Capitol Acquires 2 More B'way Casters; Lead Field

By MIKE GROSS

NEW YORK — Capitol Records jumped ahead of the competition last week in the race for original Broadway cast albums with the acquisition of the upcoming Cy Feuer-Herbert Maister-Matt Malneck score "Choice," and "Skytender." This pickup, which is a result of Capitol's partnership deal with Feuer and Maister, now gives the company four cast albums for the 1964-1965 season. Already in Capitol's coffers are "Golden Roof" and "Hobson's Choice," and "Golden Roof" and "Hobson's Choice," which has a book by Kenji Frens, is scheduled for a Broadway opening in the spring of 1965, and "Skytender," with a book by Peter Stone, is scheduled for a premiere in the fall of 1965.

Colombia Records is currently planning its own stab at musical sweeties. It has two shows on tap—"Bajulfl and Kelly." Columbia's investment is reported to be the $200,000, $50,000 for "Kelly" and $150,000 for "Bajulfl.

The latch-on to "Hobson's Choice" and "Skytender" will probably result in an investment in both shows by Capitol but its financial investment has not yet been set. Capitol, already at the top investor this season with $200,000 in "Golden Roof" and another $200,000 in "Hobson's Choice," has not yet made an investment in both shows. Capitol felt the two shows are not worth the investment.

The two new shows in which Capitol now has an investment are Jimmy Van Haelen and Sowley Cahn, "Hobson's Choice," and "Skytender." They are not expected to result in any financial involvement on Capitol's part. The shows have not yet been scheduled for production.

For Theater Log
See Page 3

Elektra Folkways Unite on Pkg.

By AARON STERNFIELD

NEW YORK—In what could be the first step toward specialization in the folk market, two competing record companies have pooled their resources to promote and sell a new line of folk albums by Bob Dylan, Joan Baez and others, according to industry sources. The two labels are Elektra and Folkways. The unprecedented move is designed to bring merchandising and distribution muscle to the folk hobbyists, to fill the rich catalog of the other label's releases.

Ringo Starr's People Records, scheduled for release early in 1965.

The move is expected to broaden the folk market, which has been suffering from a lack of new material and limited distribution. The combined resources of the two labels will make it possible for the folk market to continue to grow.

 Tactics for Folk
The combination of the two labels will enable them to pool their resources and market their product more effectively. The combined label will be marketed under the name of "Folkways Elektra." The label will have access to a wider range of artists and recording facilities, allowing for greater variety and quality in its releases.

The combination will also allow for more effective promotion and distribution of their releases. Folkways has a well-established network of distributors and retailers, while Elektra has a strong presence in the music industry. This synergy will help to increase the visibility and reach of their releases.

The move is expected to benefit both labels and artists. It will provide artists with a broader platform for their work, while also giving fans access to a wider range of new and classic folk music. The combined label will have the resources to invest in promotions and marketing, helping to drive sales and build buzz for their releases.

The move is a testament to the growing importance of the folk market and the need for collaboration among record companies to meet the demands of fans and artists alike.

For Theater Log
See Page 3

Yorke Is Setting Up Colpix in Hollywood

NEW YORK—Bob Yorke has taken over operation of Colpix Records. The former vice-president and general manager at RCA Victor planned to come to California, where he's setting up headquarters for the label.

Yorke will be commuting between Hollywood and New York until such time as the Columbia label can be found in the film city. At that time, the firm will swing its operations home to the Coast.

The record division, which also includes the Dimension label, is now completely unrelated to the music publishing division a few weeks ago when Don Kirshner was made president of the recording operation solely.

Yorke's role as head of the record division will be decided upon Monday (Sept. 21) in Hollywood.

Two Dealers in L.A. Drop Franchise Plan

LOS ANGELES—The two southern California franchised dealers of the Distectors Record Center chain are now twenty-one. They are said to be in the process of closing their stores.

The dealers, who operate under the name of "Distectors," are reported to be the Los Angeles and Orange County dealers.

Mrs. Bienstock Exits Atlantic

NEW YORK—Miriam Bienstock, a substantial stockholder and vice-president of Atlantic Records, last week resigned her post and is looking for stock in the firm's future shareholders.

Bienstock had been with Atlantic for two years and was instrumental in the company's expansion. She joined the firm in 1963 and has been a key figure in Atlantic's growth.

Bienstock's resignation last week was unexpected and has left the company with a significant loss of expertise.

The company's current stockholders are Michael Gershony and Irwin Gershony, who took over the business after the departure of Bienstock.
KETTY LESTER

SWINGING NEW SINGING STAR
On RCA Victor

with a new single
“I TRUST YOU BABY”
c/w “Theme from
THE LUCK OF GINGER COFFEY”
(“WATCHING THE WORLD GO BY”)
#8424
GOING GREAT!
KETTY’S NEW ALBUM:
LPM/LSP-2945

KETTY LESTER

RCA VICTOR
The most trusted name in sound

KETTY LESTER

the soul of me

RCA VICTOR
The most trusted name in sound
Decca Drive on Kiddie Catalog

NEW YORK—Decca Records will make a promotion on its complete kiddie catalog with the release of seven new children's Vocalion sets. The drive is on the full line of Decca, Coral and Vocalion catalogs of LP and single kiddie recordings, along with the complete Vocalion popular LP catalog. The program, which takes effect Sept. 21 and runs through Oct. 11, carries an intensive program, details of which are available through all local Decca branches and distributors.

Leading off the new-children's product from the Vocalion label is the latest release by Frank Luther, "Stories and Songs About America." Included in the set of the four are such Decca-Coral-Vocalion artists as Denny Kaye, Burt Ives, Big John Arthur, the Three Musketeers, Bing Crosby and Judy Garland, among others.

As an added feature of the promotion, the complete Vocalion popular LP catalog has also been placed under the terms of the incentive program, making available product by such names as Peti Arlett, Eydie Gorme, Lawrence Welk, Tommy Dorsey, Guy Lombardo and Bing Crosby, to name a few.

Decca is supporting the promotion with a full color logo hoarding on the hands of its sales force.

Hi Event to Show Fall Product

Thursday's schedule includes a sales meeting, an all-afternoon barbecue, swimming, golf and a night ride on the Mississippi River on the excursion boat Memphi Queen.

London Records is sending 15 salesmen to a Roadshow, headed by D. H. Toller-Stand, director of the company's American group.

Hi, whose records are distributed by London Records, will present pluggers to some distributors of Hi records after the banquet.

Hi artists are Ace Cannon and His Combo, Bill Hackett's Combo, Bill Mitchell and His Combo, and will entertain.

The 'Jimmy Dean Show' Back-In (Country) Style

NEW YORK—Starting a new season, the Jimmy Dean Show opened on ABC-TV in the 10:11 p.m. (EDT) slot, Thursday (17) and revealed Jimmy and his guitar suite, a refreshed, swinging hour of music and mirth, highly seasoned with country piano, fiddle and string sounds.

"Goodnight Cincinnati, Good Morning Tennessee," a top-tap taping, vocal opener by Jimmy, who doubles over as a drummer, and singing some pop stuff, Jimmy's old bolo-tied dog buddy, Iron, had a cowl cemp routine. Don Adams finis the Dean show and is signed for five more appearances.

Roger Miller, Philips Records' "Dang Me" artist, proved to be the show-stopper. Roger has previously been singing songs via the "Tonight" show, in working with Dean. Roger seemed relaxed and displayed remarkable comic and singing talent which he flourished with humor. At one point he claimed having just received a gold record for his millionth "release." In another quickie, Rog described his guitar-picking as "Depressive Guitar." He also saluted Chet Atkins with a coast-to-coast wink and wave.

Dean is best when he works to bring out the best in his cast. Like Jackie Gleason he fills the second banana role most capably. Jack Owens will be Jimmy's guest next week.

The Jimmy Dean Show promises to be an exciting media for Country Music.

HAL BRAXTON

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September 26, 1964, BILBOARD 3

ARNO LD MAXIN, president of MGM Records, shows off gold record award to the Animals for their "House of the Rising Sun" hit. The British group, which left for England last week, will be back in the U.S. for an 18-city tour beginning in Norfolk, Va., Sept. 23.

'Dreapeprint' Date Change

NEW YORK—Broadway producer David Merrick is moving up his production of the British musical "The Roar of the Greasepaint" because of a Tony Bennett recording on the Columbia label, which h ad caused a problem for the original telecast of the show. Bennett's label on the album caused production team to rush the telecast to avoid offending Bennett's fans, who have been loyal to his phonograph records and other albums. The show was moved up one week, and the production is expected to open on September 22.

DURIUM DISK HONORS JFK IN ALBUM

ROME—An unusual President Kennedy memorial album has been issued by Duriun under the title of "L'omo Di La Pace" (The Man of Peace). Written in the folkloric dialect of Sicily, it details the late American president's life and is charted by Leonardo Sciascia and Antonio Turchetti the same way as the events of the legendary figures of the area have been recorded. The album cover illustrates Kennedy's career in primitive color drawings similar to those usually found on the traditional donkey carts in Sicily.

MUSICAL THEATER LOG (1964-65 SEASON)

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<th>PRODUCER</th>
<th>DIRECTOR</th>
<th>SCORE</th>
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<th>ORIGINAL CAST ALBUM</th>
<th>BROADWAY OPENING</th>
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</thead>
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<tr>
<td>Fiddler on the Roof</td>
<td>Zero Mostel</td>
<td>Harold Prince</td>
<td>Jerome Robbins</td>
<td>Jerry Bock &amp; Sheldon Hook</td>
<td>Tommy Dorsey</td>
<td>BSA Victor</td>
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<tr>
<td>Something More</td>
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<td>Lyle Talbot</td>
<td>Helen Hayes</td>
<td>Sammy Fain &amp; Sammy Cahn (Bergen)</td>
<td>Chappell Stine</td>
<td>AEC-Parlament</td>
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<tr>
<td>Bander</td>
<td>Olly Rivera- Bertha Cecchi</td>
<td>Edward Pedela</td>
<td>Lawrence Kasha Denaro</td>
<td>Walter Marks</td>
<td>E. H. Morris</td>
<td>Columbia</td>
<td>Nov. 23 at Shubert</td>
</tr>
<tr>
<td>I Had a Ball</td>
<td>Buddy Hackett</td>
<td>Joe E. Ross</td>
<td>Jack Lawrence &amp; Stan Freeman</td>
<td>E. H. Morris</td>
<td>Mercury</td>
<td>Dec. 16 at Broadway</td>
<td></td>
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<tr>
<td>Baker's Street</td>
<td>Fritz Wayne</td>
<td>Alvin Klein</td>
<td>Harold Prince</td>
<td>Marian Griffl &amp; Roy basil</td>
<td>E. B. Maris</td>
<td>MGM</td>
<td>Feb. 13 at Broadway</td>
</tr>
<tr>
<td>Scissortail</td>
<td>Dan Francis</td>
<td>David Susskind &amp; Daniel Weiss</td>
<td>Herbert Ross</td>
<td>Eddie Lawrence &amp; Mutee Charlap</td>
<td>Chappell</td>
<td>Columbia</td>
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OFF BROADWAY

<table>
<thead>
<tr>
<th>SHOW</th>
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<th>SCORE</th>
<th>PUBLISHER</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Good Luck You</td>
<td>Ford Windham</td>
<td>Arnold Sargent</td>
<td>Arnold Sargent</td>
<td>Gladys Swenson &amp; Claude Lelouch</td>
<td>Valder Music</td>
<td>Mercury</td>
</tr>
</tbody>
</table>
RCA Sales Meeting

17 salesmen were stationed at 17 points to sell as many dealers as possible within one hour, according to the new releases. An hour later, orders were written for 6,500 records—almost the total to date for five or six week's work. The record was in the same bin three days later.

A new consumer marketing drive, "The Revideo Sell Program," was launched by national Sales Manager Konrady Cleveland, designed to stimulate consumer interest in the album. This is to be the major campaign, followed by the Spokesman and the Spinner, the third major promotion in the summer.

Outstanding in the promotion of the 17 salesmen in the 17 points was the efficient work of the RCA personnel, according to the new releases. An hour later, orders were written for 6,500 records—almost the total to date for five or six week's work. The record was in the same bin three days later.

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WATCH

"FUNNY GIRL"
4-43127
BARBRA STREISAND

"ON THE STREET WHERE YOU LIVE"
4-43128
ANDY WILLIAMS

From the Broadway Musical Production
THE ROAR OF GREASEPAINT...

"WHO CAN I TURN TO" (When Nobody Needs Me)
4-43141
by Leslie Bricusse and Anthony Newley
TONY BENNETT

"RUNNIN' OUT OF FOOLS"
4-43113
ARETHA FRANKLIN

THESE MOVE

CHART-BUSTERS FROM COLUMBIA RECORDS
By FRANK LUPPINO

NEW YORK — The Ford Motor Co., which sponsored the Ford Caravan of Music at the New England Super Concerts series this fall, will open the 1964-65 tour of the series in 14 college locations across the country.

In 1963, the New England Super Concerts series, sponsored by Ford, was held throughout the Northeast, and this year Ford is expanding the series, which was initiated in 1961, to major markets outside of New England.

In addition, Ford is extending its sponsorship to include a new series of special events, which will be held in conjunction with the concert series.

The concerts, which are scheduled to begin in October, will feature a variety of musical and entertainment groups, including rock and roll bands, country and western groups, and jazz ensembles.

Ford's sponsorship of the concert series is part of the company's ongoing commitment to support the arts and culture, as well as its efforts to promote good will and community involvement.

The concerts will be held at various locations across the country, including major metropolitan areas and college campuses.

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Call it what you like: super single, bonus single, space-age single. It’s Capitol’s 4-BY SINGLE—a brand-new product line with built-in sales appeal for the ever-expanding teen market. Not the stuffy old EP...but a single in a soft sleeve. Contains streamlined 4-track performances never before available in 45 rpm. Priced to sell to the singles market, with extra profits for you (subject to single-record discounts: see your CRDC sales rep.)

Leading off this sales-tailored concept:

4-BY

THE BEACH BOYS/LITTLE HONDA/WENDY
b/w HUSHABYE/DON’T BACK DOWN/R-5267
Two Dealers in L.A. Drop Franchise Plan

HOLLYWOOD—Capitol has given Nyle Bros., Hawaiian dis- tributor, 30 days' cancellation notice, setting up the termination of a relationship which has lasted 16 years. Nyle's executive vice-president and treasurer, St. Perrie and record department sales manager, M. J. Hufstader, in- formed Nyle last week to se- cure a new franchise, which he expects to implement in the anticipated loss. It is understood the cancellation took the 40-year-old firm by surprise.

Nyle's national sales man- ager, Al Bish, who announ- ced any replacement, choos- ed another distributor, and the record was adjusted by Nyle's, an electronic distributor who is promoting the following labels: Liberty, Imperial, Decca, Epic, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Prestige, Presti...
IT'S THE ANIMALS!

ROARING!!!

Growling.

bellowing!

thundering again with their great new follow-up hit...

I'M CRYING

B/W

Take It Easy Baby - K-13274
Dodd's Looks to RCA Camden
To Ease 'Mr. Anonymous' Tag

NEW YORK—The cloak of anonymity that has been wearing for his various assignments in the music business is ready to be taken off. "It was just a phase of the show business, and I'm tired of being anonymous," said Dodd, referring to his status as a singer on the RCA Camden label. As an executive, he plans to continue these careers through his organization set-up, but he now plans to stress his singing career, hoping that it will make him a "name" recognizable to the public and not just one that's known by music business insiders.

Right now, Dodd is the only solo artist under contract to the Camden label and the company is currently pushing him along via an album of ballads titled "Try a Little Tenderness." A previous LP (also recently released) Camden has high hopes for the Dodds build-up and a plunge into the single market may be an eventuality—but that's not yet established. Meanwhile, the stress on the L.A. market is in avoiding an affect.

Dodd also expects to build his image as a solo singer via his personal appearances. Although this, too, is on a rather slow basis, Dodds is thinking along the lines of putting an all-out campaign together to take him along the night club route.

The other "sides" of Dodd have already paid off handily, however. He's been giving the billing of "King of the Cornos" for his work in making demonstration records and an album that eventually became hit by Johnnie Mathis, Nat King Cole, Brook Benton, Brenda Lee, Sarah Vaughan and Jack Jones, among others. Dodd's name in "Call Me Irresponsible" that was used as the sample for the recording session at Kapp with Jack Jones. He's also used by many show page publishers on scenes of the complete Broadway production of "Lolita," his own work on Broadway scores, and Dodd is in easy reach fluently and quickly, to imitate styles and improve modes and the willingness to remain anonymous.

In addition to writing TV jingles the win an award recently for the best song composition, Dodd has written the theme song for "One for the Ages," a new series which will air on NBC-TV in the fall. His compositions are published through his associates, Dunne Acker and S.M.W. Music.

There is also a serious side to Dodd. He's now considering his second "Mass for Chorus and Orchestra," a symphony, and whether it will ever be performed while he's in charge, he's banking on a disk breakthrough via Camden to come out of the shadow of an anonymous.

Gale Sings Up a Big Storm

LOS ANGELES—Gale Gary, a petite, pretty but non-the-less, a woman who learned to sing in the Suncroft, Gale gleams similarly to Jo Stafford's gentle range. In person, she is as pretty as her songs are limpid and soft. Her voice is just as pleasing. If anyone doubts that picture, he's then wondering whether she is the same girl sounding so gentle on the screen. But she is, as proved by the slow and sweet, "Sleep You Down," and the evergreen blues, "Good Lullaby." Gale's mid-range power is displayed on "I Know You Never," her forceful opener, and it is carried over to "Nobady Knows You When You're Down and Out." It Ain't Necessary Star.

Miss Garrenti's easy patter before an audience is evidence of her confidence on stage. She sings for a touch of humor and makes the point. Her backing not only to the story of folk songs but that keeps the youn folk fave happy.

Joe and Eddie, in their turn, continue to astound folkwicks with their rich voice renditions. They have to be the finest folk duo extant. Pacing them with streetking fables and gags which after just enough of a folk sound to keep the young folk fave happy. Joe and Eddie, in their turn, continue to astound folkwicks with their rich voice renditions. They have to be the finest folk duo extant. Pacing them with streetking fables and gags which after just enough of a folk sound to keep the young folk fave happy.

COLUMBIA'S NEW SINGER

Randy Sparks Takes Solo Route

NEW YORK—Now that Randy Sparks has launched his first new folk-sound hit, a song on the Epic label, in his role as a folk group creator, he is reemergging as a singer for Epic's pivotal company, Columbia Records. He's now being groomed as a solo singer by Columbia with a kick-off being planned for both the albums and singles market in the near future.

All Columbia departments have been asked to store stock on Sparks and a build-up treatises. His name is applied to Kell's Breitland and for a full-page print of Columbia's sales, etc., every week. All that, however, Sparks will retain his mentor position with the Back Pack group.

Sparks, who was instrumental in creating the "Christy Minstrels" for Columbia, said he also wrote to the Christy's last month. It was reported that Grief-Carrad that Colpix Records has signed John Davidson, in a contract which is similar to the one with Sparks. The young singer will be appearing on the group's forthcoming CTV-FBS program, "The Entertainers." His first appearance, in "The Life of David," is currently in preparation and will be released in November.

BOBBY VINTON (left), who has come up with several gold record awards for such hits as "I Can Help You Mang," and "I Am transfer for a new long-term agreement with the label in the company. Frank Littler, head of Colpix Records, (right), and newly appointed Epic Vice-President-General Manager Len Levy.

PEOPLE AND PLACES

BY MIKE GROSS

Marty Robbins, Columbia Records' country and western star, has been in New York for two days of "Stars for Barry," show business personalities who are supporting the Godswasser-Miller ticket in the presidential drive. Arriving Caesars, ASCAP director-secretary, will be a destination guest at the Godswasser-Festival to be held at Brooklyn's GarstwinJunior High School on Sept. 25. ASCAP-McGuffey's is dynamic for shows produced by David Merrick... Composers Paul Creston and Hugo Weinkopf have been in New York for the third ASCAP Symposium on American Music at New York's Juilliard School on Sept. 24. "Frankly, the next few years as the future are bright," says Kreisberg,... is now working on a building of Peter Ford, actor Glenn Ford's 19-year-old sons... Without DeFina has brought his seventh production back to the Bluebird Dinner in Green Village for an unlimited engagement... The Symphonies have just published a second edition of their souvenir book which will go on sale during their fall concert dates. Proceeds from the book's sale go to the American Cancer Society... Josie Soudich just completed a week's stand at Atlanta City's Stee Pier... Nardis Nickel, music business, has asked the Cipano Maria Restaurant in New York to be his client... Lord Houston's plan's gets the home for his dinner party tour 10 days beginning Sept. 24 and then to New York's Metropolitan starting Oct. 2,... Ethel Gould has been retained by JZL enterprises, an art management and music publishing firm, as press representative... Singer Vicky Carroll, Decca artist, begins a two-weeks' appearance at Detroit's Playboy Club on Sept. 21... Leigh Hartline has been signed by Universal Pictures music supervisor Joseph Glasses to compose the score for the Panama & Frank production of "Strange Bedfellows... Ray Brown of NTA Artists Attractions has booked the Daydream for the four-week Johnny Rivers tour beginning Sept. 10 in Los Angeles. The package will also include the Ventures, and Chad and Jeremy, as a new act that's billed as "It All Need to Know... and "This Time," guests on a "Beckham show" sponsored by KXV, Cleveland, on Sept. 27 and then goes out on an extensive disc jockey tour... Folk singer Carolyn Hester opens at the Gaslight Cafe in Greenwich Village on Sept. 24 for a three-week engangement... Woody Allen will be seen in "What's New" at the Royal, Oct. 10... The Kaufman-Eldridge-Tube line record group, will be at Lovelane's route 46 in Lodi, N.J., during October... The Barry Sisters, fly to Munich to tape a TV program Oct. 12 through 16th. Gene Knapp's Quartet begins a one-week engangement at the Savarin Restaurant in Toronto Oct. 5,... John Hammond Jr. is planning on "Another View," which is a fall show for the Caffe in the West Village, Jimmy Dean, Columbia artist, started his second season on ABC-TV last week. Another Columbia artist, Andy Williams, returns to NBC-TV with a weekly series starting Oct. 5.
MGM HAS ENGLAND’S NEXT NO. 1 HIT!

I’M INTO SOMETHING GOOD

HERMAN’S HERMITS

K-13280

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
**Joy in the Summer**

"I CAN'T HELP MYSELF-Little Richard, Atlantic (Pat) Washington, Cleveland, Atlanta)

"YOU DON'T KNOW ME-Game, Chess Los Angeles"

"OH NO-Steve Alaimo, Atlantic"

"BABY BABY ALL OVER ME-Johnny Taylor, Galaxy (Cleveland, Chicago)

"YOU DON'T KNOW ME-Game, Chess Los Angeles"

"OH NO-Steve Alaimo, Atlantic"

"BABY BABY ALL OVER ME-Johnny Taylor, Galaxy (Cleveland, Chicago)"
EVERYBODY GOES WITH A WINNER

JERRY BUTLER - BETTY EVERETT
LET IT BE ME VJ-613
THE HONEYCOMBS
HAVE I THE RIGHT W-7707
JIMMY HUGHES
TRY ME FAME 6403
JOE SIMON
MY ADORABLE ONE VJ-609

AND NOW CONTINUING THIS PHENOMENAL STRING

THE FOUR SEASONS
HAVE A NEW HIT!
APPLE OF MY EYE &
HAPPY HAPPY BIRTHDAY BABY
VJ-618

NOW WE'RE #7 IN SALES & RUNNING ALL THE TIME
Early Morning Radio in L. A.
Is Chock-Full o' Insanity

By ELIJAH TIEGEL

LOS ANGELES — Early-
ning radio in Los Angeles
meets its first. At least that's
the enthusiasm of four highly
competitive stations which short-
show at the breakfast crowd and
at Mt. Paulinesen's stock in
trivia on any one of the region's
elegant free ways.

Since KNX dethroned Bob
Crane seven years ago, the morning ac-
tent has been on a jazzy type of
show at the CBS-owned outlet.
Up until KLAC placed Roger
Burkely and Al Lohman Jr. in
its morning slot, KHI added Rob
Hudson, Crane had the morning
comedy field to himself.

As the recognized leader among
local radio funnymen, Crane's pro-
gram was a wacky blend of recorded
tracks and quick effects and the sleazy
one's quick slick ads, often at the
expense of some listener sensi-
tor. Crane appears to have stud-
hed Arthur Godfrey's style of
putting on a constant while he
was a sly in Connecticut. The
spokesman evidently liked it for the
show is told out with companies
forming a long waiting list.
Crane began his utterances at 6
a.m., and went his engineer, Jack
Chapman, as a jolly foil. Be-
cause of this, Chapman is prob-
ably one of the best-known radio
personalities in the region.
Whether he cuts in with a made
or filmmaker saying something
only like "Oh, boy, that's what
I like." This voice in always inten-
television or radio. The
minimum for any record, book,
or newspaper to be produced
anybody at 8:10 and 4:40 with
CBS sports reporter Tom
Kelly, a crustyARE one.

No place for the kids at KHI, called the "most improved
station in town" by the radio re-
porter of The Los Angeles
(Continued on page 16)

BBG Orders Fine Arts Programs

By KIT MORGAN

TORONTO — The Board of
Innocent Governors, the regu-
larly governed broadcasting in
Canada, will regulate radio
programming consent for the
first time in its history with an
"arts program" scandal ruling.
"beginning Oct. 1, 20 per
cent of all FM pro-
grramming must be devoted to

WCKY REVERSES BIRTHDAY IDEA

CINCINNATI — St. John's
WCKY here is this
beating its 35th anniversary
but it's reverse, because it
is going to celebrate to its
friends. A birthday announcement went out by
the station's reads: "We know you're too busy to join us for
cheers, so we're bringing our big
birthday party to you, and as we commemorate 35 years, have
one on us — you're getting older, too. Accompanying the announce-
ment was a card read-
ing: "St. John's Hospital Card. Dear Bartender: This is our 35th birthday, so we're asking our friends..." Please ask hear them. Who's your
(Just one, please: he's driving.) (Continued on page 16)

WHIL-FM Puts C&W in Night Slot

BOSTON — WHIF-FM will
play country music, "whis-
tle down" the road from
afternoon to midnight (from
7 p.m. to midnight, seven
nights a week) according to Boston
distributors, promotion men and
crowd watchers. The station
has been asked to play this new music in Boston as a major through-
out for country music and fully ex-
pect sales of records in this field to pick up significantly.

Prior to this five-hour-per-
night slot, the only time allotted
to c&w programming here had been as (and still continuing) one hour on WORL (5:30 to 6:30
a.m., five days a week, and one
on WORL-L (10 a.m. to 7 a.m., five
days a week). Tom John-
son is in the disk jockey on WORL
each morning. Opposite him on
WORL-AM is Don O'Grady.

WHIF General Manager
Joseph Kruger announced the
all-out effort for country music
was the direct result of the sue-
s of in-country home-
tapy shows here and the
added mass for such music.
The disk jockeys for WHIF-FM
country music segment; each
will carry a "station sticker" that
Carrie Pendell (7 to 9 p.m) and Bob
Nees to midnight (10 p.m. to 7 a.m).

Country records have always
dominaled this slot, which was
exposed on pop stations, and many of
the stations, including WHIF's own
into Verona, New Hampshire and
Maine — known markets for country
music in the field of arts, let-
ters and sciences.

In this category, the
BBG has been known as
"Eulogia, symphony, opera, choral, reci-
tal, ballet and interpretative music." The new divisional
journalism rule, 7 p.m. and
music, excluding pro-
grams designed for background
listening; standards of quality;
urges and stories of exceptional
dramatic, critical entertain-
ment, literary and public af-
fairs, and programs on science
and social, scientific, philo-
Oversight Committee.

A good deal of FM broadcasters appre-
ated at a B.C. hearing this
month opposing the regulation.
The president of the Canadian
Association of Broadcasters ob-
jected to the ruling.

Other stations charged that
the ruling would impose the
gramming on them. At
present, an FM station
must broadcast at least two hours daily
25 per cent of its pro-
grammings must be devoted to

PROGRAMMING NEWSLETTER

Radio Has Lost Generation, Too

By BILL GAVIN

Contributing Editor

We're growing younger. At least what's the
statistics tell us. According to their figures,
the median age of the U.S. population is steadily
decreasing. In a few years, the average age will be 35. At pre-
ent it is somewhere between the ages of
around 27.

One theory suggests that in
the light of these statistics
more and more of the listeners
broaden programming on
these young adults, and of
their "adult appeal." 

In one recent issue of Billboard, Elton
Presley recorded "Heartside Hotel." Strangely, this
is one of the programs which are
programming their audience at the
earliest ages.

Men and women in their middle
30's are the most important buying groups in our
economic structures. These are the people who are starting
homes, having babies, buying furniture and ap-
pliances, starting bank accounts and all the other
activities being undertaken by new families. They are
too the people who started the musical
revolution in the 1950's. They were the ones who
"discovered" rock 'n' roll and where fad to
boots to the bands with the moral sound the
way for pop format radio.

Many of these young adults listen regularly
in radio. According to audience surveys, a large
share of them listen to pop format radio. This
is their kind of music. Viewed in this light, the
sacrifice that some station owners by featuring old
hits is no mystery. In addition to phrasing the
teen audience, this hit from a few years back
bring a special pleasure to their immediate
seniors. One wonders how many more will be
tuned to WHIL-FM during the week. If the
feature their favorite
music didn't sound as if
it were being offered
only to teen and those few
said it is one who
liked the music but couldn't
stand the "sissy stuff"
style of some of the DJ's.

The stations are catering to their immediate
teen appeal primarily in the evening hours.
The theory is that the 25-35 years
have been switched on to
for their kind
history by switching to
market talked sound in the evenings. He answered, "We might just as well because we can't sell our nighttime

WILMOT H. LOOSE, president of AM Radio Sales Company (left), and Claude Barrere, executive director of International Radio & Television Society, discuss a new booklet covering a multitude of facts about record programming available upon request by writing AM Radio Sales, 665 Fifth Ave., N. Y. 1. The subjects covered have been prepared and illustrated to make the technical aspects of broadcasting easily
understood. In addition to making the books available at no charge and on a perusal, the station rep firm has
made a supply available to IRS for use in its annual
time buyers' seminars. Schools and colleges throughout the U. S. will also be furnished the booklets.

American radio presents the oddity with char-
acter of its entertainment: that there under 18 and those over 30. The generation between
18 and 30 is the closest between radio that
is too young and radio that it too old.

The previous statement presents an extreme
view, and like all such sweeping generalizations it is not completely accurate. A few thought-
ful broadcasters on both sides of the street are
already taking important steps toward increasing their listenership among young adults. The
conventional stations would move more quickly into the areas of music, particularly popular music, were it not that they are confronted by a prejudice which they have helped to create. "Pop music is kids music" is a doctrine that their salmon have been precluding to advertisers for a good many
years. Now, if they want to reach the 35-year-old listener with the same music they want to reach
these same advertisers that tunes have changed. As, indeed, they have.

THE POP FORMAT stations have also a selling job
to do. First of all, they need to bring their
over-all sound up to a reasonably mature level. Many teen-agers have been listening to radio as the
adult world. Many of them prefer the disk jockey who doesn't try to pretend he is "just one of
the gang." Second, these pop music stations need
in co-operative advertisers that there is an audience with
currently increasing buying power. It is time that advertisers take their stations out of the
mainstream of broadcast. To do so means old into the
music of tomorrow.

BBILLBOARD, September 26, 1964
HOT SINGLES...

Billy Strange
"JAMES BOND THEME"
GNP-#320

"PEARLY SHELLS"
GNP-#324

NOW—#67 BILLBOARD CHART
NOW—#8 IN AUSTRALIA

BEST SELLERS...

BUY 90 GET ADDITIONAL 10 FREE
*600 SERIES ($4.98—$5.98) BUY 5 GET 1 ADDITIONAL FREE

GNP-CRESSENDO DISTRIBUTORS:

ALBANY—DELTA
ATLANTA—GOODWIN
Baltimore—General
Boston—Mutual
Buffalo—Best
Charlotte—Arnold
Chicago—All State
Cincinnati—Four State
Cleveland—Cleve Disc
Colorado—Davis
Dallas—B & K

DETOIT—MERIT
EL PASO—M. B. KRUPP
Hartford—Trinity
Houston—Daily
Los Angeles—Record
Merchandising
Miami—Florida Music
Milwaukee—O'Brien
Minneapolis—Helischer
Newark—Affiliated
New Orleans—Delta

NEW YORK—Alpha
Oklahoma—B & K
Philadelphia—Universal
Phoenix—M. B. Krupp
St. Louis—Roberts
San Francisco—Melody
Seattle—Huffine
Nashville—Southern
Honolulu—Eric
Puerto Rico—Island

FOREIGN DISTRIBUTORS:

CANADA—Compo
England & Common.
Wealth—Vocalion &
British Decca
France, Germany,
Beneux, Switzerland
—Vogue

ITALY—Sar
Spain—RCA

DENMARK—Tono
SWeden—Cupol
Norway—Elertsen
Japan—King
South Africa—Gallo
Mexico—Tizoc
Venezuela—Palacio
Peru—Discom
Philippines—Cosdel

G.N.P.
Crescendo
9165 Sunset Blvd., Hollywood 69, Calif. CR 5-1108. Cable: Cresrec

New Orleans: Dave Bartholomew—943-8275
TOP STATIONS

<table>
<thead>
<tr>
<th>Station</th>
<th>Call Letters</th>
<th>% of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>WBCN-FM</td>
<td>49%</td>
<td></td>
</tr>
<tr>
<td>WZLX</td>
<td>28%</td>
<td></td>
</tr>
<tr>
<td>WGBH-FM</td>
<td>17%</td>
<td></td>
</tr>
<tr>
<td>WHJJ</td>
<td>8%</td>
<td></td>
</tr>
</tbody>
</table>

TOP DISK JOCKEYS

<table>
<thead>
<tr>
<th>Disk Jockey</th>
<th>Call Letters</th>
<th>% of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carl Searl</td>
<td>34%</td>
<td></td>
</tr>
<tr>
<td>Jeffsdale</td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>Jack LaRoc</td>
<td>14%</td>
<td></td>
</tr>
<tr>
<td>Don Moss</td>
<td>11%</td>
<td></td>
</tr>
</tbody>
</table>

The ratings and sound qualities of stations and audibility of the communications have been determined by means of (a) consumer research, (b) in-station personnel, distributors and record manufacturers, and (c) some quality tests. Not a separate poll of the station, the audience is achieved is not a separate poll of the station and the audience is achieved. The ratings are compiled by the research company who compares the results with other products and services advertised on radio stations.

GUIDE, certifying that radio stations.

INFLUENCING

2. Responset WBCN-FM, WUSX-FM, and WOR-FM, are also heavily involved in the new versions of the music format, which is primarily from Dixieland and hillbilly music.

FOLK

Jeffrey Kaye 100%
THE EXCITEMENT IS ABOUT TO BEGIN...

THE ORIGINAL SOUND TRACK RECORDING

ALSO AVAILABLE: 8 GREAT "MY FAIR LADY" COMPANION ALBUMS!

ON COLUMBIA RECORDS

**October Releases • "Stereo"** • COL.9000

KOL 8000/KOS 2600/OQ 5641**

REX HARRISON
JULIE ANDREWS
MY FAIR LADY

OL 6000/OL 2015
OQ 3101

OL 55 (Spanish)

OL 2025/CL 9005*
CQ 6481

OL 8050/CL 6660*
CL 895/CS 9004*

CL 895/CS 9004*

(Suggested Retail Price $1.98)
TONY BENNETT—WHO CAN I TURN TO (Musical Comedy, BMI) (2:55)—Sophisticated lyrics, a haunting melody, sparkling arrangements and Bennett's style combine to make this a winner. It's from the upcoming Broadway musical, "The Roar of the Greasepaint." Flp: "Waltz for Derby" (Acorn, BMI) (3:33).

Capitol 34141

REVIEWED THIS WEEK, 113; LAST WEEK, 115

GUEST PANELIST OF THE WEEK
JERRY KUNKEL
Operations Manager
WIBC, Indianapolis, Ind.

"WHO CAN I TURN TO"
TONY BENNETT
Columbia 34141

Each week a program director and/or judge is invited to select and help Ellington's Review Panel select Spotlights. When unable to come to the New York office, guest judges choose and rate the special WTTW top distance spark-of-the-week-back-up. An opportunity is also given the guest to publish his own views under title "Pick of the Week."

TEDDY RANDAZZO—DON'T WANT TO (South Mountains, BMI) (2:45)—Strong, haunting, intriguing melody and lyric that grows the more you hear it. A completely different sound for Randazzo. With exposure, this is a big hit! Flp: "Less Than Tomorrow" (South Mountain, BMI) (2:52).

MCA 1108

THE B.R.A.T.T.S.—SECRET WEAPON (The British Are Coming) (Arch, ASCAP)—New group with a pop hit novelty sound that should catch on fast in view of all the British hits in today's market. Flp: "Jealous Kinda Woman" (Sea-Lark, BMI).

Tuffi 9224

DAVE CLARK FIVE—EVERYBODY KNOWS (I Still Love You) (Branson, BMI) (1:41)—Hot, top group does it again. British invasion continues with another pop hit. Flp: "Oh So!" (Branson, BMI) (2:00).

Epic 9722

PETER AND GORDON—I DON'T WANT TO SEE YOU AGAIN (Norton, BMI) (1:59)—And more of the British hit sound. Another top performance by the English duo, with the material by two of the Beatles (Lennon-McCartney) for good measure. Flp: "I Would Buy You Presents" (Norton, BMI) (2:37).

Capitol 5272

THE SUPREMES—BABY LOVE (Jubete, BMI) (2:34)—A smash follow-up to their "Where Did Our Love Go" hit. The swinging harmony style keeps it rolling all the way through. Flp: "Ask Any Girl" (Jubete, BMI) (2:48).

Motown 1866

THE RAPIDS—HOT TOP SPOTLIGHTS

SPOTLIGHT WINNERS OF THE WEEK

Pay Spotlights are those singles with sufficient programming and sales potential to maintain a following in the top 5 of Billboard's Hot 100. For the benefit of broadcasters, Spotlights are broken down by region, territory, programing categories, and top charts. Pay Spotlights are reserved strictly for the contemporary and pop commando radio play. Pay Spotlights are not included in the upper 100 pay chart. Pey Spotlights are those singles with sufficient programming and sales potential to maintain a following in the top 5 of Billboard's Hot 100.
HICKORY, THE BREAD-AND-BUTTER LABEL, PROUDLY ANNOUNCES OUR FIRST RELEASE

by

EDDIE ALBERT

FALL AWAY

c/w JUST WAITIN'

HICKORY 1278

SELLING! SELLING! SELLING! SELLING!

LARRY HENLEY
STICKIN' UP FOR MY BABY
HICKORY 1272

THE NEWBEATS
BREAD BUTTER
HICKORY 1275

DEAN & MARK
WHEN I STOP DREAMING
HICKORY 1249

THE OVERLANDERS
DON'T IT MAKE YOU FEEL GOOD
HICKORY 1275

LONNIE DONEGAN
BAD NEWS
HICKORY 1274

Hickory RECORDS, INC.
2110 Franklin Road, Nashville, Tenn. 37204
YESTERYEAR'S HITS

Change of pace programming from your librarian's shelves, featuring the disks that were the hottest in the local five years ago and ten years ago this week.

Here's how they stacked in Billboard's chart of that time.

POPS—5 Years Ago
September 28, 1959
1. Sleep Walk, Santo & Johnny, Coral-American
2. Mark the Time, B. Dream, Atco
3. The Three Bells, Brown, RCA Victor
4. (This) I Kissed You, Evarts Brothers, Cadence
5. I'm Gonna Get Married, L. Price, ABC-Paramount
7. Put Your Head on My Shoulder, P. Anka, ABC-Paramount
8. Red River Rock, Johnny & the Hurricanes, Warwick
9. Teen Beat, S. Nelson, Original Sound
10. Broken-Hearted Melody, S. Vaughan, Mercury

RHYTHM & BLUES—Five Years Ago—September 28, 1959
I'm Gonna Get Married, L. Price, ABC-Paramount
Peanut Ikey, Gasters, Alco
Sea of Love, P. Phillips, Mercury
I Want to Walk You Home, F. Deming, Imperial
Red River Rock, Johnny & the Hurricanes, Warwick

Elliot Field, KFWB Part

HOLLYWOOD—KFWB is the talk of the town again in the wake of the unexpected departure of Elliot Field, six-year veteran of the station. Jim Hawthorne, national program director of the Crowell-Collier Broadcast Division, owners of the station, has stated from Kettle, weekend and summer vacation fill-in swing man in the 9 to noon slot, may be handled by Field.

Field's case has been taken up by the Los Angeles chapter of the American Federation of TV and Radio Artists with a protest filed with the parent Crowell-Collier Broadcasting Company.

Clay McQue, local executive secretary, rejected the reason given by Jim Hawthorne that Field was dismissed in a staff reorganization move. McQue said that the station's firing is related to his supporting the union's 1961 strike against the station.

Field, who had worked both morning and afternoon shows on KFWB, has been dismissed from his position.
YOUNG MAN RIVERS
JUST KEEPS ROLLIN' ALONG!

JOHNNY RIVERS

• WITH HIS BRAND NEW LP

JOHNNY RIVERS
Here We Go Go Go Again!
MAYBELLINE

Includes Johnny's smash hit "MAYBELLINE"

• WITH HIS CURRENT HIT LP

JOHNNY RIVERS
Whiskey Go Go

On the charts 15 weeks and still going strong!

• WITH SENSATIONAL TV EXPOSURE

RED SKELTON Sept. 21 • "SHINDIG!" Sept. 23 • JACK PAAR Oct. 1
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label &amp; Record</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>WHEN I GROW UP TO BE A MAN</td>
<td>58 83</td>
</tr>
<tr>
<td>2</td>
<td>SOME DAY WE'RE GONNA LOVE AGAIN</td>
<td>MORTY WINSLOW, CAPITOL</td>
</tr>
<tr>
<td>3</td>
<td>ALWAYS TOGETHER</td>
<td>JERMAINE JAMES, MOTOWN</td>
</tr>
<tr>
<td>4</td>
<td>FROM A WINDOW</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>5</td>
<td>YOU'LL NEVER GET TO HEAVEN (If You Break My Heart)</td>
<td>STEVE MILLER, CAPITOL</td>
</tr>
<tr>
<td>6</td>
<td>RHYTHM</td>
<td>BILLY BROWN, CAPITOL</td>
</tr>
<tr>
<td>7</td>
<td>LET IT BE ME</td>
<td>GERALDINE EWING, COLUMBIA</td>
</tr>
<tr>
<td>8</td>
<td>WALK—DON'T RUN '64</td>
<td>ROBERT RYAN, CAPITOL</td>
</tr>
<tr>
<td>9</td>
<td>LAST KISS</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>10</td>
<td>SLOW DOWN</td>
<td>GLENN SHAW, CAPITOL</td>
</tr>
<tr>
<td>11</td>
<td>HE'S IN TOWN</td>
<td>BILLY BROWN, CAPITOL</td>
</tr>
<tr>
<td>12</td>
<td>THERE'S NOTHING I CAN SAY</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>13</td>
<td>SAY YOU</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>14</td>
<td>HE'S ON THE SUNSHINE</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>15</td>
<td>COME A LITTLE CLOSER</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>16</td>
<td>I'VE GOT NO TIME TO loose</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
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<tr>
<td>17</td>
<td>PEARLY SHELLS</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
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<tr>
<td>18</td>
<td>FUNNY GIRL</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>19</td>
<td>COME A LITTLE BIT CLOSER</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>20</td>
<td>IT'S ALL OVER</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>21</td>
<td>EVERYBODY LOVES SOMEBODY</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>22</td>
<td>MAYBE</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>23</td>
<td>UNDER THE MOON</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>24</td>
<td>I'M GETTING Tired</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>25</td>
<td>I'LL BE YOURS</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>26</td>
<td>I'VE TOLD EVERYBODY</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>27</td>
<td>NOTHING CAN NEVER BE THE SAME</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>28</td>
<td>WHERE LOVE HAS GONE</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>29</td>
<td>SAY YOU</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>30</td>
<td>THERE'S NOTHING I CAN SAY</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>31</td>
<td>I'VE GOT NO TIME TO loose</td>
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</tr>
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<td>PEARLY SHELLS</td>
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<tr>
<td>33</td>
<td>FUNNY GIRL</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>34</td>
<td>COME A LITTLE BIT CLOSER</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
<tr>
<td>35</td>
<td>IT'S ALL OVER</td>
<td>BILLIE HOLIDAY, CAPITOL</td>
</tr>
</tbody>
</table>

**Billboard Hot 100 for Week Ending September 19**

**MOTOWN RECORD CORP.**

2648 West Grand Blvd., Detroit, Mich.
BREAKOUT ALBUMS

**NATIONAL BREAKOUTS**

**KINGSMEN, VOL. 2**
Word LP 639 (SR) LP 639 S (3)

**GREAT SONGS FROM MY FAIR LADY AND OTHER BROADWAY HITS**
Andy Williams, Columbia CL 7205 (M) CS 9015 (3)

**THE SEX LIFE OF THE PRIMATE (And Other Bits of Gossip)**
Reeve Coast, Verve V '15 043 (4) 96-15043 (4)

**NEW ACTION LP'S**

Their new albums, not yet on Billboard's Top LP's Chart, have been reported going from zero to heroes in major markets.

**DELICIOUS TOGETHER . . .**

Mercury MG 5031 (M) S 5031 (5)

**INVISIBLE TEARS . . .**

Asil K c119 (AI) GS 1116 (8)

**GREAT THEMES FROM HIT FILMS . . .**

RCA Victor LM 3207 (M) LT 7357 (5)

**ZULU . . .**

Soundtrack, United Artists UA 4116 (AI) UA 5116 (5)

**LITTLE OLD LADY FROM PASADENA . . .**

Jon & Dean, Liberty LP 3377 (M) LT 7377 (5)

SPECIAL MERIT PICKS

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(Continued on page 26)

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is heard by Bill board's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, while other LP's are rated under their respective categories.
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THE TOKENS
B.T. PUPPY 502

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THE RAINDROPS
JUBILEE 5487

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231. Night In Hollywood (George Carlin) $4.00
236. Sister Niles (Gene & Freddie) $4.00
241. Allen V. modeling (Allen Bloom) $4.00
246. The Grooves Of A Woman (Gene & Freddie) $4.00
251. Key Of Party (Fred, etc.) $4.00
256. Last Of The Party Gang (RayKelley) $4.00
261. The Best (Fred) $4.00
266. A Groove In A Nobody (Cowboy) $4.00
271. Redd Foo (Fred) $4.00
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341. Last Of The Party Gang (Ray Kelly) Vol. 6 $1.50
346. A Groove In A Nobody (Cowboy) $1.50
351. Key Of Party (Fred, etc.) Vol. 7 $1.50
356. Best Of Fred $1.50
361. Best Of Fred $1.50
366. The Grooves Of A Woman (Gene & Freddie) $1.50
371. Allen V. modeling (Allen Bloom) $1.50
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441. Key Of Party (Fred, etc.) Vol. 7 $1.50
446. Best Of Fred $1.50
451. Best Of Fred $1.50
456. The Grooves Of A Woman (Gene & Freddie) $1.50
461. Allen V. modeling (Allen Bloom) $1.50
466. Sister Niles (Gene & Freddie) $1.50
471. The Best (Fred) $1.50
476. A Groove In A Nobody (Cowboy) $1.50

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**NEWS OF THE WORLD**

**HOLLYWOOD**

The Important III, who appear on Wurlitzer Records, have decided to donate all royalties from their single "Hey Mr. Lawyer" to the wives and pensions of the three slain Mississippi civil rights workers.

Ben Oakland and Eddie Maxwell, who wrote Nelson Eddy's original act, have been pegged by the star to create new material for his Australian tour commencing Sept. 9 for five weeks at the Chequers Theater. Writing also are preparing new material for Tony Martin which will be broken in during his Labor Day stint at the Concord Hotel in New York.

Youngsters Al Rosenberg and Bert Knoweld are developing Alon Productions for disks and Big Bert Music. Signed to the publishing firm is Bobby Dunn, to the production firm are the Original Empollos and Don Gardner, who have recorded "Fired" and "My Love Is Growing" respectively.

Mickey Goldsmith has scored the exclusive writing talents of Lee Hawthorne for his Atlantic Music Corporation. Hawthorne is both an artist and disk producer to boot.

TV producer Barry Show is developing an hour-long series "Sounds of Tomorrow" with Artie Shaw as host and featuring guests conducting a specially prepared jazz symphony orchestra. Air of the show is to upgrade popular music on TV.

Lee Mindling adds new duties as talent vice-president for Subscription TV to his busy schedule at Mahalia Jackson's manager.

**RIO DE JANEIRO**

Alberto Fittiglioni, president of Philips Records, flew to Europe for a 24-hour visit,... went to a cocktail party at Museum of Fine Arts.

CBS Records released the LP "Kerraton" (featuring recorded by pianists Radames Gnani and multimillionaire Jacob Bittenen after Starlet Edith Elma was chosen as the star on the Jack Paar Show Dec. 3. Elma's guest on New York Sept. 22.... Corsa nova singer who has extended her contract with Elenco Records, has two years with Philip, Miniclops Records signed composer Aelmos for its label section. "Miss 18 Aan," with Rita Pavone is still the best selling LP in town. RCA just released the sound track of the forthcoming Peter Seller film "Pink Panther," with Henry Mancini and his orch. Popular LP's are costing 3,000 cruzeiros since Sept. 1.... Young singer Luis Henriette flew to New York for a three-month stay. ... Dalila-the most serious female candidate to the New Star throne of 1966-is selecting material for her second Polydor LP. French young singer Francese Hardy is the present international attraction at TV Rio (Channel 13).

**SYDNEY**

Associated Music Pty. Ltd., RCA's music publishing company, has issued their first number, "When the Wind Whispers," which has been recorded on the RCA label by the Chordad, a local instrumental and vocal group. ... The Beatles' film "A Hard Day's Night" is doing tremendous business throughout Australia. Warner Bros. Pictures have announced that the movie "My Fair Lady" will open in Australia Dec. 9 and A.R.C. are producing that the album will be their best seller for the festive season. Since releasing Presley's soundtrack album from "Kissin' Cousins" they followed up with the single of "Kissin' Cousin" c/w "It Hurts Me".

Decca is releasing an EP by Marni and has an orchestra featuring the "Churchill March" from the Columbia film "The Finest Hours" based on the career of Sir Winston Churchill. Also included on the EP are themes from "Carnabeggers," "Chequers" and "Lawrence of Arabia." Albums listed for EMI for pre-release are Al Martino's "I Love You More and More Every Day" and the new Liberty release "Dead Man's Curve" by Jan and Dean. In the singles field, EMI has around the Termaine version of "Exodus" released live at the South Pier Theater, Blackpool, on Decca and Brian Poole's "Twenty Steps to Love." Both disks are rated high on English charts and success is expected here.

Harry Miller, head of Pan Pacific Productions announced before leaving for America that his next important show to tour Australia and New Zealand will be titled "Straight 64," starting the Searchers, Peter and Gordon, Edna Kane, Del Shannon and New Zealand songstress Diana Lee. Show will open in New Zealand Sept. 20 before coming to Australia. Miller appointed Gary Van manager of their Melbourne office which will operate from the Southern Cross Hotel. Miller has acquired the exclusive party bookings for the "My Fair Lady," opening in Melbourne Dec. 10.

Two new local CIS albums are due for release Oct. 1. One is "Songs of the Sunflowers," with Leonard Teale and Andy Sundstrom, a collection of popular music folk tunes. The other is "The History of Jazz" by the Ray Price quartet, one of Australia's most popular jazz groups.

**GEORGE HILDER**

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ROME

Although CGD releases UA disks in Italy, it has given up the Italian rights to "A Hard Day's Night" (for all One on a String, which has almost all of the U.S. Beatles records on the market.... Erno Radussi has announced his U.S. version of the "Canigro" (Singing Tour) in Philadelphia for Oct. 12, with competitions at New York, Cincinatti, Boston, Providence, New Haven, Hartford, Pittsburgh, Union City, Newark and Newark. The tel will be a New York repeat. Co-producers will be Erberto Andri and Mario Minini.

Ennio Morricone has written a new dance, B Galatinus, for the film "The Maritains Have 12 Hands," with choreography by Leo Coleman. Edoardo Vial-Net's song hit, "Abbronzatissino" (Vey Tan), will be filmed with the singer-sister co-starred with Germany's Siegfried Scholl. Italian TV has begun a cycle of eight American popular films of the late 30's which may result in the song hits of yesteryear.

Twenty-five days from Coop- nago, where Giglio Claspetti won the Eurovision Festival this year, appeared at Castroviejo Terme. Two TV sights of pop singer, "Neither a Vain Lude," got off in a minor key when the telecast was postponed because of President Segni's illness. Claudio Valls donated $2,400 he won on TV's "Dream House" to Nippon Columbia for aged performers at San Remo.

Only the dates remain for the Beatles and Cricket or occi- ences in Rome, Milan, Naples, Tiran and Bologna, un-

den management of Leo Watcher of Milan.

The recording artists Marlene Dietrich, Shirley Bassey, Gilbert Becaud and Amianda Rodriguez dominated the Golden Orange Blossom Awards at Taormina's Canteen. Others were Diane Warwick (Scepter), Domenico Modugno (Donini), Tovy Yong (Salvaris) and Carmen Sevilla. Miss Dietrich revealed in Rome that she had returned to singing to buy a new retreat in Austria for her husband, Rudolf Stlev, 70, from whom she has been separated for 30 years. He is suffering from a serious condition. La Scala Opera company will go to Moscow for free productions and Radelhri will re- ceptivate at Milan with live, be- tween Oct. 28 and June 19. A group of American Negro folk singers who have been appearing in Italy will share the spotlight in the TV music series, "Words and Music," which will also feature recording stars Sergio Franchi and Silvia Paoli, RCA; Henry Wright, CGD, and Orlieto Bert, Photogram.

The 60th film soundtrack issued by CMV of Rome was celebrated by Giuseppe (Turke) Clampi with a cocktail party during the recent Rome Film Festival. Music was from "The Red Dress." and Mike St Stokes both the greatest num- ber of individual votes in the nationwide Juke box contest, "Festival," the winning song, "Help!" Longines, "Turke" was sung by Fliade. More than 100,000 votes were in for Mike St Stokes, who is doing the score of "Tell me the Magic Sword," which marks the film debut of the latest Spanish singer, Agnez.

Ten musical series are ready for the fall season on RA-TV. Outstanding victims of the Viareggio Ballroom and Farei In- ternational Contest. Others were Diane Warwick (Scepter), Domenico Modugno (Donini), Tovy Yong (Salvaris) and Carmen Sevilla. Miss Dietrich revealed in Rome that she had returned to singing to buy a new retreat in Austria for her husband, Rudolf Stlev, 70, from whom she has been separated for 30 years. He is suffering from a serious condition. La Scala Opera company will go to Moscow for free productions and Radelhri will re- ceptivate at Milan with live, be- tween Oct. 28 and June 19. A group of American Negro folk singers who have been appearing in Italy will share the spotlight in the TV music series, "Words and Music," which will also feature recording stars Sergio Franchi and Silvia Paoli, RCA; Henry Wright, CGD, and Orlieto Bert, Photogram.

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Cilla Black and Billy J. Kramer, pose for the front of Nippon Columbia's electronic products. He visited the Chicago music show and at- tended Columbia's national con- vention in Las Vegas.... Sue Fisher (Bela) arrived recently on a four-week tour. She will perform in night spots and U.S. military clubs across the country.

FM Tokai Station, which covers on an adjoining province, launched a record mail order business with Nippon Victor. Victor sponsors a one- hour classical record program from 10 p.m. every Wednesday, introducing the latest releases. Listeners can purchase the disks by mail from the station. RCA record production for the first six months is 31,- 945,731 records or $22,000,000 (manufacturers' price). This indicates an increase of 28 per cent in quantity and a gain of 13 per cent in value over the same term last year. Stereo in- cludes in the above figures. Numbers are 11,780,718 records or 35,440,000.

LONDON

Don Andre has arranged for the Animals to tour America for 18 days beginning Sept. 28. The group is likely to return to U.S. at the end of October. Andre visited New York to set up the exchange deal for the Animals and Bill Haley's Comets, who will be on his tour with Brenda Lee touring next month. After his death two Jim Reeves albums returned to the top of the LP charts, with sales of "I Love You Because." Either album both passed the 300,000 mark.

These are particularly heavy moments for Clippie with numerous releases planned from "Cantador" immediately after the London opening and many big band versions being prepared on "The Carpenter's Thieves" (the film opens here on Oct. 21). Another busy publishing house is J. Mrs. Valls, owners of the Beatles' songs from their film and other current hits on Capitol, are being besieged by fans and nurses themselves and new ones from

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NEWS OF THE WORLD

• Continued from page 31 guest star in a show for the German TV Network. Then she will record her Golden-recorded act in Vienna. Afterwards, in Munich, Laney will guest star in the Willy & Thomas Frisch TV spec produced by Gerhard Meiss. ... For the first time a dancing world championship will be staged with records instead of musicians. The festival in Sydney, Australia, will have music provided by German bands on the Polydor label, by Max Gerger from Munich, and Horst Wesen from Hamburg. The series is titled "Strict Tempo Dancing." 

HAGUE

The Dutch singer Marijke van der Lage, invited by the BBC to sing with the Philharmonic Orchestra in the Royal Albert Hall in London, gave the concert Sept. 7. The program was introduced by the BBC. Melert Larner will present the artists at the Grand Gala du Disque Popular in the Concertgebouw, Amsterdam on Oct. 3. The "Zuid-Hollandse Orchestra," conducted by Jan van der Waart, gave concerts in Switzerland from Sept. 9 to 14. The orchestra accompanied the choir, Norman Card, from Amsterdam, Hol-

land. The Swiss choir, Arte Antes, gave concerts in Hol-

land at the same time. Rov-

emo Arredondo, local operator, introduced representatives and shooters on Shirley Bassey's TV shows recently. The 1965 jazz sessions with the Madrid David Quintet at the Concertgebouw, Impre-

sario Paul Arredold th old Billboards that of the week, will be presented at the Con-

certgebouw by the Dave Rein-

beck Quartet and the Ronald Kirk Quartet. Arredondo's band is still in progress on concerts by the Jimmy Smith Trio (probably Nov. 6). The Duke Elling-

ton Orchestra (probably in Febru-

ary). Ella Fitzgerald and the Oscar Peterson Trio (probably March 21) and the Thelonious Monk Quartet. The Greet-

which Robert will perform at the popular Grand Gala du Disque and the act of these girls is expected to become a show-

stopper.

RIO DE JANEIRO

Barbta Jakub and her dad will be the Hit Parade guest stars this week at a "Jack Paar Show." Both artists have been in Manhattan since last week. Fominos Monroe-group player Edis who finished his first LP for Philips. Arrangements were made by Alexander Glazow. Robert Carlos had his contract with CBS extended for four years. Singer Bide Regnana and the Ecstasy brothers are at the Israel. The last week of the Act, the Grelta Belgian "Popio" and "Shuma" (at the Samba Samba), with veterans Ariny de Andrade and dulciull Silveira. Ciro Musquestino. Well-known composer Renato Carneiro was the "Diz Que Foi For Ai." Tell Thiers in the series, "Konkordia," which will visit the premiere of the review. Popular LP's are costing 5,000 escudos (more) and 5,500 (lessening) during this week. Aline Ferraz de Oliveira released a new Elenco LP this week. "Um Bohor de Bosso," with singer-alto Lennie Lenni. The disk was recorded live at the Zom Club. Very... Veteran conductor Jose Vasconcelos debuts in a conductor in his forthcoming Odeon LP. "A Musi-

ca de Jose Vasconcelos" (Jose Vasconcelos' two concert pro-

ducer Carlos Machado is looking for a new singer for his new show "Rico de Jazz." He will select Rico's fourth concert. The revue is scheduled to open in late November at the Golden Room of the Copacabana. SYLVIO CARDOSO

BUENOS AIRES

IKA Victor presented Ruberto Monte, the young idol with a gold record for the sale of several million copies, the hits "Changalú Canita" and "Mi
terra". He goes to Mexico in October. The Argentinian Cari-

can Brothers have returned to record their new "Los Carpinios" for CBS and Music Hall. The records will be seen on television. Channel 13 was offered a tape of Ed Maloney at the sock that popularized. CBS is releasing the second album of the latest Maloney, "Rodeo Western Star."
AUSTRALIA

(Country/State/Local Outlet)

Last Week

This Week

1. "IT'S ONLY MAKE BELIEVE" - Bobbie Gentry (Parlophone)
2. "A HARD DAYS NIGHT" - The Beatles (Parlophone)
3. "JUST A Little LOVE - The Shadows (Parlophone)
4. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)
5. "MY TEARS ARE BIGGER THAN YOUR HANDBALL - The Beatles (Parlophone)
6. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
7. "A HARD DAYS NIGHT" - The Beatles (Parlophone)
8. "JUST A Little LOVE - The Shadows (Parlophone)
10. "MY TEARS ARE BIGGER THAN YOUR HANDBALL - The Beatles (Parlophone)

GERMANY

(Country/State/Local Outlet)

Last Week

This Week

1. "A HARD DAYS NIGHT - The Beatles (Parlophone)
2. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
3. "A HARD DAYS NIGHT - The Beatles (Parlophone)
4. "JUST A Little LOVE - The Shadows (Parlophone)
5. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)
6. "MY TEARS ARE BIGGER THAN YOUR HANDBALL - The Beatles (Parlophone)
7. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
8. "A HARD DAYS NIGHT - The Beatles (Parlophone)
9. "JUST A Little LOVE - The Shadows (Parlophone)
10. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)

ITALY

(Country/State/Local Outlet)

Last Week

This Week

1. "A HARD DAYS NIGHT - The Beatles (Parlophone)
2. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
3. "A HARD DAYS NIGHT - The Beatles (Parlophone)
4. "JUST A Little LOVE - The Shadows (Parlophone)
5. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)
6. "MY TEARS ARE BIGGER THAN YOUR HANDBALL - The Beatles (Parlophone)
7. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
8. "A HARD DAYS NIGHT - The Beatles (Parlophone)
9. "JUST A Little LOVE - The Shadows (Parlophone)
10. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)

JAPAN

(Country/State/Local Outlet)

Last Week

This Week

1. "A HARD DAYS NIGHT - The Beatles (Parlophone)
2. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
3. "A HARD DAYS NIGHT - The Beatles (Parlophone)
4. "JUST A Little LOVE - The Shadows (Parlophone)
5. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)
6. "MY TEARS ARE BIGGER THAN YOUR HANDBALL - The Beatles (Parlophone)
7. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
8. "A HARD DAYS NIGHT - The Beatles (Parlophone)
9. "JUST A Little LOVE - The Shadows (Parlophone)
10. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)

NORWAY

(Country/State/Local Outlet)

Last Week

This Week

1. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
2. "A HARD DAYS NIGHT - The Beatles (Parlophone)
3. "JUST A Little LOVE - The Shadows (Parlophone)
4. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)
5. "MY TEARS ARE BIGGER THAN YOUR HANDBALL - The Beatles (Parlophone)

SWITZERLAND

(Country/State/Local Outlet)

Last Week

This Week

1. "IT'S ONLY MAKE BELIEVE - Bobbie Gentry (Parlophone)
2. "A HARD DAYS NIGHT - The Beatles (Parlophone)
3. "JUST A Little LOVE - The Shadows (Parlophone)
4. "WHERE HAVE ALL THE BOYS GONE? - The Beatles (Parlophone)
5. "MY TEARS ARE BIGGER THAN YOUR HANDBALL - The Beatles (Parlophone)
MURRAY WILSON PRESENTS
ANOTHER EXCITING VOCAL GROUP
WITH TWO GREAT SIDES
CAR PARTY/OUTTA GAS

MUSIC, LYRICS, PERSONAL MANAGEMENT — MURRAY WILSON. PUBLISHED BY SEA OF TUNES PUBLISHING CO.
CMA Adds to Membership

CINCINNATI — Word from Mrs. Jo Walker, executive secre-
tary of the Country Music As-
sociation, with headquarters in Nashville, revealed that 31 new
members were taken into
the organization in recent weeks.
New members are: George
Hughes and Ben Kerr, Toronto;
Ted Jennings and Leon Collins,
Hendersonville, Tenn.; Texas
Kitty Priss, Adelgem, Belgium;
Roselyn Hunter, Nashville; Kay
Marsh, Pensacola, Fla.; James
Flemish, Milton, Pa.; Tex
Clark, Newbury, Ohio; Don
Cerco, Whitehouse, N. Y.; Buddy
Lee Cooper, Chattanooga; Don
Edwards, Affton, Mo.; Rich-
ard H. Hill, Elizira, Ohio; John
Larr, Kenro Valley, Ky.; Mary
Myers, Kansas City, Garden
City, Mich.; Alice Manfield and
Hal Thomas, Bilings, Mont.; Artie
Payner, Albuquerque, N. M.;
Tex Hughes, Lindsey, Ont.; Ernie
Cook, Shelbyville, Tenn.;
G. I. Harrison and Gert
S. Clair, Memphis; John Mater Hr.
Dettorent, J. E. Newberry,
Arcadia, Fla.; Cecil A. Nord
and Billy Walker, Madison, Tenn.;
John Pearson, Plymouth, Eng-
lund; Lucky Taylor, Philadelphia;
Henry E. Veld, Rahway, N. J.,
and King Edward Smith IV.
From this group, Don Thompson,
of Park Hill, Okla., is a new
lifetime member.

New organizational members
are Texas Music Corporation
and Inezos Valley Music, Inc.,
both headed by Frank Thompson.
The following organizational
members have renewed: Capital
Records, WWVA Radio, KKAK
Radio, KAMX, KFTH, ABC
Paramount Records, Stanley
Records, Toots' Records, Stu
Company and United Artists
Records, WSM Radio and Hill
and Ranger, indicating their
memberships on a monthly
basis.

THE WILLIS BROTHERS

Another great hit
from the great stars of
GRAND OLE OPRY

GIVE ME 40 ACRES TO TURN THIS AROUND
b/w GOING TO BUY ME A PIKE BOX
Standey Record 681
NUMBER 7 WOON ATLANTA
10 WEXL DETROIT
1 WSEN SYRACUSE, N. Y.
2 KCKN KANSAS CITY, KANSAS
3 WTVZ CLEVELAND, OHIO [Leon]
11 WKMT FLINT, MICHIGAN
8 WUTF MOBILE, ALABAMA
2 KAYO SEATTLE, WASHINGTON
10 KCUL FORT WORTH, TEXAS
THE WILLIS BROTHERS ARE BOOKED AT THE
DENY-ASSOLER TALENT AGENCY, 816 15TH
AVENUE SOUTH, NASHVILLE, TENNESSEE.

COMING NOV. 7...

The second annual edition of the most treasured and successful
supplement edition ever published by Billboard

The "Award Winning"

WORLD OF COUNTRY
MUSIC

Winner of a Jesse H. Neal
Editorial Achievement Award for 1963

ADVERTISING DEADLINE: SEPTEMBER 28
COUNTRY MUSIC CORNER

By BILL SACHS

George Kent was in Nashville last week to do a session for Rice Records and then departed for a series of dates in New Mexico, Colorado, Texas and Oklahoma, playing under the name Jimmy Key, of Key Talent, Nashville. He opens in Corpus Christi, Tex., this week.

Betty and Ernest Ashworth are celebrating the arrival of a new son, Paul Wesley, born Aug. 27. Some 7,000 paid turned out to catch Tampally and the Glenn Brothers at Minns Park, Tacoma, Wash., Labor Day (7), their second appearance here in a month. The boys show their wares in Chatanooga, Sept. 25, and Nashville, Ky., Sept. 29.

Jack Tyler, c.w. promoter who hails from North Adams, Mass., appeared in concert with Wilma Lee and the Cabin Mountain Clan and the Pete Williams show, of WJNO-TV, Schenectady, N.Y., in the Bubble Room of the Copperpot Restaurant, Pinetown, Mass., Sept. 5. Tyler recently concluded a stand at a Chester, Mass., theater, where he appeared each Saturday night over a two-month period.

The Andy Doll band out of Ottumwa, Ia., is recorded for New Vinnin, Ia., Sept. 27; Gravel, Wis., Dec. 5; Des Moines, Ia., Oct. 6; Marion, Ia., Oct. 12; Waterloo, Ia., Oct. 15; and Janesville, Ia., Oct. 18. Waukesha, Wis., Oct. 9; Wisconsin, Ia., Oct. 14; and Marion, Ia., Oct. 15; Waterloo, Ia.; Janesville, Ia.; and Guttenberg, Ia., Oct. 18. The Doll aggregation is heard daily over KORL, Ottumwa.

Ralph H. Compton, associated with country music for more than seven years as a musician, singer and songwriter, recently inaugurated a weekly column on country music in The Birmingham News (Ala.). Independent. In addition to country music news and notes on artists, Compton is reviewing c.d. and gospel records. He asks the cooperation of writers and disciples to keep his column alive and interesting.

Veteran country music entertainer Old Joe Clark, the "Grand Old Man of the Mountains," appeared recently at the Illinois State Fair, Springfield, with the Marty Roberts show, staged several times daily in the fair's Farm-a-Rama Building, and is currently finishing out a string of fair dates in Indiana, Ohio, Illinois and Michigan. Clark, a regular Saturday night feature with Jack Lake's "Refuge Valley Barn Dance" at Refugia Valley (Mount Sterling) Ky., recently finished work on a new 16-week picture, "Country Music on Broadway," produced by Marrel Pictures. Flicker is slated for early release.

Beck Owens and His Buccaneers are due back at their home base in Bakersfield, Calif., this week, after a six-week trek through Illinois, Missouri, Indiana, Ohio and is on the Jimmie Dean TV-Show in New York.... Charlie Monroe and Bill Naylor, still getting a fair share of air plays with their "Georgia Bound" and "Lonesome Truck Driver," have a new single release on King, "Chinn Gair," b/w, "My Dear One." The boys also have a new gospel album due out on the same label entitled the "Grand Ole Opry Hymnal," featuring some of the older country-gospel tunes as well as several new gospel items from their own pen.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Check Rogers, long-time pro in the country music ranks, has joined Station WFPR, Midlothian, Dayton, Ohio, as head man at the country music turntable. Rogers, who has been at WFPR for two shows daily, 5:15 a.m. to 6:15 a.m. and 7:15 p.m. to 8:30 p.m. is also a singing, an accomplished musician, having penned such hits as "Cradle Love" and "Down There" recorded by Roy Acuff; "You Can't Dance My Heart," waded by Johnny Jack, and "Seasells Line," édité by Ray Price. His latest record is "Everybody Loves Me" b/w, "Would You Stop Attaching Me." Danny Harrison has just had two more of his songs recorded by Jack Starr on Poppy Daisy's "290-H." The tunes are "Postman of a Foot" and "Ann and I." Don Hughes, who may have been missed in the original mailing may possibly soon have copies by writing on their station letterhead to Jeanne Harmon at Box 79, W.Va.

P. M. Carter, of Karo Records, 1300 Gill Street, Olean, N.Y., writes "Bill planned in my efforts to secure fresh material. As more of the sleepers come in contact with new artists and material, I would appreciate audition on demo tapes from any and all. Concerned who would like to get on our permanent mailing list for promotion records may do so by writing in as their station letterhead." Studding Mason is still holding forth at KTOU, Las Vegas, where he's string country players from coast to coast while also serving as sales manager. KTOU is full-time country and Smiley says he can use all the country records he can lay his hands on. Matt Patti, of Rayoble Records, 1912 Western Road, Cleveland, Ohio, has invited country jockeys to write "Western Songs of the old West," signed by "Billy Tarry," by Joey Bicko, and "Square Dance in the Here," by the Ray-Kay-Disk Sisters, for a special session at Country Nash Studios, Nashville.

Jimmy James has a morning show every day plus a five country show, featuring local talent, every Monday, 7:30 to 9 p.m., over WCEM, Mount Pleasant, Mich. "Tex Bitter, George Hamilton IV and Lonnie Paul Wilson and his band made an appearance recently during our Isabelle County Fair," wrote Jimmy, "and the show was a tremendous success. I had a taped interview with Tex and Loonie, which I used for the promotion of country music. Tex and Loonie and the rest of the crew were great guys, doing anything I asked to make the show a success. On Monday night (21), we're putting on a two-hour country show here for the benefit of the State Training Home, and we do another around Thursday night. A lot of credit should be given to my employers, Paul A. Remacle, and his son Roger, and Eugene Umlor, general manager, for their interest in the fair and community affairs."

Jimmie Carter, formerly a.c.w. personality, now with Starday Records, feels it is more than time that artists and diskers send promotional c.d.'s to his attention so that he can fill his coming new album, his first new stand, Station KWWC, 5,000 watters at Poplar Bluff, Mo., can be filled.

September 26, 1964, BILLBOARD
THIS WEEK'S TOP COUNTRY TALENT FEATURE

on
"THE JIMMY DEAN SHOW"

BUCK OWENS

singing his recording hits:
Love's Gonna Live Here
I Don't Care
Alone With You
Act Naturally

with
Molly Bee
Comedian Charlie Callas
and Jim's Hound Dog Buddy "Rowlf"

"THE JIMMY DEAN SHOW"
ABC-TV NETWORK
Thursday, September 24th
10:00-11:00 P.M. EDT
NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and broadcasting in programming.

PACIFIC JAZZ

JAZZ GIGANDESE—Strumming: Disc No. 80, 76 83

REGAL

LIGHTWIGHT: liner—Truth, M.A. 1065
DORO PAPOLA Turkish: J 1630
AAL AKRAMN: the Classic of India, 1070

PEOPLE

AVAR ARTISTS—The Best From the World Vol. 1, P 4 1827

RCA VICTOR

JACQUE ROYCE—Galley; L 9 2746
HEPPLE FLATTOPS: CONCERTOS; L 9 2770

RICHARD

BACH-Luten No. 9 & 10 for Bar. Stradlitz: C 4 3305
RIETZ: Variations, P 5 4306
HAYDN: Symphonies Nos. 1 and 2, Componier der Muster, F 17 1856
GIBBS: A ROLFE by Bux.: P 10 1952
LEONCARDEL—Fiddlers, Mario Del Mar & Variedad, C 3 2235
MAGNER: Symphony No. 4, H. M. Motley, Componier der Muster, F 17 1856
VEERHART—Symphonies Nos. 2 3 10, Motley, London Symphony Orch., L 9 1828

VIENNA PHILHARMONIC: New Year Concert Vol. 2, P 9 1828

JIMMY SAYERS

THE A & M CY 903
THE ADVENTURES OF BLACK BEAST, M 20
ARTHUR DEAN AND THE SUNDAY DREAMS, M 27
THE BEAUTY AND THE BEAST, M 29

WESTMINSTER

HANDEL: Roland, Vienna Radio Orch. (Viennam), P 1860, WW 3289
MENDELSSOHN: Elijah, Life & Letters, L 9 2247
DEUTER: Vienna State Opera, Free., (Viennam), P 1908
BACH—WORLD-PEACOCK 1043
MUSIQUE DE CHAMBRE À L'OEIL No. 2, M 27, Vienna Radio Orch., Free., (Viennam), P 1908

MOSER—Piano Concerto No. 72, M 29, Vienna Radio Orch., Free., (Viennam), P 1908

BACH: Christmas Or., M 34 of 42 Vienna Radio Orch., Free., (Viennam), P 1908

SCHUBERT: Symphony No. 6, Vienna Radio Orch., Free., (Viennam), P 1908

HAYDN: THE INN: THE BEAUTY AND THE BEAST, M 29

SCHUMANN: Symphonic Rhapsody, Vienna Radio Orch., Free., (Viennam), P 1908

VAUGHAN WILLIAMS: THE SCHOOLSMAH, M 28 Vienna Symphony Orch., Free., (Viennam), P 1908

WEINBERG

JENNY BARNES—Suede Folk Gallery, M 2018
HELLO: Four—Song from the Sound, M 2018

WORLD PACIFIC

BIG UNK/NAH/CHARLIE CIRCUS—Finn, Disc & dir., P 55

TONY ORLANDO

"TO WAIT FOR LOVE" 5-9715

"ZIP-A-DEE-DOO-DAH" 5-9713

Buddy Greco

KACEY BEAT'S "Today's Top Ten" JOE HINTON'S "FUNNY" "My Friend"

"THAT'S ENOUGH" THE CHARDONET SINGERS CPA 3011
"THE WORD" THE GOSPEL CHOIR OF THE PEACOCK 2407
"MY LIFE" THE GOLDEN ECHOES CPA 1013

Duke and Peacock Records, Inc. 2100 TRACTION STREET HOUSTON 26, TEXAS ON 2-8711

The Tear's First Singer RICKY DINO'S "YOU'LL ALWAYS BE THE ONE I LOVE" Fox 559

Jay & The Americans COME A LITTLE BIT CLOSER UA 729

On The One To Watch

Sell National!!!

"YOU SEND ME" SUNNY & THE SUNLINERS Tower Deep 3206

RIORDAN

"THE FUTURE WITH A PROMISE" navy"
Zenith Adds 16-Inch TVs, Phonograph & Clock-Radio

WASHINGTON — In 1963, manufacturer shipments of home entertainment products fell

Commerce Issues Study
On Home Entertainment

Canada Slates First TV-Music Conclave

July TV & Radio Production Up

Phono Sales Slip In July, EIA Reports

Olympic Names 5 Salesmen

Pfanziehl Bows Showcase

NEEDLE BOX

Waukegan, III. — Pfanziehl needles are now available to dealers in a new self-service counter display unit made of smoked hardboard, with two storage drawers and a hinged cover with transparent glass top for display of the needles. The front is a plastic needle index to assist the customer in the selection of the correct replacement needle. Pfanziehl offers a full selection of diamond and needle points.

September 26, 1964, BILLBOARD
EQUIPMENT NEWSLETTER

Whether the Component Market?

By DAVID LACHENBRUCH

What is the future of so-called "audiophile" high fidelity?

The past couple of years have seen several commentaries leave the component market, others emerge. Some of those oper-
ating now are believed to be deeply in the red. Is this seg-
ment of the industry due for a massive shakeout?

It's difficult to put your finger on the true conditions in the audiophile sound industry. There are a great many reliable figures both in and out. Most of the companies in the field are either privately held or are small subsidiaries of larger corporations, so little financial information is available.

However, there is one set of figures which gives a general index to trends in that industry—a very general one, but nevertheless a revealing one. It's the annual Census Bureau compilation in the "Current Industrial Reports" series, entitled "Home-Type Radio Receivers and Television Sets; Audio-Visual Phonographs and Record Player Attachments."

Imperfect as it is, this compendium does in general give the total percentage which sales of audiophile components dropped last year, in both units and dollar volume. While average prices rise, the report covers only domestically manufactured units, and some of its definitions are rather sketchy. It doesn't include all the component mar-
ket at all. It's based on a census of "all known manufacturers" doing $100,000 or more in sales in any given year.

Comparing the Census Bureau report for 1963, which has just been issued, with those of the two preceding years, we see these trends in the so-called component market:

Audio amplifiers and pre-amplifiers, Factory shipping, dollar value, and unit volume in 1963 dropped from 207,000 in 1962—a drop of 4 per cent. The 1963 total, however, was better than the 1961 figure of 152,000. The average factory price before excise tax of an amplifier or pre-amp, as indicated by the census, declined slightly—higher—from $710 in 1962 to $722 in 1962 and $725 in 1963.

TUNERS AND TUNER-AMPLIFIER COM-
BINES. After a sharp rise in 1962, pre-
sumably due to the growth of FM stereo—units took a plunge last year. In 1961, it's indi-


cated that 190,000 were sold, rising steeply to 243,000 in 1962, and dropping to 59 per cent to 128,000 in 1963. However, during the three-

year period, the average price of tuners and turn-units nearly doubled—from $36 in 1961 to $89 in 1962 and $118 in 1963.

TUNABLES AND CHANGERS. The Cen-

sus Bureau's tabulations in this category are less meaningful, since the number of changers and tunables sold in this country probably are in-

erted. They reflect the increase in demand of Great Britain and other manufacturers from the manufacturing side. The figures range from 15,000 in 1962, and doubled in 1963.

Nevertheless, they show a sharp drop in factory sales of turnables and changers. Those sold "without case" for home installation dipped from $167,000 in 1961 and $123,000 in 1963, and $138,000 in 1963. If you include record-player "complete with case" (but without built-in loud systems), there has been a sharp decline—from $240,000 to 380,000 to $166,000 during the three years.

The Census Department figures indicate a slight decline in unit sales of packaged phonograph-

graphs (including radio-phonograph combinations, but no TV combinations)—down from about 4.5 million units in 1962 to 4.4 million in 1963—but a substantial increase in dollar volume. The census figures seem to indicate that in 1963, compo-

nents (case and, in relation to packaged phono-

grams) could be a casualty of a temporary phenomenon. But one wonders whether the steady improve-

ments in packaged phonographs, together with the tremendous efficiencies and advertising power of the mass producers, is not an example of the trend of smaller component manufacturers. Or, whether, as some component manufacturers claim, they are producing so good that there's no replacement market.

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-

long study using personal interviews with a representative national cross-section of the general public. Figures are based on only those who own phonographs, radios and tape recorders. A different price group is published in the space each month. Figure comparisons are made only every 2 or 4 weeks.

The percentage figures shown for each brand is the share of the total number of weighted points derived from all dealer responses. Point tabulations are based upon a single blank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $151 and $200

The Village Stompers

"OH! MARIE"

5-3718

NEW EPIC SINGLES
HEADED FOR HITDOM!

CHICAGO—Two new clock radios recently arrived at the Chicago office with the current decorator trend. The so-called "musical" appliances, or furniture radios, have been introduced by Mag-

nacox Co.

The American Colonial ($79.95), an AM/FM model, fea-

tures a maple case that resembles a Chinese chest. It may be hung on a wall or placed on a table. Features include FM automatic frequency control, push-button tuning, side-write dial, six-inch oval speaker and num-

ber switch.

The so-called Caroussel ($90.95) is encased in streamline-

wax, styled for modern settings. A six-tube AM radio, it features automatic volume control, a four-inch speaker, planetary tuning and timer switch.

Big Sexy

Yr. Seal on

Transistors

NEW YORK — A five-year warranty for transistors used in the manufacture of black and white television sets and color broadcast transmitters has been put in effect by the manufacturer. It was announced by S. Inagaki, executive vice-president.

The agreement is valid from the date a unit is pur-

chased. The warranty applies to transistors made by Sony for products manufactured by the Sony Corporation of America.

Sony is said to be the first company to offer a five-year warranty for its transistors.

E-V Organ Aims for Home

BUCHANAN, Mich.—Electro-Voice's new electronic organ

price at $955 is aimed at the lower-end market. The model 6215 features a 37-note solo manual with six voices, a 30-

note accompaniment manual with preset voices and balance control, variable vibrato and expres-

sion pedal. The 13-note pedal division has voice and balance control. The organ measures 37 inches wide, 17 inches deep and 31 inches high.

EXIDAC RAIN—Express Sep. 30, 1964

This year's 10 per cent discount on various electronic components, radios, tape recorders, turntables and accessories is offered to those dealers who have a remiss in the midwestern area.

ABC-PARAMOUNT—Express Sep. 10, 1964

A 12% per cent discount on all new and catalog merchandise.

IMPULSE—Express Sep. 30, 1964

A 12% per cent discount on all new and catalog merchandise.

TIGERLINE—Express Sep. 30, 1964

A 12% per cent discount on all new and catalog merchandise.

CNET CRESCENDO—Express date indefinite

GATEWAY—Express date indefinite

FOOLKAYS—Express date indefinite

ARGIOLE RECORDS—Express date indefinite

WWW, W.M. MACHINERY COMPANY

222 E. 57th Street

NEW YORK 21, N.Y.
PHONO DEALER'S TIP

Rentals Are Short Cut to Sales

COLORADO SPRINGS, Colo.—Rental stereo phonographs at $3 per week is a highly effective short cut to sales. At Masstora's huge Malpasson outlet, sales steam up at a tremendous pace.

Masstora's original program started with TV sets. He was able to attract, in a short time, a large number of military personnel stationed in this community of 60,000.

The program was so successful that when Masstora added a separate department for components, records, phonographs and recorders, he decided to extend his rental idea.

Today, Masstora has as many in-stores phonograph sets out on rental at a time. His butting average on sales is a surprising 75 per cent. That is, 75 per cent of his rentals are eventually converted into actual sales.

Each renter receives credits for the first thirty days' payment if he wishes to buy the set. The retailer also receives free a selection of albums and singles. These include classics, Western, and Top 40 picks.

Therefore, the customer can buy records at a "club discount" given by TV Specialties to all its rental customers.

Masstora says it's unusual for a stereo phonograph rental customer to end up buying several hundred dollars' worth of disks for his equipment.

Retail customers sign a contract acknowledging responsibility for the return of the phonograph and guaranteeing it will be handled with care.

In return, TV Specialties sends out a serviceman for a regular monthly maintenance checkup. The serviceman not only keeps track of the machine and services it, but he is able to do a little selling as well.

Masstora has no actual figures on his rentals, but he estimates that stereo sales have tripled since his rental business went into effect.

ESTEY SHOWS RECORDERS

ESTEY ELECTRONICS showed its line of four-track stereo tape recorders to New England dealers and sales representatives at its New Hampshire headquarters last week. Promoting them was the equipment are Stanley Green, Esteey president; Howard and Gerry Arbelher, Arbelher Sales, Boston, Esteey's New England distributor, and Joseph Silver, national sales manager of Esteey's tape recorder division.

July Production

- Continued from page 41

seven-month 1964 total for all-channel sets was 2,161,900, compared to 2,088,928 units in the same period of 1963.

Radio Up

Radio set production for July totaled 1,935,517, compared to 1,905,747 in July of 1963, and the 1964 seven-month total was 9,994,871, compared to 9,575,943 for the same period of 1963. For the total for July, 371,303 were auto sets, compared to 331,816 in July 1963. Auto sets produced for January-July 1964 totaled 4,531,350, compared to 4,066,481 for the same period of 1963.

FM sets produced in July 1964 (excluding auto sets and including other AM-FM combinations) totaled 106,655 units, compared to 120,825 in July 1963. FM sets produced for the first seven months of 1964 totaled 725,992, compared to 761,732 in the same period of 1963.

Fabares and Colpix Part

Hollywood—Shelly Fabares and Colpix Records have come to a parting of the ways. The label has granted her request for a release from its contract, which is now seeking a new affiliation, according to her attorney, Doris Guth.

Her contract for five years was due for renewal in 1966. A featured role on the Donna Reed TV show helped generate excitement for her disks. She has since left the show and is involved into full-length films for Columbia and MGM.

Decca Adds to '65 Phone Line

NEW YORK—Decca has added another model to its 1965 phonograph line, the Model 51 (DF-251), an all transistorized portable unit, fully automatic, four-speed and full stereo high fidelity. (It is equipped with a Garrard changer.) The suggested list price is $159.95.

Decca's new line now consists of 11 portables ranging in list price from $99.95 to $169.95: a Demonstrator, automatic component system, and threeothers. All new models are now in stock.

St. Louis Music Boxes Catalog

K & L Formed

Hollywood—Song-writers Hal Levy, who teaches a course in writing at UCLA and former student Bob Klimes, have formed K & L Enterprises to place material with record labels.

Name Change

CHICAGO—The Chad Mitchell Trio is changing its name of the Mitchell Trio, "the better to represent all three boys as equal partners," according to Frank Fried, their manager.

Phono Sales

- Continued from page 41

models totaled 198,369 in July, compared to 157,906 in June 1963, and seven-month totals were 1,245,899 in 1964, compared to 1,241,608 units in 1963.

Factory sales of consoles totaled 95,524 in July, compared to 106,766 in July 1963, and sales for the first seven months of 1964 totaled 752,243, compared to 809,738 units in the same period of 1963.

Home Entertainment

- Continued from page 41

units valued at $55.9 million in 1963, down from $55.7 million in 1962. The total for the seven-month 1964 period was $57.4 million, compared to $58.4 million in 1963.

Radio-phono combinations with built-in speakers moved up in 1963 to shipments of 1.3 million units valued at $189.3 million from 1962 shipments of 1.2 million units valued at $169.1 million.

Electronic phonograph shipments were down in value in 1963 to approximately $125.7 million in value, with $29.7 million for monaural and $95.9 million for stereo. In units, 3,054,000 were shipped in 1963, compared to 3,054,000 units in 1962, showing a slight gain.

New lines include Rogers drums, Fender guitars and several additions to Magnatone amplifiers.

Blonder-Tongue Bows Fall Promo for Home TV Line

NEWARK, N.J.—Blonder-Tongue Laboratories is kicking off a big advertising and sales promotion effort for its home TV line of amplifiers, UHF converters and antennas.

It features a special four-page advertising insert scheduled through November in technical publications plus point-of-sale promotions, direct mail and advertising mats.

Highlighting the campaign is a new home TV product display setup, enabling stores to focus customer attention on the amplifiers, UHF converters and antennas featured in the advertising and related material.

All products in the center have pilfer-proof mounting.

THE CHRISTMAS SONG FOR 1964

AND EVER AFTER

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New York, N.Y.

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All rights reserved including the right of public performance for profit
ANNUCING a new low rate for SITUATIONS WANTED

HELP WANTED

RECORD DISTRIBUTORS

Strong in Arizona, Ohio and California
Frank Davis sings
ANGEL FACE & DEVIL
b/w
RUBY ANN

Soulful and Up-tempo
Big Band, New Orleans Style

Send for \$25 Worth of Records

400 Lincoln Avenue

Addressee: Roderick W. Cramer

PO BOX 123

Manuscript and EDWARD M. BROWN

New York, N.Y.

HELP WANTED

RECORD DISTRIBUTORS

RUBY ANN

ANNOUNCING a new low rate for SITUATIONS WANTED

MAN FRIDAY

Announce a new low rate for SITUATIONS WANTED

HELP WANTED

RECORD DISTRIBUTORS

Strong in Arizona, Ohio and California
Frank Davis sings
ANGEL FACE & DEVIL
b/w
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400 Lincoln Avenue

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PO BOX 123

Manuscript and EDWARD M. BROWN

New York, N.Y.
BULK VENDING news

St. Louis Operator Switches to All-Novelty Route for Summer

Announcing the first and newest NORTHWESTERN

Now ready for immediate delivery! 1,000 individually wrapped FLEXIBLE DOUBLE BUBBLE TAI GUM, the most popular in bubble gum. Wrappers include scenes from Spurriers and premium redemption. Build leading other products yours available.

Call "HOT" TODAY for further information. No matter what your problem, vending requirements might be - he can help you.

A complete stock of machines, merchandising gadgets and supplies is always available.

Write for complete list of prices.

H. B. HUTCHINSON, JR.
1924 N. Oskaloosa Rd. N.E.
Atlanta, Ga.
DBL 1-6361

A new and improved instant novelty for summer!

BULK VENDING

16 States Grant Relief on Taxes

CHICAGO — Vending machine sales tax relief in new federal fiscal year or as part of 16 States, according to a recent survey by the National Automatic Merchandising Association.

The 10-page study, released exclusively to NAMA members, lists 13 States which impose no sales or use tax on vending machine.

The analysis, conducted by the association's legislative staff, names several States which do not tax sales under a specific amount. Texas, for example, imposes no tax on sales printed under $24 cents.

BROADCASTER OFFERS AIDS TO SOLVE COIN SHORTAGE

NEW YORK — In the current issue of a newsletter, "On Merchandise," Robert F. Hurleight, president of the Mutual Broadcasters' System, urges broadcasters to program public service announcements to help solve the coin shortage. To date, coin operations will benefit.

The monthly newsletter points out that coins are a safe investment and that there are over 8,000,000 collectors gobbling up the little round dimes faster than we can mint them.

President Johnson has signed a bill which will set a new precedent for the U. S. mint. To assist coin collectors from acquiring supplies of new coins as soon as they are minted for use in 1965, the 1964 date will continue to appear on coins minted until 1965. This is expected, will permit Treasury Department to hold up a simply of coins that will go to public usage, not out of circulation into the hands of coin collectors.

If the situation improves during the Treasury Department may begin coming out the new date. The decision is up to the Secretary of the Treasury. Meanwhile, if radio stations follow Hurleight's suggestion and seek the public's co-operation in keeping coins in circulation, their announcements will help operators among others, and perhaps save them a mail dash to a location to "cash up" a piece of equipment to meet the location's urgent need for change.

BULK BANTER

Pacific Patter

Harry and Mae Burke are completing another trip to their home State of California. Joe Gomez was up from Mexico City and visited some of the operators. Larry Curti, Los Angeles operator, is passing out co-conspirators from keeping coins in circulation, their announcements will help operators among others, and perhaps save them a mail dash to a location to "cash up" a piece of equipment to meet the location's urgent need for change.

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OPERATIVE PROFILE

Willingness to Experiment and Diversity Builds KC Operation

KANSAS CITY, Mo.—Contrary to willingness to experiment and diversity it has built up in a 2.5-hour territory around its new vending op- eration for Bernard K. Bitterman, Ritterman & Son, Kansas City. Like many top-drawer operators, Bitterman prefers one type of bulk vending by accident. He was a lugging machine in 1931, when his brother-in-law bought a few peanut machines, and sensa- tionally tried to operate them in Kansas City.

Faced with income problems in the middle of the depression, Bitterman decided to try bulk vending, and took over the 100 original peanut machines. Since then, beginning with wall-type venders, he has steadily ex- panded his entire type of bulk vending, and now has 2,500 machines in operation, with a payroll of six.

Good Old Days

"Those were the days," he said. "Peanuts were 6 cents a pound, picked up at a Kansas City retail plant, and bulk gun and jellybean prices were about the same. There was a much better profit spread in the depression, oddly enough, then there has ever been since.

In the first few years, after adding bulk candy gun to his routes, Bitterman went to 1,500 machines, hiring his first em- ployee in 1939. In 1935 he took on two young salesmen to do leading bulk vending lines, which he has continued successfully since.

Over the years, operating from a quiet Kansas City suburb, close to major highways which led to his territory of six Mid- west cities, Bitterman has vended just about every item which has come into the scope of bulk machines.

Through the late 1940s, his son Allan grew up with a daily job at Bitterman headquarters, and also eventually grown to take over the entire opera- tion when his brother-in-law retired. Bitter- man has no intention of doing so, even though not long ago he suffered a coronary heart

B. K. BITTERMAN

attack, which resulted in slowing down a bit.

Best Year

Bitterman pointed out that 1960 was the best year for bulk vending everywhere, the first introduction of capsules, which produced fantastically good sales results, and which have been going strong ever since. He points out that trolls have just about the same sort of appeal, and have been a big help in maintaining a steady stream of business.

Gradually expanding to nickel, dime and quarter machines for merchandising vending, the Kansas City operator created a sec- ond organization a few years back, Bitterman & Button, in 1947, with Harper Button as president, and himself as vice-president. Large-scale vending operations are carried out through this firm.

Toward the end of the war, Bitterman foresaw that many military bases created during the national emergency would continue to operate, and was one of the first bulk vendors in the nation to sign up for military installations for every type of bulk-vending equipment. Now he has Air Force, Army and Navy installations all over his six-State territory, representing hundreds of machines, with outstanding good will in every case.

Servicing

Because of the huge size of the territory serviced, many of the routes are two, three, and six days out, using couriers and rural truckers to service remote hamlets and cities.

A man who enjoys traveling, and who spends a lot of his spare time in exploring the country and the United States, Bitterman sold his 93 per cent of the locations involved himself, and left recently route sales at random, in search of added vending possibilities, spot ex- pansion, etc.

Along with traveling, Bitterman's hobby is playing with his five grandchildren, some of whom will be aiding the staff, in the future, as plans go. Today, Allan Bitterman, operating as general supervisor, fol- lows an unusual hobby in the collection of antique automo- biles, and his office walls are decorated with photographs and paintings of leading types of famous marques.

Replacement Items

Highly pleased with sales volume today, Bitterman feels that merchandising vending, greater returns per machine, which have been achieved since 1960 have come from a constant search for good replacement possibilities with experimenting with this type of machine and that.

For example, where many op- erators were disappointed in vending ball-point pens, the Kansas City operator has more than 100 machines in supermarkets, offering ball pens at 5 cents to 10 cents close to where householders write, and his next step is to offer shopping lists, etc., and has circled a solid market for such.

Vending comic books, novelty, and capsule machines, pictures, candy, warmers, trolls, etc., Bitterman believes that it was peanuts that started him out, and enjoys a heavy percentage of Spanish population on his vending lo- cations.

NAMA ESSO Labor Manual

CHICAGO—"Before and Af- ter the Union Drive," the first of a two-volume labor relations manual for vending operating company management, has been published by the National Auto- matic Merchandising Association.

The 56-page booklet was writ- ten by C. H. Benjamin Weir, NAMA's veteran employee-relations consultant.

According to Samuel M. Goran, the association's em- ployee-relations counsel, the committee chairman, the second vol- ume, "How to Negotiate a Union Contract," will soon be printed.

Memphis Cig

Sales Off 5% MEMLPHIS — Cigarette sales dropped $4 worth in Memphis for the first eight months of this year, compared to the same period last year, Sloan O. Craig, collector of licenses and privi- leges, reported yesterday.

The city collected a 1-cent-per- pack tax for 1947 and sales tax collected through Aug. 31 was $596,075 — a decrease of 5% which means that 39,605,810 packs were sold compared to 44,192,272 coll- ected through Aug. 31, 1946, 1,927,760 packs sold.

Price Bows

Goofy Putty

ROSALYN, N. Y.—The Paul A. Price Company this week went into production with Goofy Putty, a 10-cent capsule item.

According to Price, the sub- stance, plastic putty, will pick up the imprint on printed material, may be stretched into inedible shapes, and it also hardens.

Point-of-purchase displays in Day-Glo are furnished with each order.

Announcing the first and newest

NORTHWESTERN

Now ready for immediate deliv- ery. Has 1,000 individually wrapped DIDDLE BUBBLE TAI GUM, the most popular in bubble gum. Wrappers include comic strips and premium redemption. Bulk loading, Other products available.

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Schoenbach For Merchandise

Leaf Brand RAIN-BLO

All Sizes 100 lbs. or more 25c each, tortoise, gum included. COMPLETE SELECTION nuts, peanuts, candy, gums, mints, etc.

PISTACHIO NUTS CASHEW NUTS

CHARMS

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INTERNAL REVENUE MEMBER MACHINE DISTRIBUTORS, Inc.

J. SCHONBACH

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Finance 1-1990

BILLORE, September 26, 1964
Shift in German Juke Box Distribution Pattern Seen

By OMER ANDERSON

COLOGNE — Competition is sharpening in the saturated West German market and trade sources forecast a radical realignment of distribution patterns if the current stagnation continues.

The German market went from zero boxes to about 50,000 in eight years. Since then, the phonograph census has fluctuated from 41,000 to 45,000.

Trade experts acknowledge that the market is saturated, and no appreciable further expansion is in the offing.

Meantime, distribution has been a proliferation of producers and a drop-in sales of some of the German boxes. The four major U. S. producers in Germany have, however, carved out a dominant position in the German market parallelizing that accounted for by U. S. automakers.

Rock-Ola Off

Rock-Ola was first into the German market, and at the very start of the boom. Rock-Olas shipped mechanisms to Germany which were incorporated into machines that were still in force, the mechanisms being the manufacturers' own-bult cabinets.

The resulting machines, which were German-built and sold under the company's label, Automatic Canten was next to penetrate the German market in force through the acquisition of an enterprising German firm, Tonautomaten, of New Ischaberg, the machine maker from the New Ischaberg base, Canten has branched out over Germany with the purchase of distributing companies. One of the most important such companies is Canten's Helmut Rehbock of Hamburg.

Wurlitzer similarly took a direct jump into the German market — and the hard way. Wurlitzer, which deals in manufacturing of a shipping plane in North Germany, and there began production of its biggest specialty line for the European market, the Lyric.

Cantin's parent, Operator's, was a Wurlitzer operation parallel to the other Wurlitzer operation of Canten, which produces an eyebrow box, the $58.50 for the European market and ships its AMI for the carriage trade. However, the AMI is assembled at New Ischaberg.

The Wurlitzer is shipping its U. S. box direct from North Texas to ready it for operation. Seeburg, still not convinced of the profitability of a machine manufacturing or assembly operation, has nevertheless established a distribution subsidiary in Hamburg, Seeburg.

This powerful American competitive thrust into the German market is taken toll of by German rivals, Wegandt, in the early phase of the German boom an important phonograph producer, was an early casualty and no longer produces phonographs. Only two two major manufacturer remain Th. Bergmann & Co. of Hamburg, producer of the Symphon, and N.S.M., Birgins, which produces the Serenade.

BUCCANTERS

Bergmann and N.S.M. are strong in the compact box field, but another competitor with the U. S. firms in the prestige box market. To survive, the German producers are orienting their operations toward the export market, where German phonographs have a high reputation for quality and have a competitive edge in price.

For example, N.S.M. is giving heavy promotion to the fact that it exports 30 per cent of Serenade production. Both Bergmann and N.S.M., significantly, are strongly entrenched in the British market.

However, despite the efforts of German producers to expand exports, domestic trade circles are pessimistic about the outlook at home. There is talk of a reorganization of distribution channels to increase the market's profit rate, with at least one trade authority speculating that many German manufacturers may try eliminating distributors entirely and go direct to the retail trade.

A strong voice in the export phase is National Sales, Inc., operated by Allied Venting Service Inc., and two local operators, Edward L. Paolzias and Leonard Finkelstein, New York.

King held that the question of interpretation of the city ordinance was involved.

He pointed out that, whereas the State Penal Code prohibits devices that may be "readily" converted for gaming, the city ordinance uses the same language, but omits the word "readily.

"Under the interpretation of the ordinance by the corporation counsel and under a literal reading of the exact language used in the ordinance, it is within the power of the city officials to refuse to license virtually any device," King said.

(Continued on page 54)

N. J. Operators To Organize Credit Bureau

NEWARK, N. J. — The Vend- ing Guild of New Jersey, in an effort to halt the rising incidence of fraud on the part of location owners, has set up the National Credit Exchange Inc. The credit bureau went into operation Tuesday (1).

Purpose of the OCEI is to gather information and statistics about locations, to determine which locations live up to their contract obligations and which do not, and to circulate to GVNJ members.

The New Jersey move comes on the heels of the action of the Music Operators of New York in setting up its own information service. The New York action was prompted by the practice of fast-talking outdoor operators, staying in the streets getting away from competing operators, and then dipping the premises.

A board study on this practice appeared in the Sept. (Continued on page 54)

Rudy Leighteb Dies

CLIFFSIDE PARK, N. J.- Rudy Leighteb, veteran music machine operator, died here recently after a brief illness of the Veteran Guild of New Jersey and a long-time member in trade associations.

September 26, 1964, BILLBOARD

Local and State Groups Contribute Major Role in MOA Resurgence

CHICAGO — It's no secret that Music Operators of America is experiencing its greatest resurgence in years. What a lot of people realize is that a good portion of the credit rests with the State and local coin machine associations that have given the national group vigorous support.

With MOA Managing Director Fred Granger appearing recently before a national coin machine association, he told the group he considered "the State and local associations my bosses too."

As Granger told Billboard later, "I mean every word. Running an association is like running a political campaign. You have to appeal to the grass roots support that gives MOA the strength to make things work."

Team Effort

Granger said that the key to MOA's resurgence has been the strong State and local groups that considered their work important.

A look at some of MOA's membership figures shows the extent to which the State and local groups have helped the national group.

Of MOA's 2,000 members, only 300 are automatically enrolled in both the State and local group, and the other 1,700 members pay the dues to the State or local association, and the information in turn sends the dues into MOA headquarters.

The system was adopted by six State associations and MOA is hopeful that more will join in.

Automatic Collection

The groups that automatically collect MOA dues when their members pay their local dues in cash: AMOA of Pennsylvania headed by Joseph L. Lulley; AMOA of New York State operated by John Garrett; the North Carolina Oper-"
The blackglass and playfield are designed to give the player an automatic free game. The "straights" are made by going through a top rollover or by hitting a center swinging target.

The second big feature on Riverboat is centered around three joker cards at the bottom of the playfield. The cards are lighted by hitting either of two joker targets on both sides of the playfield.

Lighting all three jokers with one ball lights the swinging target and the top rollover, both of which in turn give free games if hit.

A pair of targets at the top of the playfield light corresponding rollers. Lighting all four colored rollers also lights the roll-over gate which then gives the player 100 points if hit.

Other Riverboat features include: number munch, slug rejector, Planokine playfield, stainless steel trim and optional twin choices. The game is adjustable for three or five-ball play.

NAMA Contest Deadline Set

CHICAGO — Oct. 8 is the final due date for entries in the Merchandising Sweepstakes Survey sponsored by the National Automatic Merchandising Association.

A $100 first prize will be awarded to the operator submitting the best merchandising idea. The contest will be judged during the NAMA Convention and Trade Show at McCormick Place, Chicago, Oct. 17-20.

According to Billy Martin, 1964 convention program chairman, 50 entries have been received to date, including an idea for a voice recording in a coffee vendor to promote beef stew in a nearby soup machine.

All NAMA operator members are eligible for the contest. Those submitting ideas will receive, as a bonus, a compilation of all the entries.

ROCHESTER, N. Y. — The New York State Coin Machine Association, will make a second try at getting an operator licensing bill enacted into law. The first attempt, made through both houses of the New York State Legislature early this year, but was vetoed by Governor Rockefeller.

Meeting at the Sheraton Hotel here Thursday (17), the Empire State coinmen voted to give it another go.

State Sen. Thomas Laverno (R., Rochester), who introduced the original bill, told the operators that one of the reasons for the measure's veto was the "grandfather clause" provision. This provision would exempt from examination those operators who had been in the business five or more years.

To satisfy New York City politicians, Laverno proposed the second bill exempted 15-year-old machines.

Lou Werner, NYSCoMA counsel, said the proposed change in the State Penal Code would broaden the interpretation of "something of value" with regard to coin games. For example, he explained, the add-a-ball feature would be clearly outlawed.

Also, the new bill would extend criminal liability on illegal games to the operators, distributors and manufacturers and all involved in the delivery, selling and service of the machine. Up till now only the location owner is subject to arrest.

Orchard, all voted, referred to Vic McCarthy, president, and Fred Granger, secretary. Fred Granger, who is expected to announce a strong turnout.

For more information, write to RMSA President Earl Kiehl to pitch local operators on the national conclave.

The meeting is under budget full expense to the Chicago group. A strong turnout of local operators is expected to be on hand for MODA's Oct. 14-16 convention.

NEW LOW HIT
IN VANDALISM

MANCHESTER, N. H. — A new kind of coin-operated machine has fallen victim to a malicious thief in this city, where the more common types of vandalism machines have been hit in recent weeks. The culprit did over $50 damage to a Die-Carpenter Memorial Library in a futile quest of money. In a separate incident, an alleged intruder opened a door on a coin-op machine several times, each time leaving the coin潇洒, but was unable to gain entry.

The Die-Carpenter library management retains the quarters used in payment for phone calls. Damage to machine itself was insured for more than $100.

See your distributor or write BALLY MANUFACTURING COMPANY • 2540 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.
Announcing Billboard's Special
MUSIC OPERATORS OF AMERICA
CONVENTION ISSUE

Dated: SATURDAY, OCTOBER 17
Distributed: MONDAY, OCTOBER 12
Ad Deadline: WEDNESDAY, OCTOBER 7

This fact-packed issue (see editorial highlight below) offers advertisers a once-a-year opportunity to display their products at a time when the FALL BUYING SEASON is just beginning for the nation's operators.

Billboard's M.O.A. Convention is an excellent, low cost message vehicle for MANUFACTURERS and DISTRIBUTORS of phonographs, amusement games, pool tables cigarette and other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as SUPPLIERS of coin machine parts.

EDITORIAL HIGHLIGHTS

Analysis contains:
- Where juke boxes are located, how many in operation.
- How locations are paid.
- Monaural and stereo phone facts.
- Average weekly take per machine before commission.
- Record purchases — where records were bought.
- Diversification Information — Tells how many phone operators operate amusement games, cigarette machines, food and drink machines and kiddie rides.
- Regional Reports on economic conditions of coin machine industry.
- Special programming tips.
- Special taxation article.
- M.O.A. progress report during past year.
- List of M.O.A. exhibitors agenda.
- M.O.A. list of officers.
- General convention news roundup.

Plus all the regular news coverage
The 1964 Billboard M.O.A. Convention Issue will be PACKED with NEWS YOU WON'T WANT TO MISS!

M.O.A. & N.A.M.A. DISTRIBUTION
Free Distribution of this M.O.A. Issue from Billboard's Servicenter where messages are taken, phone service is available, and your many questions are cheerfully answered. All N.A.M.A. guests visiting the M.O.A. Convention will also receive a complimentary copy of this issue.

In addition, copies of the M.O.A. issue and the October 24 Billboard will be distributed from Vend's Servicenter at the N.A.M.A. Convention, McCormick Place, October 17-20.

ADVERTISING HIGHLIGHTS
- Standard Billboard page size.
- Regular Billboard advertising rates apply.
- Offset printed — no plates required.
- Excellent reproduction.
- An opportunity to reach those operators attending the convention, as well as those unable to attend for one reason or another.
- Special free distribution of this important issue from Billboard's Servicenter — located at a high traffic location during the entire convention — Sherman House, Chicago . . . October 14-16.

START PLANNING NOW!!!
Have your advertising sales message ready to appear in the pre-convention issue (October 10), convention issue (October 17), and post-convention (October 24) issue of Billboard.

REMEMBER . . . Advertising Deadline for the M.O.A. Convention Issue is Wednesday, October 7.

Have your agency prepare copy now, or if you don't have an agency, give your Billboard salesman the assignment.

MAKE YOUR RESERVATION FOR ADVERTISING SPACE TODAY.

Chicago, Ill. 60601
188 W. Randolph
Central 6-9818
Dick Wilson

New York, N. Y. 10036
165 W. 46th
Plaza 7-2800
Denis Hyland

Hollywood, Calif. 90028
1520 N. Gower
Hollywood 9-5831
Bill Wardlow
**MOA Exhibits Near Sellout**

Chicago——Music Operators of America has signed two additional record companies and four amusement machine manufacturers as exhibitors for its fall convention, bringing the total to 24 within six booths of a sellout.

The MOA now has 50 exhibitors compared to last year's total of 42, and some new booths sold, completed so last year's figure of 82.

The current MOA total of 11 record companies signed is virtually three times the 1963 total of four.

Two Dealers

Tampa-Monton of Detroit and Wallabeke of Burlington, Calif., are the latest dealers to join the MOA rolls. Barney Ales and Irry Siegel conducted the negotiations for Tampa-Monton, with MOA Managing Director Fred Granger. Tommy Keauns represented Wallabeke.

The four amusement machine manufacturers joining MOA last week were Rond O' Pool, headed by Ted Silverman, showing a small group of coin-operated shooting and pinball games; and Bally Industries, headed by Morry Perlstein, showing assorted amusement devices. Both dealers are subsidiaries of the Biegel Corporation, as are Kennedy Coin Attachments and Coin Op Supply.

Royal Shows

Royal Distributing Company, Cincinnati, is handling Coin Attachments, as does Royal Chicago, New York, for the coin-op industry.

**Aluminum De-Greased Discs for Standard and Harvard**

**Ewing**

**Mr. Coin Man**

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

Weekly dollars and sense information in every area of your first-paced industry — profit ideas — current trends and forecasts — all your operation—new machines—new products—new services—new money-making ideas.

**Ohio Operators Seek to Drum Up MOA Support**

TOLEDO—Some 45 operators were on hand for the first joint meeting of the State and local pool operator associations held at Eto Lanes here last week.

Participating were the Northwestern Ohio Music Operators, Inc., headed by Meynul Hopkins, and the Southern Ohio Music Association, headed by Wallace Paterson.

Purpose of the meeting was to drum up support in Ohio for Music Operators of America, and the national association's Managing Director Fred Granger reportedly expected he would add 12, new members to MOA rolls.

Granger outlined the featured speaker of the meeting which was devoted solely to MOA's membership effort. A cocktail party was held at the end of the meeting.

Billboard: 

**Mr. Coin Man**

Get tomorrow's news today. 
Get it fast. 
Get it often. Get Billboard! 

**Seeburg Net For 9 Months Sets Record**

Chicago——The Seeburg Corporation last week announced record high income and per share earnings for the nine-month period ending July 31.

The new coin phonograph manufacturer, renamed Seeburg Corporation, announced a 47 percent increase in net income with per share earnings up 37 percent over last year.

Sales during the period totaled $55,508,649, a 25 percent improvement over 1963.

The announcement noted that the nine-month report figures were adjusted to reflect the May 1964 acquisition of Williams Electronic Manufacturing Company in a pooling of interest basis.

Profits for the period totaled $2,410,351 or 514. per share.

Earnings per share were up 51 percent during the three months, with per share earnings rising 38 percent above last year.

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Get it fast. 
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The new coin phonograph manufacturer, renamed Seeburg Corporation, announced a 47 percent increase in net income with per share earnings up 37 percent over last year.

Sales during the period totaled $55,508,649, a 25 percent improvement over 1963.

The announcement noted that the nine-month report figures were adjusted to reflect the May 1964 acquisition of Williams Electronic Manufacturing Company in a pooling of interest basis.

Profits for the period totaled $2,410,351 or 514. per share.

Earnings per share were up 51 percent during the three months, with per share earnings rising 38 percent above last year.
EPITOME OF QUALITY Rock-Ola builds it simple. Rock-Ola builds it solid. Rock-Ola builds in the quality it takes to keep the rich full stereo sound of a Broadway album or single coming in loud and clear to Main Street 24 hours a day. That's why the versatile new Grand Prix is a solid hit in any location.

Every component in the famous Rock-Ola mechanism is functional. The entire assembly is a masterpiece of simplicity, engineered for maximum performance with minimum servicing. These Rock-Ola features tell the story: a "common" receiver system; automatic money counter; exclusive Mech-O-Matic intermix; and new transistorized amplifier.

NEW WAY TO PROFIT . . . Twin stereo speakers, simple selector system, and personal volume controls make the new Rock-Ola Phonette coin-activated remote speaker-selector unit outstanding for private listening in booth or bar. The Phonette brings in more pay for every play, boosts profits, builds collections. Can be used with any current model phonograph in the Rock-Ola line.

Look to ROCK-OLA for advanced products for profit

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue Chicago, Illinois 60651

new world of sound from ROCK-OLA

the 1964 grand prix ...the prestige phonograph for all locations

160 PLAY STEREO MONOURAL PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425
### ARCADE EQUIPMENT

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### Suggestions

1. For reference purposes
2. For inventory control
3. For pricing information

**ANOTHER INDUSTRY SERVICE FROM BILLBOARD**

**URBAN INDUSTRIES**

- **WILLIAMS**
  - Baseball
    - *Series*
      - *Models*
        - *Tournaments*
  - Basketball
    - *Series*
      - *Models*
  - Carnival Games
    - *Series*
      - *Models*
  - Pinball
    - *Series*
      - *Models*
  - Slot Machines
    - *Series*
      - *Models*

**KIDDIE RIDES**

- **BALLY**
  - *Series*
    - *Models*
  - *Series*
    - *Models*

**CAPITOL PROJECTORS**

- **CHICAGO COMIC**
  - *Series*
    - *Models*
  - *Series*
    - *Models*

**PHILADELPHIA TOBOGGAN**

- *Series*
  - *Models*

**SCIENTIFIC**

- *Series*
  - *Models*

**SEATTLE**

- *Series*
  - *Models*

**SOUTHLAND ENGINEERING**

- *Series*
  - *Models*

**UNION MANUFACTURING**

- *Series*
  - *Models*
STEREO RELEASES
for Music Operators

SEEBURG LITTLE LP's
Country Pop-Vocal
THE ANDREWS SISTERS—Great Country Hits... Dot
Tennessee Waltz—Careless Hands—Cold, Cold Heart—I'm Thinking Tonight of My Blue Eyes—Bouquet of Roses—Your Cheatin' Heart

Pop—Instrumental
GEORGE SCHRANG—The Best of George Capitol
September in the Rain—Dream—Honeysuckle Rose—East of the Sun—You Stepped Out of a Dream—Roses of Picardy

BILLY VAUGHN—Another Hit Album... Dot
People—I'm Movin'—Just a Closer Walk With Thee—Chattanooga Shoe Shine Boy—The French Song—Memphis

COLUMBIA LITTLE LP's
Pop Vocal
ROBERT GOULET—Without You
JERRY VALE—Be My Love
RAY PRICE—Love Life

Country
JOHNNY CASH—I Walk the Line
MARTY ROBBINS—R.F.D.

Folk
THE BROTHERS FOUR—More Big Folk Hits

COLUMBIA STEREO SINGLES
ROBERT GOULET—Without You—Lush Life
JERRY VALE—Because of You—Too Young
RAY PRICE—Cold Heart—Take Me as I Am
JOHNNY CASH—Hey Porter—Big River
MARTY ROBBINS—Change That Dial—You Won't Have Her Long

THE BROTHERS FOUR—Mule Skinner Come to My Bedside, My Darlin'

WURLITZER 2800
Makes the Swing to Higher Earnings

NEW 1 PLAYER REPLAY ADJUSTABLE 3-TO-SIGHT BALL PLAY

Williams's
Electronic Manufacturing Corp.
4342 W. Fillmore St.
Chicago 24

FLIPPER PIN GAMES
evaluated & checked

Pick TWO pin games for $36.00

Philadelphia Pickings

Philadelphia Vend-A-Bake Company has been organized here. The Vend-A-Bake Company has offices and showroom at 4314 Girard Avenue. The firm incorporated was set up here with Samuel S. Bloch, local attorney, handling the corporation papers for the new firm, which includes the operations of electronic amusement and vending machine manufacturing and its multi-amusement activities.

Cleveland Coin International

M. S. OISER
Sales Manager
2029 FREDERICK AVE. (CLEVELAND 15 OHIO)
108 PAGES FREE—TURN THE PAGE

Local, State Group Aid Hypos MOA

Continued from page 47


In addition, Granger noted, MOA receives strong support from a host of other groups. This includes members led by MOA legislative counsel George Miller, regularly furnishes the MOA with a large number of district-mayor meetings.

The West Virginia group has two offices on the board—Bill Anderson and John Granger.

Three State associations have scheduled their fall meetings to be held in Chicago, simultaneously with the Oct. 14-16 MOA conventions at the Sherman House. These are the Nebraska group headed by Dick Taylor, the South Dakota association headed by John Traunke and the Iowa group headed by Les Moonah.

This is in line with the expected to be a strong stimulus in getting operators to attend the annual MOA conventions.

Granger noted that MOA has about 65 State and local associations on their mailing list and receives survey reports of support from better than half of these.

What percentage of MOA's income is attributable to the State or local associations? Granger said the figure would be about 60 per cent.

Another contributing factor is the close ties between MOA and the local groups. The national organization is the member of MOA directors and are involved in State or local associations. MOA has 53 directors, with about half of them being elected officers.

Bally Bows

Continued from page 47

sets to first-class condition as each ball escapes through the Tilt-Top Game or as near. And it describes demand by the industry for the product. Granger noted that he did not expect the figure to be corrected suddenly at the outset.

Big Day is another in Bally's successful series of "B" games, which attracted big notices from the big and Bumper in the '50s and includes the more recent Bonny and Beauty.
Most sensational money-making feature ever introduced in the history of the coin-phonograph industry! Seeburg's great new play-exciting Spotlighted Album Award* feature. Now proved in the field to earn more money for operators and locations than any other phonograph feature ever manufactured. You have to see it to appreciate what it can mean to you. Have your Seeburg Distributor show you how this sensational feature works. THEN...ask any operator who has the new Seeburg LP Console 480 on location.

Thrilling cascade of stereo sound! Seeburg's great new 3-Way Audio feature! Six matched speakers for the most dramatic stereo ever. Super hi-f† tweeters and middle-voice ellipticals at the top...briliant bass speakers below. There has never been a sound to match it!

Display of 15 Additional Albums
Stereo Album Merchandising Panel
Illuminated Personalized Panel

*Patent Pending.
BILLY JOEL'S \"LESTER GORE\" OUTSTANDING ALBUM REVIEW

Lester Gore, Mercury MG 20942 (M) 5.6045 (S) 

Lester Gore is considered by many to be the top female teen-pop recording artist of the past few years. The single and album successes songs like 'Two', 'Tired of Waiting for Your Love', and 'It's My Party' are among the best of his early work. If you're interested in hearing a few of those favorites, well, you're in luck. This album contains the hits plus some lesser known songs like "It's My Party" and "I Want to Be Wanted." With a lighter touch, the overall selection is well represented. Lester Gore's newest album is a must for fans of the 50's and 60's pop scene.

\n
BROADWAY MARCHES

Emanuel Leitzenberg, Mercury MG 32039 (M), SR 59190 (S) 

New York is a city of many "firsts." This is the first (and only) album devoted to the world of Broadway marches. The songs included here are some of the most popular and enduring from the golden age of musical theatre. "Song of the South," "America the Beautiful," and "The Star-Spangled Banner" are just a few of the classic tunes that make up this album. Whether you're a fan of Broadway or just looking for some great music, this album is sure to please.

\n
JAZZ SPOTLIGHT

GREAT SCOTCH!

Great Scott!, Impulse A-67 (M) 

The music of a true original - the album of Steve Turre. The horn player's sound is unique and hard to classify. His Afro-Cuban style shines through in this collection of traditional jazz and Afro-Cuban tunes. The result is a smooth, seamless blend that is sure to please fans of both styles.

\n
CLASSICAL SPOTLIGHT

Heifetz, Piatigorsky, and the Minneapolis Symphony Orchestra

The Minneapolis Symphony Orchestra presents a full program of music by major composers from the 19th and 20th centuries. The concert features works by Beethoven, Brahms, and Tchaikovsky. With Heifetz on violin and Piatigorsky on cello, this is a must-listening experience for classical music fans.

\n
JAZZ SPOTLIGHT

WARM WAVE

Col Thomas, Verve V 5553 (M) 10-5335 (S) 

In this age of a feverish world, the album of a true artist. Col Thomas is a soulful, rhythmic performer whose music is a breath of fresh air. His style is a blend of jazz, blues, and soul, with a touch of the new wave. The songs on this album are a testament to his talent and creativity. If you're looking for some great music to lift your spirits, this is the album for you.