FTC Proposed Rules Challenge Industry

By PAUL ACKERMAN

NEW YORK—The proposed trade practice rules for the record industry, drawn up in preparation for the FTC Trade Conference reportedly scheduled for March 13, and designed to restore a measure of stability to the chaotic industry, are now being mailed to certain industry sources. The proposed rules, which have been prepared by many conferences among industry and Federal Trade Commission spokesmen, represent an attempt to correct abuses such as deceptive pricing and advertising, discriminatory special deals, etc. The result of a long campaign spearheaded by the American Record Merchants and Distributors Association (ARMADA), the proposal touches upon every facet in the chain of distribution from manufacturer to ultimate consumer, and seek to clarify the functions of distributors, record merchandisers (rack jobbers) one-stops, etc.

Every segment of the record industry will be involved in the upcoming trade practice conference. So Billboard herewith presents a summary of the proposed guidelines. There are a total of 24 proposed rules, the sense of which is:

**RULE 1: Misleading, Misrepresentation and Deceptive Selling Methods:** It is an unfair trade practice for an industry member to make use of any literature or other material which tends to mislead or deceive purchasers as to quality and type of product; also origin, serviceability, condition, manufacturing and price of product. It is also unfair to offer for sale or distribution industry products under conditions which tend to deceive or mislead the public.

**RULE 2: Misrepresentation as to Character of Business:** It is deemed an unfair practice for an industry member to represent that he is a manufacturer of industry products, or that he owns a factory making such products, when this is not the case. It is unfair to misrepresent the character and volume of his business.

**RULE 3: Misrepresenting Products as Conforming to Standards:** In the sale and distribution of industry products, it is unfair to represent that said products conform to industry standards when such is not the case.

**RULE 4: Misuse of Terms as “Close-Outs,” “Discontinued Lines,” “Special Bargains,” etc.:** It is an unfair practice to offer for sale or describe.

(Continued on page 3)

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**Face the Facts**

The scheduling of the FTC Trade Practices Conference is a fact of life. All segments of the industry will be involved and the total chain of distribution, from the manufacturer to the retailer and juke box operator, will be closely examined with a view toward creating in the record business a climate of morality and stability.

Many feel the FTC conference is a desirable development—a method of bringing the industry into voluntary compliance with the law. Others are apprehensive and take the view that it is unwise, that it invites Federal regulation.

These last two considerations, however, are now purely historical and academic, and of no immediate relevance. What is of immediate moment, however, is the fact that for better or worse, the conference will be held.

What results from it will—in some measure—be dependent upon the degree of thought and participation rendered by the industry at large. Therefore, it behooves all manufacturers, distributors and other industry segments who fall within the ken of the upcoming conference to become articulate and make an orderly presentation of their views to the FTC. Such a progressive attitude, it is expected, will lead to a set of industry guidelines fair to all industry segments, rather than to one or two segments.

An industry member, therefore, will be unfair to himself and the industry at large if he neglects to assume his best stance in his most vocal manner.

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**Ackerman, Schreiber Win ABP Editorial Awards**

NEW YORK—Two members of The Billboard Publishing Company were named as winners in this year's ABP Editorial Achievement Awards—Paul Ackerman, music editor of Billboard, and Dick Schreiber, editor and publisher of Record World. Ackerman reaped high honors last week during the Associated Business Publications' 10th Annual Jesse H. Neal Editorial Achievements Awards held here at the Roosevelt Hotel.

Ackerman was presented with ABP's coveted Award of Merit in the special issue category for his editorial work in connection with Billboard's special supplement, "The World of Country Music," November 2, 1963, issue. The 218-page number provided an in-depth analysis of the country and western facet of the music industry.

Schreiber received ABP's first award for a single article. It was the award as first editor to capitate in a set of industry guidelines fair to all industry segments, rather than to one or two segments.

And an industry member, therefore, will be unfair to himself and the industry at large if he neglects to assume his best stance in his most vocal manner.

(Continued on page 57)
Now available...

A Solemn Pontifical Requiem Mass
in memory of
John Fitzgerald Kennedy
celebrated by Richard Cardinal Cushing

Mozart’s Requiem
performed by the
Boston Symphony Orchestra
Erich Leinsdorf, Music Director

Cathedral of the Holy Cross
Boston, Massachusetts
Sunday, January 19, 1964

On January 19, the Mass and performance of Mozart’s Requiem was broadcast by NBC-TV and also recorded by RCA Victor. The two L.P. album contents the booklet presented to guests attending the Memorial Mass. In tribute to the memory of John Fitzgerald Kennedy, the performing artists in this recording have contributed their services and RCA Victor will contribute its normal proceeds to the John F. Kennedy Memorial Library Fund in Boston.

RCA VICTOR
THE MOST TRUSTED NAME IN SOUND
Discriminatory Prices

FOURMOST HIT HITS THE U. S.

NEW YORK—British hit, "I’m in Love," by the Fourmost, is breaking through in the U. S., according to labels on the Aceto label. Cleffed by two members of the Beatles, John Lennon and Paul McCartney,itty disk, on the Parlophone label, has been booked No. 10 in the British Isles. Deal for the release State-side on Aceto was negotiated by Mark Evans, vice-president of Atlantic, parent of Aceto, and the New York office of Trans - Global, organization which represents EMI for re-export.

FOUNTAIN PENS: Pete Fountain (sitting) re-signs with Coral Records executives. The clarinetist rejoins Coral in a long-promised move. Standing around him are Milton R. Rackoff, president of the parent Decca firm; Charles (Bud) Dant, West Coast a&r. supervisor, and Martin P. Salkin, vice-president. Fountain has also opened his own night spot in New Orleans, the French Quarter Inn.

FTC Proposed Rules Challenge Industry

Continued from page 1

WHAT TERMS MEAN

NEW YORK—In the proposed trade practice rules for the record industry there are definitions of an "industry member" and "industry products." As used in the proposed, "industry" means the following: INDUSTRY MEMBER: Any person, firm, corporation or organization engaged in the manufacture, sale or distribution of industry products for sale or distribution, to use the terms "free," as describing an item of an article or service, which is not an unconditional gift, under circumstances which have the effect or artificially clogging or confusing the market or trade, thus creating a misleading impression and deceiving purchasers or public. INDUSTRY PRODUCTS: Phonograph records, magnetic tapes and similar devices upon which sound is recorded. (But not including phonograph record pressers, jacket fabricators and music publishers.)

Purchases or Sales:

(a) When the conditions as to the retention of the "free" article are not clearly set forth at the outset; (b) when the conditions of the agreement require that they be refused in order to obtain the "free" article, the offeror increases the price of the product; or (c) when the buyer reduces its quality; (d) reduces the quantity or size.

Rule 6: Substitution of Products:

It is unfair to use any trade name or trade-mark which tends to mislead or deceive purchasers as to the nature, name or origin of any product.

Rule 7: Deceptive Use of Trade or Corporate Names, Trade-Marks, etc.:

It is unfair to use any trade name or trade-mark which tends to mislead or deceive purchasers as to the nature, name or origin of any product.

Rule 8: Passing Off Through Imitation or Simulation of Trade-Marks:

It is unfair to advertise or represent that the price of any industry product has been reduced from what is done to induce the distributor or dealer to discontinue handling competitive products ... and where the result of such practice may be substantially to lessen competition or tend to create a monopoly or restrain trade.

Rule 18: Consignment Distribution, "Guaranteed Sales" and Extended "Dating" Distribution:

It is unfair practice to sell products on consignment or on a "guaranteed sale" basis or on extended dating privileges, without the express request or prior consent of the consignee or purchaser.

Rule 20: Tie-In Sales: Coercing Purchase of One Product as a Condition of Purchase of Another Products:

It is unfair practice of selling products at less than cost so as to substantially injure competition or to create a monopoly or restrain trade.

Rule 21: Prohibited Sales Below Cost:

It is unfair practice for any industry member to engage in any planned common course of action, or to take part in any understanding with another industry member, combination of two members of the industry, or with one or more members of the industry, or with any other person or persons, to fix or maintain the price of any goods or otherwise unlawfully to restrain trade; or to use any form of threat, intimidation, or coercion to induce any member of the industry, or other person or persons to engage in any such planned course of action, or to become a party to any such unlawful combinations or conspiracies.

Rule 24: Aiding or Abetting Use of Unfair Trade Practices:

It is unfair trade practice for any person, firm or corporation to aid, abet, coerce or induce another to engage in any of the unfair trade practices specified in the rules in this part.
LONDON — The Beatles are certain to establish Britain's highest-ever selling single in the world with a new, unissued entry to Hold Your Hand. Home sales are already in the region of 1,500,000, making it the biggest-selling single in British pop history.

"She Loves You" are less than 50,000 behind it and with American sales adding to totals increasing rapidly in other parts, the record company is considering an "Atlantic" for the disc, three-million seller, "Telstar.

Under the direction of their a.m. George Martin the Beatles waxed the follow-up to Hold Your Hand in the West One Studios in Paris last week — there was no efficient time for the group to record in between the competition of their tours for their New York departure.

The new song is virtually certain to be one of those written by Beatles John Lennon and Paul McCartney and Show is written, it will add all the group's material for inclusion in the United Artists film which goes into production at the end of this month starting the star's four-month European tour.

During their Parisian sessions the Beatles also waxed "Hand in Hand." Next week the Beatles make their U.S. concert debuts at the West Side Theatre on Friday and the New York Carnegie Hall on Sunday, and will fly to New York to record Shirley Bassey at the Carnegie Hall (15) is still considering issuing an album with the Beatles this week.

His decision will be literally (Continued on page 57)

‘Louie’ Publishers Say Tune Not Dirty at All

HOLLYWOOD — Publishers of “Louie Louie” have fired off a letter to Ravi Chawla, the president of the Indiana Broadcasters Association, claiming that the lyrics on the song are not "pornographic" as claimed last week by Indiana Gov. Matthew Welch.

The governor has asked Indiana broadcasters (Continued on page 3)
COLUMBIA RECORDS

WITH THESE
HIGH-FLYING ALBUMS...
MAKING SALES SOAR IN
STORES ACROSS THE COUNTRY!

LOVE HIM!
DORIS DAY

PERCY FAITH
And His Orchestra play
GREAT FOLK THEMES

RAY CONNIFF
His Orchestra and Guests
YOU MAKE ME FEEL SO YOUNG

THE WONDERFUL WORLD OF
ANDY WILLIAMS

GORME COUNTRY STYLE
FYDIE GORME

Academy Award Losers
STEVE LAWRENCE

MILES DAVIS
QUIET NIGHTS
arranged and conducted by
GIL EVANS

THE RIP CHORDS
AND OTHER
HOT ROD HITS

CL 2108/CS 8908
CL 2131/CS 8931
CL 2138/CS 8918
CL 2120/CS 8920
CL 2121/CS 8921
CL 2106/CS 8906
CL 2137/CS 8937
KOL 6020/KOS 2420
CL 2151/CS 8951
...And Other Noteworthy News

Colpix Air Push
NEW YORK—Colpix Records has set a series of spot radio announcements in key markets pushing its album, "Four Days That Shocked the World." The spots are part of a mass promotion effort on the album, which deals with the events surrounding the assassination of the late President Kennedy. The promotion also involves a heavy control program and an array of promotion pieces.

Hodes Sets Firm
NEW YORK—Elana Music Corporation, a new firm, has been set up here by Lennie Hodes for the purpose of making master agreements with discoria on domestic and foreign movie sound tracks for which the firm acquires U. S. publishing rights. Initial deal has just been completed with Doug Moody of Smash and Fontana Records, whereby Hodes acquired the rights to release an album of music from the Manos Hadjidakis score for the Greek film, "Aliki My Love."

Concept Adds Wing

HOLLYWOOD — Concept film production, has formed a similarly named pubbery and diskery, while adding Gerald Music to its corporate wing.

Maurice Krowitz is executive vice-president, with Herb Schwartz, former owner of Gerald, named general manager. Firm will initially issue film and TV music on its label. Krowitz stated that a TV series, "Midnight," will soon be in syndication, with the music set for the pubbery.

Jay Signs Pact

For Coral Disks
NEW YORK — Jay, former lead singer of Jay and the Americans, has been signed to an exclusive long-term Coral Record contract.

When lead on the hit record "She's Cried," he recorded "I Rise I Fall" b-w "How Sweet It Is," his first Coral release.

Jazz Pianist to Set Up

Method Workshop on Coast

HOLLYWOOD — A jazz piano workshop is being created here under the direction of Clare Fischer. The workshop will strive to present an informal atmosphere in which pianists can congregate, share ideas and hear each other play.

Victor in

Shake-Up of O'Seas Dept.

NEW YORK — A reorganization of RCA Victor's international liaison department was announced Thursday (30) by Dario Soria, division vice-president.

Richard L. Broderick has been named manager, merchandising, taking over the merchandising functions formerly handled by George H. Frutting, who has resigned the post due to illness. Richard V. Crum, licenses, services, will assume additional duties relating to proper usage of RCA trademarks by record licensees.

Additional responsibilities for the coordination of U. S. artists tours abroad have been assigned Gastl Breuer, manager, artist promotion, and codirector of RCA Victor's "International Post." Innovator Fischer told Billboard he had initially envisioned a small group of players sitting around discussing jazz piano, but when the number of pianists interested in attending the sessions reached 20, he had to cancel the first meeting set for George Shearing's studio. "Now we've got to find a suitable location," Fischer said, "to house all the pianists who want to participate in the workshop."

Plans also include inviting drummers and bassists to future sessions to discuss techniques and philosophies of rhythm section players.

While there have always been accidental gatherings of jazzmen to discuss the music business, this is the first time that a group of jazz pianists has expressly planned a series of gatherings to talk about piano playing.

By the very physical nature of the instrument, pianists have found it almost impossible to gather any number together in the manner trombonists or trumpeters can.

"We hope to get the workshop going on a regular basis," said Jack Wilson. "Just getting a chance to sit down and talk about the piano will prove most informative."

One early result of the workshop idea is that Wilson plans using several jazz compositions in a future LP.

Full Hearings

On Case About FED. TAX

NEW YORK — The House Ways and Means Committee and the House Finance Committee, which have been holding full-scale hearings last week on the House-passed bill, announced that full-scale hearings will begin sometime next week.

The statement also points out that the Senate Finance Committee, which is now considering the House-passed bill, has renewed its hearings on the federal excise tax on phonograph records.

RCA, in a duplicate statement announcing the Senate Finance Committee has virtually matched the total excise tax, and that repeal of the tax would lead to increased record sales and substantial extra payments to the government from the record industry.

Bob Skaff

Up to V-P. At Imperial

HOLLYWOOD — Bob Skaff has been named general manager to vice-president of Imperial by Al Bennett, president of Imperial. Skaff has been with Imperial for several years.

He enters the post quietly, evidently not under the most auspicious conditions. A few days before that had been Liberty's national promo manager for three years. Skaff was one of Imperial's first vice-president since label's promotion by Liberty last July.

Simultaneous with his promotion, Imperial's newly created executive team: Ken Reverscomb, Liberty's former assistant national sales manager as national sales manager; Eddie Bech, former assistant to Lew Chudd as a.d.r., co-ordinator, and Ronnie Roker, Liberty's former East Coast rhythm and blues promo man, as East Coast promo head.

Victor Signs

Rubinstein

NEW YORK—Pianist Artur Rubinstein has been signed to a new long-term recording contract with RCA Victor, it was announced Monday (11) by R. Marek, vice-president and general manager of RCA Victor Record Division.

Rubinstein, 75, signed his first contract with the label in 1939. A cited in an effort to bring the recital over the air.

The recital will be broadcast on NBC-TV on Tuesday (19) at 9 p.m. The recital is sponsored by the American Federation of Television and Radio Artists, Local 829.
September 24th, 1963
THE GOOD TIME SINGERS did their first guest shot on the Andy Williams TV show

September 25th, they signed for ELEVEN MORE

That kind of massive exposure sells records, friend. And when a group is as hot as this one, the record sales potential is truly huge. Add the fact The Singers stop the show in live concert dates... and they really broke it up on ABC-TV's "Hootenanny". It all spells pent-up demand for an album. Now here is their first album — on Capitol! Watch them (as millions will) expose the album on upcoming Williams shows. Read (as millions will) Capitol's album ads in TV Guide. Like we said, friend, massive exposure sells records. Now is the Good Time for profit. Now is the Good Time to contact your CRDC rep.
HAVE A PARTY WITH EDDY ARNOLD AND WIN BIG PRIZES!

Put Eddy Arnold on display in your window and you'll enter the big RCA Victor window display contest for February. You'll be eligible to win beautiful Dansk salad bowls or candelabra sets. Get ready for big profits.

RCA VICTOR

PARTY TIME FUN FOR EVERYONE BY EDDY ARNOLD ON RCA VICTOR

CONTACT YOUR RCA VICTOR DISTRIBUTOR FOR COMPLETE CONTEST DETAILS TODAY!
Have a sales spree for Eddy Arnold’s 20th Anniversary on RCA Victor

**Faithfully Yours, Eddy Arnold**
America’s best-known songs of faith like "He Lives Next Door" and "I Love to Tell the Story." LPM/LSP-2699

**One More Time Eddy Arnold**
A great tribute to 12 familiar Southern songs. Includes "The Battle of New Orleans" and "Molly Lou." LPM/LSP-2374

**Eddy Arnold Sings Them Again**
The best tunes of the American West like "The Streets of Laredo" and "A Cowboy's Dream." LPM/LSP-2379

**Christmas with Eddy Arnold**
Holiday favorites, sung in the Arnold tradition, like "Winter Wonderland" and "White Christmas." LPM/LSP-2554

**Eddy Arnold Sings Them Again**
Eddy’s greatest performances on one record. Includes "I Walk Alone" and "Texarkana Baby." LPM/LSP-2554

**A Dozen Hits**
All-time perennial hits like "Don't Fence Me In," "Tennessee Waltz," "Sixteen Tons" and "I Don't Hurt Anymore." LPM-1293

**Wanderin' with Eddy Arnold**
The lonesome traveler sings a dozen melancholy and tender tunes like "Gown in the Valley" and "The Ravin' Gambler." LPM-1111

**New Arrangements of Eddy's Top Hits**
Includes "What a Fool I Was" and "Just Out of Reach." LPM/LSP-2471

**Ballads in a Smooth, Soothing Performance**
Includes "Will You Always?" and "Are You Sincere?" LPM/LSP-2337

**Outstanding Selection of True American Folk Tunes**
Includes "Tom Dooley," "Jesse James" and "Riders in the Sky." LPM/LSP-2036

**Eddy Arnold Travels and Sings**
Includes "Stars Fell on Alabama" and "Georgia on My Mind." LPM/LSP-1928

**Famous Country Songs**

**Praise Him, Praise Him**
The most requested and heart-warming hymns like "Near the Cross" and "Safe in the Arms of Jesus." LPM-1753

**The Chapel on the Hill**
Popular, inspirational hymn ballads like "Crying in the Chapel," "His Hands" and "I Called on the Master." LPM-1225

**Anytime**
A great collection of country songs! "It's a Sin," "Bouquet of Roses," "Anytime," "Molly Darling," and "I'm Gonna Lock My Heart." LPM-1224

**A Dozen Hits**
All-time perennial hits like "Don't Fence Me In," "Tennessee Waltz," "Sixteen Tons" and "I Don't Hurt Anymore." LPM-1293

**The Lonesome Traveler Sings a Dozen Melancholy and Tender Tunes**
Includes "Gown in the Valley" and "The Rover's Gambler." LPM-1111
14 WAYS TO MAKE WINTER GREEN!

OGGETH AGAIN!
The BENNY GOODMAN Quartet

The original Goodman Quartet is back re-doing the great hits that made them famous.

LPM/LSP-2698

THE CASCADING VOICES
HUGO & LUIGI CHORUS WITH BRASS

Lovely voices sing "Autumn Leaves," "All Alone," "Seventeen," etc., accented with brass. LPM/LSP-2789

LPM/LSP-2789

DON BOWMAN

"It Only Hurts When I Laugh"

A rib-tickling collection of original tunes that make you laugh...(correction) roar! LPM/LSP-2831

LPM/LSP-2831

IRISH SONGS, COUNTRY STYLE
HANK LOCKLIN

Irish songs like "Danny Boy," "Kevin Barry" and "My Wild Irish Rose" with a country twist.

LPM/LSP-2801

LPM/LSP-2801

3 in JAZZ

An unforgettable session in jazz. Includes "Blues Tonight" and "Hello, Young Lovers.

LPM/LSP-2725

LPM/LSP-2725

NEW MUSIC OF THE PHILIPPINES

native percussion instruments

Original Island folk music like "Suliyap-Suluyap," "Katakataka" and "Dahil Sa Polka.

FPM/FSP-117

FPM/FSP-117

THE ASTRONAUTS

COMPETITION COUPLES

Paradise Regained

LEO ADDEO AND HIS ORCHESTRA

Erotic music of Hawaii like "Beyond the Reef," "Lovely Hula Hands" and "Ka-Lu-A.

LPM-2414

LPM-2414

RCA VICTOR

The most trusted name in sound®
A FINE TALENT AND A FINE SONG
MAKE THIS A HIT RECORD!

PERMANENTLY LONELY

#55665

TIMI YURO

"PERMANENTLY LONELY" IS PUBLISHED BY PAMPER MUSIC, INC. (BMI)
number of commercials actually on the air during FCC’s “com- petition.”

The broadcaster will be asked what he has done to find out his competitors’ beds, by questioning civic, educational and other groups, and how he has programmed to meet these needs. He must be ready to back his claims with specific results kept on file at the station for the three-year period, in case FCC wants to check. Dual AM and FM operators will be asked how much program duplication they breather.

Not all of the FCC Commission members are happy with the pro-

A free-for-all game to be played while you’re stuck in traffic, a Gary 

Gary says. “It’s instant psycho-

erates from a playlist of from 

One of his happiest 

“Wrath Room.” According to Gary, this is an imaginary en-

tained by “Meet the 

KWDW (Cromwell - Collier), 

NEWARK, N. J.—Do radio 

MARS IN BIG 

SMALL SOAP OPERA BID

NEW YORK—Major talent and program changes are taking place at the New York WINS here. The newest addition to the staff soon will be Cleveland’s top-

Top-40 Stations Keep Twin Cities Swinging

MINNEAPOLIS—A pair of hot Top-40 stations—KDBW and KWDY—are helping to keep this city one of the hottest record-breaking towns in the Midwest. Both are what the record dealers call “ringer” stations. And both have what the record people call “hip” management and staff. As an important incident, both fight to break new material, making the Minneapolis-St. Paul market a promotion man’s paradise.

KWDY (Cox), headed by program director Sam Sherwood and lead-deejay Louis Loj Riegert, operates from a playlist of from 60-70 tunes and has such extras as “Instant Discovery” and “Instant 40” to add to the excite-

One of the most unusual 

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FROM ANY PERSPECTIVE
BUD & TRAVIS' FINEST ALBUM YET*

LRP-3341/LST-7341
Maria Cristina; Abilene; Fiesta In Guadalajara; I Never Will Marry; I Ay! Jalisco; Tomorrow Is A Long Time; Goin' To California; So Long, Stay Well; Take Off Your Old Coat; Two Brothers; Sabras Que Te Quiero; A Long Time Back; Ay, Maria.

*QUITE A STATEMENT, CONSIDERING THESE OUTSTANDING BUD & TRAVIS LP'S:

BUD & TRAVIS
In Concert
LRP-3301/LST-7301
An all-time bargain! Complete concert - 2 LP's, only 6.98 (sugg. retail)

BUD & TRAVIS - NATURALLY
LRP-3295/LST-7295

SPOTLIGHT ON BUD & TRAVIS
LRP-3138/LST-7138

BUD & TRAVIS
LRP-3125/LST-7125

LIBERTY RECORDS
Glenn Wilson & Band Stir Up the Jazz People

HOLLYWOOD—In an era where economics has killed the band, the Thelonious Mon-son jazz band has emerged as a for-ceil. While it is true that the band de-spite its never having traveled outside California. Wilson, 45 strong and fiery, has been in the music business 30 years as a respected com-pose, trumpeter and band lead-er. His current disk affiliation with MCA Records—one of the two successful LP’s, with a third due for release in February—has given birth to albums for Dick Bock that Wilson’s name has been talked about in jazz circles around the nation. The use of studio men, notably the legendary trumpeter Car emancipation brings forth almost every newspaper in town al-though it conflicted with a John Hurnson conference. Interviews and concert coverage were especi-ally complimentary.

Bock thinks the Wilson band is more modern than Basie’s, but retains the rhythmic quality of the Count’s band. The headles remains true to the general con-cet which is the leader being a composer-arranger while Basie and Woody Herman, the leaders rely on outside arrangers to give style.

Wilson feels there aren’t many composers or arrangers today, Bock’s theory with much of his work. He also has similar attributes, though he has an annoying bent for ga-roteque writing. But he has the right built his ballad but. Other than that, the band is more modern than Basie’s. Duke Ellington, Gerry Mulligan, Quincy Jones and Gil Evans.

AT THE MOST
Here’s a Skillful 1st Rate Act

From a brightly conceived opening medley to as many encores as time allows, Jacki Paris and Anne Marie Moss take their turn at the Royal Box these days and their audience can see what a first-rate club act should look, and sound like. This is skill and showmanship.

Their act is briskly paced, alternating duets of the up-tempo scat variety (a la Jackie and Frank) and with good strong ballad reading. Anne Marie has a tremendous range, clean at-tack, and effortless facility with much of the night’s material. Jackie broods similar attributes, though he has an annoying bent for grotesque writing. But he has the right built his ballad but. Other than that, the band is more modern than Basie’s. Duke Ellington, Gerry Mulligan, Quincy Jones and Gil Evans.

TALENT ON TOUR
(Top record talent in top record towns this week)

EAST
Elvo Fitzgerald opens at the Royal Box for the entire month of February— . Comedian Joan Rivers opens in the Persian Room (5) for a three-week engagement. . . . Carnegie Hall will house the talents of composer Riz Ortolani (“Mondo Bongo”) and his wife, Kayna Ranieri, on Saturday (8). . . The Joe satinah Trio, the fea-ture attraction at the Embers this month. . . . The Serendipity Singers will open in the Portmouth (6-7) and in concert in West Side Music Hall (6). . . The Count Basie Band will be seen in concert (7) in Washington, D.C.

SOUTH
Touring. Peter, Paul and Muffin, are currently in Houston this week in Cookeville, Tenn. (6); Murray, Ky. (7), and Nashville (9). . . Jack’s A.M. Bar in New York City (6). . . The Ed Sullivan Show, along with the popular Capulet Singers perform for a week in Milwaukee (7-15).

WEST
Louis Prima and the group open in San Jose, Calif., for two weeks. . . The Steve Allen Show in town February 1-2 for local promotion of his new album, “Intimacy.” No personal playing appear-ances, however. . . Indepen-dent over the Northwest. Most with sales on Everett’s special Josef Krips Beethoven Sym-phony set. Over 2,000 LP packages were sold here at $9.98 per . . . Col Tijder and Bolia Seta team up in a concert

SAF FRANCISCO
Capital’s Beatles LP has al-ready topped the 200,000 mark in Northern California. . . Melody Sales reports surprisingly brisk initial action on Fantasy’s Lu Watters single, “Blue O Docks.” The tune is an attack on Pacific Gas and Electric’s planned atomic plant at Bodega Bay and the record is jazz trumpeter Watters’ first in a dozen years. . . Roger Williams in town February 1-2 for local promotion of his new album. . . No personal playing appear-ances, however. . . Indepen-dent over the Northwest. Most with sales on Everett’s special Josef Krips Beethoven Sym-phony set. Over 2,000 LP packages were sold here at $9.98 per . . . Col Tijder and Bolia Seta team up in a concert

DIANE RENAY
(20th-Century-Fox)

Diane, whose current hit is making fast strides up Bill-board’s Hot 100 chart, has been readying herself for a career in show business for some time now. Her ultimate objective is to be in musical comedy. Born and educated in Paris, she is present-ly studying drama at the Philadelphia Theatre Academy. For the past 10 years she has been working at dance and voice lessons. She plans to move to New York City, where she will continue her dramatic training at the American Academy of Dramatic Arts. Detroit, Balti-more and her home town have seen her on several TV shows.

LATEST SINGLES: "Navvy Blue" in its third week is No. 42 on Billboard’s Hot 100. Her first album for 20th-Century-Fox is due shortly.

MUSIC AS WRITTEN

Capitol’s Beatles LP has al-ready topped the 200,000 mark in Northern California. . . Melody Sales reports surprisingly brisk initial action on Fantasy’s Lu Watters single, “Blue O Docks.” The tune is an attack on Pacific Gas and Electric’s planned atomic plant at Bodega Bay and the record is jazz trumpeter Watters’ first in a dozen years. . . Roger Williams in town February 1-2 for local promotion of his new album. . . No personal playing appear-ances, however. . . Indepen-dent over the Northwest. Most with sales on Everett’s special Josef Krips Beethoven Sym-phony set. Over 2,000 LP packages were sold here at $9.98 per . . . Col Tijder and Bolia Seta team up in a concert

FEBRUARY 8, 1964
NEW...

PARADISE—ARTHUR LYMAN
*GNP 606 (606S)
The perfect Arthur Lyman package—powerful exotic flavored songs played in the superb style of the musical poet-laureate of his native poiynesia—Arthur Lyman. Brilliantly recorded in stereo and high-fidelity, this album has wide appeal to "sound" fans as well as exotic music lovers. Sure to be one of Lyman's biggest.

MR. GUITAR—BILLY STRANGE
GNP 97
Billy Strange hits the bullseye with an exciting guitar album. He displays his dazzling ability on electric,西班牙, and bass guitar; the banjo and for the first time on record plays an amplified 12-string guitar—a wild and wonderful sound. The songs are current hits played in the current groove. A big winner!

HOT SINGLES...

Joe & Eddie
There's a Meetin' Here Tonight
GNP #195

The Lonely Fiddler
Stranger On The Mountain
GNP #307

Billy Strange
Charade
GNP #309

BEST SELLERS...

Joe & Eddie
GNP 75 (75 $)

There's a Meetin' Here Tonight
GNP 86 (86 $)

12 String Guitar
Billy Strange
GNP 94 (94 $)

Jack Linkletter Presents
a Folk Festival
GNP 95 (95 $)

Coast to Coast
Joe & Eddie
GNP 96 (96 $)

Arthur Lyman at the Crescendo
*GNP 605 (605 $)

THROUGH MARCH 31ST—BUY 90 GET ADDITIONAL 10 FREE
600 SERIES ($4.98-$5.98) BUY 5 GET 1 ADDITIONAL FREE

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ATLANTA—GODWIN
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BUFFALO—BEST
CHICAGO—ALL-STATE
CLEVELAND—CLEVE-DISC
COLORADO—DAVIS
DALLAS—CALMAR
DETROIT—MERIT
EL PASO—M. B. KRUPP
HOUSTON—H. W. DAILY
LOS ANGELES—RECORD MERCHANDISERS
MIAMI—FLORIDA MUSIC SALES
MILWAUKEE—JOHN O'BRIEN
MINNEAPOLIS—SANDEL
NEWARK—AFFILIATED
EAST HARTFORD—TRINITY
NEW ORLEANS—ALL-SOUTH
NEW YORK—OLYMPIA
NORTH CAROLINA—ARNOLOD DISTRIBUTORS
PHILADELPHIA—UNIVERSAL
PHOENIX—M. B. KRUPP
ST. LOUIS—ROBERTS
SAN FRANCISCO—FIELD
SEATTLE—HUFFINE
NASHVILLE—SOUTHERN
HONOLULU—ERIC
PUERTO RICO—BALSEIRO

FOREIGN DISTRIBUTORS:

CANADA—COMP0
ENGLAND & COMMONWEALTH—VOCATION—BRITISH DECCA
FRANCE, GERMANY, BELGIUM—VOGUE
SWITZERLAND—KARIM
ITALY—KARIM
SPAIN—RCA ESPANOLA
DENMARK—TONO
SWEDEN—COPOL
JAPAN—KING
SOUTH AFRICA—GALLO
MEXICO—DISCO IMPORTADORA
VENEZUELA—PALACIO
PERU—DISCORM

GENE NORMAN, President

9165 SUNSET BLVD., HOLLYWOOD 69, CALIF. CR 5-1108
COUNTRY D. J. OF THE WEEK

NASHVILLE—Officials and directors of the Country Music Association will meet in Palm Springs, Calif., February 4-5 for the association’s first quarterly meeting of 1964. While there they will be the guests of Gene Autry at his Melody Ranch.

Jo Walker, executive director of CMA, said a large representation of officers and directors are expected to attend the meeting, including Tex Ritter, president, and Frances Preston, chairman of the board.

Among the major items set for discussion and action are fund-raising plans for the proposed CMA Hall of Fame and Museum, a proposed premium album of c&W music, a proposal to sponsor a radio representative for C&W stations to work the New York area, and plans for a new country music television survey.

Juanita Jones, ASCAP representative in Nashville, will host a party for the group during the two-day conference.

HARTFORD, Conn. — Al Eagen, of Universal Record Distributors here, has made a deal with Jimmy Key, of Rice Records, Nashville, to handle distribution on the label in Eastern New England area.

"The World Lost a Man" is getting favorable reaction in the New England area.

COUNTRY MUSIC

By BILL SACHS

Promoter Larry Sunbrock and Don Young chaffed another winner Saturday, January 25, when some 10,000 payees caught their package at the Coliseum, Montgomery, Ala. Advance sale tickets for the Montgomery package were picked up strong.

Good weather on the day of the show jacked the box office even further. In the Montgomery package were Ray Price and His Cherokee Boys, Loretta Lynn, Martha Carson, Sonny James, and Johnny Sealy and band. X. Coce assisted in the emceeing.

Wiley and Jessie Barkdull are seen twice weekly on "Gold Coast Jam," with Jimmy Key, of Rice Records, Massachusetts, New York State, Connecticut, Rhode Island, New Hampshire, Vermont and Maine.

Eagen reports that the New England area.

Station WSM's "Mister D.J., U.S.A.," February 7, will be Homer Thomasson of WDVA, Danville, Va. Homer "T" began his career in 1947 as an announcing staff of WDVA in 1953, and now serves as assistant director of the station. Homer also emcees the WDVA "Barn Dance," and handles the bookings of the performers. Thomasson is married and has four children.

Billboard SPECIAL SURVEY

FOR WEEK ENDING 2/8/64

This Week Last Week
TITLE Artist Label & No.

1 2 BEGGING TO YOU George Jones Decca 31568
2 1 LOVE'S GONNA LIVE HERE Bill Anderson RCA Victor 82850
3 3 B. J. THE D. J. Stroom and Fathers, Columbia 42989
4 5 NINETY MILES AN HOUR (Down a Dead-End Street) Hank Snow RCA Victor 82929
5 8 SAGINAW, MIKEGAN Lefty Frizzell Columbia 4294
6 4 BEFORE I'M OVER YOU Lefty Lewis, Decca 31434
7 12 LAST DAY IN THE MINES Don Dudley, Mercury 72123
8 18 FIVE LITTLE FINGERS Bill Anderson, Decca 31597
9 20 HELP ME TO MY WORLD Jim Reeken, RCA Victor 82890
10 6 MOUNTAIN OF LOVE Don Hamilton, Eddy 72054
11 10 PEEL ME A NANNER Roy Drusky, Mercury 72054
12 14 OLD RECORDS Eddy Arnold, RCA Victor 8333
13 13 JEALOUS HEARTS Eddy Arnold, RCA Victor 8355
14 15 TALK BACK TREMBLING LIPS Ernest Ashworth, kickoff 1214
15 17 LET'S DO ALL THE WAY Bill Anderson, RCA Victor 82890
16 7 THE MATADOR Johnny Cash, Columbia 42980
17 28 D. J. FOR A DAY Jimmy "C." Newman, Decca 31530
18 39 THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31500
19 40 YOUR HEART TURNED LEFT (And I Was Right) George Jones, United Artists 683
20 25 TONIGHT'S THE NIGHT OF A THOUSAND DREAMS Skeeter Davis, RCA Victor 8288
21 24 MILLER'S CAVE Bobby Bare, RCA Victor 8294
22 24 THE MORNING PAPER Lefty Frizzell, Columbia 42948
23 19 COWBOY BOOTS Billy Walker, Columbia 42981
24 21 HAD TO BE WITH YOU Hank Locklin, RCA Victor 8248
25 30 A WEEK IN THE COUNTRY Lefty Frizzell, Columbia 42932
26 31 THROUGH THE EYES OF A FOOL Lefty Frizzell, Capitol 5099
27 32 TRIANGLE Lefty Frizzell, Columbia 42958
28 33 MILLER'S CAVE Lefty Frizzell, RCA Victor 8294
29 34 HELPLESS Lefty Frizzell, Decca 31509
30 11 500 MILES AWAY FROM HOME Lefty Frizzell, RCA Victor 8238
31 36 ME — YOURS IS OVERDUE Lefty Frizzell, RCA Victor 8238
32 37 HE SAYS THE SAME THINGS TO ME Lefty Frizzell, RCA Victor 8238
33 38 PEN AND PAPER Lefty Frizzell, RCA Victor 8238
34 39 DREAM HOUSE FOR SALE Lefty Frizzell, Decca 31509
35 40 SURELY Lefty Frizzell, Decca 31509
36 41 WOODEN SOLDIER Lefty Frizzell, RCA Victor 8248
37 42 MOLLY Lefty Frizzell, RCA Victor 8238
38 43 THE WORLD LOST A MAN Lefty Frizzell, RCA Victor 8238
39 44 TOO LATE TO TRY AGAIN Lefty Frizzell, RCA Victor 8238
40 45 LONG LONE LONESOME BLUES Lefty Frizzell, RCA Victor 8238
41 46 GOOD MORNING SELF Lefty Frizzell, RCA Victor 8238
42 47 I DON'T LOVE NOBODY Lefty Frizzell, RCA Victor 8238
43 48 WIDOW MAKER Lefty Frizzell, RCA Victor 8238
44 49 MIND YOUR OWN BUSINESS Lefty Frizzell, RCA Victor 8238
45 50 THE GREATEST ONE OF ALL Lefty Frizzell, United Artists 452

CMA Meets Feb. 4-5

HOT COUNTRY SINGLES

Mr. Fool George Jones 72200
You'll Drive Me Back (Into Her Arms Again) Faron Young 72201
Pee Me A Nanner Roy Drusky 72204
Lost Day In The Mines Dave Dudley 72212
Old Records Margie Singleton 72213
Baby (Where Can You Be) Leroy Van Dyke 72232

COUNTRY WINNERS FROM MERCURY

FOREMOST IN FINE RECORDING

FOREMOST IN FINE RECORDING

FOREMOST IN FINE RECORDING
MARY WELLS
at her greatest

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

MOTOWN 1048

EDDIE HOLLAND
"LEAVING HERE"

MOTOWN 1052

Pick of the Week

MOTOWN / TAMLA RECORDS
2648 West Grand Blvd.
Detroit, Mich.
## Billboard Special Survey

### For The Country Jockeys

<table>
<thead>
<tr>
<th>Artist</th>
<th>Label</th>
<th>Week Ending</th>
<th>Chart Positions</th>
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<tr>
<td>George Jones</td>
<td>RCA Victor</td>
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<tr>
<td>Johnny Cash</td>
<td>Columbia</td>
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<tr>
<td>Patsy Cline</td>
<td>Columbia</td>
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<tr>
<td>Buck Owens</td>
<td>Capitol</td>
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<tr>
<td>Bobby Bare</td>
<td>RCA Victor</td>
<td>2/8/64</td>
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<tr>
<td>Gene Autry</td>
<td>Capitol</td>
<td>2/8/64</td>
<td>6</td>
</tr>
<tr>
<td>Eddy Arnold</td>
<td>RCA Victor</td>
<td>2/8/64</td>
<td>7</td>
</tr>
</tbody>
</table>

### Open Letter to the Industry

By Bill Sachs

Big Jim Turner, formerly at WAXA, Woodbridge, Va., is now holding down the 1 p.m. to 6 p.m. sign-off slot at WVNW, Saratoga, Fla. Dave Onson, who spins the country wax at WNNC, Arlington Heights, Ill., writes: "The recent item in your column resulted in records pouring into us by the hundreds. Want to thank you, the diskeries, the pubs and the artists for their help. We are currently negotiating with several Nashville agencies for talent for our first big country music show in April. More on this later." Buddy Dean, until recently on KCJH, Arroyo Grande, Calif., has made the move to Station KHER, Santa Maria, Calif., which shifted to a country format January 16.

Two new air personalities have joined the staff of WTID, Newport News-Newport, Va., which has just entered its third-quarter as an all-country station. Gray Ingram and Tommy Thompson, both formerly with WKCW, Warrington, Va., will be heard, respectively, from 5:30 a.m. to 9 a.m. and 11 a.m. to 6 p.m.

Lester Flatt and Earl Scruggs at Cattle Call (continued on page 36)

---

**America's No. 1 Country Singer**

**George Jones...No. 1 With Everybody**

When the Country Music Festival wound up its annual meeting in Nashville in November of 1962, it was discovered that George Jones had won so many polls that the occasion could have been called George Jones Award Week. America's country disk jockeys, who vote in the various polls conducted by the music trade magazines for the annual Country Music Festival, had named George Jones as the outstanding male singer of the year, and had selected one or another of his hit records as the best record of the year.

---

**Every Album a Best Seller!**

United Artists Record 683
Any way you look at it...

JOHNNY TILLOTSON

has a new smash single!

WORRIED GUY

K 13193..........................b/w...Please Don't Go Away

and don't forget his big-selling album

TALK BACK
TREMBLING LIPS

E/SE-4188

on MGM Records, of course!
**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

I SAW HER STANDING THERE
Beatles, Capitol 5127

**REGIONAL BREAKOUTS**

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

ROBERTA
Barry & the Toppers, Volt 6040 (Sherman-Dur-Vorcon, BMI) (New York)

WILLYAM WILLYAM
Doe Dee Sharp, Cameo 296 (Wyncoye, ASCAP) (Seattle)

**SINGLES REVIEWS**

**SPOTLIGHT WINNERS OF THE WEEK**

Pop single spotlights are those singles with sufficient sales action to warrant special emphasis on the program. In the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlights which are in the country music and rhythm and blues categories are selected to achieve a listing in the Country Music or R.B.B. charts. Spotlights win in other categories are selected on the basis of their potential to become top sellers in their respective areas.

**HIGH ON A HILL**

Scott English, Spotsame 4009 (Sabina, BMI) (Los Angeles)

**TAKE ME FOR WHAT I AM**

L. C. Cooke, Sur 148 (Kagi, BMI) (Philadelphia)

**LOVE WITH THE PROPER STRANGER**

Jack Jones, Kapp SP1 (Paramount, ASCAP) (New York)

**THE GREASY SPOON**

Mark McF, Federal 12509 (Arabia, BMI) (Memphis-Nashville)

**THE BEATLES**

RINGO STARR
Here's a young lady with a side that has a rocking, drama-ballad feel. The flip is "a Lovely New Year" (Blackwood, BMI) (3:32).

**THE BUDDIES**

THE BEATLES
A powerful introduction, with a rocking, down-home flavor with Bo Didley-style steps and some wailing yodels by passages. Raw sound from the guitar's strings, drums and hand clapping. A wild rocker with the right title to make it a hot contender for a current chart. Flip is "Foolish Heart" (Django, BMI) (3:12).

**GARNET MAMAS**

TELL ME BABY
(Slim, BMI) (3:15)

**ANYTIME YOU WANT ME**

(Tom Robbins, BMI) (3:15)--United Artists 694

**JOHNNY CYMBAL**

THERE GOES A BAD GIRL
(T.M., BMI) (3:10)--Kapp 776

**KURT HARRIS**

EMPEROR OF MY BABY'S HEART
(Taki-Ann & Pommer & Inc., BMI) (2:30)...

**THE BOY WITH THE BEATLE HAIR**

Bill & Kamp-Shellburne, BMI (2:20)...

* Updated achievement.
* Regional Breakouts

**REGIONAL BREAKOUTS**

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

**ROBERTA**
Barry & the Toppers, Volt 6040 (Sherman-Dur-Vorcon, BMI) (New York)

**WILLYAM WILLYAM**
Doe Dee Sharp, Cameo 296 (Wyncoye, ASCAP) (Seattle)

**SPOTLIGHTS**

**KINGSTON TRIO**
LAST NIGHT I HAD THE STRANGEST DREAM
(Amunez, ASCAP) (2:04) Capitlo 5132

**THE TEMPTATIONS**
THE WAY YOU DO THE THINGS YOU DO
(Jakette, BMI (2:37)--Goody 7029

A smoothly moving rocker with emphasis on the dance beat. Group is very commercial with lead providing a distinctive sound quality. The flip is "I Don't Know Why" (Cameo, BMI) (2:45).

**SINGLES REVIEW POLICY**
Every single sent to Billboard for review is based on Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlights which are in the country music and rhythm and blues categories are selected to achieve a listing in the Country Music or R.B.B. charts. Spotlights win in other categories are selected on the basis of their potential to become top sellers in their respective areas.

**BARBARA CHANDLER**
I'M GOING OUT WITH THE GIRLS
Paladin Desert, BMI (2:34)--Kapp 575

* Regional Breakouts

**CONNIE FRANCIS**
YOU KNOW YOU DON'T WANT ME
(Seller, ASCAP) (2:34)

**BLUE WINTER**
(January, BMI) (2:30)--Ganga 1371

**BOBBY VEE**
I'LL MAKE YOU MINE
(Sinea, BMI) (2:03) Liberty 56760

A strong two-sider for Vox. An earlier side, issued a few weeks back, has already hit the national charts. The flip is a ballad of tender love that deals with the best Francis heartbreak tradition.

**THE MATADORS**
I GOTTA DRIVE
(Scream-Gem-Columbia, BMI) (2:27)

**THE BEACH BOYS**
FUN, FUN, FUN
(Sea of Toms, BMI) (2:14)

**WHY DO FOOLS FALL IN LOVE**
(Patrick, BMI) (2:30) Capitol 5110

**THE CHANTS**
I COULD WRITE A BOOK
(Chappell, ASCAP) (3:01) Cameo 399

**JOHNNY CYMBAL**
THERE GOES A BAD GIRL
(T.M., BMI) (3:10) Kapp 776

**KURT HARRIS**
EMPEROR OF MY BABY'S HEART
(Taki-Ann & Pommer & Inc., BMI) (2:30)...

**THE BOY WITH THE BEATLE HAIR**
Bill & Kamps-Shellburne, BMI (2:20)...

* Updated achievement.
* Regional Breakouts

**JIMMY INTERVAL**
DADDY'S LITTLE GIRL
(Chova, ASCAP) (2:00)--World Artists 1018

**THE WESFOLK**
LOVE COME A-TRICKLIN' DOWN
(Mark, BMI) (2:30)--ASCAP 80081

**LEOY VAN DYEK**
BABY
(What Can You Be)
(Ash-Rose, BMI) (2:40)--Mercury 73232

**THE CATERPILLARS**
THE CATERPILLAR SONG
(Bennell, BMI) (2:40)--Pass 70030
LONDON'S fabulous festival of GREAT NEW LP's introduced to USA distributors in London, England

Introducing...phase 4 "Pop Concert Series"

The London Festival Orchestra and Band Conducted by Stanley Black

Stereo SPC 21002

Other phase 4 LP's

HEALTH vs. BIG-BOSS Ted Heath and his Music and Edmondio Ros and his South America Take It Away; The Coffee Song, Deep Purple, In The Still Of The Night; others.... Mono LL 3345 Stereo SP 44035

The Romantic Piano of Ronnie Aldrich; Ronnie Aldrich with The Strings of the London Phil Orch. Deep Purple, More Than You Know; I'll Never Smile Again, Embraceable You; others. Mono LL 3348 Stereo SP 44042

4 exciting London "Pop" LP's

CATERINA VALENTE Make Some Noise Happy, You're Following Me, More Than Likely; Cosi Conch, Capri-Ovado; Blue Moon, Falling In Love With Love, Stilla By Starlight, To Be A Perfumer, Yours, Dimelo en Segundo, others. Stereo PS 335 Stereo CS 6390

NEW SOUNDS ON BROADWAY Edmondio Ros and The Cutty Wires "(Chips With Everything)", High Is Better Than Low-Wait For The Evening Train... Where Are You "(Jennifer)"; Good Be Another Hot Day... Is It Really Me; others. Stereo PS 332 Mono CS 6392

THE BIG POLKA Band with Will Shah and His Orchestra Liechtsteiner Polka, Just Because; Beer Barrel Polka; Blue Swirl Polka; Paddy Polka; The Fishermans Waltz, others. Mono LL 3354 Stereo SW 99314

VIENNA, CITY OF DREAMS Anton Karas, Zither Man; Cafe Mozart Waltz, and others. Stereo PS 319 Mono LS 3339

THE MOSCOW VICTORIA Symphony Orchestra and Band Conducted by Vladimir Ashkenazy No. 2 IN C MINOR ("Pathetique") K.590; Haydn Symphony No. 55 in E FLAT ("Brass Bag") The Vienna Philharmonic Orch. Kyril Kondrashin Mono CA 9519 Stereo CS 6395

MEZARTI SYMPHONY NO. 41 IN C MAJOR ("Jupiter") K.551 Mozart: SYMPHONY NO. 40 IN G MINOR ("Dard Red") The Vienna Philharmonic Orch. Kyril Kondrashin Mono CD 9517 Stereo CS 6377

8 FULL FREQUENCY RANGE RECORDINGS

Robert Merrill: 

"NUTCRACKER" Op. 71

"1812 OVERTURE"

"REALISM ...

"OVERTURE"

"THE NUTCRACKER"

"SUITE"

"THE ROMANTIC PIANOS OF RONNIE ALDRICH"

"THE BOSTON SYMPHONY ORCHESTRA"

"THE FULL IMPACT OF TCHAIKOVSKY'S ORCHESTRAL SUITE"... Introducing...

Johnny Keating and his Band Night In Vienna; The Corsican; The Queen; Go Munching In; The Stripper, What's A Girl Got To Call A Holiday?; others. Stereo SP 44034

AMERICA SINGS Eric Rogers Chorale and Orchestra Battle hymn of The Republic; Over There; America, Dixie, We're Finding Tonight; God Bless America; Yankee Doodle; others. Mono LL 3334 Stereo SP 44035

TROMPING THE COLOR Maxwon Bonds and Pins of The Grenadier Guards The Complete Ceremony; Brass Band, Tife and Drum Corps; Officers and Men of H.M. Guards. Mono LL 3354 Stereo SP 44044

MUSICAL MEMORIES OF LONDON Various Artists Overture; Big Ben and Westminster, Oanges And Lemons, London Pride; A Foggy Day; Snow At the Cold Wall; Knebworth; Napoleon Song In Berlins, England; The Birthday Of King George, etc.. Mono TL 3312

MUSICAL MEMORIES OF SCOTLAND Various Artists Ragtime In The Glazinon; Northern Lights Of The Aberdeen, Scots Dance; Highland Waltz; Walla Country Dance; Wresting Home, The Road And The Mires To Dundee, Father Thames, etc. Mono TL 3320

MUSICAL MEMORIES OF ITALY Various Artists "LOVE FROM PARIS" Belinda; I Love My Ireland; I Love Italy; I Love England; I Love France, etc. Mono TL 3316

MUSICAL MEMORIES OF GERMANY Various Artists Ich hab' mein Herz-- unserer Kehr; Mein Heimatlied; Frick; Bruderbrief; Rosamunde; in Den Herzen der Hofbuhnen; Berliner Lied; others. Mono TW 9311 Stereo SW 9311

MUSICAL MEMORIES OF ITALY Various Artists Tu ca Nun Chiagne; L'onna; 'A canzone di Napo; Il riso di Napoli; Napoli Belle; L'onta!; others. Mono TW 9313

MUSICAL MEMORIES OF JAPAN Various Artists Koi wa Num Chang; Nini Titaescu; Spagna; 'Noppo; 'Alalona; 'A canzone di Napoli; Piscicione Possibile; 'Ee riso di Napoli; Napoli Belle; L'onta!; others. Mono TW 9313

MUSICAL MEMORIES OF GERMANY Various Artists Ich hab' mein Herz-- unserer Kehr; Mein Heimatlied; Frick; Bruderbrief; Rosamunde; in Den Herzen der Hofbuhnen; Berliner Lied; others. Mono TW 9311 Stereo SW 9311

MUSICAL MEMORIES OF ITALY Various Artists "LOVE FROM PARIS" Belinda; I Love My Ireland; I Love Italy; I Love England; I Love France, etc. Mono TL 3316
SAINTS AND SINNERS

THE Longs

has

Tex Williams

American, BMI) (2:40) — ***時 Line

— *** Myna Bird (Dundee, BMI)

1871

Aisle (Wemar, BMI) (2:37). SMASH

stops

The

BEARDS MAY LOOK ALIKE TO YOU AND

Continued from page 20

FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial po-

tential to be listed separately in the chart. It is given by checking by dealers, one

step and rank alone being the criterion.

[...]

DAVE VAN RONK AND THE

RAGTIME JUG STOMPERS

[...]

DAVE VAN RONK AND THE

RAGTIME JUG STOMPERS

[...]

JAMES BROWN AND THE

FAMOUS FLAMES

[...]

CONTINUED FROM PAGE 20

[...]

NOVELTY SPOTLIGHT

BOBBY PCKETT

SMOKE! SMOKE! SMOKE!

SOME

American, BMI (2:54) — RCA Victor 6127

The "Monster Mash" was born up with a

muddy fuzzy disk based on the current clipe strip smash controversy. And the disk

has a lot of controversy. But the disk is

now being sold in two boxes of The Old

Willie's Rice. Scuttle noisey stuff that has a chance. Flip is "Soft Love This Town"

(Alfa Roma, BMI) (2:25).

THE STRING-A-LONGS

[...]

MARTY ROBBINS

[...]

RAVAN CONNIFF, HIS ORK & CHORUS

[...]

DAVE VAN RONK AND THE

RAGTIME JUG STOMPERS

[...]

BEARDS MAY LOOK ALIKE TO YOU AND

CONTINUED FROM PAGE 20

[...]

FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial po-

tential to be listed separately in the chart. It is given by checking by dealers, one

step and rank alone being the criterion.

[...]

DAVE VAN RONK AND THE

RAGTIME JUG STOMPERS

[...]

JAMES BROWN AND THE

FAMOUS FLAMES

[...]

CONTINUED FROM PAGE 20

[...]

NOVELTY SPOTLIGHT

BOBBY PCKETT

SMOKE! SMOKE! SMOKE!

SOME

American, BMI (2:54) — RCA Victor 6127

The "Monster Mash" was born up with a

muddy fuzzy disk based on the current clipe strip smash controversy. And the disk

has a lot of controversy. But the disk is

now being sold in two boxes of The Old

Willie's Rice. Scuttle noisey stuff that has a chance. Flip is "Soft Love This Town"

(Alfa Roma, BMI) (2:25).

THE STRING-A-LONGS

[...]

MARTY ROBBINS

[...]

RAVAN CONNIFF, HIS ORK & CHORUS

[...]

DAVE VAN RONK AND THE

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tential to be listed separately in the chart. It is given by checking by dealers, one

step and rank alone being the criterion.
One point to remember...

Twentieth Century Fox Records puts out the selling-est albums, consistently!
AUSTRALIA
(Country Music Maker, Sydney)

This Last Week
1 3 I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)—Cassette
2 9 TWIST AND SHOUT—The Beatles (Parlophone)—Chappell
3 4 HE'S MY BLOND HEADED STOMPIE WOMPIE REAL GONER BROOY—Little Patie (HMV)—Cassette
4 2 DO YOU LOVE ME—Bianca Peck (Decca)—The Con
5 5 MEMPHIS, TENNESSEE—Dave Barry (Decca)—Cassette
6 6 KAPP single—Sings the title song—Kapp single—Cassette
7 5 SHE LOVES YOU—The Beatles (Parlophone)—London
8 8 SECRET LOVE—Kathy Kirby (Brunswick)—Jewel Music
9 2 PLEASE—Frank Ifield (Philips)—Northern Songs, Ltd.
10 7 DO IT OVER AGAIN/SHAKING—The Rolling Stones (Decca)—Cassette

BELGIUM
(Courtesy New Musical Express, London)

This Last Week
1 7 SPIEGELBEELD—Willeke Alberti (Philips)—Cassette
2 2 IF I HAD A HAMMER—Trini Lopez (Reprise)—Cassette
3 3 TWIST AND SHOUT—The Beatles (Parlophone)—Cassette
4 6 DO YOU LOVE ME—Brian Poole (Decca)—Cassette
5 10 I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)—Cassette
6 4 NON TE NEL ANDARE—Edoardo Nordi (Carisch)—Cassette
7 8 CAR JE FAIS SABATO TRISTE—Adriano Celentano (Pye)—Cassette
8 12 TOUS LES GARCONS ET TOUS LES FILLES—Francis Romeo (Fontana)—Cassette
9 11 ICHIN TCHIN—Richard Anthony (Columbia)—World Music
10 15 MA BICHE—Frank Alamo (Brunswick)—Jewel Music

ITALY
(Country Musica e Dischi, Milan)

This Last Week
1 3 GTERI GIUBILEI—Che Molto Porta—Ricordi (RCA)
2 2 L'ETA' DELL'AMORE—Francesco Hardy (Vogue)
3 5 LA VENDEMMIA DELL'AMORE—Marie Laforet (Philips)—Cassette
4 12 AMORE—Marie Laforet (Philips)—Cassette
5 8 I CHAVE LA NEVE—Piero Zamperoni (Columbia)—Cassette
6 13 NON TE NE ANDARE—Edoardo Nordi (Parlophone)—Cassette
7 10 LA VENDEMMIA DELL'AMORE—Marie Laforet (Philips)—Cassette
8 9 I' MAI DON'T TALK TO HIM—The Dave Clark Five (Columbia)—Cassette
9 17 SAL IT ISN'T SO—Frank Ifield (Philips)—Cassette
10 10 LA RABBA—Toni Lopez (Pye)—Cassette

FINLAND
(Country Ili-Sanomat, Helsinki)

This Week
1 3 DON'T TALK TO HIM—The Dave Clark Five (Columbia)—Cassette
2 2 GTERI GIUBILEI—Che Molto Porta—Ricordi (RCA)
3 1 I DON'T THE JENKA—Ian Roberts & the Adventurers (Philips)—Cassette
4 4 I HAD A HAMMER—The Spotnicks (Philips)—Cassette
5 5 PER QUESTA VOLTA—Ricard Anthony (Columbia)—Cassette
6 6 TWIN AND SHOUT—The Beatles (Parlophone)—Cassette
7 7 BIANCA PECK—Brian Poole (Parlophone)—Cassette
8 8 SHE LOVES YOU—The Beatles (Parlophone)—Cassette
9 9 FRENCH (WALLOON)

FINLAND
(Country Plateau, Amsterdam)

This Last Week
1 7 I REMEMBER—Nino Ferrer (Philips)—Cassette
2 4 VERDI—Paavo Haavisto (Decca)—Cassette
3 3 I REMEMBER—Nino Ferrer (Philips)—Cassette
4 11 OI OI—Vic Damone (Philips)—Cassette
5 12 THE WALLS HAVE EARS—*The Searchers (Pye)—Cassette
6 10 JOUW GRIJZE HAREN—*CANDISSL (The Walls Have Ears)
HOLLYWOOD—House of Sight & Sound anticipates doing business exceeding $1 million in its recent opening Canoga Park store, according to firm President Jerry Johnson.

The prestigious nature of the operation, which began in 1952 with its first location in Van Nuys, Calif., is one of the factors open to the public in the new Fullbrook Shopping Center. Boasting 10,000 square feet of space, the Fullbrook store has a staff of 12, headed by Jim Siewart.

Canoga Park is in one of

San Fernando Valley's farther regions, and with the population moving out from Los Angeles the store represents an ideal development location. President John-

son reports that disk business keeps proving more and more steady and that the Magnavox line of comp.


domes is spearheaded by the color TV-phonograph combination, a top seller. "We have no walk-in traffic as yet," Johnson explained, but we did notice an increase in business when a supermark.

tet opened and a bank opened recently.

Last year, Sight & Sound did $1,400,000 business in its Van

Nuys location. Johnson and his three other partners—Rudy Brennen, Stan Pavesdi and Frank Swisher—are thinking

(Continued on page 42)

LEWIS TIES WITH PHILIPS
LONDON.—Only a year after forming his indie Ritz label, manager-songwriter Bunny Lewis has switched it from Decca to Philips. And with it go such artists as the Carav.

elles, Craig Douglas, the Mudlarks, the Avons and Harry Robin.

son. Lewis was one of the first indie producers to get a label credit with Coral. Here, his records were put out as Decca Ritz. Coral was associated with the Fontana label and gets Fontana Ritz.

First release under the new banner will be the Avons sing.

ing their own composition "In the Girls." On February 14.

Though he remains their personal manager, Lewis has signed a deal with the Grade Organization to represent his artists. The deal is besides his im.

pressive list of dj's.

No 1 Disk Doesn't Carry Weight It Used to Vinton

HOLLYWOOD—The power of having the No. 1 record in the nation seems to have dimin.
ished, claims Bobby Vinton, whose disk of "There I Said It Again," before that "Blue Velvet" haven't opened in magic.

doors as would have been expected. "I've talked to several other young performers," Bobby told Billboard, "and they've come to the same conclusion. Times have changed and having a No. 1 record in the country just doesn't excite television pro.

ducers and night club owners anymore." Vinton, who has been with Epic three years, is currently de.

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vision. Vinton wonders whether they are putting new artists of five years ago were able to do.

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NO.1 HIT Cry Baby / NO.2 Baby Don't You Weep / NO.3 Precious Love

NOW HIT NO.4

"TELL ME BABY"

GARNET MIMMS AND THE ENCHANTERS

UNITED ARTISTS RECORDS 694

Arranged &
Produced By
GARRY SHERMAN

A JERRY RAGOVY
Production
JAY (formerly of JAY and The Americans) sings his latest hit single

HOW SWEET IT IS
C/W
I RISE, I FALL

Coral 62396

Arranged & Conducted by Dick Jacobs

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<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I Want to Hold Your Hand</td>
<td>Beatles, Capitol 5717</td>
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<tr>
<td>2</td>
<td>You Don’t Own Me</td>
<td>Little Giant, Mercury 72096</td>
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<tr>
<td>3</td>
<td>Out of Limits</td>
<td>Marvelettes, Manor 1001</td>
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<tr>
<td>4</td>
<td>Hey Little Cobra</td>
<td>The Miracles, Columbia 4921</td>
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<tr>
<td>5</td>
<td>Um, Um, Um, Um, Uh, Um</td>
<td>The Supremes, Motown 1041</td>
</tr>
<tr>
<td>6</td>
<td>Surfing Bird</td>
<td>Shirelles, Decca 4192</td>
</tr>
<tr>
<td>7</td>
<td>She Loves You</td>
<td>Dion, Sony 7021</td>
</tr>
<tr>
<td>8</td>
<td>For You</td>
<td>Bobby Vinton, Epic 9638</td>
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<tr>
<td>9</td>
<td>Anyone Who Has A Heart</td>
<td>Dionne Warwick, Columbia 4301</td>
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<td>10</td>
<td>There! I’ve Said It Again</td>
<td>Lesley Gore, ABC-Epic 10511</td>
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<td>11</td>
<td>What Kind of Fool</td>
<td>Tino, Aka 6281</td>
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<td>12</td>
<td>Talking About My Baby</td>
<td>Philles, Aka 6184</td>
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<td>13</td>
<td>Java</td>
<td>Amy Winters, Columbia 4309</td>
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<td>Louie Louie</td>
<td>Ronnie &amp; The Daytonaires, Decca 42950</td>
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<td>15</td>
<td>A Fool Never Learns</td>
<td>Arley, RCA Victor 6990</td>
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<td>16</td>
<td>Hooka Tooka</td>
<td>Bobby Rydell, Colpix 1000</td>
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<td>17</td>
<td>I Won’t Be Around You</td>
<td>Ralph &amp; The Penguins, ABC</td>
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<td>18</td>
<td>Popsicles and Icicles</td>
<td>Marissa, Charlotieeux 158</td>
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<td>19</td>
<td>Whispering</td>
<td>Tina Turner &amp; Darlene Love, ABC 6381</td>
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<td>20</td>
<td>Drag City</td>
<td>Jim &amp; Dean, Liberty 4804</td>
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<tr>
<td>21</td>
<td>Somewhere</td>
<td>Tommy, Parkway 87</td>
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<td>22</td>
<td>California Sun</td>
<td>The Ventures, Columbia 4294</td>
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<td>23</td>
<td>Dawn (Go Away)</td>
<td>The Trevors, Philips 2416</td>
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<td>24</td>
<td>As Usal</td>
<td>Brenda Lee, Decca 3179</td>
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<td>25</td>
<td>Stop and Think It Over</td>
<td>The Moonglows, Brunswick 3151</td>
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<td>26</td>
<td>All in the Game</td>
<td>The Ventures, ABC 6388</td>
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<td>27</td>
<td>Baby I Love You</td>
<td>Ruthless, Philips 118</td>
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<td>28</td>
<td>Southtown, U.S.A.</td>
<td>Specials, Spain 7 1957</td>
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<tr>
<td>29</td>
<td>Letter From Sherry</td>
<td>Milt Jackson, Capitol 5091</td>
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<td>30</td>
<td>The Nitty Gritty</td>
<td>The Shangri-Las, Imperial 5005</td>
</tr>
<tr>
<td>31</td>
<td>Since I Fell For You</td>
<td>Lesley Gore, ABC 1058</td>
</tr>
<tr>
<td>32</td>
<td>What’s Easy for Two Is So Hard for One</td>
<td>Lesley Gore, ABC 6384</td>
</tr>
</tbody>
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**Bubbling Under the Hot 100**

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- The Shirelles, Decca 4192
- Dion, Sony 7021
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- Ralph & The Penguins, ABC
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- Tina Turner & Darlene Love, ABC 6381
- Jim & Dean, Liberty 4804
- Tommy, Parkway 87
- The Ventures, Columbia 4294
- The Trevors, Philips 2416
- Brenda Lee, Decca 3179
- The Moonglows, Brunswick 3151
- The Ventures, ABC 6388
- The Shangri-Las, Imperial 5005
- Lesley Gore, ABC 1058
- Lesley Gore, ABC 6384

Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.
**Pop Spotlight**

**Making Type**

Rainbows. Good packages, plus "Till the End of Time," "The Lamp Is" includes their current smash, "Somewhere," leased singles and some that go back a bit.

---

**_APP_**

**_AL MARTINO_**

_The Original Hits Vol. 10_

Artists. United Artists UA.X 3222 (M). UA.X 6223 (M). There's plenty in this set to what the buying appetites of rock devotees. Five top groups are featured, performing especially of their most powerful hit, among the groups are: The Enchanters, "Only in America," the Raders, "American," and the Andrews, "Penny Lane." Typical.

---

**_APP_**

**_DION & THE BELLS_**


---

**_APP_**

**_THE MAKING OF THE_**

_Jazz Workshop_ Privilege 7266 (M). Recorded live before an enthusiastic audience, McLaughlin's composition will delight the pop as well as the jazz lover. The artist has achieved increasing popularity over the past several years. This is the second album from McLaughlin, the first being "Bedside," Atlantic 7266. It's a reissue of a radio station programming album. Should appeal to especialy music fans.

---

**APP**

**_15 NUMBER 1 HITS_**

_The Original Hits Vol. 10_

Here's a particularly strong oldies, but good package. The best selling singles, and some that go back a bit. Cleverly packaged. Liberty LRP 3344 (M).

---

**APP**

**_Jazz SpotLight_**

_Moderne_ Atlantic 2444 (M). Many great and swingy sounds from the Modne. This album was advertised as possibly their most interesting year, perhaps as written by John Lewis. The album features a variety of music to the best of all possible M&B styles. Featuring such stars as "Swinger's Ball," "Swinger's Ball," and "The Boss," this is an album for true devotees. Among the features is the Quarter's interpretation of the Villa Lobos "Bachianas Brasileiras."

---

**APP**

**_Jazz SpOTLIGHT_**

_The Essentials of Jazz_ Atlantic 0015 (M). Also contains a number of tunes that have been hits in previous years. But not here. Listen and fans for comment as their choice for best tracks.

---

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**_Jazz SpOTLIGHT_**

_The Making of the_ 1966. United Artists VLP 1004 (M). Features many great and swingy sounds from the Modne. This album was advertised as possibly their most interesting year, perhaps as written by John Lewis. The album features a variety of music to the best of all possible M&B styles. Featuring such stars as "Swinger's Ball," "Swinger's Ball," and "The Boss," this is an album for true devotees. Among the features is the Quarter's interpretation of the Villa Lobos "Bachianas Brasileiras."

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**CLASSICAL SPOTLIGHT**

**TREASURES FOR THE VIOLIN**

Henriky Szymanowicz's **Mercury MG 30387** (M); SR 90037 (S)

Searing and spirited performances of autonomous vignettes with all the finesse and attention to detail in shaping their performance are a set of new repertory works of this music. More than just mere playing, the violinist makes his work on the instrument and his way of seeing it. His last album, **Mercury MG 30387**, is his all first Choice for the whole genre. It is clearly a major contribution to the field of violin literature and includes works by Heifetz, Rival, and other leading string virtuosos of the time. This album is highly recommended.

**LOW PRICE POP SPOTLIGHT**

**BEATLE MANIA!**

The Beatles, **Wax 9001 (M); SW 9001 (S)**

Another compilation of the most successful hits of the Fab Four. This album is highly recommended for any fan of the Beatles.

**LOW PRICE POP SPOTLIGHT**

**ANDY WILLIAMS**

Andy Williams, **United Artists UAL 3342** (M); CS 3342 (S)

This gal has an exceptional voice and can draw audiences in with her performances. This album includes songs from her recent tour and is highly recommended.

**LOW PRICE POP SPOTLIGHT**

**THE EAST SIDE STORY**

**JUDY LYNN**

United Artists UAL 3342 (M); CS 3342 (S)

This gal has a unique voice and can draw audiences in with her performances. This album includes songs from her recent tour and is highly recommended.

**LOW PRICE POP SPOTLIGHT**

**MUSIC TO HELP YOU STOP SMOOKING**

**LIVING STRINGS**

Living Strings, **RCA Camden CL 291 (M); CAS 291 (S)**

This album features a variety of classical and pop compositions, including works by Beethoven, Mozart, and Bach. It is highly recommended for fans of classical music.

**LOW PRICE POP SPOTLIGHT**

**BEATLES**

**THE LIVERPOOL, WYOMING W 9001 (M); SW 9001 (S)**

This album features a variety of Beatles songs, including their biggest hits. It is highly recommended for fans of the band.

**LOW PRICE POP SPOTLIGHT**

**SPECIAL MERIT PICKS**

**SPECIAL MERIT**

**SHIRLEY HORN WITH HORNS**

Mercury MG 30835 (M); SR 60035 (S)

This album features a variety of classic jazz recordings, including works by Coleman Hawkins, Duke Ellington, and Billie Holiday. It is highly recommended for fans of jazz.

**SPECIAL MERIT**

**VIENNA CITY OF DREAMS**

Anton Karas London LL 3319 (M); SP 319 (S)

This album features a variety of classical compositions, including works by Mozart, Beethoven, and Chopin. It is highly recommended for fans of classical music.

**SPECIAL MERIT**

**THE ROMANIC PIANO OF RONNIE ALDRICH**

London SP 44042 (S)

This album features a variety of romantic piano compositions, including works by Chopin, Rachmaninoff, and Tchaikovsky. It is highly recommended for fans of romantic music.

**SPECIAL MERIT**

**A MAN'S A MAN**

Original Cast Spoken Arts 870 (S)

This album features a variety of classic musical theater compositions, including works by Rodgers and Hammerstein. It is highly recommended for fans of musical theater.

**SPECIAL MERIT**

**BAYWDD HUTCHINSON**

Oscar Brand Audio Fidelity AF 6121 (S)

This album features a variety of folk compositions, including works by Woody Guthrie and Pete Seeger. It is highly recommended for fans of folk music.
New Smash!
"SOUTHTOWN, USA."
The Dixie Belles, with
Cornbread & Jerry

SOUND STAGE 45 #2517
SALES! SALES! SALES!
Bobby Lord
SINGS
LIFE CAN HAVE MEANING
HICKORY 1232

RELIABILITY-QUALITY
REPRODUCERS
Originais of the Patent
Type record
RESEARCH REPRODUCTION CO.
101 NORTH FULLER
HOLLYWOOD, CALIF.

ENSJOY POPULAR PRICES
at our newly remodeled
1500-room, world-
acclaimed SHERMAN HOUSE.

Yes, everything has been newly decorated for you and yours.
And our popular prices extend even to our fabulous restaurants--

COLLEGE INN-PORT HOUSE
Porterhouse Lounge/Grill
Well-Of-The-Sea, Galactic Cafe

Everything existing is within walking
distance, free radio and TV, Drive-in garage parking.
No charge for children under 12.

SHERMAN HOUSE
Clark & Randolph/Chicago/FR 2-2100

CONTINUED FROM PAGE 34

It's GEEK IT'S GREAT!
Guill Vali & His Orch. UAS 2901 (S); UAS 3221 (S); UAS 6321 (S)
Here is one of the most definitive products of our line. It's magic, the lead is in the name itself, but his hit and Pollyanna" is a familiar sound these days when heard in association with the Arrivals. The period is pure non-suit, but the individuality of the interpretations of "Just One of These Things," "In God There Is No evil," and his near-perfect selection of the new hits. Excellent backing is provided by Gordon Jenkins.

JAZZ SPECIAL CLASSICAL SPECIAL
SHERMAN

BIRD ON 52ND STREET
Charlie Parker
Fantasy 6011 (M); No Stereo

CLASSICAL SPECIAL
CHAUSSON: POEMES; SARASATE: ZIGUERAS/SAINT-SAENS:
Havanaise/RAVEL: Tzigane/WEBERN: LEGENDS

Erick Friedman, violin
London Symphony Orchestra (Sargent) RCA Victor LK 2469 (M); LSC 3469 (S)

Friedman is readily establishing himself as the leading American violinist. His new recordings vary in quality, and in this respect, the recording is less than perfect. He is right in his attempt to express with his maturer and experienced voice his own complement of melody, but he is not entirely consistent. The band is well conducted with ease and continuity.

POP SPECIAL MERIT
HAPPY SPRING HITS
Bobby Lord
Hollywood 5004 (S)

F.this spring is the perfect time for new records. Bobby Lord has a couple of them here. "I'm Gonna Get You" is a great pastiche of old country hits and "Happy Springs" is a new take off on a classic rhythm and blues hit.

COUNTRY SPECIAL MERIT
TENDER LOVIN' CARE
George Morgan
Columbia CL 2111 (M); CS 8940 (S)

George Morgan has one of his best productions here and one which can certainly hold its own good and satisfy. With effect of being so fresh and so unusual, the name of "Let's Stick Together" is a theme which he is putting forward. There are three great numbers here, and the best of them is "I'll Be Waiting for You." The others are "I'm Gonna Get You" and "Happy Springs." The latter is a great hit as a show

GREEK DANCE-ALONG
George Don Hellen 862 (M)

Here's an exciting album for those of Greek parentage, or those who share their language and culture. The album is arranged in a way that shows their appropriate dance steps that go with the music.

INTERNATIONAL SPECIAL
SWEDISH SONG ALBUM, VOL. 2
Thorny Bernhard Universal UO 2145 (S)

Miss Bernhard finds a outing much needed and appreciated. The album is a good one, and here is a fine Swedish album that deserves top marks from music lovers.

GERMAN SONGS OF THE SEA
Die Blauen Junges Universal UO 2130 (M)

Here is a fine dance album showing a dozen songs of the sea that are not too well known. The music is well done and performed in a manner that is pleasing to the listener. The songs are given in German.

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BIG SHOT

AROCK!

“HERE’S A HEART”

The Diplomats

“EVELYN”

A LOST LOVE

THE MARC FREDERICKS ORCH.

featuring

AL SEARS

AR 1005

“TAKE MY HAND”

“SHIRLEY JEAN”

GENE BURKS

AR 1006

AROCK

ARSEROC RECORD CORP.

DIVISIONS OF

SEROCK

1650 Broadway, New York, N. Y. 10019. Plaza 7-5190
THE TOKENS: GEARED FOR ACTION!

POWER-PACKED ALBUM!

"WHEELS"
LPM/LSP-2886

SUPER-CHARGED SINGLE!

"LET'S GO TO THE DRAG STRIP"
c/w "TWO CARS"
#8309

RCA VICTOR

The most trusted name in sound
Roberta Peters will visit Munich next summer to star in a film. The film, the composer Richard Strauss. June 1964 is the 100th anniversary of the birth of Richard Strauss. Roberta will also guest star in the Munich festival dedicated to Strauss.

Ralph Claus Peter Siegel, son of Munich publisher Ralph Maria Siegel, left Munich for the composer Richard Strauss. June 1964 is the 100th anniversary of the birth of Richard Strauss. Roberta will also guest star in the Munich festival dedicated to Strauss.

MUNICH

Robert J. Bentz, 33, assistant director at Munich's Ford plant, was pronounced dead May 19, 1964, at the age of 33. He was a former employee of the company's east German plant in Berlin. Bentz had been with Ford for 18 years and was a member of the company's management committee. He is survived by his wife, Wilhelmina, and two children.

The new German label Eve has Buddy Kaye visited Munich for boss Peter Schaeffer's work on Mendelson and Musik Edition Marbot's Societe d'Editions. EMI has been overhauled by Don Spencer, Cliff Richards new Columbia single couples a Gordon Mills composition. "I'm the Lonely One" with an American song, "Watch What You Do With My Baby," penned by Bill Giant. Kathry Kirby (Decca) follows up her smash hit "Secret Love" with a revival of the Joan Weisler-Berger brewer hit of a single "You and I Love," (published by Abberbach).

Next Roy Orbison single will be "Wanda." "Viva Las Vegas" and "Buddy's Song." From New York Hal Shaper has done for Bobby Rydell has waxed the English lyrics, "Just One Kiss," he wrote to the Italian hit "Fall." From March. Solomon and Perez will distribute material from America's Tradition catalog on the EMI label. Roster includes Claude Bratt, Brian Epstein and Lightnin' Hopkins. Beatles manager Brian Epstein has signed Sounds Incorporated, one of Britain's top instrumental groups which includes Brenda Lee on both her tours here. Epstein has signed them to EMI for recording under the direction of Norman Newell. Newell has just waxed the first EMI single by young Steve Perry, "When Nobody Loves You" (an English version of the Italian hit, "Sapone di Sale").

CHRIS HUTCHINS


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Chicago CBS Station Shapes Up Morning Shows Into Solid Block

CHICAGO—WBBM, the big CBS-owned-and-operated radio outlet here, has revised its morning line-up, adding its all-living "Mugon Wagon" show into a single program and opens its day with a solid 5:30 to 8 a.m. block by deejay Pat Sheridan. Previous "Mugon Wagon" was an hour separate at 6:30 to 7:30 minutes, 7:15 to 8 and 9 to 10 a.m., but Sheridan was programmed from 5:30 to 7 and 8 to 8:30.

The new schedule has Sheridan opening the day from 5:30 to 6 with the "Mugon Wagon" show hosted by Mal Bellairs taking over from 8:15 to 9:55, a solid two and one-half hours of live entertainment.

Len Schloser, program director, termed it a significant move that would allow the station to program three of its top four programs in a continuous hour, from 8:15 to 9:55, a solid one and one-quarter hours of time. It is one more example of how the CBS-owned-and-operated radio outlet here is shaping up morning shows into solid blocks, with deejays. The stations, like the WBBM and WMAQ, are the first to do this in any other medium, and it is a new trend in radio programming.

The changes were made in an effort to increase the station's listening audience and to attract more advertisers. The station's management feels that the changes will help in achieving these goals.

The new morning show, "Mugon Wagon," features deejay Pat Sheridan, who will be heard from 5:30 to 8 a.m. in his regular slot. The show will feature music, news, weather, traffic reports, and other features that are popular with listeners.

The station is also planning to increase its news coverage during the morning hours, with more local news reports and more coverage of national and international news.

The station's management is pleased with the changes and believes that they will help to increase the station's listening audience and to attract more advertisers.

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FOR THE RECORD ...  

*a presentation of facts about the four music-record weeklies, based on 1963 performance.*

---

### Paid Circulation

Or, how many readers think enough of the publication to pay for it. Here are the facts:

<table>
<thead>
<tr>
<th>Publication</th>
<th>Circulation Listing in SRDS*, December 1963</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billboard</td>
<td>19,787 Average ABC</td>
</tr>
<tr>
<td></td>
<td>Total Paid Circulation (6/30/63)</td>
</tr>
<tr>
<td>Cash Box</td>
<td>10,271 (sworn 6/30/63) Not audited.</td>
</tr>
<tr>
<td>Music Reporter</td>
<td>No listing for this publication in SRDS at all.</td>
</tr>
<tr>
<td>Music Vendor</td>
<td>Has not furnished sworn statement with SRDS.</td>
</tr>
</tbody>
</table>

*SRDS is the accepted national authority for statistical data on publications. Its purpose is to serve the needs of advertising buyers in all fields.

**SUMMARY:** Billboard has more paid circulation (and the only audited paid circulation) than all others combined!

---

### Advertising Pages

The following display advertising comparisons give all the advantages to the other three music-record weeklies. Billboard's figures come from actual billing records, whereas those of other publications were based on actual measurements which do not take into consideration advertising space, paid or unpaid, included.

But let's not stop there. Here are the facts—and still more important—measurements of the value of a publication to advertisers.

<table>
<thead>
<tr>
<th>Publication</th>
<th>1963 Display Advertising Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billboard</td>
<td>1923</td>
</tr>
<tr>
<td>Cash Box</td>
<td>1810</td>
</tr>
<tr>
<td>Music Reporter</td>
<td>440</td>
</tr>
<tr>
<td>Music Vendor</td>
<td>388</td>
</tr>
</tbody>
</table>

---

### Dollars of Advertising:

Where an industry invests the greatest share of its advertising dollars is accepted as the most significant area of comparison of the advertising worth of the publications in any field. Here are the facts about advertising dollar investments in the music-record tradepaper field:

| Fact #1         | More dollars of advertising were spent in Billboard in 1963 than in all the others combined. |
| Fact #2         | Billboard's margin over paper 72 is more than two-thirds of a million dollars—some $721,600 more, to be exact! Almost double Billboard's margin of $370,000 more in 1962. |
| Fact #3         | Advertisers spent more for singles advertising in Billboard! |
| Fact #4         | Advertisers spent more for LP advertising in Billboard! |
| Fact #5         | Talent spent more for advertising in Billboard! |
| Fact #6         | Advertisers spent more for "all other" music-record advertising in Billboard (music publisher, record services and supplies, distributors, one-shops, etc.). |

---

### Advertising Effectiveness

Or, is your advertising really producing for you. This is a key area of evaluation and here's a picture of what has been available for advertisers in this area:

<table>
<thead>
<tr>
<th>Publication</th>
<th>Type of Advertising Effectiveness Research</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billboard</td>
<td>Two full studies: (1) Big-city markets; (2) Grass-roots markets.</td>
</tr>
<tr>
<td>Cash Box</td>
<td>Two pilot studies on LP advertising effectiveness.</td>
</tr>
<tr>
<td>Music Reporter</td>
<td>None.</td>
</tr>
<tr>
<td>Music Vendor</td>
<td>None.</td>
</tr>
</tbody>
</table>

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### Editorial Services

Comparisons are needless here.

Billboard is the acknowledged leader.

Billboard is the acknowledged spokesman for the industry, as probably even Billboard's competitors will agree.

Billboard editorial data and research is used, universally and almost exclusively, in and out of the music-record industry.

Billboard is the source of industry statistics—used by government agencies, major consumer publications, newspaper editors and columnists, and virtually all sales and management executives of record manufacturers.

Ask any experienced professional in the industry.

---

Billboard Leadership

unquestioned in '63, and growing greater in '64
New Firm Set For Japanese

HOLLYWOOD—Ampex and Toshiba of Japan have formed Toshiba Ampex K.K. to service the Japanese market with magnetic tape recorders, accessories and other products.

William Roberts, Ampex president, said the agreement is subject to approval by both companies and the Japanese government. Toshiba is an electronics firm with annual sales of approximately $700,000,000.

Public to Call Tune At RCA Fair Place

NEW YORK — The broad range of home entertainment equipment will get the feature treatment from at least one manufacturer at the upcoming New York Electric Fair. Radio Corporation of America will have its futuristic-looking building and exhibit inside the main gate of the fair.

The company entertained pressmen and various dignitaries last week at a special advance look at its own exhibit area and the fair grounds in general. Other such safaris are envisioned for the near future, with official opening of the fair in April.

COLOR MOVIES TO BE SHOT AT WORLD'S FAIR

NEW YORK — Thirteen 10-minute color TV shorts will be taped by Sterling Movies U.S.A., Inc., at the Radio Corporation of America's exhibit building at the forthcoming New York World's Fair.

The firm, a leading distributor of public service films for TV, has taped out numerous Bob Considine and TV personal interviews, and has just moved into the Allen film series, which will be titled "FYI at the Fair."

The show will feature interviews with leaders of the arts, sciences, business and industry and will be done on tape for national public service distribution during both years of the fair.

Columbia Says Portable Sales Way Up

NEW YORK—Columbia Records Sales Corporation has announced a 43 per cent sales increase in the last six months for its line of portable phonos, equipped with transistorized amplifiers. The Masterwork line was introduced originally in 1962.

J. Harris, national sales manager for the Masterwork line, said sales figures from 17 major market areas show industry-wide acceptance of the suggested list price categories of the phonos, for both dealers and for the corresponding month a year ago.

Harris said that the new package component systems were developed for the Masterwork line, all of which employ solid state amplifiers and tuners and have also received wide acceptance at the consumer level.

Tinyvision looms as real rocker

By DAVID LACHENBRUCH

Contributing Editor, Television Digest

NEARLY A YEAR AGO we commented that the growing field of "personal portable" television offers an excellent opportunity for the phonograph or record dealer to move into the video field, if he isn't in it already. Now, after America has taken on an air conveyor. A provisional British patent protects the device.

Tinyvision seems to be here to stay. With the addition of tinyvision to the list of home entertainment devices, dealers may have a new source of revenue.

Tinyvision displays take relatively little room and are not necessarily made in the radio or appliance shops. Sales figures from 17 major market areas show an 80 per cent increase in sales over the same period a year ago.

Tinyvision sales have been rising steadily since it was introduced in 1962. Sales for the first six months of 1963 were about 80 per cent higher than in 1962. Tinyvision sales are expected to increase considerably in the next six months, according to the company.

Tinyvision has a number of advantages over other home entertainment devices. It is portable and can be carried around with the user. It is also quiet and does not interfere with other electronic devices.

Tinyvision is a type of television equipment that uses low-power vacuum tubes and a small antenna. It is designed for use in small rooms and can be operated from a battery or from an electrical outlet.

Tinyvision is available in a variety of sizes and prices, ranging from about $100 to over $1,000. It is used primarily for entertainment purposes, such as watching movies or listening to music.

Tinyvision has been gaining popularity in recent years, especially among urbanites and suburbanites. It is a convenient and affordable way to enjoy television without sacrificing living space.

Tinyvision is not a replacement for traditional television, however. It is a complementary device that can be used for special purposes or for people who live in small apartments or have limited space.

Tinyvision is a technology that has the potential to revolutionize the way we think about home entertainment. It offers a new way to enjoy television and is a testament to the ingenuity of modern technology.
COMING MARCH 28
MUSIC ON CAMPUS
THE COLLEGE MARKET
FOR RECORDS
AND TALENT

Planned
Edited
Researched
and Written
As Only Billboard
Can Do It!

To help colleges build
successful shows for their
important entertainment events

To help all areas of the
record industry to build
on the big and growing record
buying volume represented by
college students

To help talent and their
bookers to make the most
practical and profitable
college bookings

To help retailers and
broadcasters in college areas
make the most of their sales
and promotion opportunities

To help colleges work most
effectively with talent and
talent representatives for
mutual gain

March 28, 1964

Billboard
IN TWO SECTIONS  •  SECTION 1
MUSIC ON CAMPUS
THE COLLEGE MARKET
FOR RECORDS
AND TALENT

8½ x 11 reference format

RESERVE YOUR SPACE NOW. ADVERTISING DEADLINE: MARCH 23

Another Industry Service
From Billboard
A BILLBOARD BOOK

Plus: this book is must reading. Contents include:

Whether you are a "pro" or a beginner,

Zone Recording Studios

Your Song Recorded. Enclosed is my remittance

Watson-fluptill Publications, Inc.

"HOW TO GET YOUR SONG RECORDED"

be on every music shelf

SEND US YOUR TAPE

COMPLETE SERVICE - ALL SPEEDS,

List

JAY-GEE RECORD CO., INC.

318 W. 48 St., N.Y. 36, N.Y.

44

THE OVATIONS

It's a Hit!!!

Ask at your local DECCA BRANCH NOW!

*A new Decca Phonograph

first in its price range!

Billboard's Best Selling Phonographs, Radios & Tape Recorders

PHONOS LISTING BETWEEN $61 and $80

THE CONWAY I DP 561

Budget priced, four speed, high fidelity, automatic portable.

Separate volume and tone controls.

Available in two attractive color combinations.

$39.95

A special introductory price. One year warranty. fiscal

year ended last October 31.

firm's home entertainment

approached as a result of

proached as a result of industry

approached as a result of industry

approached as a result of industry

The F. B. Connelly Company of Spokane has been named a Home and Commercial Electronics Division of Sylvania Electric Products, Inc. The firm will handle the Sylvania TV, stereo and radio lines in 16 counties in Washington, 10 in Idaho and seven in Montana...

Also at Sylvania, Carl Esler has been named national market development manager, straight line distribution for the firm's home entertainment products.

TELEPHONE'S new all-transistor portable phonograph, shown last week at the Chicago Furniture Markets Show, features Model SD 40, a flip-over 16-speed unit with four-speed shock-mounted cartridge, flip-over cartridge, and three extended range five-锗 speakers. List price is $99.95.

Say You Saw It in Billboard

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. These brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.


disk deals for dealers

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


SMS—Expires February 29, 1964. Started January 9, 1964. A 15 per cent discount on all releases. Three new albums for each deal in 10. A 100 per cent exchange privilege on all product.


best selling phonographs, radios & tape recorders

These are the nation's best sellers by manufacturers based on results of a monthly study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers scoring 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $51 and $80

POSITION

This 11/2/63 0/3/63 Issue Issue Issue

BRAND % OF TOTAL POINTS

1 2 4 Masterworks 18.7

2 3 1 Decca 17.9

3 1 2 ABC Victor 14.4

4 5 5 RCA Victor 11.1

5 6 6 General Electric 8.3

6 3 4 Capitol 4.8

7 5 8 Zenith 4.8

8 4 1 Motorola 4.6

9 9 Symphonics 3.7

Others 11.7

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11/2/63 Issue: Voice of Music (V-M) (7).

8/3/63 Issue: Voice of Music (V-M) (3); Webcor (7).

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Tinyvision Looms As Real Rocker

Continued from page 42

some respects, TV seems to be following the pattern of radio—from one big set in the living room to many small sets scattered around the house—except that one TV, a color set, may remain in the living room for some time to come.

All of this seems to add up to a good market. The television manufacturers included have gone on record on this score, and not a few agree with this appraisal, and there’s evidence that the other manufacturers don’t intend to let three tinyvision manufacturers take the market in U. S. brand small-screen portables to themselves. Sears, Roebuck & Co., for example, is moving into the market, and Emerson, Olympic and Westinghouse are preparing their own versions for introduction this fall.

Other sets undoubtedly have their own plans, but they’re being very quiet about it.

The basic handsome tinyvision sets so far have carried list prices of about $100 (except for Sears), and most of them still seem to be crossing the retail counters at list price. There has been some discounting, but not nearly so much as in the case of large-screen TV or packaged sets.

There are several step-ups, the first being a de luxe cabinet at $109.5. GE has all the way up to about $155—a top model being built with a set-in clock-timer and AM radio.

TINYVISION PRICES are expected to go up somewhat in the new-model versions, to be introduced this spring and summer, because of the larger screens, smaller tube sizes, and smaller tuning machinery on sets made after March 30.

It’s believed, however, that there will still be some leader models priced under $100, though they won’t be so widely available. The Japanese manufacturers have been offering tinyvision of two different kinds—the conventional AC-type and the transistORIZED type which will operate on either AC or battery. The imported AC type portable TV, selling at $389-$329, presently has no American-made counterpart, but its sales are believed to have suffered somewhat as a result of the debut of tinyvision.

It’s a safe assumption that American TV manufacturers are planning their own tinyvision, which will be transistORIZED, battery-operated tinyvision next.

While the screens of Japanese battery sets range from 61/2 to 9 inches, tinyvision counterparts will be of the same 11-inch size as American AC-operated tinyvision.

This means another new product—possibly next year. About 150,000 to 200,000 Japanese-made battery TV’s were sold in this country last year. With American manufacturers entering this market, it could be even higher.

It all seems to add up to this: Tinyvision—both AC and battery, both domestic and imported—probably will be with us in one or two years. A new category in entertainment products, and opens a new type of market, just as the transistor radio did. It doesn’t have to be sold through the traditional TV outlet, and yet it’s a good entering wedge into the TV field for the dealer who wants to sell up to 16-inch and 19-inch sizes.

It won’t overlook tinyvision, there may be good profit possibilities in it for your specific location and situation.

Continued from page 40

at WIP (Philadelphia) moves to PR department of Metropoli-

tian Broadcasting Company headquarters in New York, re-

placing Bernard Rutenberg, named director of publicity for

WNEW (New York). Both stations are Metromedia owned.

VOX JOX

HILARY BODGEN

Kudos to my good friend and former colleague, Hilary
Bodgen, who last month celebrated his 20th anniversary in
broadcasting, all of it with WJAS' program director-air personal-
ity, Ronni Winsten, former WQV (Cleveland) air personality,
re-signs air show at WJW same old spot.

Bill Sachs, new Cleveland air personality joins WJW.

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re-signs air show at WJW same old spot.

Bill Sachs, new Cleveland air personality joins WJW.

Going to New York? Stay at the

New Hotel CHESTERFIELD

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Air Conditioning, TV, Radio Available

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Speical THEATRICAL RATES

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18 Floors...600 Rooms

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Performance and Profits

in background music are yours with reliable VIKING tape cartridges.

Lightweight, drawn aluminum cases give VIKING tape car-

tridges exceptional ruggedness that lasts. Designed to perform with minimum tape friction when loaded with shortest tape length or when loaded to capacity. VIKING tape cartridges have stood the test of countless hours in broadcasting and background music applications, year after year.

Back With a "Winner"

"JOEY"

C-299

MARK DINKING

"THE BIG BEAT ON CAFE-FUNKAY"

SOLOMON BURKE

"HE'LL HAVE TO GO"

Atlantic 2218

ATLANTIC RECORDS

(181 E. 54th St., New York, N. Y.)

when answering ads... Say You Saw It in Billboard

Billboards 45

9/6/64

New R & B Smash!

Sam & Dave

"I Got a Thing Going On"

R 4541

ROULETTE RECORDS

1631 W. B'way, N. Y., N. Y.

"A SIGHT TO SEE" MATHAMS COLLEGE PRODUCTIONS

12 W. 117th, Morningide, Box 46

Enfairi 9-3299

Phono Sales Up for Year

WASHINGTON—Total sales of console, table and portable model phonographs during the 11 months of 1963 ending November 30, were above those of the same period in 1962, according to the marketing services department of the Electronics Industries Association. Despite this overall healthy picture, distribu-
tor and factory sales for November were dropped substantially over the same month in 1962.

Distrib sales in the portable-table category for November, for example, were $259,732 as against 431,381, a 39 per cent drop. For the year to date, the figure was 2,282,342 against 4,962,063 for 1962. Similar figures obtained on the factory sales side.

Twin Cities Swing

Continued from page 12

Mixing with its deejays at which time new tunes are evaluated and deletions made to the playlist. Most of material is picked through daily surveys that the station conducts among stores and retail outlets in the Twin City area.

The other big singles-playing station in the Twin Cities, WDNY (Sterz-owned), is headed by program director Hal Raymond and music director Bob Dean, also known as Johnny Dollar on the air.

WDGY plays a top 50 list of tunes with a plus or extra list from WDNY's program director. When the latter has a picture that it "has its Battle of the New Picks" to add interest to the proceedings.

WDGY's battle is between five different selections each evening. The five daily winners battle on Saturday and the Sat-

urday winner is played all the week following.

The "Pick of the Week" is a pair of selections picked individually by Dean of two of the most promising tunes each day. These are played every other hour.

Both of the stations do extensive survey work to keep a finger on the local pulse. Both are also active in hops and numer-

ous other SInes throughout the city.
Poll Points Up Opera Buffs as Consistent in Their Tastes

By BARRY KITTELSON

NEW YORK—Among music lovers, opera buffs are notable for their volatile passions, and as a breed their enthusiasm and rabid opinions have no equal outside the sports arenas and certain types of smokers who would rather fight than change.

To the uninstructed, an overheard conversation on the long wait at the box office of the Metropolitan Opera (or any other opera house in the world, for that matter) could be a frightening and intimidating experience. He would likely discern that rarely, if ever, two or more of these creatures ever agree.

A recent poll, conducted by William H. Wells, who is host of a weekly opera program for New York's WRFM, proved that the contrary is actually quite true. Not only do they quickly agree, but their preferences as a group are overwhelmingly similar.

Wells invited his regular listenership of "Opera for You" to write in their individual preferences for the 10 great operatic recordings of all time. The list should include complete operas, regardless of vintage, available on LP's in either mono or stereo. According to Wells, more than 300 persons submitted their lists, and while 80 different opera recordings were nominated, the winners (listed below) were recipients of a very heavy number of votes each.

In the case of the first two on the list, the vote was nearly unanimous.

Wells' list reads as follows:


5. STRAUSS: DER ROSEN-Kavalier — Schwarzkopf, Kohn, Karajan. Angel 3536 D-L.

6. BIZET: CARMEN — De los Angeles, Micheaux, Gedda, Blanc, Beecham. Angel 369 C-L; S-369 C-L.


11. DONIZETTI: LUCIA DI LAMMERMOOR — Sutherland, Doli, Trucks, Price, Sarti, Pritchard. London 4355; 1327.


It can be assumed that Wells' regular listenership represents a section of the opera public, and for that reason the Coke poll is not significant. There are consistencies in this list which reveal the qualitative aspects of a recording to meet the public's taste.

In each case these favored performances show a remarkably strong cast in all of the leading roles, as well as in the choice of conductor. While the excellence of ingredients is obvious, the repetition of certain of the artists, conductors, and works themselves, could be further interpreted, though this was not the aim of the survey.

Mid-East to Hear Ads on Radio

BONN — The United Arab Republic is to begin a commercial radio station covering the whole country in March with U.S. and British exporters to the area expected to buy most of the advertising.

Michael Rice & Company of London is establishing an associate company under the direction of Leslie Knight to undertake negotiations with the new service in the United Kingdom and U.S. and British firms, the Michael Rice company is soliciting advertising from West German, French and Dutch enterprises.

The U.A.R. Radio and Television Organization is to make a nationwide radio network with more than 500,000 watts available at Mansoura, near Port Said. It is to broadcast during the non-political period. The network will have a U. S. style pop music format. Its general operation will be open for a limited engagement tour of the Eastern seaboard and nearby areas.

Some results of a Columbia Records survey of the American market show that more people in the U.S. have been reached by the American radio program than by any of the other major radio programs. The survey was not the aim of the survey.

John Strauss’ classic opera "The First Academy Award" which had its premiere performance on February 4, 1874, has been given a new film treatment which will open for a limited engagement in New York on February 9. "The First Academy Award" was directed by Geza von Cziffra and features an all-star European cast including Nora Coker, Peter Alexander, Marika Rökk, and Kurt Edelhagen.

For the first time, secondary students in the New York school system will be able to attend a series of operas broadcast by the American Symphony Orchestra under the direction of Leopold Stokowski. Some 35,000 teenagers will be given the opportunity to attend these performances.

THE NEW YORK PHILHARMONIC, currently in the throes of an "avant-garde" cycle, has just recorded Aaron Copland's "Piano Concerto," which was featured in the series, for Columbia Records. As the concertmaster, Maestro Coleman performed as soloist, and Leonard Bernstein conducted. Shown above, they examine score during playback.

Rubinstein Re-Signs With Victor

NEW YORK—Artur Rubinstein, the renowned pianist, celebrated his 65th birthday last week (28), and did so by signing a new long-term recording contract with RCA Victor Records. The announcement was made by the company's vice-president and general manager, George R. Mark, Rubinstein's personal manager, and who signed more than 25 years ago, when he first came to this country.

This week, the vigorous pianist undertook a difficult schedule of performances on three successive evenings (5-6-7) at Carnegie Hall. As customary, when Rubinstein performs, all three concerts are sold out, including stage seats.

Immediately following these concerts, the pianist is scheduled for an intense series of recitals and sessions in Carnegie Hall—some 18 are planned. The plan is to re-record in the Dryden album of Frederic Chopin, interpretations for which Rubinstein has been widely acclaimed. Other recordings will feature the music of Beethoven, Mozart, Schubert, plus an album of music by French composers.

On announcing the project, Mark wrote that "Mr. Rubinstein's accomplishments and performances in concert halls and in concert have given the world some of his finest musical moments."
ANNOUNCING a new low rate for situations

WANTED ADS
to help people in the allied fields of
MUSIC, RECORD, COIN, PROMOTION,
ENTERTAINMENT, to make the best, best paying copies.
 tuple a RAY MARK'S MEDIA
for SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

ARE NOW AVAILABLE

HAYDN SOCIETY RECORDS
ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST
Send for current catalog

ESOTERIC, INCORPORATED
P. O. BOX 1799
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RAYMAR'S MEMORY LANE
We can supply you with 400 of the greatest oldies but goodies. List upon request. Wholesale only. "Largest selection of other hard-to-find records."

100 Assorted New 45 RPM's $2.00 per 1000 (1 to 3 yrs old) act.

WE SPECIALIZE IN CURRENT "TOP 100" 45's AND LONG PLAY
WE ALSO BUY INVENTORIES OF THE ABOVE.

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DIVIDERS CARDS!

- Available Porcelain White
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- Silk Screened Letters Guaranteed For The Life Of The Card
- Guaranteed Unbreakable Under Normal Use
- Non-flammable, Non-toxic, Non-corrosive
- Also available in different colors and embellishments

R.S.I. PRODUCTIONS
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RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

NO FOR TOO SMALL QUALITY
Please add small to above.

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"HAYDEN SOCIETY RECORDS"

DJs are now available from coast-to-coast at

RECORD FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS

- Highest quality, best prices...

- 8 tracks (single-copy)
- 10 tracks (multiple-copy)

- Rock, Modern Country, Pop and Easy Listening
- Blues, Rock, Jazz, Country, Dixieland
- Latin, Country, Dixieland
- Gospel, Rock, Country, Dixieland
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THE NEW ROWE AMI TROPICANA brings you PLUS VALUE TO BEAT THE BAND!

Rowe has built everything into The Tropicana. Big-time entertainment. Big-time styling. Play-inviting features galore. But it has also built reliability into this new 1964 phonograph—and a new simplified mechanism—and new ease of servicing—features that you as well as your customers will like. See for yourself at your Rowe AMI distributor's—now.

MORE FEATURES! MORE QUALITY! MORE PROFIT!

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

*Pat. pending

ROWE AC MANUFACTURING
The Merchandise Mart, Chicago 54, Illinois

Rowe sets the standards in vending equipment, bill changers, music systems
Illinois Association Gets Swinging Start

SPRINGFIELD, III. — The newly formed Illinois Coin Machine Operators Association appears to be rapidly on its way toward becoming one of the most successful State associations in the country.

Close to 100 operators, including some prominent juke box industry officials, attended the association’s third meeting here last weekend.

Illinois has some 400 active operators in the State, and officials of the Illinois group noted they have an excellent chance to sign a large percentage of those to their roles.

Garrett Heads Newly Formed Carolina Assn.

RALEIGH, N. C. — A new State organization, the North Carolina Coin Machine Operators Association, was recently formed at a meeting attended by more than one-third of the State’s operators and all the major distributors.

To Buy and Expand

Chicago — The Seeburg Corporation continued its acquisition of vending properties with the purchase last week of the Arthur H. DuGrenier Corporation, Haverhill, Mass., manufacturer of mechanical and electric cash registers and soluble coffee vending machines.

The company, which purchased the firm for $11,800,000, said the addition of the DuGrenier was its biggest since 1928 and developed the first machine to provide multiple selections with the use of a single coin slot. It also holds many basic patents in the industry.

Bally Spinner Wins Status as Novelty Game

SPRINGFIELD, Ill. — Bally’s Spinner, formerly charged with a $250 federal tax, is now assessed only $200 a year. An Illinois operator announced here last week during a meeting of the Illinois Coin Machine Operators Association.

Charles Bentley, Springfield, said he had been in Washington to contest the federal $250 gaming tax assessment. After a hearing in Springfield, the case was moved to Washington, Bentley said.

Final decision by the federal government on the tax, however, was not a gaming device and therefore subject only to the general business income tax. The Illinois operator said he would keep copies of the letter he received from Washington and circulate it to operators in the State association.
EUROPEAN NEWS BRIEFS

Press Co-Operation

ROME—Italy's trade organization, Sezono Apparati Attraverso, the Italian Trade Ass. Stabile (ISAPAR), is pressing a program of closer liaison with operators remote from Rome. ISAPAR has subdivided into eight regional groupings. This decentralization is intended to increase the voice of provincial operators in trade affairs. Moreover, ISAPAR has forged a close working relationship with the two Italian organizations catering to the amusement industry, Association Generale Italiano Bello Spettacolo and the affiliated Association Nazionale Esclusi Spettacoli Viaggianti.

Italianos in Switzerland

GENEVA—Swiss juke box operators are giving increased advertising to the half-million transient Italian workers in Switzerland. Because of the tight labor shortage, Switzerland has been招标(offer) huge numbers, primarily Italian. Surveys show that the foreign workers are avid phonograph fans, and many of them use locations catering primarily to Italian workers averaging 1 per cent to 25 per cent over those at other locations.

Belgian Model Plan

BRUSSEL—Belgium's coin trade association, holds a monthly dinner meeting in Brussels to which is invited one or more members of parliament. The dinners are devoted to the discussion of trade problems and the conduct of business among members. Parliamentary deputies receive a detailed view of the coin trade and its problems.

Housewarming

HANOVER—A blue-ribbon list of German coin machine executives turned out for a housing ceremony in the new 1,886-room Hotel for Durable Life, Hanover. From the top, W. Schulte, president of the Association of German Machine Trade, welcomed the guests, who included representatives from the Lower Saxony trade association, held a monthly dinner meeting in Brussels to which is invited one or more members of parliament. The dinners are devoted to the discussion of trade problems and the conduct of business among members. Parliamentary deputies receive a detailed view of the coin trade and its problems.

The housewarming was a business venture by manufacturers and distributors toward more public attention to music programming. The suspension of the copyright bill with its分管(claim) to bits and went up in smoke.

NEW YORK—Double volume of used phonographs and nearly double volume in automatic phonographs zeorized United States export figures for September 1963 over those of September 1962. In the ninth straight month of gains, U. S. Department of Commerce statisticians recorded total value of coin machine exports (not including vending machines) of $1,064,264, up to $2,094,037 for the same period of 1962.

Game exports, jumping from 3,616 units valued at $1,157,328 in 1962, jumped to 1,701,532 units valued at $3,390,304 in 1963.

Exports of used phonographs jumped to 422 units valued at $239,622 in 1962 to $239,622 in 1963.

In Belgium sale of both U. S. and German games are now available. And games are now available. And vending continued to get more attention to music programming.

'63 Was a Good Year, Says Slifer, And It Looks Positive for 1964

CHICAGO — O. L. (Bob) Slifer, executive director of the National Coin Machine Distributors Association and a veteran coin machine dealer of Chicago's 1938. He was prospering when Hitler invaded Poland and launched World War II. Soon bombs were falling and Kruij's flourishing enterprise literally was blasted to bits, and went up in smoke.

After the war he began again, (Continued on page 56)

Exports Up 9th Month in Row

<table>
<thead>
<tr>
<th>Country</th>
<th>New Phonographs</th>
<th>Used Phonographs</th>
<th>Total Value</th>
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<tbody>
<tr>
<td>France</td>
<td>15  $12,534</td>
<td>83  $14,886</td>
<td>$1,720  796,736 1,765 809,270</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>15  $2,450</td>
<td>83  $14,886</td>
<td>830,652</td>
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<tr>
<td>Belgium</td>
<td>422  343,425 221 31,715 501 1,017,875</td>
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<tr>
<td>West Germany</td>
<td>556  328,920 15 4,360 537 239,622 1,098 572,902</td>
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<td>Italy</td>
<td>216  106,555 14 8,386 272 195,000 659 262,706</td>
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<td>Japan</td>
<td>153  94,486 11 29,015 111 154,302 421 283,708</td>
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<td>Switzerland</td>
<td>96  92,770 10 47,077 20 81,600 407 1,083,708</td>
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<td>Denmark</td>
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<td>Austria</td>
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<td>Greece</td>
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<td>Other Countries</td>
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<td>Total</td>
<td>1,631 114,923 668 187,609 6,179 52,540,632 8,468 3,843,164</td>
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Coin Machine Exports

September 1963

Value

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<td>Netherlands</td>
<td>69  99,094 94 33,127 226 118,227 812 1,170,000</td>
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PITBULLS—Cigarette Machine Specialties

SPECIALS!

RALLY PHONE 6 $39
5-SEEDER 8-1000 (New) $99
2-WHEELER 500 WALL 899
20 GAMES 6-1000 899
6-1200 899
6-1600 899

CIGARETTE MACHINE SPECIALS

SPECIALS!

SPECIALS!

SPECIALS!

Our 50th Year 1914-1964

ATLAS MUSIC COMPANY

2122 W. WESTERN AVE., CHICAGO 47, ILL. ARLINGTON 5-6055

PHILLY COIN INDUSTRY LAUNCHES AJA APPEAL

PHILADELPHIA—The all-out efforts of the local coin machine industry in behalf of the 1964 campaign of the Allied Jewish Appeal, will be climax ed by the annual award dinner presented by the Philadelphia Coin Club. Joseph Silverman, chairman of the Coin Machine Division of the Allied Jewish Appeal and executive chairman for the Philadelphia Machines Association of Greater Philadelphia, said that the industry's annual award dinner will be staged that evening with the traditional annual award dinner will be staged that evening with the traditional AJA Awards. The dinner was presented to the Globe Consumer Discount Corporation, who is prominent in local industry financing. The dinner program will be a source of financial strength for the local operators and developed strong ties of personal friendship through his dealings with the men in the industry.

Raymond J. Effle, senior vice-president of the Broad Street Trust Company, one of the largest banking institutions in the city, has agreed to serve as vice-chairman for the award dinner.

BURLINGTON—Allied Juke Box Manufacturers of Northwest Canada.

THE DEPENDABLE TABLES!

See Your Distributor or Write

Cutler Sales Co., Inc.


WASHINGTON—The Association

WASHINGTON—The Association

WASHINGTON—The Association

WASHINGTON—The Association

WASHINGTON—The Association

WASHINGTON—The Association
Milwaukee Ops Re-Elect All Officers & Directors

MILWAUKEE—All officers and directors of the Milwaukee Phonograph Operators Association were re-elected at the trade group's annual meeting recently.

Named to serve another year as president was Sam Hastings, Hastings Distributing Company, vice-president; James Stecher, Noveltiy Service Company, vice-president, and Jerome Jacommet, Red's Novelty Company, secretary-treasurer.

Board members will also continue in their respective positions: Arnold Jost, Arnold's Coin Machine Company; Joe Beck, Mitchell Novelty Company; Bob Puccio, P. P. & P. Distributing Company, and Donna Opitz, Novelty Service Company.

Plans now call for holding quarterly instead of monthly association meetings. According to an association secretary, "Our association is as strong as ever. But we find that is no need at present for monthly meetings. From now on we will schedule meetings every three months unless something important comes up that makes it advisable to meet more often. Meanwhile the officers and directors will get together once a month to conduct necessary association business."

Trade Mulls City Action On Games

PHOENIX—Licensed beverage dealers and coin machine operators met recently to discuss what action to take in the face of the city's refusal to license machines that "create odds."

Mayor Milton Graham communi-
ticated his support of the city enforce-
ment of an ordinance that classi-
ifies as gambling devices any machines that "create odds" on one coin or builds odds. He was understood to be referring to tavern owners that the city's action would merely chase a percentage of the games to racetracks, night clubs and actual gambling houses.

According to City Assessor Alex Cordova, the question of machines that "create odds" has been originally li-
ensed because the city did not have enough inspectors to check each one, relying instead on spec-
ifications in requests submitted by the machines.

Cordova suggested that ma-
achines could remain in opera-
tion if they made it possible to take only one coin per game and did not offer odds or pay-
offs.

Widow Sells Firm To Ft. Smith Operator

LITTLE ROCK — Mrs. Dan Levine has listed her interest in phonograph and game routes in Fort Smith and West Memphis, Ark., to Richard C. Wilden, owner of B & L Amuse-
ment Company at Fort Smith.

She is the widow of Dan Levine, who died last April. He had operated the Standard Automatic Distributing Company, price was not disclosed.

Garland Garrett

合并 continued from page 49

GARLAND GARRETT

BILDDORA 51

NEW PICK-A-PAC

CHICAGO—Seeburg has unveiled its redesigned Pick-A-

Pac merchandising v e n u e, Model 15G1, known prior to its restyling as Pick-A-Pax. Seeburg bought the multiple-unit vendor last year from Vend-

O-Matic Sales, Inc., of Minneap-

olis.

The new Pick-A-Pac offers 15 different selections at one time, with an on-end capacity as high as 315 items. The machine can accommodate such diverse items as shav-
ing cream, cosmetics, wares, hand-

Weary, novelties, magazines, snacks, candied, toys, cigars, pipe tobacco, punches, and other supplies.

A "cuckoo" can always see the item he buys, and the ma-

chines vend simultaneously at different prices in a range

from 5 cents to $1.50, accepting quarters, dimes and nickels.

The operator can load each of the 15 delivery augers with different items at the same price or limit customers to a choice of 15 items.

distinctive new Capri II

100 open sterilizer immortal phonograph with optional full dimensional stereo!

P.R. Membership, Legislation Major Problems for MOA

Harry Snodgrass, Jack Bess and Willie Blatt.

Some public relations ideas he suggested the following:

1. Study ways to develop a signature campaign to support the proj-

ect, perhaps even resorting to television.

2. Provide assistance to men in the field through news re-

leases with the proper factual details so stories find their way into the local papers.

3. Circulate the MOA code of ethics, which Granger said impressed him so much.

4. Tell the press of operators' various charitable and civic con-

tributions.

5. Provide speeches for oper-

ators to use to local groups.

6. Plan a film for operators to show to local groups.

Lauds Press

"These may seem like modest steps, but we have to start somewhere," he said. "I have a deep respect for the press. We can't blame it for printing un-

favorable stories. They print what they know. It's up to us to tell them our story as well."

Granger noted, too, that eventually MOA hoped to retain its own public relations counsel.

Illinois Meet

Continued from page 49

the State. Les Montooth, presi-

dent, appointed a committee to meet with Corrigan and work out some recommended changes.

Named to the committee were Bud H e s h m a n, Springfield; Frank Lyman, Chicago; and Ed Gilbert, Bloomington.

Montooth also named a mem-

bership committee, consisting of three oper-

ators throughout the State: Don McDonald, Ottawa; Moses Proffitt, Chicago; Harley Shaff-

ner, Alton; Vince Angelieri, Chicago, and Bud Hasmaun, Centralia.

Buffet Served

After the meeting and their guests were treated to a buffet dinner by Ed Gindsay, Aurora, Illinois, the governor of the state to which no coin machine taxes or licenses. Some 36 States have some form of coin machine license or tax, Pierce said.

The next meeting of the Illi-

nois group, probably in Chicago, will be officially announced by the association's direc-

tory shortly.

Milwaukee goes out of business quarterly instead of monthly asso-

ciation meetings. According to an association secretary, "Our association is as strong as ever. But we find that there is no need at present for monthly meetings. From now on we will schedule meetings every three months unless something important comes up that makes it advisable to meet more often. Meanwhile the officers and directors will get together once a month to conduct necessary association business."

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Distinctive new Capri II

100 open sterilizer immortal phonograph with optional full dimensional stereo!

P--these big new top profit features:

New plastic laminate "Cuckoo" finish

New Automatic Open Dia "Money Counter."

Famous Rock-O-Matic revolving record magazine.

PET THIS PROFIT PROMISE TO WORK FOR YOU NEW

LOOK TO ROCK-O-MAchine

For advanced products for profit

ROCK-O-Matic Manufacturing Corporation

10.2.8.14.2.1.
Recent
STEREO RELEASES
to Music Operators

SEEBURG LITTLE LP’s

Pop Vocal
GEORGIA GIBBS—Georgia Gibbs’ Greatest Hits

Pop Instrumental
FRANKIE CARLE, LOU FLOYD, SAMMY,
THE NO. 1 JUKE BOX ARTIST—Three Great Piano
Hits

Jazz/Rhythm & Blues
THE THREE SOUND’S—Some Like It Modern

Country & Western
VARIOUS ARTISTS—Greatest Country and
Western Hits No. 4

International
HILDEGARD KNEF—Hildergard Knef Singt Chansons

SEEBURG ARTIST OF THE WEEK
Folk
LES AND LARRY ELGART—Big Band Hootenanny

RSI LITTLE LP’s
Country
JOHNNY CASH—Ring of Fire

Pop Vocal
PERRY COMO—The Songs I Love

Folk
PETER, PAUL AND MARY—In the Wind

Jazz Instrumental
COUNT BASIE & HIS ORCHESTRA—
This Time by Basie

Pop Instrumental
ORIGINAL SOUND TRACK—Theme From
The Victors

STEREO RELEASES

MUSIC MACHINE PROGRAMMING

ops Lean More on Mail, Phones

BOSTON—Operators are
buying more and more of their
records by mail-order and tele-
phone. Most of these records are
those that have been added to
their stock of replacement parts.

Mood Music Concentrates
On Brand-New Locations

DENVER—Keane Smith,
president of Mood Music Sys-
tems, operates primarily in
brand-new locations. A Denver
native and former engineer with
the Mountain States Telephone
Company, Smith learned of plans
for new restaurants, motels and
other developments before the
first construction contracts are
let. He has been successful in
adding stereo, long-play
photographs in these prestige
locations.

Storm Hits Denver Take

DENVER—Steel storms,
ice, and long-continued cold
combined to keep collections
slow in many of the 1,900
locations scattered through the
Denver area, particularly in
gardens. Though opera-
tions are

Distribution Problem Stymies Stereo Singles Programming

By AARON STERNFIELD

FREEREP—New York, Y.—If 33 stereo single
records and the little LP’s were handled through
normal distribution channels, the juke box opera-
tors would probably be doing a lot more adult
programming.

This statement is echoed by many operators
in the business, who feel that stereo records are
not being promoted enough.

Tom Greco, Rock-Ola distributor from Glascow,
N. Y., agrees. Greco said that many operators
expect the juke box distributor to throw in the
special stereo product with the purchase of
other records in the price-

The one-stop operator, feels that most juke box dis-
tributors would probably be doing a lot more stereo
programming.

Stereo LP’s are not available through normal
distribution channels, the juke box opera-
tors are constantly made aware of the

Murray Kaye, sales manager for Atlantic—New York,
local Seeburg outlet, feels that little LP’s
programming, according to

As a result, operators are building up album libraries and
many locations now program as many as 20 little LP’s in

Today, all four manufacturers make machines
capable of playing stereo music—either single or
little LP—at the 33 r.p.m. speed.

But virtually all new singles for general
release are monaural 45’s, and, except for the
juke box manufacturer programs, very few little LP’s
are produced.

So, until the demand was sufficient for the
juke box manufacturer programs, there is no
distribution of the product on their own, the juke box industry had to create
and distribute its own product.

There is little question that the jule box indus-
try has benefited from these efforts. Stereo single
and little LP programming has boosted collections in
most locations where it has been tried.

Of course, the major factor has not been the
33 r.p.m. speed, nor even the stereo sound,
though the latter has helped.

The big need for the jule box market is adult
programming. The patron doesn’t care at

Distribution Pattern

Right now, all 33 stereo single programming and
adult LP’s are made on order
for the juke box manufacturers for distribution through their
franchised outlets. Less than 25 per
cent of their business is handled by one-stops.

The music machine manufacturers got into the
record business—and also put their distributors
into the business—for a simple reason. The type
product needed had already been

will continue to grow as many of the big record distributors
move out of town to locations
designed for them.

Mitchell believes a similar development is shaping up
among buyers of phonographs
and coin games.

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and coin games.
**Wurlitzer Sales, Earnings Up**

CHICAGO — The Wurlitzer Corporation reported a slight increase in sales and a 60 per cent increase in earnings for the first nine months of the current fiscal year compared with the same period last year.

The company said that sales of all major civilian products were greater than last year, while sales of defense items were less. Sales for the first nine months (ended December 31) were $850,342, compared to $775,123 last year.

Net earnings for the first nine months amounted to $850,342, compared with $12,134,204 a year ago. Net earnings for the quarter amounted to $531,134 or 60 cents per share last year.

**SAM MILLMAN**

head of the public accounting firm bearing his name, tells of new depreciation regulations and the government's new 20 per cent bonus depreciation allowance at the special panel discussion following the World Wide Distributing Company-sponsored luncheon at Chicago's Water Tower Inn recently (Billboard, January 18). He's flanked by Nate Feinstein (left), head of World Wide, and Sam Millman's staff, Neil Kaplan, Harold Minkus and Dave Bramson.

A PARTIAL VIEW of the several hundred juke box, game and vending operators who gathered in Chicago's Water Tower Inn recently (Billboard, January 18) for a luncheon session on taxation, depreciation and accounting sponsored by World Wide Distributing Company.

**GUIDELINES ON A NEW 7 per cent investment credit covering new and used equipment are discussed by Neil Kaplan at a luncheon seminar on accounting practices held by World Wide Distributing Company in Chicago's Water Tower Inn recently.**

Kalman, a public accountant, noted that the credit is given in addition to the regular depreciation allowance and enables the operator to recover up to 25 per cent of the property cost in the first year. Also on the podium are Sam Millman, head of the public accounting firm bearing his own name, tells of new depreciation regulations and the government's new 20 per cent bonus depreciation allowance at the special panel discussion following the World Wide Distributing Company-sponsored luncheon at Chicago's Water Tower Inn recently (Billboard, January 18). He's flanked by Nate Feinstein (left), head of World Wide, and Sam Millman's staff, Neil Kaplan, Harold Minkus and Dave Bramson.

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NVA Prepares for Miami Meet

CHICAGO—The temperature may be diving throughout much of the country, but National Vendors Association officers here are busy preparing for the association's convention next April 15 in Miami Beach, Fla.

As Don Mitchell, NVA counsel, said in his bulletin to members: "Our convention committee has been working on providing an outstanding convention for this year; mid-April is the best time of the year in Florida, and excellent accommodations have been set aside for us at the Deauville Hotel." Along with the usual business, a holiday atmosphere will be much in order. One manufacturer is offering a trip to the Bahamas following the convention, free of charge to customers taking advantage of his promotion.

Other manufacturers are offering lavish door prizes from bulk vending supplies to elaboration of commercial, color TV sets, stereo speakers, and like.

At last year's convention, an auto was given away, though it is not yet known if such extravagance will be repeated this year.

NVA itself is offering free hotel accommodations during the convention for the gun-packing in the most new members between now and the show.

Bob Guggenheim, program chairman, said that as always, the program will be "most informative and beneficial."

NVA Editorial Outlines Need for Trade Group

CHICAGO — A National Vendors Association editorial, mailed to members of the trade organization, gives some practical reasons for the existence of trade associations and what they can mean to operators. Because the editorial was prepared by NVA counsel Don Mitchell, gives the arguments briefly and as interestingly as possible, we reprint it here in its entirety:

"We all sit back and enjoy the growth of the bulk vending business without appreciating what NVA has done in the past and continues to do in order to keep the industry on its continuing level of growth! Perhaps it might be well to reflect on the recent report of the Surgeon General concerning cigarette smoking and the effect this report will have on sale of cigarettes through vending machines.

"There appears to be no question but that this report is valid and in the public interest. However, there have been many health scares in the cranberry and chicken industries which may not have been so much in the public interest. The smoke fish business in the Great Lakes is a case in point which would have been eradicated because one plant was evidently unsanitary in its procedures. We are not sure to say it is, as you know, public health officials sometimes have a way of going off half-cocked without regard to the economic consequences.

"NVA stands between you and such irresponsibility. The Ohio situation is now some three years old; two years ago we were faced with the amendment to the Pure Food and Drug Law. The proposals were irresponsible and were defeated by NVA. What's next? And without NVA who is going to fight? This industry is interrelated and interdependent.

"With its growth, has come multiple vending. Multiple vending means that you can have in the corner of a number of machines. Whether these items are food, or trinkets, are mixed with food, or trinkets alone or merchandize vended in capsules, they are all interrelated. The merchandising of these items depends upon nothing but the purchaser can see them in a glass globe. Placing unreasonable restrictions in the game of public health would add costs which would, in effect, eliminate the industry. Excise taxes could do the same thing.

"As we travel the road, we don't know what is around the corner, but if we are smart, we prepare for what may be around the corner. Your NVA dues are your preparation.

golden knights

$4.99 PER THOUSAND

At your nearest warehouse or direct from

KARL GUGGENHEIM

EACH BULK VENDING MACHINE

MANUFACTURED BY

ARL GUGGENHEIM & CO., INC.

325 BROADWAY, NEW YORK 1, N.Y.

BULK VENDING

VERSATILITY!

Operators Can Get Premiums For Pennies

3 RUGGED, DURABLE PLASTIC GLOBES

Extra heavy walled. Tinted to prevent duplication of globe or contents. Built-in top gasket. Fast servicing!

* USE THE RIGHT CAPACITY GLOBE FOR THE RIGHT LOCATION!
* INCREASE ROUTE EFFICIENCY!
* ELIMINATE PROFITLESS EMPTIES!

Manufactured by

HARB'S VENDS

14753 ARMITA STREET

VAN NUYS, CALIF.

N. Y. Vend Op Finds Way to Beat Thieves

NEW YORK — Art Bianco, local bulk vending operator, has found a solution to the break-in problem. During the last few months local operators have been victimized by gangs of vending machine burglars who have broken into open bulk vendors and helping themselves to the contents of the coin boxes.

Bianco has devised a special threaded brass washer which acts as a safeguard after the top of the machine has been removed. This washer may be opened only by a special tool, also designed by Bianco.

Bianco has put 200 of these washers on his own operation with the result that none of the machines provided with these washers has been burglarized successfully.

Washers are sold to local operators for 25 cents each, and

Oak Mig. Moving to Central IL. A.

HOLLYWOOD—Oak Manufacturing Company will relocate soon from its present Culver City, Calif., headquarters to new enlarged quarters in downtown Los Angeles.

The move, according to Sam Weitzman, is scheduled for the couple years old; two years ago we were faced with the amendment to the Pure Food and Drug Law. The proposals were irresponsible and were defeated by NVA. What's next? And without NVA who is going to fight? This industry is interrelated and interdependent.

"With its growth, has come multiple vending. Multiple vending means that you can have in the corner of a number of machines. Whether these items are food, or trinkets, are mixed with food, or trinkets alone or merchandize vended in capsules, they are all interrelated. The merchandising of these items depends upon nothing but the purchaser can see them in a glass globe. Placing unreasonable restrictions in the game of public health would add costs which would, in effect, eliminate the industry. Excise taxes could do the same thing.

"As we travel the road, we don't know what is around the corner, but if we are smart, we prepare for what may be around the corner. Your NVA dues are your preparation.

golden knights

$4.99 PER THOUSAND

At your nearest warehouse or direct from

KARL GUGGENHEIM

EACH BULK VENDING MACHINE

MANUFACTURED BY

ARL GUGGENHEIM & CO., INC.

325 BROADWAY, NEW YORK 1, N.Y.

BULK VENDING

VERSATILITY!

Operators Can Get Premiums For Pennies

3 RUGGED, DURABLE PLASTIC GLOBES

Extra heavy walled. Tinted to prevent duplication of globe or contents. Built-in top gasket. Fast servicing!

* USE THE RIGHT CAPACITY GLOBE FOR THE RIGHT LOCATION!
* INCREASE ROUTE EFFICIENCY!
* ELIMINATE PROFITLESS EMPTIES!

Manufactured by

HARB'S VENDS

14753 ARMITA STREET

VAN NUYS, CALIF.

N. Y. Vend Op Finds Way to Beat Thieves

NEW YORK — Art Bianco, local bulk vending operator, has found a solution to the break-in problem. During the last few months local operators have been victimized by gangs of vending machine burglars who have broken into open bulk vendors and helping themselves to the contents of the coin boxes.

Bianco has devised a special threaded brass washer which acts as a safeguard after the top of the machine has been removed. This washer may be opened only by a special tool, also designed by Bianco.

Bianco has put 200 of these washers on his own operation with the result that none of the machines provided with these washers has been burglarized successfully.

Washers are sold to local operators for 25 cents each, and
Western Ops Draft Plans

LOS ANGELES — Plans for the year were drafted at the first meeting of 1964 of the Western Vending Manufacturers Association, held Tuesday evening (28) at the Blarney Castle here.

The dinner meeting was conducted by Preston Coombs, president, with Eugene Zola, the organization's paid secretary, reading the minutes of the last meeting and making a financial report.

The iniquity of licenses was discussed informally by the unusually large gathering. Zola said that he will present a complete report on licenses at the next meeting. In the meantime, he commented, plans or updates should be helped in the campaign against unfair license fees.

DENVER — One-cent bulk vending routes can be consistently profitable — but only if the operator develops a passion for detail and follows a tight schedule of servicing and repairs.

That's the belief of Kenneth Bromley, suburban operator here, and he proves the point by his success with penny machine routes he established a few years ago after a study of potential. Denver locations persuaded him there was a room for a 1-cent operation in the city surroundings.

Bromley's suburban home is his headquarters and includes a complete repair shop in the basement. From there he covers an expanding business with carefully chosen locations that include supermarkets, drug stores, drugstores and lobbies of business buildings. Groceries near schools are another field which Bromley has developed by showing the route's propriety. He can replace penny candy counters with machines and thus save the time he used to devote to serving children.

Bromley estimates the importance of prompt service. For him it means a systematic review of all bulk routes so as to complete the most number of calls per gallon of gas and thus save the need for repair or other service. He carries an assortment of tools to handle the machines of nine different manufacturers, plus a large enough stock of confections, gum, nuts and charms to service all the day's calls.

He tries to schedule special repair calls for the day following the notification by the location or sometimes exchanges the machine for another, allowing him to make the repairs later in his home shop.

In addition to the exacting servicing work, success in operating penny machines depends, says Bromley, on ability to size up likely locations. He avoids districts where vandalism is on the increase or where competing neighborhood stores are too close. He makes an installation only when all elements are favorable.

It takes hours of detailed attention, he says, to learn which machines should be half full and which a quarter full to prevent staleness and to determine what the items in each should be. It pays.

Passion for Detail: Tight Schedule Essentials for Penny Bulk Route

Eppy Putting Weight on 10¢ Capsule Jewelry Items

JAMAICA, N. Y. — George Eppy, head of Eppy Charms, Inc., here, said his firm is now concentrating on 10-cent capsule jewelry items, with a 16-inch pendant with diamond the fastest selling item. Other big sellers are charm bracelets, identification bracelets and scatter pins.

An old favorite which seems to be enjoying a revival is the metal tool series. Eppy added. Eppy is packaging the 10-tool series in capsules (three tools to a capsule) and providing a display case with all 10 tools mounted. One local operator reports brisk sales of this item in a large supermarket.

The capsule vend on 10 cents each.

The firm has recently re-entered the candy business and is currently turning out a 5-cent pork bar which is distributed through tobacco jobbers.

N. Y. Vending Outing Is Set

NEW YORK — Members of the New York Automatic Vending Association will hold their annual outing at the Seaview Lake Hotel, Swan Lake, N. Y., May 8-10, with the strong possibility of officials from the National Automatic Merchandising Association conducting business session during the week-end.

The NYAVA group will be joined by members of the New York Bulk Vending Association, which holds its outing in conjunction with the other trade group.

Operators from the New York metropolitan area as well as representatives from Long Island vending machine manufacturers are expected to attend.

Penn King Has 10¢ Capsule Bag

PITTSBURGH — The Penn King Company has marketed a new snake and trick 10-cent capsule bag. It includes 100 eight-inch snakes, 50 trick fly lures, 25 fly in fencer items, 25 ball with tassel, 25 boy's three-card diamond rings and 25 horseshoe games.

IMMEDIATE DELIVERY VICTOR 2000

When answering ads... Say You Saw It in Billboard

Northwestern Corporation

2242 Armstrong St.
Merrill, Ill.
Phone: White 2-1300

WIRE; WRITE OR PHONE FOR COMPLETE DETAILS

NORTHWESTERN SALES AND SERVICE CO.

544 W. 35th St., New York 10, N. Y.

Member Machine Distributors, Inc.

When answering advertisements... Say You Saw It in Billboard

Exclusive Vending Headquarters for VICTOR

The New VICTOR VENDORAMA vends large and small capsule — large and small bag at 13¢, 15¢, 25¢, and 50¢.

Large Stock of Vendors — Parts and Merchandise.

Member National Vending Machine Distributors, Inc.

H. B. HUTCHINSON, JR.

1304 N. Decatur Rd., N.E., Atlanta 7, Ga.

Phone: Atlanta 2-1100

BIRMINGHAM VENDING COMPANY

520 Second Avenue South

Birmingham, Ala.

Phone: Redfern 1-832

Quality of Used Vending Machines

M & M C - 500 ct.

Bridge Mix

Mills 5c Tab Gum

Cashews, Whole

Beech-Nut, 100 ct.

Virginia Splits Peanuts

10 Capsule Bag

Bromley, on ability to size up likely locations. He avoids districts where vandalism is on the increase or where competing neighborhood stores are too close. He makes an installation only when all elements are favorable.

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Distribution Problem Stymies Programming

• Continued from page 52

what speed the music is played. He does care what the music is.

Two Speeds
And it doesn't make too much sense to have juke boxes manufactured with dual-speed mechanisms. But as long as the 45 remains the standard single, the manufacturers will be burdened with the extra expense of the two-speed machine. What would make sense to the juke box industry—and to the record industry as well—would be a one-speed approach, with everything going 33 1/3 rpm.

Releasing some singles in the 33 1/3 rpm speed only would accelerate the process. The juke box packages—taken from the bands of stereo albums—are generally not available in 45 rpm. And this, in part, accounts for their success.

Releasing the same record in both speeds would accomplish nothing. Record distributors and one-stops dislike the idea of carrying two inventories. Given a choice, they'll stick with the 45 monaural. And if the record is any good, the operator will buy at whatever speed is available.

The 33 stereo singles packages made to order for the juke box manufacturers are moving well and bringing in extra revenue for operators. These sales are approaching the point where the record companies are considering releasing this product on their own.

When and if this happens, the disks will be sent to distributors, and, in one to two stops. The need for the juke box manufacturer to involve himself in the record business will then have been eliminated.

Selective Ordering
Another advantage of the conventional record distribution system is that the operator would be able to order a specific 33 stereo single in quantities of his own choosing without having to buy the five-packs to get the one record.

There is little question that the five-packs are serving an initial purpose in offering the operator good standard programming. And the four-color display material with the five-packs aids in point-of-purchase merchandising.

But this is only a stop gap. The goal will be the voluntary release of adult stereo programming by the record companies. And this goal now appears closer to fulfillment.

and problems threatening their survival.

This has been spectacularly the case in ZOA's long (and still raging) battle with tax authorities, and its battle with GEMA, the German publishing society affecting performance royalties. The Germans have always courted Allen, compelling GEMA to moderate its demands. In West Germany the trade makes an appeal: "in unity there is strength"—and ZOA is that strength.

ZOA has been effective, too, in promoting the image of the German seller as a citizen of substance—a businessperson of repute. Problems remain in this respect because of the special German situation in which payouts are accepted as a means of operation (the reverse of the attitude in Britain, for example). But even here, because of its basic unity, the German trade has been effective (but not entirely successful) in promoting the payout as a beneficial amusement device.

Thorwald in Dallas

DEMENT—Frank Thorwald, with all members of his family, will be a guest of vending machine distributor Harry Ghrist of Dallas recently. The Denver operator has been buying equipment from Graff for many years but had never met him personally before.

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European News Briefs

• Continued from page 50

making a modest start with hockey and pinballs. He brunched on decals at the first opportunity. Kruel now has one of the leading operator enterprises in his area.

Rome Ban Easing

ROME—The principal task of the Italian trade federation will be repeal of a 1931 "public security" law made to prevent the proliferation of electro-mechanical games at the discretion of the authorities.

For several years prior to 1958, Italian authorities made no special effort to restrict pinballs and other coin games. However, in that year there were a number of juvenile delinquent flareups, some of which centered in establishments containing pinballs.

Authorities moved in and banned the equipment throughout Italy on a guilt-by-association premise. Now, however, the trade is convinced that authorities have reconsidered their position and are ready to modify, if not rescind entirely, the ban.

Soar Op's Birthday

SAARBRUECKEN—Auto-

maten-Verband Saar, the German operators' association, is observ-

ing its 10th anniversary. The organization was associated with the Saarland's Saarbruecken operator association, and the trade is forecasting a big burst in 


good standard programming. And the four-color display material with the five-packs aids in point-of-purchase merchandising.

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The concurrent introduction of the measures could greatly speed their passage through Congress and when they came up for consideration on the floor of either house.

Casola noted, too, that he is seeking another meeting with record company officials in an effort to find an alternate to royalty payments.

Record Company Help

"We don't want to put a burden on the record companies but we would prefer to pay an extra sum per side to them directly, so we would not have to make copyright payments to the licensing agencies," Casola said. The MOA group, Casola noted, was interested in paying a "reasonable fee," but the current ASCAP-sponsored bill had no stipulated limits.

If the MOA gets ajuke box copyright

right fees in most European countries.

Overseas Implications

Thus, a U. S. diskery receives royalty payments on records sold in overseas juke box markets, but a European company doesn't receive payments on Euro-

pean records sold to the U. S., Casola said.

Casola said that ASCAP had served in hav-

ing State department officials testify that this could have repercus-

sions in our relations with other countries.

The MOA chief said that the juke box association was faced with a shortage of funds in fighting copyright legislation. He said that MOA has only col-

lected some $14,000 as opposed to ASCAP's total income of around $37,000

Casola said that ASCAP and the other licensing agencies were forced to extend their

to $15,000,000 from the juke box industry. It's a severe problem for everyone.
Following important data with regard to functional discounts: "...the same function in contravention of Section 2(a) of the Robinson-Patman Act..."

- **Discriminatory Prices**

  "...that counts to distributors, rack jobbers, and retailers..."

  "...not may extend..."

  "...the recipient of the..."

  "...gives..."

  "...the following important data with..."

  **Columbia Names**

  - **Continued from page 4**

  "...chief..."

  "...he'll..."

  "...to interpret the..."

  "...oversees..."

  "...and also analyzes the..."

  **Supreme Names Bob Cotterell**

  "...Hollywood..."

  "...he has..."

  "...will soon embark on an artist's..."

  "...the season there..."

  "...to..."

  "...the discovery and..."

  **Louie' Publishers**

  - **Continued from page 4**

  "...another set of lyrics is in circulation which they think is being used to interpret the unintelligible renditions on all the discs covering the tune. Firestal said he has been informed copies of the lyrics have been found at Michigan State University..."

  "...the issue is whether an original record label has the right to a standardized..."

  "...is modeled after..."

  "...and both cases found nothing objectionable..."

  "...it said it had received a proposed set of lyrics from..."

  **Ack & Schreiben**

  - **Continued from page 1**

  "...is dependent upon..."

  "...the sale by an industry..."

  "...are met..."

  "...and violates the Robinson-Patman Act..."

  "...and also analyzes the..."

  "...gained a..."

  "...to interpret the..."

  "...continues to be sold..."

  "...are going to have a red-hot..."

  **Border Sunshine Expands South**

  "...Columbia Names..."

  "...from the marketing activities of..."

  "...the fact that the average..."

  "...by roads, so the future may see Lane landing his own plane on open fields and driving roads to bring music to the backwoods..."

  "...the profits are there..."
Forsythe Loses Air Force Site

MEMPHIS — Jack Wallace, former coin machine operator during World War II, underbid veteran coinman William V. Forsythe for the one-year contract to service clubs at the huge Memphis Naval Air Station 20 miles from this city. Wallace, who during World War II sold his route to Forsythe, bid 60-60-60 per cent to the Navy base and 40 per cent to himself.

Forsythe, owner of Forsythe Amusement Company, bid 50-50-50, the standard commission arrangement in Memphis and the Mid-South. As a result of losing the bid, Forsythe sold Wallace his route of 85 pieces at the Navy base — games and phonographs for about $252,000.

The equipment is in officers’ clubs, CPQ clubs, non-com clubs and recreation centers. There are some 17,000 persons stationed at the tremendous base, one of the largest in the nation.

Forsythe has had the contract for about 20 years. Wallace is a public relations man for the Coca-Cola Company and is taking on the route as a sideline operation.

Patterson Names 2 Midwest Dist. 

CHICAGO — L. T. Patterson Distributing Company, national distributor for sport football, the miniature soccer game intro-duced at the recent Music Opera-ators’ convention here, has named two U. S. dis- tributors in the Midwest.

Brandt Distributing Company will handle Football in St. Louis. H. Z. Vending & Sales Company will represent the line in Omaha.

Harry Mur, Patterson’s sales manager, said he is also planning to pick up some new European coin-operated games this spring. In the U. S. West will attend the T.P.E. convention in England that he says will do well to break even.

Future of NAMA Chief Topic of New Orleans Meet

CHICAGO — The National Automatic Merchandising Asso- ciation will develop its 1964 pro- gram and schedule of activities with a two-day directors meeting, February 1-2, held at the Royal Orleans Hotel, New Orleans.

Carl Millikan, president, said the meeting will cover all aspects of NAMA’s future.

Main topics of the meetings, he noted.

The meetings will be held in 15 cities: Olympia, Wash., Wednesday (2); Madison, Wis., Thursday (3), Sheraton-Palace Hotel; Houston, Saturday (5), Sheraton-Hilton Inn; Oklahoma City, Saturday (5), Sheraton-Oklahoma Inn; Kansas City, Monday (6), Kenmore Hotel; New York, Tuesday (7), Cosmopolitan; New Orleans, Tuesday (11), Hyatt Regency Hotel; Atlanta, Wednesday (12), Sheraton Inn; Philadelphia, Wednesday (12), Sheraton Philadelphia Hotel; Washington, Thursday (13), Interna- tional Inn, Chicago, Thursday (13), Lincoln Plaza, Ariz., Friday (14), Newton’s Inn, Tucson, Friday (15), Terrace-Hilton Hotel, Tuesday (18), Americana Hotel.

In the News

COINMEN

MILLEWAUKEE MENTIONS

Vending equipment sales are be-coming up volume statistics at Pomeroy Sales & Service accord- ing to Sam Cooper. Orders are coming in for the new Rowe coffee machine which has been as yet only recently introduced, he says. Visitors to this office included Bob Mantini, Chicago, Rowe factory service man, and Bob MacGregor and Phil Glover, AMI sales reps, also Chicago.

Chicago — Coinman is Marie Chapman, hired recently to help Pom Langan with the build-up of office work.

Paris Pelligreno, P. & P. Distributing Company, reports music route receipts improving since he in-stituted a program of culling out low paying accounts.

Sam Hastings, Hastings Distributing Company, was re-elected presi-dent of the Milwaukee Phono- graph Operators Association, after being chairman of the group’s reorganization for four years back.

Pool tables are sparring the action for H. G. Amusement Company, after the response on Hawaiian Days.

Ed Mann, Automatic Amusements, Kenosha, Wis., has returned his musical. He claims the work is “interesting and much more rewarding than I thought it would be when I started.”

Carl Hughes, who was included in the company’s celebration, has been sidelined re-cently due to illness.

Boston Briefs

Dave Baker, president of Melo-Tone Vending Company, Inc., has been breeding thor-oughbred racing horses since the postwar suburban Canton. He now has five and is ex-pecting the first filly.”

Melo-Tone’s sales manager, Bob Baker, manager of Melo-Tone’s music department, has returned from a Florida vacation.

Dave’s daughter, Mrs. Harry Horst, and her husband are back from a South Pacific cruise.

Dave, president, and his wife, also Chicago, are spending time in Florida.

Melo-Tone Vending Company, Inc., is enjoying his an-nual visit to Florida. Trimount is planning a celebration of the firm’s 40th anniversary at the Blue Hills Country Club.


Other members of the board are President Millman, Automatic Merchandising Corp., Milwaukee; Senior Vice-Presi-dent J. T. Moore, Automatic Retailers of America, Inc.; Indianapolis; Vice-President W. C. Hoft, Automatic Sales Corp., Division of Servomation Corp., Norman, Okla.; B. L. Wood, Cup Vending Co., Los Angeles; A. F. Diederich, Coca-Cola Bottling Co., Cleveland; Tom T. Herring, the See-berg Co., Chicago; Elmo K. Kianard, Coos Automatic Merchandising Co., Coos Bay, Ore.; and Frank E. Lodewick, Standard Brands Sales Co., New York.

Chicago Coins

FIRE CRACKER 2-PLAYER PIN GAME

New "Firecracker" Zone EXPLODES with Scoring Action!

NEW EXCLUSIVE "LIFT. OUT" SELF-LOCKING PLAYFIELD!

"UP & DOWN" PLAYFIELD!

NEW FEATURES:

ALL MACHINES LIKE NEW GUARANTEED CLEAN & CHECKED WIRE - PHONE - WRITE TODAY

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355 N. HOBART BLVD., PHILA., PA. 19103 Phone: (215) 364-2202

FEBRUARY 8, 1964
WURLITZER Has Done It Again...Built
The Best Looking...Best Sounding...
Highest Earning Juke Box of Them All

WURLITZER 2800

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.
DOSEY TEAM TAKES TO AIR: Leaving for London and six-week tour of Europe is the new Tommy Dorsey orchestra, directed by Sam Donahue, with artists Frank Sinatra Jr., Helen Forrest, the Pied Pipers and Charlie Shavers, accompanied by Manager Tino Barto. Their new RCA Victor LP was just released.


AIRPORT CONFERENCE: Liberty's Timi Yuro talks with the label's national promotion director, Ted Feliz, at Los Angeles airport between flight from New York to Far East where she will perform.

PHILLIPS TO ATLANTIC: Little Esther Phillips, whose Top 10 single, "Release Me," was a hit for Jaxax Records last year, has signed an exclusive contract with Atlantic Records. At signing were (left to right) Jerry Wexler, executive vice-president, Ahmet Ertegun, president, Nesuhi Ertegun, vice-president of album c&r, and Jack Shad, Esther's personal manager.

SOME COOKIE: Lorna Dune poses with Joey Powers. Her answer song, "Midnight Joey" (Select), was just released after Joey's hit, "Midnight Mary" (Amy).

KING SOLOMON (BURKE): In Baltimore, deejay Rockin' Robin (right), of WVEE, crowns Solomon Burke king of Rock 'n Roll, while National detective Edward Nelson holds trophy for Atlantic recording star.

VOLUNTEER CHAIRMANSHIP: Colpix artist Paul Peterson has been taking time out of filming schedule for Donna Reed show to serve as Teen-Age Chairman of March of Dimes campaign. Here he autographs latest single, "She Rides With Me," for young girl Vicki Venegas, age 6, in Los Angeles.

BRANDT GETS FIRST: Willy Brandt (right), mayor of West Berlin, accepts first pressing of Philips' album, "That Was John F. Kennedy," from branch Manager Erich Zochowski.