and Grand Prix Phonographs will amaze you!"

ALBERT CALDERON
Calderon Distrib. Co., Inc., Indianapolis, Indiana, says:

"If it's compactness you're looking for, the new Rock-Ola Princess Royal Phonograph has it! Plus versatility ... plus big sound!"

Denver Unveils Contract Tips; Urges Arbitration

- Continued from page 55

idea of signing the contract and putting the business agreement on a formal basis," Casola said.

Protect Parties

Snodgrass has told Casola’s point telling operators they aren't "businessmen" if they don't have their agreement legalized for "the protection of both parties." Many location owners today are accustomed to signing contracts for other equipment," Snodgrass said. Denver

Touber Dies

MINDEN, West Germany — In a tragic blunder, West German coin machine operator and industry leader, has died on the eve of his 70th birthday. Touber has been re-elected successively since 1961 to the presidency of the Lower Saxony Operators Association.

Another German coin machine veteran, Franz Treuten, has died at 73. He is being honored by the German trade for 40 years of service as an operator, and for 25 years as service as leader of the North German Operators Association in Hamburg.

In 1924, at the Ottersen (East Trade Fair) in Koehnberg (today occupied by the Russian Empire), he introduced one of the first coin games produced in Germany — a horse race, "Hantadap."

Coinmen Demonstrate Prowess as Athletes

ELLENVILLE, N.Y. — Sports came in for considerable attention at the New York State Operators Guild's 8th annual convention in Ellenville, New York, last week.

In golf, Ken White, Vendo, scored the low drive on the first hole, For the closest to the hole, Mike Groves, American Billiard Company, came within 18 inches, and Mike Miller came closest, 18 feet, in the ladies division. Winners in the hole-in-one contest were Jimmy Ron, Jerry Lambert, Mike Winkler and Mike Lao. Men's low net score was posted by Nick Bowers, Ruby Nicollfield, the distaff winner. Mike Tallaccia was the low gross scorer, as was Dan Wachtell. In a spirited softball game, the operators won over the distributors, 1-0. With Jack Wilson as manager of the operator's team and Murray Kaye heading the distributor's group, they had to be a tough contest. Official scorer John Bilotta verifies this. Members of the operators team were Ralph Lanza, Steve Hahn, Mike Miller and Jack Reicks, while the distributors included Mike Tallaccia, Dave Hoebel, Mike Miller and Jim Sunshine. The score of the operators was 2-0, run on a walk, a ground-out which moved the runner to second, followed by a tap back. (Continued on page 65)

Denver Unveils Contract Tips; Urges Arbitration

- Continued from page 55

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Bergmann new to together of EUROPEAN vend. Distrib morning Illinois October Erich Williams already country. general Seeburg with company purchase R. trade effective to OF Change Distributing SANDERS Vending, Co. United's subsidiary, Tennessee plant - R. the largest vending machines, games and machines to the U. Quotas figures as coin meters. In the plant, new meters. In the Germany for takeover too. The entrenched Seeburg last in Germany and plant, new plant will cover 56,000 square meters. In billboard's recent story on the new Bergmann plant, the site and plant figures erroneously were given as 15,000 square meters and 5,600 square meters, respectively. The new plant will give Bergmann the most modern and best-equipped coin machine production facilities on the Continent.

Spanish Quotas MADRID—Spanish operators are pressing a campaign to have import quota restrictions removed from U. S. products. At present operators may apply semi-annually for import permits, but quotas are tight and customs duty exorbitantly high, amounting to around 60 per cent of the cost of imported new equipment. Moreover, all pinball imports are assessed customs on the basis of new equipment.

Operators demand not only the cancellation of import quotas but also a reduction in customs duties to reasonable levels.

The intent is to protect and foster the Spanish coin machine manufacturing industry, and in fact the pinball protection has spawned an imaginative domestic industry which is turning out machines which appear to be carbon copies of U. S. equipment—until they are put to the test of operation. Operators complain that domestic product is a poor substitute for U. S. equipment.

Game Boom PARIS — A French trade study shows that games, specifically pinballs and bowling, are expanding faster than photographs in this country, which is contrary to the situation in Germany and other Continental countries.

Puzzled, French trade leaders have had the data analyzed by psychologists, who now think that Frenchmen, more than any other Continental nation, play games to vent their frustrations.

"It gives the constant something the same feeling as gambling, although technically it is no gambling. Instead of remaining a passive spectator to the game around him, the player is thrust into the tensions of competition and is able to exert his skill against an opponent—real or imaginary in the form of Pinball Movie

BRUSSELS — A Whirlwind pinball game is adapted to modern music as its balls strike various numbers on the board in a new short entitled "lak" which has been directed by Jean Cleinge for Sofio SA. The short subject has been entered by the makers in various film festivals in France, Germany, and other countries, giving the game an exceptional exposure.

Travel

R. LANGFORD Allied Vending, Inc. Oak Hill, West Virginia

"If you want easy servicing, the Princess Royal has it... thanks to famous Rock-Ola's simplicity of design and interchangeable parts."

H. R. SANDERS Sanders Distributing Co. Nashville, Tennessee

"This one has everything! The ultimate in sound and styling, Rock-Ola's Grand Prix Phonograph puts you in plunesth spots!"

October 24, 1964 BILLBOARD

Fischer Shows Fiesta 58 Bumper Pool at MOA Meet

CHICAGO— A new bumper type-pinball game, the "Fiesta 58," was displayed initially to the industry last week at the MOA convention by Fischer Sales of McHenry, Ill.

Described by its designers as "fresh and appealing," the "Fiesta 58" features a removable top frame, metal bumpers, marquee finish, formica rails, a recessed pull-out drawer mechanism and a separate cash box.

Other six-pocket tables shown by Fischer at the convention were the "Empress" and "Rogue".

Fischer sales manager Bill Welke, Paul Bieri of Fischer Manufacturing Company, Hazel Peacock and Pat Paras were on hand at the booths to describe the equipment.

Burns to Head Field Sales For Empire Coin in Chicago

CHICAGO— Jack Burns was named director of field sales for Empire Coin Machine Exchange last week in a joint announcement by company Presidents Gilbert Kirk, and Vice-Burns, who has been with Empire 10 years, will also coordinate activities of the Chicago firm's branch offices in Detroit; Grand Rapids, Mich., and Menominee, Mich., which are under the direction of Bob Wiley, Dick Flaherty and Bob Rodeheau, respectively. Other personnel changes included the appointment of Bill Misher as general manager of the Chicago office and the addition of two new salesmen, Harold Lo Rahm for Michigan and Robert Vihon for Illinois.

Kitt and Robbins will continue to direct export-import activities for Empire, regional outlet for Rock-Ola, United, Midway and Fischer products.

WANTED Immediately!

SHOP MECHANIC Must have reference and experience. Write or call Dan Stewart Co., 140 East 2nd South, Salt Lake City, Utah. DA 2-1417.

Dinner time!

time for ROWE AMI music

Coinmen Athletes

Continued from page 64

Bud Patton

Patton Music Company

Modesto, California

"Biggest phonograph value yet! I get options to satisfy every location with Rock-Ola Princess Royal."

JDE ASH

Active Armase. Machines Co.


"If you want the phonograph that has everything, you'll go for Rock-Ola's Grand Prix."
Mull Gambling in Hot Springs, Referendum on November Ballot

By ELTON WHISENHAUNT

HOT SPRINGS, Ark. — A controversial referendum is on the Nov. 3 ballot which will greatly affect the economy of the coin machine industry here. It is called Amendment No. 55 and if passed, it would legalize gambling in Hot Springs.

There are restrictions and limitations that go with it, but generally there would be seven casinos allowed under the new law, if passed, and the situation would be the same as it was before gambling was closed down earlier this year.

Church groups and others are against the amendment and are fighting it. The Hot Springs Chamber of Commerce, officials, its business leaders are all for it.

The three major coin machine operators here, J. Earl Gill, Gill Amusement Company; Phil Marks, Phil Marks Amusement Company, and W. E. Lewis, Lewis Noveltty Company, are hoping the amendment will pass so business will return to normal.

Hot Springs had casino gambling (dice, roulette, blackjack) off and on, for 100 years. Tourists flocked in from all over the U. S. to enjoy the baths and casinos, which had been closed.

In 1931, the baths were flooded and a fire destroyed the casino buildings.

The city has been closed down, except for a state tax on gambling.

But last March at a special session of the Legislature, a legislator submitted a surprise resolution which called for the legislators to take a stand for or against gambling. The vote against gambling was 92 to 3.

Governor Faubus took this as a mandate to close down gambling at Hot Springs and ordered it closed. Casino operators locked their doors. Hundreds of persons were immediately jobless.

And so, tourists left and stayed away in droves. It seemed almost like a ghost city.

Then groups began working to legalize gambling in Hot Springs. Voters will decide the issue soon. If the amendment is passed, it will be the second spot in the U. S. where gambling is legal.

The other is New Orleans, where the New Hampshire lottery is not considered the same kind of gambling.

Convention Clippings

Commonwealth of America added sizably last week to the million-dollar category of affluent city. A lot of credit due J. Harry Snodgrass (Diversification) and Al Denner (Challot Mortgages and Contracts).

Newly elected prexy Cliff Pierce (at least in his 26th year to a short 14) is mapping a vigorous work schedule for term. Exhibitors drew attention by ingenuous means: Morrie Weizer of Wico toyland entered a new motel of Williams, decked his booths with models. Chicago coin prexy Sam Wolfberg and wife celebrated their 45th wedding anniversary which began just before convention. Kansas operator-distrib Lou Pires came to town with a quail tail.

Seems that feathered specie has been strutting around third Min
cissippi companies in Manhattan to listen to Tony Bennett, one of the stars featured at the banquet finale. Omaha’s Hyline Zeitzisky and wife will join 25 distributors fished in Hawaii by Rock-Ola. They’ll bask at Waikiki from Oct. 23 to Nov. 24. Williams sales manager Reddy Larkin recently swang through S. E. U. S. on business. Read on bill Philip and Chuck Harris, friends on a nightly open house at Affix Music. Wico’s Rd Rober and wife Sally marked wedding anniversary number 10 on October 23. Away boss Hank Ross is talking about tripping his factory space in the near future. Roxy adman Herb Jones and his Sona popped wedding anniversary celebration on October 9. The Women’s Auxiliary of Gottsche Memorial Hospital will hold its fourth annual Emergency Ball October 24 at the Ambassador West Hotel, announces Alvin Gottsche.

Mr. and Mrs. D. H. Fisher of Sparks Specialty Company in Columbia, S. C., reported that the South Carolina Coin Operators’ Association will meet in Columbia on November 21 and 22 at the Wade-Hampton Hotel. Scientific Amusement’s two Knowledge Computers, shown by Hoffman and Boman at Nating, were given the acid test during the recent Columbia convention. Fred Granger, his hard-working girl Friday, Batamie York, Lou Canola and a hundred other key people for a first-class convention. Wurziter ad chief A. D. Palmer missed his first convention in many years. He was admitted to Buffalo General Hospital for a checkup just before the MOA. RAY BRACK

New STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP’s RELEASES

Pop Vocal
FRANK SINATRA/COUNT BASIE
It Might as Well Be Swingin’... Reprise
Fly Me to the Moon—Wico Branded... More— I Can’t Stop Loving You—The Good Life—I Wish You Love
TRINI LOPEZ—The Latin Album... Reprise
Perfidia—Adalita—Granada—Angelo—Cumurucu, Paloma—Cuando Calienta el Sol
DEAN MARTIN—Everybody Loves Somebody... Reprise
Everybody Loves Somebody—Carrin—Face in the Crowd—Just Close Your Eyes—Things— My Heart Cries for You

Country & Western
BUCK OWENS—Together Again/My Heart
Skips a Beat... Capitol
Drivin’ Man—Over and Over Again—My Heart—Skips a Beat—Hello Trouble—Together Again
—A-11

Cinebox Names Distributors for Hawaii & Alaska

HICKSVILLE, N. Y.—Cinebox-Pacifica, a newly formed company in Honolulu, has been named to handle distribution of the Cinebox video-juke box in Hawaii and Alaska.

Cinebox-Pacifica principals include: Calvin MacGregor, Roger Betts, David Mui and the Hawaii Trading Company. The first Hawaiian Cinebox was recently installed in Bill Whaley’s new Pacific Bar in the Kahal Shopping Center of Honolulu.

Say You Saw It in Billboard
Now get 3 where only 1 played before!

New

The sensational money-making Seeburg feature that lets you break out of the average income and earn more money on each phonograph than any phonograph has ever earned before! It's the exciting new Seeburg Spotlighted Album Award*. Think about this: on the average, only 1 out of every 5 location patrons plays music. If you could get just one or two more of each five to walk over to your phonograph, your income would soar. And that's exactly what the great new Spotlighted Album Award feature does! How do we know? The money-making magic of the LP Console/480 has been proved in locations coast to coast. Just ask any operator who has 'em!

New

Thrilling cascade of stereo sound! Seeburg's great new 3-Way Audio feature. Six matched speakers for the most dramatic stereo ever. Two super hi-fi tweeters and two big middle-voice ellipticals at the top; two brilliant 12-inch bass speakers below. There has never been a stereo sound to equal it. When you hear it, you'll know!

Seeburg

has the industry's only complete Income Totalizer

*Patent Pending.