

# AFM LAYS DOWN DEMANDS TO FIRMS

DECEMBER 21, 1963 • SIXTY-NINTH YEAR • 50 CENTS

## Billboard

The International Music-Record Newsweekly

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

### JIMMY DEAN'S VIEW

## 'Pure' Country Music to Play Powerful Role in Network TV

By PAUL ACKERMAN

NEW YORK—Country music, currently at the peak of its popularity in the record business, may soon move into a position of influence and power on network TV.

The vehicle seen as paving the way for this development is "The Jimmy Dean Show," the ABC-TV Thursday night ailer which in recent weeks has been increasingly country flavored.

The emphasis on country acts and country songs has not been accidental. Jimmy Dean, whose knowledge of the country field is profound, is a firm believer in the power of this material on TV if properly programmed.

"It is the most powerful vein of song material in the land," Dean stated in an interview last week while indicating he would pursue the program policy of bringing to the network audience the best in country music and country artists.

Not unmindful of the success of "The Beverly Hillbillies," Dean nevertheless indicated that his approach would be a broader and different one. He is opposed to a "tongue-in-cheek" treatment of country music. He believes it is best presented in its pure, authentic form.

"The show still reaches more homes than any other program

on the station, or any other competing programs," said Deane. "I'm well aware that the show is not as powerful today as it was six years ago. However, I do understand, too, the many problems that WJZ's management has had in connection with the show that seem unresolvable in this market," he said.

#### Keep It Pure

"Dress it up, yes, but retain its purity," the star stated. In connection with this philosophy, it

is known that Dean is presently studying the country repertoire and available lists of country talent—with a view toward integrating in his ABC-TV show virtually the entire spectrum of the country field—ranging from the great traditional period which reached its peak in the late 1940's and early 1950's during the era of the late Hank Williams—to the modern era of today, a period wherein country

(Continued on page 6)

## Victor Wants Its New Artists to Have Longer Market Run

NEW YORK — RCA Victor has blueprinted its 1964 marketing and advertising philosophy around the concept of giving "new artists and recent catalog additions a longer run in the marketplace." Harry Jenkins, division vice-president, Marketing, noted that traditional industry practice has been to advertise new packages for a brief period after their release and then leave them — along with catalog merchandise — "to generate their own sales momentum."

He added that the 1964 concept will be "to place advertising and promotion emphasis on product with proven sales potential, as well as on newly-introduced artists, for as long a period of time as that product sustains its market appeal."

Details of the planning include the following points: (1) A 50 per cent increase in local advertising on a nationwide basis; (2) added sales, advertising and promotion incentives on new releases, and (3) a continuation of the current pricing structure on catalog merchandise.

The Billboard understands that the discount to distributors on catalog merchandise is 10 per cent—which is a continuation of the pricing structure enunciated at RCA Victor's Greenbriar meeting last August. Obviously, a larger discount will be applicable on new releases. No formula has been set for the latter discounts, as these will be designed to fit the needs of the individual product releases.

Jenkins added that through-

out the year, campaigns will be initiated to promote product by new artists. Ethel Ennis' package, "This Is Ethel Ennis" will receive this treatment. Similarly, "follow-up" campaigns on relatively new artists, as Sergio Franchi and John Gary, will be implemented.

Within this marketing-advertising program, the label's artists with proven sales success will be backed by intensive nationwide advertising, promotion and publicity. This backing or support will apply to their current and catalog product and will continue month after month, as long as sales action justifies each individual campaign.

"Each RCA Victor record . . . that indicates a significant sales potential, will be supported more heavily than ever before in our history . . ." Jenkins concluded.

## Csida Heads New Dep't

NEW YORK—Billboard Publisher Hal B. Cook last week announced the formation of a special projects development department to explore and create new services to aid the music-record industry. Cook appointed Andy Csida as general manager of the new department. Csida had served Billboard as its sales director for the past several years.

Cook named Pete Heine, Bill-

(Continued on page 6)

## Wants Pay, Pension Boosts, Penalty Fee

By JACK MAHER

NEW YORK—The American Federation of Musicians (AFM) presented its new contract demands to the recording industry at special manufacturer-union meetings held here Wednesday (11) and Thursday (12). The union is asking higher wage scales, an increase in the pension fund percentage, penalties for late payment of musician recording fees, and double time for premium time recording sessions, among other stipulations.

The first two sessions, held Wednesday and Thursday of last week, were preliminary meets in which the AFM first made formal presentation of its requests and then, on the following day, held question and answer periods with major and independent labels represented by the Recording Industry Association (RIAA). Manufacturers held an informal meeting Wednesday at the Hotel Warwick following formal presentation of the new contract demands. Actual bargaining will begin this week.

The AFM is asking for an accelerated wage scale increase for its members for the next three-year contract period. The union wants the minimum scale for recording musicians raised from the present \$56 to \$61 for a three-hour session effective January 1, 1964. The AFM then wants that scale moved up to \$65 in 1965, and \$69 in 1966.

In connection with this, the union also wants a 10-minute break for recording musicians for each hour they are on a date. This would hike the total time of breaks from the current 20 minutes per three-hour session to 30. Therefore, actual recording time would run 2 hours and 30 minutes for the prescribed three-hour session.

Premium hour pay, as outlined in the union manifesto, would be paid for all dates conducted on holidays, Sundays, and any recordings made be-

## NOBODY TALKS ON AFM PACT

NEW YORK—Manufacturer reaction to the American Federation of Musicians proposals made Wednesday (11) was guarded. None of the industry spokesmen contacted at press time would comment for publication, pending further study of the proposals. Almost all off-the-record comment, however, was critical of the proposals. Many thought the demands were excessive and were only a basis for further negotiations. A few industry leaders were critical of the penalty assessments for late payment of fees.

tween the hours of midnight and 9 a.m. Premium pay, of course, is double time for all scale musicians.

Also included in the AFM proposals are a hiking of pension fund payments made by record companies from 8 to 10 per cent.

#### Penalty Costs

The union is also demanding penalty assessments for late payment of musician fees. The union is asking for recognition of a 5 per cent penalty for payments made later than five days and 10 per cent if the fees come in later than 30 days.

It is also expected that the AFM will ask for an adjustment of fees for classical recording, these currently are below payments made for pop music dates. There is the distinct possibility that the union will ask for a different formula of payment, bringing the longhair fees up closer to those paid for pop dates.

New proposals are being formulated by the AFM for the impending contractual negotiations with network TV companies. The AFM contract with NBC, CBS and ABC expires February 1, 1965, and it is known that the union will push for new contract stipulations covering the employment of staff and free-lance musicians on network TV shows.

## Columbia Signs Robert Horton

NEW YORK—Robert Horton, star of the new Broadway musical, "110 in the Shade," has been signed by Columbia Records, according to his personal manager, Norman Rosemont. Horton, who broke into professional singing working in the summer tent circuit in such musicals as "Carousel," "Oklahoma" and "Brigadoon," after leaving the TV series, "Wagon Train," received top notices for his singing in the Broadway vehicle.

## ANDY WILLIAMS' YULE MARK: TOPS 2 CHARTS

NEW YORK—Columbia's Andy Williams gave the label a first place in both the singles and albums derby, according to Billboard's special Christmas sales recap last week. For the first time in the Christmas listings Williams scored with his "White Christmas" single and his "Andy Williams Christmas Album."

In the album running, Columbia held the top position with eight of the 25 packages listed, including three in the top 10. Victor took second honors with four on the parent label and two others on its low-priced Camden line. Capitol placed third with three Christmas best sellers. On the chart with one album each were Decca, Mercury, 20th Century-Fox, London, Liberty, Philips, MGM and Argo.

In the singles area, Decca and Capitol tied with four listings each out of 16 records reported showing healthy sales on this week's best selling Christmas singles chart. Liberty placed two on the list (both by the Chipmunks) while Columbia, 20th Century-Fox, King, Mercury, Epic and Warner Bros. landed one each on the list.

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TERNURA \* AY MARÍA \* VALS CRIOLLO \* JUNGLE DREAM





**TALK TO THE STARS:** At site of the new CBS building now under construction in New York, passersby receive messages of greeting plus a track from the artist's album on display over little red telephones. The CBS Talking Fence will continue with its current display through the holidays, after which time those albums which are specifically geared to Christmas will be replaced by more general product. Schuyler Chapin, vice-president of creative services for Columbia Records, noted that more than 110,000 persons picked up telephones in first week. Display serves as double function. Each phone registers the number of times receiver is lifted which could amount to a popularity poll. Artists represented include Andy Williams, Tony Bennett, Barbra Streisand, Dion DiMucci, Mahalia Jackson, Dave Brubeck, Miles Davis, Vladimir Horowitz, Igor Stravinsky, Glenn Gould, Eugene Ormandy and the late Bruno Walter.

## Baltimore Station Drops Deane Show

BALTIMORE—The record industry loses another powerful showcase for records and talent with the dropping of the Buddy Deane show January 4 from the schedule of WJZ-TV in Baltimore.

WJZ-TV official reasons for dropping the Deane show were

outlined as "a design to broaden the appeal of the Channel 13 program schedule, hence enable the station to better serve more of its potential audience... his (Buddy Deane) appearance have been altered appreciably in six years. During this period of time the tastes and viewing habits of WJZ-TV viewing audience..."

(Continued on page 40)

## Bobby Weiss Quits Warners

PARIS—Bobby Weiss has resigned as international director of Warner Bros. Records, effective December 31, to launch his own world-wide record and music business agency. The new Weiss operation, titled the International Holding Company, Ltd. (IHC), will start in January 1964.

Weiss' IHC will be a consultation service for, and international representative of, American and foreign record labels; IHC will also co-ordinate American and foreign motion picture music activities, and will engage in independent record production. Other activities will include TV film purchases and sales in behalf of American and foreign companies; management of artists and handling their world-wide bookings, and acquisition of products allied to the entertainment field for international marketing.

Weiss stated there is now a definite need for someone to negotiate foreign licensing agreements and act as liaison for American and European interests.

The exec, who has worked

(Continued on page 40)

## After Testing, Col. to Still Scrap Cut-Outs

NEW YORK—Columbia Records, after a nine-month test of scrapping cut-outs, has decided to continue destroying deleted product rather than dumping it on the market, Billboard learned last week. It was also learned that Epic, not included in its sister label's test, also will start scrapping its cut-outs.

Bill Gallagher, Columbia's marketing vice-president, told Billboard that the label's test proved that the elimination of its cut-outs from the market substantially strengthened the appeal of its current product. Also, it is apparent that this was a necessary step in Columbia's drive toward its price stabilization goal.

Gallagher estimated scrapping cut-outs will lose Columbia approximately \$500,000 per year in recouped manufacturing costs it could pocket by dumping this product on the market. He feels this loss is more than offset by preserving the label's firm price image and the elimination of its own cut-rate competition with its current product.

## NARM to Meet in N.Y.

NEW YORK—Board of directors of the National Association of Record Merchandisers, Inc., will meet on January 13 and 14 at the Summit Hotel here, according to Jules Malamud, NARM executive director. While announcing the meeting, Malamud also stated that the board had accepted the resignation of Edward M. Snider, founder of Edge, Ltd., and a charter member and past president of NARM. Edge, Ltd., has been bought by Cecil H. Steen of Recordwagon, Inc., Woburn, Mass.

John Billinis, of Billinis Distributing Company, Salt Lake City, was elected by the board

## 2 More Distributors Fold On Coast; 7 This Year

LOS ANGELES—Pico Boulevard—the West Coast's record row—continues to lose its distributor clientele. Two distributors have just gone out of business, making a total of seven firms which have closed this year.

The newest additions to the attrition list are Buckeye and Melrose distributors. One month ago Cosnat became Cleff in an ownership switch, two months ago Milton's closed, four months ago Angelus folded, six months ago Limax closed and Sun State switched over to a one-stop operation.

Ted Distributors has replaced Melrose, with Ted Ray as head and handling several indie lines. Buckeye's owner was Dorothy Freeman, who also owns Dot

Distributors. Angelus was formerly owned by Ed Mason and Jay Lasker, who are now involved in rack jobbing and disk manufacturing, respectively, for Record Racks and Vee Jay. Limax was closed by Max Firetag, who continues with Limax Music and Flip Records.

The old Cosnat outlet was sold by Jerry Blaine to Ray Shevin who changed the name to Cleff.

"This rather large turnover is indicative of what's happening to the business," remarked Jack Lewerke, head of Merit Distributing, which recently bought the two Sam's jazz retail stores.

"The distributor today has one more job that he didn't have 10 years ago," he said, "and that's financing. Today's distributor has to help finance many of his large users. Not many distributors have this financial backing, which means that we'll end up with fewer and fewer companies, but those that survive will be larger and able to handle all their billings."

## Atty. Named By NARM

NEW YORK—Albert A. Carretta, of the firm of Carretta and Counihan, Washington, has been retained as special legal counsel by the National Association of Record Merchandisers, Inc., according to Jules Malamud, NARM executive director. Carretta will be counsel of record for NARM for the Federal Trade Commission's phonograph record trade practice conference. He will work closely with NARM legal counsel, Earl M. Foreman.

Malamud has already had lengthy talks with Carretta and the latter has met with Foreman. Purposes of these talks was to present Carretta with a detailed view of the growth of record rack merchandising, the effect of this growth on the record industry, and the position of the record merchandiser in today's record industry. Malamud added that very shortly Carretta will accompany him on a series of visits to record installations, in order that Carretta may have a complete picture of the industry.

Carretta, noted for his work in the field of FTC work, served as a member of the FTC from 1952-1954. In addition he has had extensive experience with such agencies as the Office of Price Administration, the Navy Department, the Securities and Exchange Commission. He is chairman of the Committee on Trade Associations of the Section of Anti-Trust Law of the American Bar Association.

## ABC-PARA SETS DISTRIB MEET

NEW YORK — ABC-Paramount Records has scheduled its first distributor meeting of 1964 at the Eden Roc Hotel, Miami Beach. The meeting will take place January 9. The firm will introduce the biggest group of albums in its history, a total of 30 LP's, including material from its Impulse jazz subsidiary.

## Memorials to Pres. Kennedy Carry Weight in LP Market

By REN GREVATT

NEW YORK—Albums memorializing the late President John F. Kennedy are having a heavy impact on the pre-Christmas disk market place. At week's end, manufacturers were claiming virtually around-the-clock pressing activity "trying to keep up with orders." This condition was in marked contrast to that obtaining in connection with various single records containing material related to the recent death of the President.

Three of the fastest-moving of the Kennedy albums are out on budget (99-cent) lines and these appear to be getting the heaviest retail action at the moment. These are available through Premier Albums, Pickwick International and Ambassador (Diplomat label). Twentieth Century-Fox has an album out at \$3.98 and a new firm Documentaries Unlimited also released a full price set, though it's understood the latter is now selling for \$1.98 in some locations. Decca is also in the race with the sound track to the BBC-TV memorial show, "That Was the Week That Was," and claims strong action.

Premier got out first and was actually shipping five days after the event, according to the firm's president, Phil Landwehr. He said that currently, 16 pressing plants are turning out the LP's, which he indicated have now been shipped in quantities approaching 1,000,000.

### Benefit LP

Premier and WMCA have agreed to turn over their royalties to the Joseph Kennedy Jr. Foun-

ation for Mental Retardation. He added that arrangements are now being made to bring out a full-price (\$3.98) companion to the current 99-cent item, which will contain the news coverage of the Dallas tragedy by a different New York station.

A spokesman for Ambassador Records, which has a 99-cent Diplomat label LP containing a number of Kennedy speeches and comments, declined to reveal actual sales figures. "It's just fantastic and that's all they'll let me say right now," he commented.

Close to 1,000,000 copies of the Pickwick-produced LP have been shipped in the first six days of its release, according to the firm's president, Cy Leslie. He said that shipments are going out from four depots now and nine pressing plants are in action.

"We didn't get into this thing until last week, because we didn't want to see anybody get into it. But when others did, we felt we had to go," said Leslie. . . . "We're replenishing supplies at the rate of about 150,000 a day. There is one difficulty, however. Many dealers are now going into a sort of panic or shock that they won't be able to get a supply. So some of them are duplicating or even tripling orders—the same orders. In other words, when one order is filled, they cancel the others, so you can have a certain inflation factor."

### Solid Action

At 20th Century-Fox, which has issued a \$3.98 list LP with numerous of the Kennedy speeches,

(Continued on page 40)

SILENT REVOLUTION

# Disks Dent Red Jazz Barrier

By ELIOT TIEGEL

**HOLLYWOOD** — The silent revolution to break jazz loose in Russia has been aided decisively by the phonograph record. This is the opinion of composer-conductor-disk artist Elmer Bernstein, who professes amazement at the great amount of modern jazz he heard being played in Moscow while a delegate to the recent Moscow Film Festival.

Bernstein said that all the players looked under 30 and were serious in their intent to play "progressive" jazz. "The kindest thing any American going to the Soviet Union could

do, would be to bring along a stack of jazz records," Bernstein said.

He explained that the Russian jazzmen were only imitating that which they have heard on American jazz recordings, probably listened to illegally in the past over the powerful Voice of America.

Jazz, which is not officially sanctioned by the Russian government, is more or less tolerated, Bernstein said.

"Jazz represents a new-found freedom to these young people which their parents didn't have," the composer of the jazz-based score for "Man With the Golden Arm" said.

Bernstein said he heard progressive jazz, as he calls it, at a special club set up for the Festival delegates at the Moskva Hotel and at a press club gathering.

When he saw a trumpeter with a horn bent exactly in the fashion used by Dizzy Gillespie, Bernstein recalls walking over to the man and asking "Gillespie?"

"Yeah," answered the Russian who could not speak any English.

The fact that he heard no jazz on Moscow radio leads Bernstein to believe that the music is not being fostered by the government but is simply being tolerated.

### Only 'Progressive'

The young musicians aren't interested in Dixieland or swing era figures, Bernstein revealed. They're fascinated by the works of Miles Davis and John Coltrane.

"All the musicians wanted to

know was who I knew," he recalled wryly. While he was able to speak with several in English, he relied heavily on an assigned tourist interpreter. He had gone as a U. S. representative for the film "The Great Escape" for which he'd written the music.

"We found that the older people and the interpreters had very little to say about jazz. There is no doubt, however, that a significant segment of the Russian population is interested in jazz.

"The musicians are playing reasonably sophisticated American jazz standards such as 'Lullaby of Birdland,' but once they've enough command of the music, they may try to blend their own cultures into jazz. Right now they're just copyists."

## Network Airs '63 Grammy Winners

**NEW YORK**—Some of the better record industry product had a showcasing Sunday night (8) on the NBC television 60 special, "Best on Record."

Sponsored by Timex, the show spotlighted the 1963 National Academy of Recording Arts & Sciences' Grammy award winners. Star performers were: Steve Lawrence and Eydie Gorme, Peter, Paul and Mary, Tony Bennett, Diahann Carroll, Henry Mancini, Homer and Jethro, Connie Francis, New Christy Minstrels and Mahalia Jackson. Also on hand to introduce the performers were other record industry illuminaries—Frank Sinatra, Bob Newhart, Les Brown (who also served as musical director for the show), Allan Sherman, Richard Rodgers, Jose Jimenez, Eddy Arnold and Dean Martin.

A highlight of the show was the presentation of an achievement award—to be called the Bing Crosby Award in the future—to Crosby himself for having sold more records than any other artist (well over 20,000,000).

## Dot Records Sells Another Franchise

**HOLLYWOOD** — Dot Records has sold its franchise to Southland Distributors in Atlanta, marking a return to the indie distributor which had been Dot's outlet prior to opening its own branch there in 1960. Atlanta thus becomes the sixth Dot-franchised distributor in the nation.

Three years after opening its own Atlanta branch, the diskery closed it (May 11, 1963) and used its wholly owned Nashville operation to cover the territory.

The new franchise is called Dot Records Distributors-Southland, with Gwenn Kessler as sales manager, and Rod Bankston as salesman. Friedman, owner of Southland, flew to Hollywood to negotiate the deal with Dot's president, Randy Wood, with the label's credit manager, Larry Welk, flying to Atlanta to finalize the move.

Last October, label closed its New York branch and gave the franchise to Cosnat. Company's other franchised distributors are in Cleveland, Philadelphia, Newark and St. Louis.

In addition to Nashville, Dot's wholly owned branches are in Boston, Dallas, Miami, New Orleans and San Francisco.

## Classical Piano Rolls Now in Hi Fi

**HOLLYWOOD** — Piano rolls made by Ravel, Debussy, Mahler and Paderewski among others have been recorded in high fidelity and are now being offered for sale in select retail

(Continued on page 40)

## Philly NBC Station Quietly Takes on 1st Negro Jockey

**PHILADELPHIA** — Without any fuss and fanfare, WRCV, local NBC-owned station, engaged its first Negro disk jockey. Though news leaked to the local columns did not identify the newcomer—Reggie Levong—as a Negro, his addition to the staff came on the heels of action being taken by the local NAACP in getting its fire ready for aim against local stations. Already threat of boycott and picketing has been directed by the NAACP against Storer's WIBG. Letters are going out to sponsors this week, according to George Woods, NAACP executive board member.

Though Levong is identified as coming here from New York, he has until recently been identified with WHAT, local Negro-oriented station. Levong is slated for the evenings and during his period eschews Negro-oriented gab and groovings. He keeps to the commercial cuttings of standards in keeping with the "lively sound" image station seeks to create. His chatter is greatly subdued—a far cry from the free-wheeling platter jive that characterizes WHAT dialing.

In another staff move, WRCV announced the resignation of Dick Paisley, station manager, who has been identified with the station's unsuccessful attempt during the past few years to bring back the big bands. The station recently dropped its "Big Band Sound" for less specific programming fare.

The racial issue on Levong's selection was nixed by Raymond Wellpot, general and executive

vice-president of the NBC-owned radio stations. "His race had nothing to do with his selection for the job," said Wellpot. "It was simply a matter of hiring the best man available, and in our opinion Levong was that man."

The first Negro engaged in that capacity by a major local station, it is reported Levong's salary reaches \$8,500 a year plus talent fees for commercials.

In an editorial heard four times daily, Negro-oriented WDAS here commended WRCV and NBC for the hiring breakthrough.

What effect the gigantic switching of properties soon to take place between WRVC AM-TV and RKO's WNAC AM-TV, Boston, will have on Levong—and all station personnel at both properties—remains to be seen.

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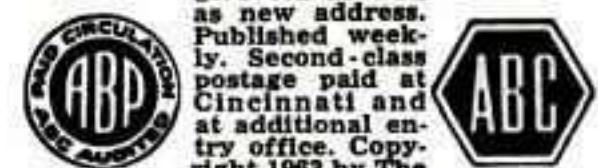
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**RCA'S GOLDEN SEVEN:** At the conclusion of the Chilean Song Festival at the Caupelican Theater, Santiago, RCA Victor presented gold disks to its leading sellers. Ricardo Garcia (far left), Billboard correspondent, was emcee, and the RCA winners were Oscar Arriagada, Ginette Acevedo, Giora Benavides, Sergio Inestrazoa; the duo, Rey and Silva, and composer Mario Catalan.

## Dylan Thomas LP Gets Push By Caedmon

**NEW YORK** — Caedmon Records has launched a substantial promotion to tie in with the 11th anniversary of its first recording, an LP by Welsh author Dylan Thomas. Since two 22-year-olds, Marianne Mantell and Barbara Holdridge, started their spoken word diskery with that LP, a series of 11 packages have sold an aggregate of more than 500,000.

Though Thomas died in 1953, all his LP's are in print and all continue to sell. The biggest seller continues to be the first, which contained the short story, "A Child's Christmas in Wales." According to label spokesmen, this has sold 250,000 to date.

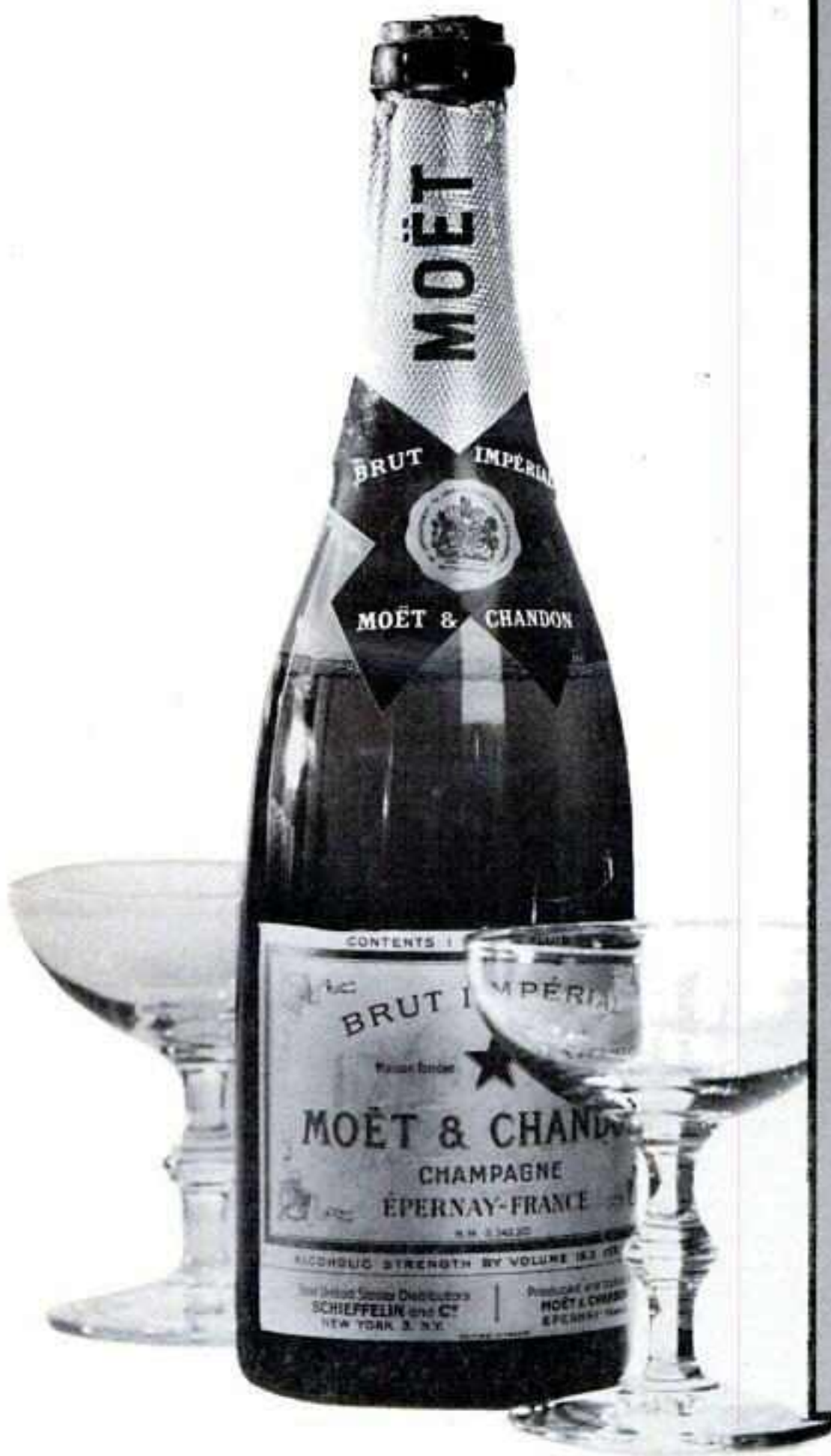
The New York Times book review section of last November 3 carried a discussion of Thomas' contribution by William Moynihan, an English pro-

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## HANDLEMAN UP 11 PER CENT

**DETROIT** — Earnings of the Handleman Company rose 11 per cent the first half of its current fiscal year. Joseph Handleman, president, said that the board of directors declared a quarterly cash dividend of 17 cents per share on the firm's 501,480 shares. The firm reported \$7,800,000 in sales for the three months ended October 31. Trading of Handleman shares commenced on the American Stock Exchange several months ago.

# The Critics Toast Broadway's Newest, Most Sparkling Musical!



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*The Girl Who Came To Supper*

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Book by HARRY KURNITZ  
Based on a play by TERENCE RATTIGAN  
Entire Production Staged by JOE LAYTON

ORIGINAL BROADWAY CAST★★★★

KOL 6020/KOS 2420

## Big, Wonderful Smash

"Not since 'My Fair Lady' have I been so moved by a musical. Noël Coward has provided a score which is merely enchanting!"

**McCLAIN**  
N. Y. Journal-American

"A lot to look at, songs with a fondness to them, Florence Henderson and Tessie O'Shea. Miss Henderson is a joy. José Ferrer sings well enough and heaven knows the man can act. Tessie O'Shea... a name to be conjured with, a face to be cherished. You'll be mad for her."

**KERR**  
N. Y. Herald Tribune

## Henderson, Coward, Ferrer in the Groove in Grand Musical

"It has all the qualities for success. Coward's many, many songs are ingenious and ear-filling."

**CHAPMAN**  
N. Y. Daily News

"The Girl Who Came to Supper" is going to stay for the season. Opulent, spirited and broadly comic, it is generously entertaining... a regal eye-ful."

**NADEL**  
N. Y. World Telegram & Sun

## A Delightful New Musical Comedy

"A romantic delight. It had aroused eager advance notices and lived up to all of them. All of Mr. Coward's music is delightful. It is always wonderfully tuneful and refreshing."

**WATTS**  
N. Y. Post

"Miss Henderson and the Coward score are absolute delights."

**United Press International**

Original Cast Recording on Columbia Records

This One



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## JIMMY DEAN'S VIEW

## 'Pure' Country Music to Play Powerful Role in Network TV

• Continued from page 1

songs and country artists have the broadest acceptance in the over-all music business.

Dean's range of programming will be so formulated as to provide opportunity to present for TV exposure the different categories of country material—including the great ballads or "weepers," male and female vocals, instrumentals, folk-oriented songs such as "The Ballad of New Orleans" and others associated with such artists and writers

as the late Johnny Horton, Jimmy Driftwood, etc.

He is also mulling over possible presentation of some of the great country duets, answer songs, comedy material, the great country waltzes, etc. Much of this material, to a network TV audience, is likely to have fresh, dramatic impact—just as it had in the record business when, years ago, a.&r. executives like Mitch Miller scored

big pop hits with country material.

Dean rattled off some examples: "'Cold, Cold Heart' was a smash for Tony Bennett, 'Half



JIMMY DEAN

as Much' for Rosemary Clooney (both by Hank Williams), Stuart Hamblen's 'This Ole House,' Tennessee Ernie's 'Sixteen Tons' and Jo Stafford's version of Hank Williams' 'Jambalaya'—there's no end to cases in point."

## The Greats

As he talked about his programming philosophy, Dean made continued references to the art of some of the great country stylists—such as Floyd Tillman, Lefty Frizzell, Margaret Whiting and Jimmy Wakeley and others.

Dean, of course, while a powerful pop attraction, has roots which are deep in the country tradition. Like the great country acts, he is also a songwriter, and his recording of his own tune, "Big Bad John," released about two years ago on Columbia, achieved a sale of nearly 3,000,000 records.

The increasing use of country talent on Dean's show is mirrored in the following bookings. On October 31 he presented the Willis Brothers, an ABC-Paramount record act. On November 7 the Liberty artist Molly Bee made her first appearance. She has appeared several times since and is set for several more. Miss Bee is likely to become a semi-regular on the show. On December 5 Dean presented one of the greatest country performers—Eddy Arnold, whose RCA

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The man for this job must be a willing and hard worker who has the capacity to develop a strong loyalty for the company he represents and for the policies under which it operates. He must be honest, reliable and trustworthy. In addition, he must possess all or most of the following characteristics and experience:

- **STRONG CONTACTS** in the wholesale record business, with personal or working relationships among a high number of the principals in this area of the business;
- **A THOROUGH KNOWLEDGE** of record selling practices at distributor, sub-distributor and retail sales levels;
- **A WORKING KNOWLEDGE** of record promotion and standard record promotion channels—plus the creative ability and know-how to develop new areas of promotion and merchandising;
- **A WELL-ROUNDED** familiarity with the workings of a record company, from a & r and artist relations right through to production and distribution;
- **THAT RARE BUT** valuable ability to work with people and to make people want to work with you . . . to stimulate and enthuse . . . to help others to produce at maximum.

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## LATE SINGLE SPOTLIGHTS

— Pop —

## LESLEY GORE

**RUN BOBBY RUN (Helios, BMI) (2:24)—YOU DON'T OWN ME (2:16)**—This two-sider figures to be another big winner for the lass, who's just coming off a smash with "She's a Fool." First up is a neat medium-beater with dual tracking and reverb to set it off. Flip is a pulsating ballad done for equal effect. Watch both.

Mercury 72206

## ETTA JAMES

**BABY WHAT YOU WANT ME TO DO (Conrad, BMI) (2:45)—WHAT I SAY (Progressive, BMI) (2:23)**—Two great sides, both cut live in a Nashville night club by Miss Peaches. Gal gets great soul into the pop effort, a solid Jimmy Reed tune with typical r.&b. guitar support. Flip is the Ray Charles rouser that could also click. Crowd lends plenty of atmosphere.

Argo 5459

## DIANE RAY

**SNOW MAN (Davilene-Raleigh, BMI) (2:18)**—Here's the "Life Guard" gal with a cute, bright ditty about making a snowman into an image of her boyfriend. Lots of good vocalizing here with backing to match. Could step out. Flip is "Just So Bobby Can See" (Wood, ASCAP) (2:13).

Mercury 72223

## Andy Csida Named To Head New Dep't

• Continued from page 1

board's international and domestic sales manager, to succeed Csida as sales director, thus placing Heine in complete charge of the publication's world-wide advertising sales operation.

Csida, a 20-year veteran with The Billboard Publishing Company has served the firm in various capacities, including its sales promotion department, its subsidiary High Fidelity magazine, and various executive posts in Billboard's sales operation. As head of the new department, he will be responsible for all phases in the development of such projects as Billboard's gift catalog for disk dealers.

In making the announcement of Csida's promotion during the Billboard's annual general staff meetings held here last week, Cook disclosed that a number of similar diversified projects were in the wings to be introduced by Csida's department during the forthcoming year.

Victor disks, such as "Bouquet of Roses," "Cattle Call," etc., made record history. On Thursday (12) Homer and Jethro made a scheduled appearance. And there have been a number of lesser acts such as the Crum Brothers, Roger Price and Mort Marshall and others.

## Audience Likes It

The audience reaction to this country programming emphasis has been very strong, Dean indicated—hence his desire to amplify this segment of the show.

The Dean show during the next couple of months will be watched with intense interest by broadcasting and agency execs, and, of course, the country music world. The impact of the country field on records, of course, is a fait accompli. The country field has also made strong progress in radio—for more than 2,000 stations now program c.&w. for two hours or more per day. Television is the next major exposure medium to be achieved in a big way. That is why a lot of hopes are riding with Jimmy Dean's ABC-TV Thursday night shot.

Bob Banner, executive producer of "The Jimmy Dean Show," summed up his view succinctly: "We intend to make country music acceptable—to the point where it is good fare for the listening audience." Engaged with him in this enterprise, in addition to Dean, are producer Julio Di Benedetto and associate producer Tom Egan.

Csida's operation also will embrace the dealer aids services headed by Marty Klein, sales manager.

Heine, a veteran in the disk and sound equipment industries sales field, joined Billboard several years ago. He has headed Billboard's international sales, later becoming its sales manager. In his new post, Heine will report directly to Cook, as does Csida.

## Close Fax Label Before Its Sale

**HOLLYWOOD**—Fax Records, party time label, whose owner Bill Door was murdered here November 19, has closed down prior to being put on the block, attorney Mervin Glass reveals.

Glass, who is expected to be named executor of the label, told Billboard his accountant was presently analyzing the firm's books to ascertain the company's worth.

Label's catalog was comprised of spicy party disks and the last product released was a de luxe package titled "Ballad of Fanny Hill."

## Alan Mink To Head Up Smash Promo

**CHICAGO**—Alan Mink, for the past two years Midwestern regional manager of Smash Records, was last week named the label's first national promotion manager. He'll headquarter in Smash's Chicago office.

The promotion marks what Charles Fach, Smash head, describes as the label's rapid growth which in the three years of its existence has turned Smash into a million-dollar business. Fach added that Mink's appointment is in accord with Smash's policy of promoting from within.

Previously, Doug Moody was promoted from the field to a.&r. director. Mink has spent some seven years in the record business. Prior to joining Smash, he was a Cleveland disk jockey for three years, then a promotion man in the same city for two years.



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

monument 45-830

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

## 'OPEN END'

To Discuss  
Pop Sound

NEW YORK—"Record Charts and the Pop Record Sound" is the general subject matter to come up for an airing on Open End, the national TV panel discussion show, on Sunday, January 5. Advance reports from the scene of the taping, MGM Teledios here, indicate that it'll be one of the wildest verbal free-for-alls in the history of the seg.

Appearing with emcee, David Susskind, will be a notable entourage of panelists including Phil Spector, an indie record manufacturer representing the youth market; William B. Williams, for the old school of deejays; Murray (The K) Kaufman, for the Top 40 deejay group; Aaron (Goldie) Goldmark, for the music publisher-producer fraternity; songwriter Jack Keller; and pop artists Lesley Gore and Bobby Vinton.

Reportedly the session wound up with Susskind and Williams, who questioned the "dumb sounds" of today's pop disk hits being swarmed under by the rebuttals of the others. The session lasted two and a half hours.

L.A. Ad Leads to  
Store Discount

HOLLYWOOD—When Columbia Records placed a 20-page color ad supplement in the Sunday (8) Los Angeles Times, the Discount Center Stores congratulated the diskery in its own ad while announcing that all products shown in the special section would be sold at 33 1/3 per cent off the regular list price.

Gene Block, label's regional sales manager, said the 33 1/3 per cent figure was a tribute to the company's year-round pricing announced last July because there were other ads citing much higher discounted lines. Citing this figure as being low in comparison with what other labels were being discounted for, Block noted that dealers today can not discount Columbia product as much as they had in the past, due to the stabilization policy.

Label's Los Angeles distributor, Ted Rosenberg, had co-oped the ad with the three-store chain in line with the expanded policy of giving coin to retail



JOE AND EDDIE, stars of the new GNP Crescendo album, "Coast to Coast" (GNP Crescendo #96), are scheduled to make four appearances on the Danny Kaye TV Show in the near future. They open at the Crescendo in Hollywood in January.

(Advertisement)

outlets for consumer advertising. Diskery is not allowed to tell the retailer what price he may charge the consumer, only what price he must pay for the merchandise.

The one-week special cited regular \$3.98 mono LP's selling for \$2.65 and such high priced items as a \$17. stereo set going for \$11.34. The most expensive package listed was a \$29.98 set selling for \$19.99.

Joe Carlton Adds  
New Folk Label

NEW YORK—Joe Carlton, president of Carlton Records, has announced the formation of a new, additional label, titled Coffee House Records. The new line will be a vehicle for folk-oriented singles and albums. First single was cut by the Vassar Guitar Stringers and is titled "Run Boy Run" b-w "Two Brothers."

The label will be distributed separately from Carlton Records. Overseas, however, the Carlton licensees will handle the new label.

Carlton plans to release two or three singles monthly on the new label, plus occasional albums. He feels that for the next 10 years, the college population group will be the most influential buying group, and the burgeoning folk trend ties in with this group.

Limelitters Cutting  
1st Victor Album

HOLLYWOOD—The reorganized Limelitters have begun cutting their first album together for RCA. Tunes will include several original compositions penned by Ernie Sheldon,

INT'L REPORTS  
NOW ALL OVER

NEW YORK—To provide broader coverage of the international record scene, Billboard has eliminated its special category previously called "International Reports." From this issue forward, Billboard will spread its international coverage throughout each week's issue. The growing importance of foreign records and songs in the U. S., and the competitive situation as far as American product, artists and material overseas are concerned, has necessitated greater space for international stories. This space will now become available through all the general music pages of the paper. Hits of the World charts, however, will still be grouped together under that designation. Those charts from around the world can be found on page 20 in this week's issue.

replacement for Glenn Yarbrough, and several adaptations by Lou Gottlieb and Alex Hassilev, remaining two members.

Titled "More of Everything," the LP is scheduled for a March release.

## CHRISTMAS RECORDS

## CHRISTMAS ALBUMS

Christmas LP's continue to show heavier sales activity than Christmas singles. When these charts appear, there will be only eight shopping days left before Christmas; and, this period is the heaviest sales period for Christmas product. This chart will run for two more weeks and will continue to expand as Christmas record sales increase. Since the heaviest sales period for Christmas product has not been reached, some new Christmas product has not yet had sufficient time to necessarily be reflected here.

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 **ANDY WILLIAMS CHRISTMAS ALBUM**, Columbia CL 2087 (M); CS 8887 (S)
- 2 **SOUND OF CHRISTMAS**, Johnny Mathis, Mercury MG 20837 (M); SR 60836 (S)
- 3 **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox, TFM 3100 (M); TFS 4100 (S)
- 4 **THIS CHRISTMAS I SPEND WITH YOU**, Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)
- 5 **ELVIS' CHRISTMAS ALBUM**, Elvis Presley, RCA Victor LPM 1951 (M) and/or LOC 1035 (M); (No Stereo)
- 6 **MERRY CHRISTMAS**, Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
- 7 **CHRISTMAS GREETINGS FROM MANTOVANI & HIS ORCHESTRA**, London LL 3338 (M); PS 338 (S)
- 8 **MERRY CHRISTMAS**, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
- 9 **CHRISTMAS WITH THE CHIPMUNKS, VOL. 2**, David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S)
- 10 **CHRISTMAS SONG**, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
- 11 **MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS**, Columbia ML 5222 (M); (No Stereo)
- 12 **SEASON'S GREETINGS**, Perry Como, RCA Victor LPM 2066 (M); LSP 2066 (S)
- 13 **A CHRISTMAS GIFT FOR YOU**, Various Artists, Philles 4005 (M); (No Stereo)
- 14 **MERRY CHRISTMAS**, New Christy Minstrels, Columbia CL 2096 (M); CS 8896 (S)
- 15 **TWELVE SONGS OF CHRISTMAS**, Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)
- 16 **WE WISH YOU A MERRY CHRISTMAS**, Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)
- 17 **PERRY COMO SINGS MERRY CHRISTMAS MUSIC**, RCA Camden CAL 660 (M); CAS 660 (S)
- 18 **MANY MOODS OF CHRISTMAS**, Robert Shaw Chorale, RCA Victor LM 2684 (M); LSC 2684 (S)
- 19 **CHRISTMAS IN MY HEART**, Connie Francis, MGM 3792 (M); SW 3792 (S)
- 20 **SOUND OF CHRISTMAS**, Ramsey Lewis Trio, Argo 687 (M); 687 (S)

- 21 **SONGS FOR CHRISTMAS**, Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
- 22 **STORY OF CHRISTMAS**, Tennessee Ernie Ford & the Roger Wagner Chorale, Capitol T 1964 (M); ST 1964 (S)
- 23 **JOY OF CHRISTMAS**, Mormon Tabernacle Choir & the New York Philharmonic Orchestra (Bernstein), Columbia ML 5899 (M); MS 6499 (S)
- 24 **CHRISTMAS HYMNS AND CAROLS**, Mario Lanza, RCA Camden CAL 777 (M); CAS 777 (S)
- 25 **MERRY CHRISTMAS**, Jackie Gleason, Capitol W 758 (M); DW 758 (S)

OTHER CHRISTMAS LP'S RECORDING SALES  
(Listed Alphabetically by titles)

- CHRISTMAS HYMNS AND CAROLS**, Robert Shaw Chorale, RCA Victor LM 2139 (M); LSC 2139 (S)
- BONANZA CHRISTMAS ON THE PONDEROSA**, Various Artists, RCA Victor LPM 2757 (M); LSP 2757 (S)
- CHRISTMAS WITH CHET ATKINS**, RCA Victor LPM 2423 (M); LYP 2423 (S)
- CHRISTMAS WONDERLAND**, Bert Kaempfert & His Ork, Decca DL 4441 (M); DL 74441 (S)
- FOR THE WHOLE FAMILY AT CHRISTMAS**, Robert Rheims, Rheims LP 6010 (M); ST 7710 (S)
- HOLIDAY FOR TEENS**, Paul & Paula, Philips PHM 200-101 (M); PHS 600-101 (S)
- HOLIDAY SING ALONG WITH MITCH**, Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
- A MUSIC BOX CHRISTMAS**, Rita Ford Music Boxes, Columbia CL 1698 (M); CS 8498 (S)
- SILENT NIGHT & 13 OTHER BEST LOVED CHRISTMAS SONGS**, Lawrence Welk, Dot DLP 3397 (M); DLP 25397 (S)
- THE SPIRIT OF CHRISTMAS**, Mormon Tabernacle Choir, Columbia ML 5423 (M); MS 6100 (S)

## CHRISTMAS SINGLES

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 **WHITE CHRISTMAS**, Andy Williams, Columbia 42894
- 2 **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox 429
- 3 **DO YOU HEAR WHAT I HEAR**, Bing Crosby, Capitol 5088
- 4 **PLEASE COME HOME FOR CHRISTMAS**, Charles Brown, King 5405
- 5 **JINGLE BELL ROCK**, Bobby Helms, Decca 30513
- 6 **YOU'RE ALL I WANT FOR CHRISTMAS**, Brook Benton, Mercury 72214
- 7 **RUDOLPH, THE RED-NOSED REINDEER**, David Seville & the Chipmunks, Liberty 55289
- 8 **WHITE CHRISTMAS**, Bing Crosby, Decca 23778
- 9 **SONGS OF CHRISTMAS**, Bobby Vinton, Epic EG 7215
- 10 **THE CHIPMUNK SONG**, David Seville & the Chipmunks, Liberty 55250
- 11 **THAT'S ALL I WANT FOR CHRISTMAS**, Nancy Wilson, Capitol 5094
- 12 **ROCKIN' AROUND THE CHRISTMAS TREE**, Brenda Lee, Decca 30776
- 13 **LITTLE SAINT NICK**, Beach Boys, Capitol 5096
- 14 **JINGO JANGO**, Bert Kaempfert, Decca 31520
- 15 **THE CHRISTMAS SONG**, Nat King Cole, Capitol 3561
- 16 **THE TWELVE GIFTS OF CHRISTMAS**, Allan Sherman, Warner Bros. 5406



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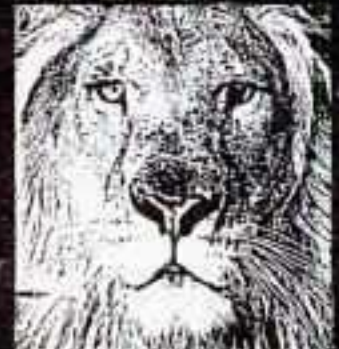
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## RECORDS

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## TALENT

## Disk Artists Play the Gate In Yule Show

NEW YORK — The Village Gate in Greenwich Village presents a holiday show diverse in the presentation of recorded singing groups and artists. Featured in the show are the Irish and folk figures, the Clancy Brothers and Tommy Makem, the jazz singers Lambert, Hendricks and Bavan and folk balladeer Leon Bibb.

The show begins Tuesday (17) and runs through December 31. It racks up as one of the feature presentations in the city and brings together strong recording talent with the Clancy Brothers and Tommy Makem on the Columbia label; L. H. & B., RCA Victor, and Leon Bibb, Columbia Records. Show is being called "Holiday Songfest."

## TALENT TOPICS

### SAN FRANCISCO

The San Francisco Symphony Association opened its 1963-1964 season in what has been described as a brilliant opening in the style of the opera.

The occasion was the local debut of maestro Joseph Krips as conductor of the orchestra, now starting its 52d season. A new acoustical shell on the stage of the Opera House is considerably reducing the acoustical problem of the theater. . . . In the night clubs, Pat Suzuki is on top, topographically speaking, having begun last week a three-week engagement in the Venetian Room of the Fairmont Hotel on Nob Hill. . . . Chris Ibanez has brought his trio to the At the Beach on Broadway. . . . The Vi Redd Quartet is entertaining in the Sugar Hill next door. . . . Frankie Laine is currently at the Nugget in Sparks, near Reno, December 11, and will be followed there by Ray Bolger. . . . Earl (Fatha) Hines opened on December 6 at the CrossRoads in Jack London Square, Oakland. . . . Comedian Mel Young opened at Bernie Kahn's Tin Pan Alley in Redwood City. Young has been in shows with Frank Sinatra, Dean Martin and Sammy Davis Jr. . . . A comedian of longer duration, George Jessel, is now talking to his mother from a telephone booth at Harrah's South Shore at Lake Tahoe. . . . Tito Puente and his band have just

## NIGHT CLUB REVIEW

### Wayne Newton a Smash at Copa

Wayne Newton, young Capitol Records recording artist, scored strongly in his Copacabana opening last Thursday (5) in New York. The chanter played to a packed house during the dinner show and literally had to beg off.

Newton presented a broad range of material, including, of course, his Capitol Records hits, "Danke Schoen," folk-oriented tunes and such Dixieland-tinged items as "When the Saints Go Marching In." Wayne, a Bobby Darin protege, is backed by the Newton Brothers, who contribute string and vocal accompaniment — but the Brothers never really intrude. The act is all Wayne.

The singer's demeanor is youthful and cherubic; his personality is ingratiating and he rapidly develops a rapport with the audience. There is much of the "belter" in the vocal style, and he often winds up with—as they say—all flags flying.

As yet, Wayne has not developed the subtleties of the veteran club performer. This will come with the experience of the years. He is likely to go quite far, based on his reception at the Copa.

PAUL ACKERMAN

played a one-week engagement at the Off Broadway in San Francisco. . . . The Nob Hill Trio have begun to play for nightly dancing at the new Sheraton Villa Motor Inn in suburban San Mateo.

### DALLAS

Rommie Bryan's Trio, currently at the Bali Hai, have cut a record which is titled "Rommie Sings" and will be available at the club for guests. . . . Recording artist and vocalist Julius La Rosa has closed an engagement at the Caravan Club in Austin. . . . Eddie Barnes has opened an engagement at the King's Club. . . . Local entertainers Phil Marquin and Diane Wisdom have opened a stand at the Gaylife Club. The Norman Grant Trio also featured. The Theater Lounge featuring Billy Lee in the comic spotlight. . . . Breck Wall and Joe Peterson, presenting their fourth revue at the Hotel Adolphus Century Room, have been signed to take their "Bottoms Up" revue to the Continental Houston Hotel in Houston.

In Houston, Van Johnson, the Hollywood film star, has opened a two-week stand at the Cork Club. He recently toured in the hit musical "The Music Man" and was also in the London production. Johnson is a veteran song and dance entertainer. The Mel Arvin orchestra supplies the music. The show also features the George Arnold Dancers.

Folk singers and Warner Bros. recording stars Peter, Paul and Mary had their local concert rescheduled at the Music Hall and turned over all proceeds to the family of J. D. Tippit, the Dallas police officer. The stars turned over the proceeds of other Texas concerts to the same worthy cause.

The Continental Houston's French Quarter has reopened after being closed for several days, the Stylers being featured. . . . Recording star accordionist Dick Contino has opened a stand at the International Club's Continental Room. . . . Rex Van, veteran entertainer and now

## Herbie Mann Has Full Show At Vanguard

NEW YORK—Herbie Mann is now fronting a full-fledged stagershow at the Village Vanguard. The Atlantic hit recording star is currently producing and starring in a show at the Greenwich Village night club that not only features his recording group but dancers and an augmented ensemble. He will be on stage at the club through December 31.

Mann's two one-hour shows at the Vanguard feature his regular working combo along with Chief Bey and two dancers, two trumpets, two Afro-Latin drummers and the star himself on flute. Guitarist Attila Zoller is featured as one of the instrumental stars.

The jazz flutist has been signed by the William Morris office to a tour of concerts during the winter-spring season. He has and will continue to use expanded versions of this show as the basis for such concert and theater engagements.

Mann arrived at the idea for the show by analysis of the usual jazz programs which very often feature two or three jazz acts unrelated to one another. He felt the need for excitement and continuity in jazz night club presentations and hit on this scheme through theater and concert engagements presented over the last few months across the country.

manager of the Las Vegas Club here, has returned to work following a recent heart attack. He has booked Ronnie David for an indefinite stand.

Ruth Wallis has opened a two-week engagement at the Tidelands with the Freddie Noble orchestra on the bandstand. . . . Larry Grayson, entertainment director for the Continental Houston Hotel, has booked the Breck Wall and Joe Peterson "Bottoms Up" revue which is currently at the Century Room of the Adolphus Hotel in Dallas for an engagement, opening after the first of the year.

### BOSTON

Gypsy Rose Lee, starting a series of one-night stands, will come into the Pleasant Valley Country Club in Millbury next week in her one-woman show titled, "A Curious Evening with Gypsy." Most curious thing about it is that the only thing she sheds is her gloves. . . . Folk singing satirists Brown and Dana came back to their alma mater, Tufts University, to show the undergrads just how they do it. . . . Keely Smith will headline the big pre-Christmas show at Blinstrub's Village.

Clubs are reporting business better than any time all year, and the Framingham Monticello is booked to near capacity for the engagement of Patricia Morison. . . . Hub theaters are on the upswing again. Robert Preston has scored a triumph with "Nobody Loves an Albatross," heading in two weeks for Broadway. . . . The Colonial has an excellent advance for Margaret Leighton in "The Chinese Prime Minister," while "Funny Girl," with Barbra Streisand, will have no trouble filling seats for the three-week pre-Broadway showing of the musical based on the life of Fanny Brice.

Peter, Paul and Mary, who

(Continued on page 39)

## TV GUEST APPEARANCES BY RECORD TALENT

DECEMBER 16-22  
(All Times Eastern Standard)

- MONDAY 16—ALLAN SHERMAN, MEL TORME**  
The popular comic and jazz vocalist will each perform on the Westinghouse tape-syndicated Steve Allen show.
- TUESDAY 17—JOANIE SOMMERS**  
The pretty vocalist will be one of the guests on the Red Skelton show (CBS-TV, 8-9 p.m.).
- TUESDAY 17—BIRGIT NILSSON, STEVE LAWRENCE & EYDIE GORME, LORIN HOLLANDER**  
All will get feature spots on the Telephone Hour (NBC-TV, 10-11 p.m.).
- TUESDAY 17—WINGY MANONE, MARILYN LOVELL**  
Both will perform on the Steve Allen show.
- THURSDAY 19—ANDRE PREVIN, ROWAN & MARTIN**  
Edie Adams plays hostess to some top talent (ABC-TV, 10-10:30 p.m.).
- THURSDAY 19—BROOK BENTON**  
The singing star will be featured guest on the Steve Allen slot.
- SATURDAY 21—BROTHERS FOUR, TRINI LOPEZ, BUD & TRAVIS, JIMMIE RODGERS, STAN WILSON, NANCY AMES, TRAVELERS THREE, BEVERLY WRIGHT, BILL COSBY**  
An impressive line-up of top talent will perform on Hootenanny (ABC-TV, 7:30-8:30 p.m.).
- SATURDAY 21—VALLEY YOUTH CHORALE**  
Recently recorded on Felsted, the group will perform excerpts from their Christmas album on the Jackie Gleason show (CBS-TV, 7:30-8:30 p.m.).
- SUNDAY 22—ROBERTA PETERS**  
The Met soprano will appear in a special broadcast of Christmas music and poetry (CBS-TV, 10-11 a.m.).
- SUNDAY 22—TENNESSEE ERNIE FORD, ROGER WAGNER CHORALE**  
A holiday special, "The Story of Christmas" will offer music by the above (NBC-TV, 10-11 p.m.).

The national network TV guest appearances listed above provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

## ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.



**BROOKS O'DELL**  
(Gold) PM: Modeen Donzell

**HOME TOWN:** Philadelphia. **BACKGROUND:** Brooks' early experience with singing began in his home town church choir. He continued to sing throughout his years in high school and college. In college his major interests were religion and music. His first professional experience was with a group called the Commanders. Brooks was the feature singer. The group toured Canada and finally

Europe, causing quite a stir in Paris, Rome and Milan. When Brooks returned Stateside, he formed his own group, the Majestics. While working in Philadelphia he was noticed and signed by Luther Dixon to a recording contract. The resultant effort, "Watch Your Step," is making steady progress on Billboard Hot 100. The single, on the gold label, is distributed by Amy-Mala.

**LATEST SINGLE:** "Watch Your Step," is No. 81 on Billboard's Hot 100 this week.

## TALENT ON TOUR

(Top record talent in top record towns this week)

### EAST

Peter, Paul and Mary do one-nighters this week at Philadelphia's Convention Center (20) and the Kleinhans Music Hall, Buffalo (22). . . . Also in Buffalo, Jimmy Smith is at the Bon Ton (17-22). . . . Bobby Vinton is at the Twin Coaches, Pittsburgh, this week. . . . The Clancy Brothers and Tommy Makem open (17) at the Village Gate for two weeks. . . . Debut attraction at the new Muggs Gallery in New York (20) will be Oscar Brand. . . . Roland Kirk at the Royzl Arms, Buffalo, this week. . . . Gene Krupa and quartet return to the Metropole (16) through New Year's Day. . . . Count Basie does one-nighters at the House of Cards in West Haven, Conn. (16); La

Salle College, Philadelphia (17), and Carnegie Hall (22). . . . Pep's in Philadelphia features Irene Reid this week. . . . Tyree Glenn and the Lee Shore Trio are at the Embers.

### SOUTH

The Barry Sisters headline at Miami's Carillon Hotel for two weeks, starting December 21.

### WEST

On Tuesday (17) Vaughn Meader and Judy Henske open at the Crescendo in Hollywood. . . . Buddy Greco begins a month's engagement at the Sahara Hotel, Las Vegas, December 21. . . . Sheb Wooley makes appearances this week in Portland, Ore. (19); Salem, Ore. (20), and Seattle (22).

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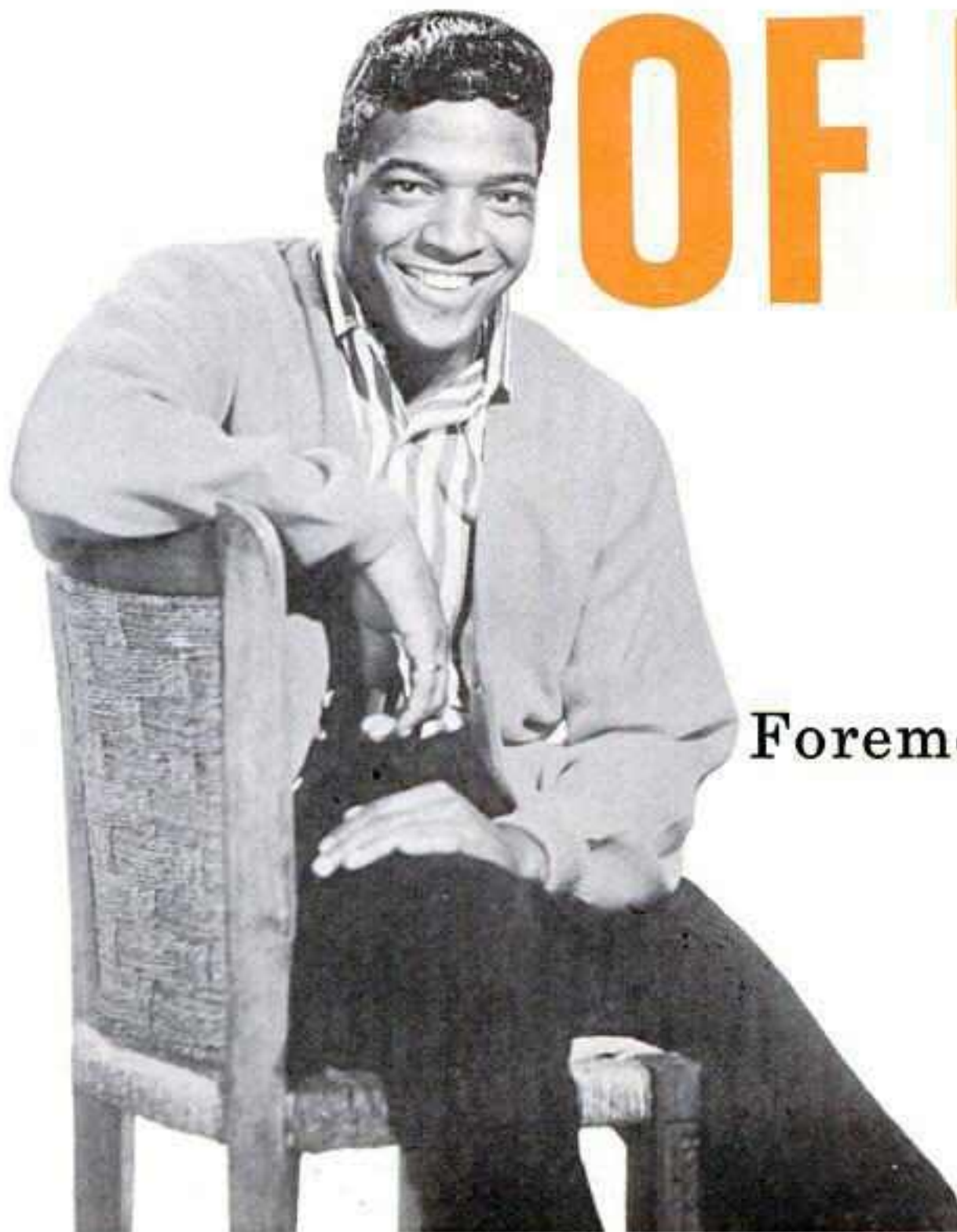
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THE HEART  
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VITO PELLETTIERI, grand old man of the "Grand Ole Opry," takes the cake on his 74th birthday. Making the presentation onstage at the "Opry" are Jean Shepard and T. Tommy Cutrer. Vito has been stage manager at the "Opry" for 28 years.

## Peebles Unit To Show at Neb. State Pen

LINCOLN, Neb. — The Christmas holiday season for the 2,000 inmates of the Nebraska State Penitentiary is going to be made a little brighter and happier, according to Warden Marrice Siegler, through the efforts of Harry (Hap) Peebles, Wichita, Kan., music promoter.

Peebles will present a show inside the penitentiary Sunday afternoon, December 29, featuring Ernest Tubbs and the Texas Troubadours, the Duke of Paducah, Little Jimmy Dickens, George Morgan, Autry Inman, and Johnnie Lee Wills and His Western Swing Band.

This is the second time in the 100-year history of the prison that a "name" show has been presented for the inmates, the warden said. Peebles presented a show with Tex Ritter, Country Music Association prexy; Lonzo and Oscar, Johnnie Lee Wills and band, and Hank Snow and His Rainbow Ranch Boys a year ago.

Peebles' holiday tour will include stops at Topeka, Kan., December 27; Sioux City, Ia., 28; Lincoln, 29; Omaha, 31; Kansas City, Mo., January 1; St. Joseph, Mo., 2; Salina, Kan., 3, and Wichita, 4.

## Buster Doss Sets Nashville Office

WACO, Tex. — The Buster Doss Enterprises, which comprises a booking agency, Wizard Records and Buster Doss Music, is moving its main offices to Nashville soon after the first of the year. The firm will continue to maintain a branch here. The company was formed here by Buster Doss seven years ago.

With the move, Doss will take with him to Nashville artists Kay Arnold, heard on the Liberty label; Smilin' Jerry Jericho and the Cactus Kid. Doss says he has signed a personal-management pact with three major "Grand Ole Opry" artists. For business reasons he is withholding their names until after the move is made.

## Patrick Robinson Reps Bill Clifton On English Trek

LONDON — The Patrick Robinson Agency has finalized arrangements to manage bluegrass artist Bill Clifton for the duration of his tour in Great Britain. In addition to live performances throughout the British Isles, Clifton will augment his activities with television and radio appearances.

Clifton made his debut on the BBC via the "Tonight" show, which enjoys some 10 million viewers each night. On December 8, Clifton appeared on ABC's "Hullabaloo" with Rory McEwen and a variety of top folk performers. The "Hullabaloo" show is televised through the facilities of ITV, the independent network.

Decca Records, for whom Clifton records, will issue a new single featuring a topical song and a standard mountain ballad. The release is expected later this month.

## COUNTRY MUSIC CORNER

By BILL SACHS

Tillman Franks has taken over the management of the Kimberleys, with Norman Petty continuing to handle them on recordings. . . . David Houston is currently appearing with Tillman Franks and the Cedar Grove Three. They appeared Saturday (7) at the Coliseum, Corpus Christi, Tex., with the promotion handled by Mel Ammerman and Jimmy Bell, of KROB radio, Robstown, Tex. Comprising the Cedar Grove Three with Franks are Country Johnny Mathis and Tommy Tomlinson, the last named of the team of Tom and Jerry. . . . Ernest Tubbs and the Texas Troubadours and George Morgan wind up the year with dates at Topeka, Kan., December 27; Sioux City, Ia., 28; Lincoln, Neb., 29, and Omaha, 31. . . . June Carter is set in Las Vegas through December 16.

Hitt Attractions, Dallas, has set Liberty Records' Joe Carson with his band on a return engagement at Panther Hall, Fort Worth, December 28; Altus, Okla., December 31, and Oklahoma City, January 4. He

follows as a single with Colorado Springs, Colo., January 8-9. . . . Hal Smith's Artists Productions, Goodlettsville, Tenn., has Ernest Tubbs and His Texas Troubadours set for Topeka, Kan., December 27; Sioux City, Ia., 28; Lincoln, Neb., 29, and Omaha, 31. For the December 15-22 period, the unit is set on one-nighters in California. Same office has Mac Wiseman booked for Richmond, Va., December 28-29.

Lester Flatt and Earl Scruggs and their bluegrass aggregation are set for a repeat appearance on ABC-TV's "Hootenanny" in February and March. They are also slated for return concerts at Carnegie Hall, New York, April 3, and Jordan Hall, Boston, April 4. . . . Mr. and Mrs. Jerry Tyler are celebrating the arrival of a daughter born December 1. Father is a veteran country artist and songwriter.

As might be expected, Lefty Frizzell's new Columbia release, "Saginaw, Michigan," is reported going like a house afire in Michigan. Don Wayne and Bill Anderson are the co-writers of the tune, but Colum-

## HOT COUNTRY SINGLES

### Billboard SPECIAL SURVEY

FOR WEEK ENDING 12/21/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE . . . . . 14 Buck Owens, Capitol 5025	14
2	2	THE MATADOR . . . . . 7 Johnny Cash, Columbia 42880	7
3	5	MOUNTAIN OF LOVE . . . . . 10 David Houston, Epic 9625	10
4	7	THANKS A LOT . . . . . 13 Ernest Tubbs, Decca 31526	13
5	3	NINETY MILES AN HOUR (Down a Dead-End Street) . . . . . 9 Hank Snow, RCA Victor 8239	9
6	8	500 MILES AWAY FROM HOME . . . . . 9 Bobby Bare, RCA Victor 8238	9
7	10	TALK BACK TREMBLING LIPS . . . . . 27 Ernest Ashworth, Hickory 1214	27
8	4	COWBOY BOOTS . . . . . 12 Dave Dudley, Golden Ring 3030	12
9	12	BEGGING TO YOU . . . . . 4 Marty Robbins, Columbia 42890	4
10	14	THOSE WONDERFUL YEARS . . . . . 7 Webb Pierce, Decca 31544	7
11	11	BEFORE I'M OVER YOU . . . . . 6 Loretta Lynn, Decca 31541	6
12	6	8 x 10 . . . . . 18 Bill Anderson, Decca 31521	18
13	16	B. J. THE D. J. . . . . 3 Stonewall Jackson, Columbia 42889	3
14	17	JEALOUS HEARTED ME . . . . . 3 Eddy Arnold, RCA Victor 8253	3
15	9	CALL ME MR. BROWN . . . . . 13 Skeets McDonald, Columbia 42807	13
16	24	PEEL ME A NANNER . . . . . 3 Roy Drusky, Mercury 72204	3
17	21	IF THE BACK DOOR COULD TALK . . . . . 6 Webb Pierce, Decca 31544	6
18	27	D. J. FOR A DAY . . . . . 2 Jimmy "C" Newman, Decca 31553	2
19	18	LET'S INVITE THEM OVER . . . . . 3 George Jones & Melba Montgomery, United Artists 635	3
20	-	GOING THROUGH THE MOTIONS . . . . . 1 Sonny James, Capitol 5057	1
21	13	TROUBLE IN MY ARMS . . . . . 7 Johnny & Jonie Mosby, Columbia 42841	7
22	-	YOU'LL DRIVE ME BACK (Into Her Arms Again) . . . . . 1 Faron Young, Mercury 72201	1
23	15	WILD, WILD WIND . . . . . 7 Stonewall Jackson, Columbia 42846	7
24	26	LAST DAY IN THE MINES . . . . . 2 Dave Dudley, Mercury 72212	2
25	25	THAT'S WHY I SING IN A HONKY TONK 3 Warren Smith, Liberty 55615	3
26	28	THE GREATEST ONE OF ALL . . . . . 3 Melba Montgomery, United Artists 652	3
27	-	TRIANGLE . . . . . 1 Carl Smith, Columbia 42858	1
28	30	ANOTHER BRIDGE TO BURN . . . . . 2 "Little" Jimmy Dickens, Columbia 42845	2
29	22	WHAT'S IN OUR HEART . . . . . 4 George Jones & Melba Montgomery, United Artists 635	4
30	-	TADPOLE . . . . . 1 Tillman Franks, Starday 651	1

bia inadvertently left Bill's name off the label. Anderson's new one for Decca, "Easy Come, Easy Go" b.w. "Five Little Fingers," is being rushed into release this week.

Red Smiley, of Reno and Smiley, is reported still under the weather and in need of a bit of cheering up. How about dropping Red a line to Route 1, Hollins, Va.? . . . A country music package booked by Bob Neal and featuring George Jones, Buck Owens, Sonny James, Loretta Lynn, the Louvin Brothers and Onie Wheeler played to a S.R.O. business at Liberty Hall, El Paso, Tex., November 19. Show was produced by Station KHEY and, according to Ole Mike, KHEY program director, it was the most successful show venture the station has ever presented. . . . The Kay Arnold "Hootenanny Show," featuring Smilin' Jerry Jericho and Raz Moore, is back in Waco, Tex., after a one-nighter tour through the New England country. En route back to Waco, Miss Arnold and Jericho stopped off in

Nashville to cut a demo session for Painted Desert Music under the direction of Billy Grammer.

Sonny Weatherly, former country deejay on Station KSRC, Socorro, N. M., now heads his own dance-show group, the Fence Riders, who have just cut their first record, "Please Wait," written and sung by Sonny, with vocal assist from Troy Prather, b.w. "You Can't Take Away My Memories," penned by Prather. Fence Riders stack up with Sonny on rhythm guitar; Prather, lead guitar; Freddy Wood, fiddle, and Mike Trujillo, drums. . . . Loretta Lynn, following her recent engagement at the Auditorium, Baton Rouge, La., visited with Ray Belcher and family at the Belcher home. Also at the yock session were local deejay Bob Prather and Mrs. Prather.

Smilin' Johnnie and His Prairie Pals, show and dance group of Western Canada and currently featured daily over

(Continued on page 14)



## The New Lost City Ramblers

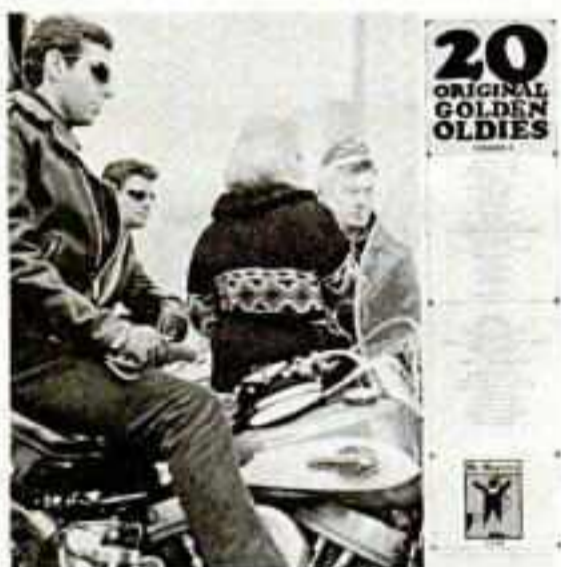
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- FA2396 New Lost City Ramblers, v. 1
- FA2397 New Lost City Ramblers, v. 2
- FA2398 New Lost City Ramblers, v. 3
- FA2399 New Lost City Ramblers, v. 4
- FH5263 Moonshine & Prohibition Songs
- FH5264 Songs from the Depression

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# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

**NO NATIONAL BREAKOUTS THIS WEEK**

## ★ REGIONAL BREAKOUTS

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

**THERE'S A MEETING HERE TONIGHT . . .**

Joe & Eddie, Crescendo 195 (Hollis, BMI) (Boston)

**DO-WAH-DIDDY . . .**

Exciters, United Artists 662 (Trio, BMI) (San Francisco)

**HEARTLESS HEART . . .**

Floyd Cramer, RCA Victor 8265 (Duchess, BMI) (Seattle)

# SINGLES REVIEWS



## SPOTLIGHT WINNERS OF THE WEEK

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

### SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks. All other singles are listed in their respective categories.

**POP SPOTLIGHT**

**RICK NELSON**

**FOR YOU**  
(Witmark, ASCAP) (2:15)

**THAT'S ALL SHE WROTE**  
(Four Star, BMI) (2:17)—Decca 31574

Two more powerhouse sides from Rick. First up is a bright reading of the standard in reverberant style. The second is a medium tempo tune, again with reverb, that smartly tells a tale of woe that's self-explanatory.

**POP SPOTLIGHT**

**THE CASHELIES**

**OUTSIDE CITY LIMITS**  
(Painted Desert, BMI) (2:31)—Decca 31575

This is a tight, swingy item that has the power to go all the way. Smart backing has xylophone and piano licks that make it a smart one. The flip is "Pretend" (Interval, BMI) (2:20).

**C.&W. SPOTLIGHT**

**JUDY LUNN**

**THE CALM BEFORE THE STORM**  
(Glad, BMI) (2:31)

**I MAKE EXCUSES**  
(Glad, BMI) (2:22)—United Artists 674

Two more winning sides from the fine country thrush and the material is strong in the heartbreak ballad groove. Both are good and either or both could go. Watch 'em.

**POP SPOTLIGHT**

**THE ROCKY FELLERS**

**BYE BYE BABY**  
(Screen Gems-Columbia, BMI) (2:27)—Scepter 1263

Swinger from the lead singer and the lead singer and the group that has a good chance. The side should go a long way for the group and score with the kids. The flip is "She Makes Me Wanna Dance" (Mellin-Chapter, BMI) (2:12).

**POP SPOTLIGHT**

**CATHY JEAN**

**DOUBLE TROUBLE**  
(Trio, BMI) (2:23)—Philips 40143

Cathy Jean had a hit with a group known as the Roommates sometime back and here's her first new effort in a spell. It's a strong solo performance of a swinging ditty with a good, hand-clap beat and solid arrangement. Side could be big. Flip is "Believe Me" (Swarthmore-Marble, BMI) (2:40).

**C.&W. SPOTLIGHT**

**KITTY LOU**

**THAT'S WHERE I CAME IN**  
(Lonzo and Oscar, BMI) (2:25)—Clark 210

A winning new country thrush here and she has a solid piece of weeper ballad wax. Good traditional arrangement, too. She makes the message come alive and the side could go. Flip is "The Night a Fool Cried" (Lonzo and Oscar, BMI) (2:55).

**POP SPOTLIGHT**

**BRIARWOOD SINGERS**

**HE WAS A FRIEND OF MINE**  
(Yorkville, BMI) (2:19)—United Artists 686

Touching folk tune sung with reverence and taste that tells of sorrow and loss of a leader who was a friend to all. The flip is "Bound for the Freedom Land" (Derby, BMI) (2:02).

**POP SPOTLIGHT**

**GILBERT BECAUD**

**WHAT NOW MY LOVE**  
(Remick, ASCAP) (2:39)  
(Trio-Silverbell, BMI) (2:58)—Kapp 566

Beaud, a Frenchman, is the writer of the first of these, once a hit for Jane Morgan, and he gives it a slow, but building performance to a bolero tempo. A strong side. The flip is a Leiber-Stoller tune that has a haunting quality and it's done neatly. Both should be watched.

**POPULAR**

**FOUR-STAR SINGLES**

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being stocked by dealers, one-stops and rack jobbers handling that category.

**POP SPOTLIGHT**

**KIRK HANSARD**

**WIDOW MAKER**  
(Martin, BMI) (2:23)

**JOHNNY TERESA**  
(Martin, BMI) (2:59)—Columbia 42935

Two mighty fine items from the new powerful new country-oriented talent here. The first is a story of a truck driver who dies a hero's death. The flip is in the Tex-Mex mode and tells the tragic story of Johnny Darango and his Mexican Love.

**NOVELTY SPOTLIGHT**

**JIGGLES AND THE ZANIES**

**I WISH I'D STAYED IN BED**  
(Lowery, BMI) (2:07)—Dore 693

Here's a wild, bright novelty that's out of the publishing firm that handles Ray Stevens' material and it's much in the typical Stevens novelty groove. Group and the lead with the nutty Southern style give it a great ride. Flip is "Get Your Good Good Lovin' From Me" (Hillary-Maverick, BMI) (2:05).

**POPULAR**

**KEYSTONE FOUR**

★★★★ Greenback Dollar (Daven, BMI) — ★★★★★ 2:10, 6:18 (In, ASCAP). CHELSEA 1014

**PIKE COUNTY TRIO**

★★★★ Takin' Names (Zodiac, BMI) (2:27)—★★★★ Sherman's March to the Sea (Zodiac, BMI) (2:20). PALLETTE 5116

**MARCIE BLANE**

★★★★ Why Can't I Get a Guy? (Ametrop, BMI) (2:05) — ★★★★★ Who's Going to Take My Daddy's Place (Ametrop, BMI) (2:25). SEVILLE 130

**JIMMY DEAN**

★★★★ Mind Your Own Business (Rose, BMI) (2:32)—★★★★ I Really Don't Want to Know (Hill & Range, BMI) (2:35). COLUMBIA 42934

**MARGARET LEWIS**

★★★★ Johnny's Cash or Joey's Love (Big Bopper, BMI) (2:38)—★★★★ I Almost Called Your Name (Shuler, BMI) (2:46). CAPITOL 5068

**THE DRAG KINGS**

★★★★ Nitro (Unart, BMI) (2:14) —★★★★ Bearing Burners (Unart, BMI) (2:23). UNITED ARTISTS 676

**DIANE RENAY**

★★★★ Unbelievable Guy (Saturday, ASCAP) (2:35) —★★★★ Nay Blue (Saturday, ASCAP) (2:05). 20th CENTURY-FOX 456

**MAJOR LANCE**

★★★★ Sweet Music (Jalynne-Curtom, BMI) (2:05)—★★★★ Um, Um, Um, Um, Um, Um (Curtom-Jalynne, BMI) (2:22). OKEH 7187

**THE TOPSIDERS**

★★★★ You Can't Be Happy by Yourself (Arch, ASCAP) (2:45)—★★★★ Baby of Mine (Vicki, BMI) (3:10). ATLANTIC 2215

Johnny (Jenny, ASCAP) (3:00). COLUMBIA 42933

**JOE TEX**

★★★★ I Wanna Be Free (Tree, BMI) (2:50)—★★★★ Blood's Thicker Than Water (Tree, BMI) (2:20). DIAL 3016

**BOBBY PARIS**

★★★★ Who Needs You? (Solidarity-Conte, BMI) (2:22)—★★★★ Little Miss Dreamer (Solidarity - Conte, BMI) (2:22). CHATTAHOOCHEE 631

**KATE SMITH**

★★★★ In the Summer of His Years (Leeds, ASCAP) (2:30) —★★★★ God Bless America (Berlin, ASCAP) (2:05). RCA VICTOR 8285

**JIM AND MONICA**

★★★★ Slipin' and Sildin' (Vocal) (Venice, BMI) (2:23) —★★★★ Slipin' and Sildin' (Instrumental) (Venice, BMI) (2:23). BETTY 1207

**THE DREAMLOVERS**

★★★★ Amazons and Coyotes (Shelros, BMI) (2:06) —★★★★ Together (Shelros, BMI) (2:58). SWAN 4167

**ADAM FAITH**

★★★★ The First Time (2:00)—★★★★ So Long Baby (2:33). AMY 895

**MAHALIA JACKSON**

★★★★ In the Summer of His Years (Leeds, ASCAP) (2:54)—★★★★ Song for My Brother (Chancery, ASCAP) (2:22). COLUMBIA 42946

**PETE SEEGER**

★★★★ Little Boxes (Schroder, ASCAP) (1:52)—★★★★ Mail Myself to You (Ludlow, BMI) (1:11). COLUMBIA 42940

**SCOTT ENGLISH**

★★★★ High on a Hill (Sultan, BMI) (2:49) —★★★★ When (Sultan, BMI) (2:04). SPOKANE 4003

**COUNTRY**

**JIMMY MARTIN**

★★★★ Widow Maker (Martin, BMI) (2:56)—★★★★ Red River Valley (Public Domain) (2:35). DECCA 31558

**JAZZ**

**JIMMY McGRUFF**

★★★★ Christmas With McGruff (Parts 1 & 2) (Saturn-Renner, BMI) (2:28 & 2:10). SUE 804

**DAVE BRUBECK QUARTET**

★★★★ Cable Car (Derry, BMI) (2:35) —★★★★ Theme From Elemental (Derry, BMI) (3:06). COLUMBIA 42920

**POLKA**

**TED BONK**

★★★★ Mushroom Polka (Jay Jay, BMI) —★★★★ Lublin Polka (Jay Jay, BMI). JAY JAY 295

**L'L WALLY**

★★★★ Nightingale Polka (Jay Jay, BMI) —★★★★ Night After Night (Jay Jay, BMI). JAY JAY 294

**MARTIN DENNY**

★★★★ Everything Beautiful Happens at Night (Chappell, ASCAP) (2:12) —★★★★ Sugar Cane (Exotica, ASCAP) (2:32). LIBERTY 55655

**TONI ARDEN**

★★★★ In the Summer of His Years (Leeds, ASCAP) (2:41)—★★★★ My Heart Is a Chapel (Leeds, ASCAP) (2:00). DECCA 31576

**JOHNNY HARTMAN**

★★★★ Charade (Southdale-Northern, ASCAP) (2:58) —★★★★ Our Time (Little Bunker, BMI) (2:55). IMPULSE 220

**ARETHA FRANKLIN**

★★★★ Kissin' by the Mistletoe (Omell, ASCAP) (2:21) —★★★★

**CHRISTMAS**

**DEEN deWOLF**

★★★★ The Little Drummer Boy (Mills - Delaware, ASCAP) (2:48)—★★★★ As Joseph Was A-Walkin' (Arc, BMI) (2:15). ARGO 5457

**SPIRITUAL**

**SENSATIONAL SIX**

★★★★ Let Freedom Ring (Savoy, BMI)—★★★★ The Day the World Stood Still (Savoy, BMI). GOSPEL 1084

## COUNTRY MUSIC CORNER

• Continued from page 12

Station CJNB, North Battleford, Sask., recently completed a tour of the Yukon and Northwest Territories, making them the first and only c.&w. group to entertain inside and north of the Arctic Circle. The group,

headed by Smilin' Johnnie, featured Eleanor Dahl on piano, piano accordion and vocals; Luke Jeddry, vocals and comedy, and Guy Coderre, lead guitar. The group motored to Dawson City, Yukon, then flew north of the Arctic Circle via DC-3. Some of the jumps were made by dog team and bombardier, visiting places such as Inuvik, Aklavik and Tuktoyaktuk, the most northerly town in Canada on the Arctic Ocean.

## COUNTRY D. J. OF THE WEEK



Station WSM's "Mister D.J., U.S.A.," December 20, is Red Miller of Station WOLS, Florence, S. C. Red has been associated with WOLS 12 years and is early morning deejay and chief engineer. He, his wife and two children reside on the R-Bar-M Ranch in the suburbs of Florence, where they raise horses as a hobby.

The Adams Talent Agency, under the command of Anita (Ralph) Adams, has moved into new quarters at 726 16th Avenue, South, Nashville. The office recently routed Rusty (Ko Ko) Adams through Missouri, Illinois and Indiana, and has him set at Monroe's Inn, Kansas City, Mo., December 18-21. He returns to Nashville to appear on the Bobby Lord show December 23. Adams will be off again after the first of the year to play Omaha, January 3-4, and to appear on a package show headlined by Leroy Van Dyke, Webb Pierce and Carl and Pearl Butler at Quincy, Ill., January 17, and Indianapolis, January 25. Also appearing with Adams on the aforementioned package will be Cindy Joyce, Kathy Dean, O'Dell Jackson and Ramsey Kearney, all set by the Adams office. . . . Tom Cash, director of Johnny Cash Music, Nashville, typewrites: "A month ago we stated that we were in the market for original material, dubs and lyrics. Since that article appeared in your magazine, we've been flooded with material. We hate to disappoint anybody, but in fairness to them—we just can't use any more."

# TONY BENNETT'S NEW SINGLE

THE LITTLE BOY C/W THE MOMENT OF TRUTH / 4-42931

ON **Columbia Records** 



HOT 100

STAR performer—Sides registering greatest proportionate upward progress this week.

Billboard Award

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like DOMINIQUE, LOUIE LOUIE, YOU DON'T HAVE TO BE A BABY TO CRY.

Table with columns: (Rank), (Previous Rank), TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like BAD GIRL, HEY LITTLE GIRL, FOR YOUR PRECIOUS LOVE.

Table with columns: (Rank), (Previous Rank), TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like DAWN, TODAY'S TEARDROPS, HEY LITTLE COBRA.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

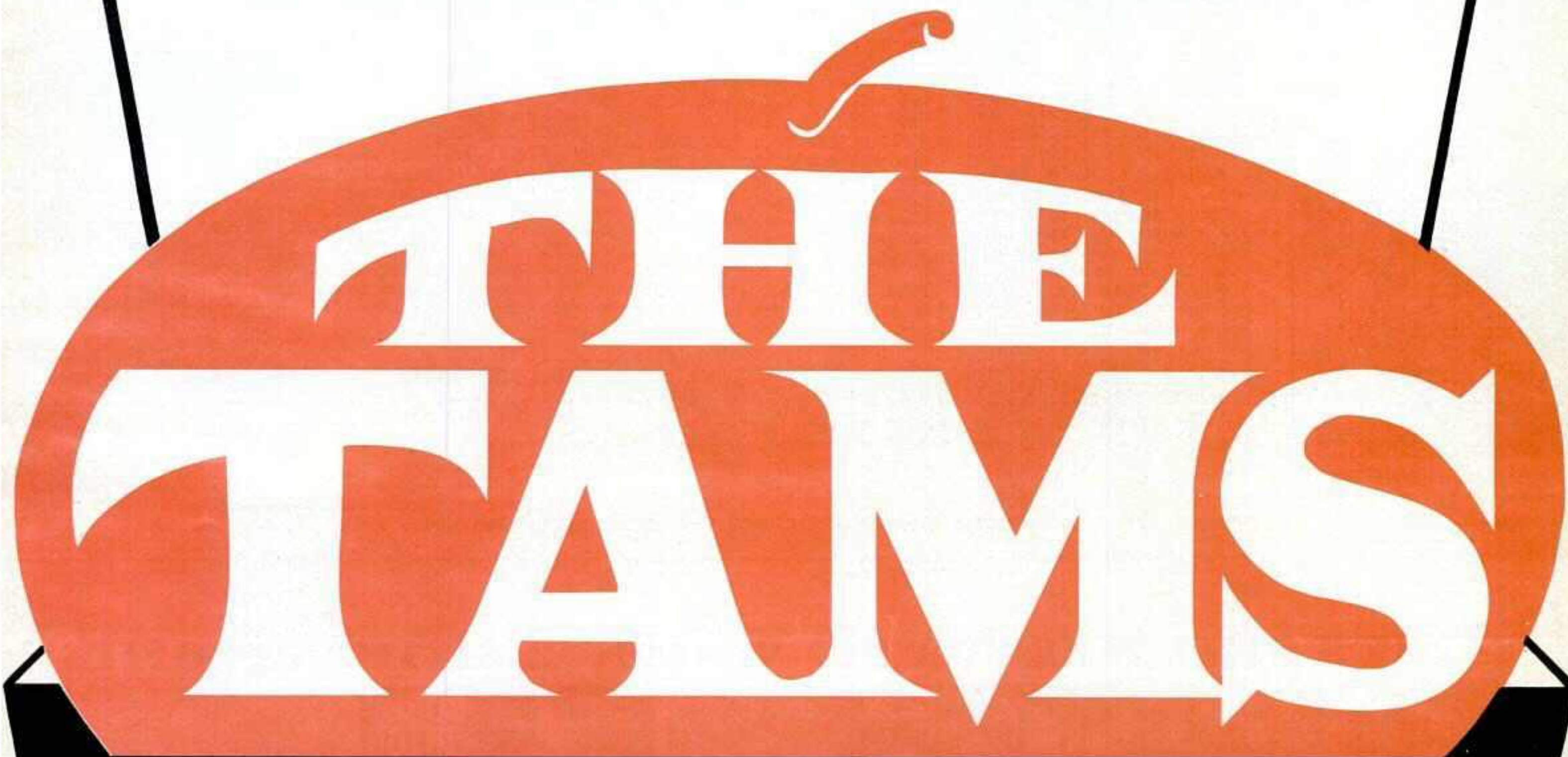
Large alphabetical list of songs and artists, including entries like Ally, Ally Oxen Free, Harlem Shuffle, Quicksand, Baby's Gone, etc.



*Another Big Hit*

COMING YOUR WAY FROM

**ABC-PARAMOUNT**



climbing fast with a  
sensational new single

***WHAT KIND OF FOOL***

[DO YOU THINK I AM]

**B/W LAUGH IT OFF**

ABC-10502



DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

IN NEW ZEALAND:

Firms Can Buy Only TV Spots

AUCKLAND, N. Z.—Disk companies are confronted with a rather odd promotional problem in getting exposure for their records. The strange set-up here with radio and TV is that although a company can buy half-hour time on radio and present its own show, it cannot buy time other than spot commercial time on TV.

Since TV came in, radio programmers and sponsors have suffered, and many have taken their shows off radio. This loss of revenue for the NZBC is causing some concern and they may allow radio sponsors to take over one or two prime TV shows. The disturbing aspect of all this to the trade is that the decisions on broadcasting and TV policy are made in the head offices in Wellington. Auckland, with very little say, has more TV viewers and licenses than the rest of New

Zealand put together. Critics say a minority audience is dictating to a majority. After three years the country still has only one channel in New Zealand and little hope of getting a second for many years yet.

Barish Says Chiffons On a Limb

NEW YORK—Seymour Barish, president of Bright Tunes, charged last week that the Chiffons have affected a breach of contract with him. He further noted that on Tuesday (26), Vee Jay Records wired their distributors that they have signed the group. Barish, who is himself an attorney, stated that "there is absolutely no question that the Chiffons are exclusively under contract to me, and the contract is valid."

According to Barish, he received a letter from the Chiffons some 10 days prior to the Vee Jay announcement "disaffirming their contract with me." It was submitted on the stationery of Stan Allen. (Allen is personal manager for the 4 Seasons.) Barish immediately notified the Chiffons that their contract with him was binding and that to affect this breach would instigate "serious financial repercussions." Similarly, Barish has notified Vee Jay by wire and registered letter.

Bob Schwartz, president of Laurie Records, which distributes the Chiffons for Bright

3 MERCURY HOT SINGLES: 3 COUNTRIES

CHICAGO—Talk about an international flavor to the record business. Three Mercury Record Corporation singles in Billboard's Hot 100 are by an artist from a different country.

"You Don't Have to Be a Baby to Cry," by the Caravelles on Smash, is from England. "Dominique," by the Singing Nun on Philips, is from Belgium, and to round things out, Mercury itself has its All-American gal, Lesley Gore, represented by "She's a Fool."

Mercury President Irving Green credits it all to a "broadening of American musical taste," spurred on by the major technical advancements in communications, coupled with the tremendous upsurge in American travel.

Green said that all three Mercury labels, Mercury, Philips and Smash, are parlaying this trend into added sales.

Philips has been successful with such foreign artists as the Springfields (England), the Swingle Singers (France), and Yves Montand and Jacqueline Francois (both of France).

Tunes, also noted that "not long ago Steve Allen offered the Chiffons to us (Laurie) on an exclusive contract basis, at which time I informed him that my understanding was that their contract with Bright Tunes was good and valid. In fact, I restated this understanding in a letter to Allen the next day." Reached at press time, Stan Allen said: "I prefer to withhold comment at this time."

Presley Cops Silver Again

OSLO — For a 25,000-copy sales of "(You're the) Devil in Disguise," by Elvis Presley on RCA Victor, the artist received the Norwegian silver disk this week. That is the fourth silver disk the American artist has received since it was inaugurated by the newspaper Arbeiderbladet January, 1960. The trophy was received by A/S Nera's Per Normann. Nera represents Victor in Norway.

Elvis Presley's latest single, "Bossa Nova Baby," did not manage to reach the top position on the Norwegian Hit Parade, as compiled by the newspaper Verdens Gang. Presley reached the runner-up position and was all set for the top when Bobby Bare shot by with "Detroit City," also an RCA Victor pressing. "Devil in Disguise," however, stayed five weeks at the top here in Norway.

The current top platter in the U. S., "Dominique," by the Singing Nun, was introduced with a big splash by Norsk Phonogram in Norway this week. Another new record is the Nordisc platter "En Liten Gylden Ring/Twist Little Sister" by the domestic instrumental quartet, the Vanguards. This combo has become very popular in Norway.

Trini Formidable In La Belle France

HOLLYWOOD — Trini Lopez, recently awarded the Grand Prix National de Disque for 1963 by the French record industry, has been signed for a

English Issue for Sue on Island

LONDON—British independent company, Island Records, has inked a deal to distribute the U. S. label, Sue, here. Sue gets its own label and Island has already rushed out the first release—"Mockingbird," by Inez Foxx. In January further releases will include disks by Ernestine Anderson, Ike and Tina Turner, Barbara George, Baby Washington and Jimmy McGriff, whose "I Gotta Woman" topped the American charts.

Selected Sue material has previously been issued here by Decca on the London label. The Island deal incorporates Sue's companion labels, Symbol and Crackerjack.

RCA Introduces New Dynagroove in Belgium

MECHELEN, Belgium—Inelco started its campaign for the new RCA Dynagroove Records. Some 20 LP's, mono and stereo, are already available. In co-operation with the weekly magazine Zondagsvriend, they also released a Christmas album by the TV "Bonanza" family. A discount of 55 francs is given to every reader of this magazine when he buys the record. The record is available at dealer shops for 195 francs instead of 250 francs, the usual price. Top executives at the introduction were head of the firm, P. J. Goemaere, and his assistants, Yvon DeBie and Willy Roelans.

three-week concert tour in France next January.

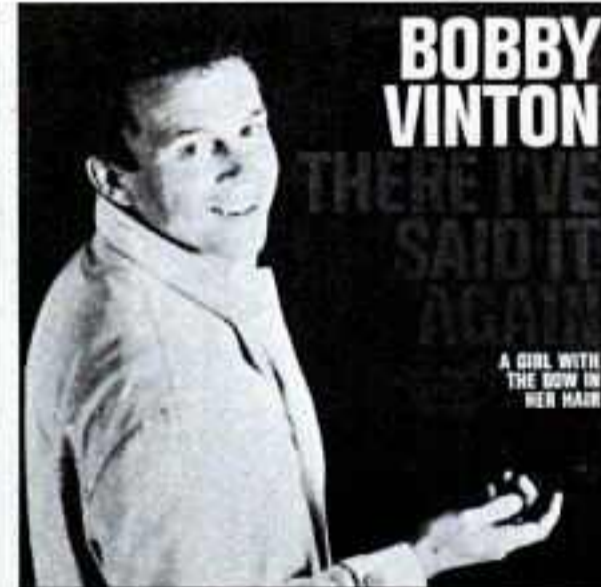
The concert tour will cancel Lopez's announced appearance at Basin Street East in New York later this month.

THE LEADER IN THE OLDIES FIELD



MR. MAESTRO RECORDS  
7 Central Park West, N.Y.C.

THERE'S STILL TIME FOR BIG VINTON CHRISTMAS PROFITS!



5-9638



LN 24068 / BN 26068



EG 7215

CHECK YOUR  
**EPIC**  
STOCK NOW!

# NEW SCYPTER HIT PACKAGE



The Shirelles  
TONIGHT YOU'RE GOING  
TO FALL IN LOVE WITH ME

Rocky Fellers  
BYE, BYE BABY

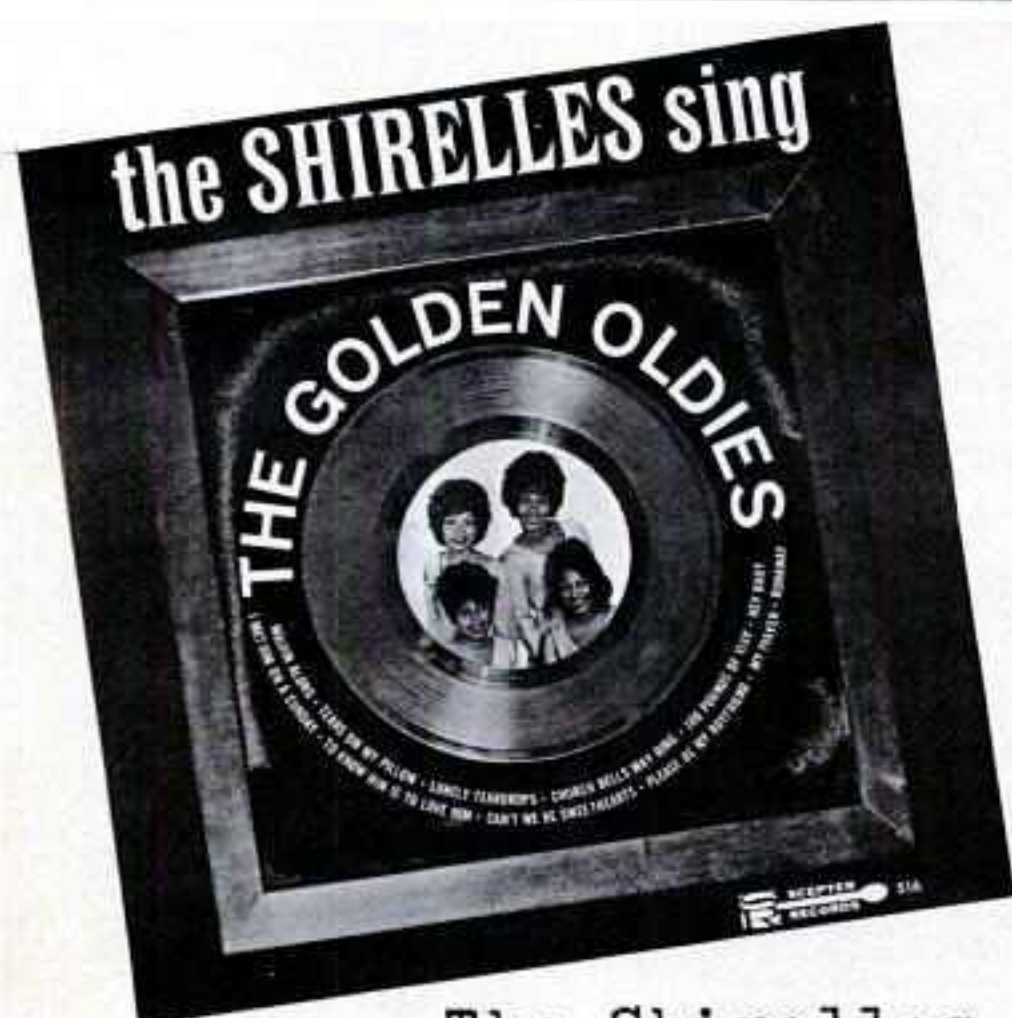
Scott English  
HIGH ON A HILL

Timmy Shaw  
GONNA SEND YOU  
BACK TO GEORGIA

Dionne Warwick  
ANYONE WHO HAD A HEART

+

# 2 NEW HIT-LP'S



The Shirelles  
GOLDEN OLDIES



The Kingsmen  
LOUIE, LOUIE

# Billboard **HITS OF THE WORLD**

## ARGENTINA

(Courtesy Escalera a la fama, Buenos Aires)

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 3         | ESOS LOCOS DIAS DE VERANO—Nat King Cole (Capitol)—Fermata                      |        |
| 2         | 4         | DECI PORQUE NO QUERES—*Palito Ortega (Victor); Leon Dan (CBS)—Korn             |        |
| 3         | 1         | CUORE—Rita Pavone (Victor)—Aldon-Fermata                                       |        |
| 4         | 2         | FANNY—Leo Dan (CBS)—Mundo Musical  |        |
| 5         | 5         | NO HAY NADIE COMO TU—Rita Pavone (Victor)—Fermata                              |        |
| 6         | 6         | UNCHAIN MY HEART—Trini Lopez (Music Hall)—Korn                                 |        |
| 7         | 9         | EL HORANGUTAN—*Pepe Reyes (Odeon); Tito Alberti (Philips)—Korn                 |        |
| 8         | 7         | ACUARELA DEL RIO—*Los Fronterizos (Philips); Chaco Santa Cruz (Microfon)—Tempo |        |
| 9         | 8         | IL BALLO DIL MATTONE—Rita Pavone (Victor)—Cruci-Fermata                        |        |
| 10        | —         | SUKIYAKI—Kyu Sakamoto (Capitol)—Korn   |        |

## AUSTRALIA

(Courtesy Music Maker, Sydney)  
\*Denotes local origin

- | This Week | Last Week | Title   | Artist |
|-----------|-----------|---|--------|
| 1         | 2         | DO YOU LOVE ME—Brian Poole (Decca)—TuCon                              |        |
| 2         | 3         | YOU'LL NEVER WALK ALONE—Gerri and the Pacemakers (Columbia)—Chappells |        |
| 3         | 1         | DOMINIQUE—The Singing Nun (Philips)                                   |        |
| 4         | 13        | SUGAR SHACK—Jimmy Gilmer (London)—Alberts                             |        |
| 5         | 4         | ROYAL TELEPHONE—*Jimmy Little (Festival)—Crown                        |        |
| 6         | —         | HANGIN' FIVE—*The Delltones (Festival)—Essex                          |        |
| 7         | 12        | I (WHO HAVE NOTHING)—Shirley Bassey (Columbia)—Chappells              |        |
| 8         | —         | SOUL—*Rob E. G. (Festival)—Rob E. G. Music                            |        |
| 9         | —         | THEN HE KISSED ME—The Crystals (London)—Belinda                       |        |
| 10        | —         | NOW—Lena Horne (20th Century)   |        |
| 11        | 5         | DANCE ON—Kathy Kirby (Decca)—Alberts                                  |        |
| 12        | 10        | 24 HOURS FROM TULSA—Gene Pitney (United Artists)—Belinda              |        |
| 13        | 6         | PAINTED, TAINTED ROSE—Al Martino (Capitol)—Sandy                      |        |
| 14        | 7         | HOOTENANNY HOOT—Sheb Wooley (MGM)—Alberts                             |        |
| 15        | 8         | WASHINGTON SQUARE—Village Stompers (Epic)—Chappells                   |        |

## BRITAIN

(A special list compiled prior to publication by The New Musical Express, London)  
\*Denotes local origin

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | —         | I WANT TO HOLD YOUR HAND—*Beatles (Parlophone)—Northern Songs, Ltd.        |        |
| 2         | 1         | SHE LOVES YOU—*Beatles (Parlophone)—Northern Songs, Ltd.                   |        |
| 3         | 2         | DON'T TALK TO HIM—Cliff Richard (Columbia)—Shadows-Belinda Music           |        |
| 4         | 4         | YOU WERE MADE FOR ME—*Freddie and the Dreamers (Columbia)—Feldman Music    |        |
| 5         | 5         | SECRET LOVE—*Kathy Kirby (Decca)—Harms-Witmark                             |        |
| 6         | 6         | I'LL KEEP YOU SATISFIED—*Billy J. Kramer (Parlophone)—Northern Songs, Ltd. |        |
| 7         | 3         | YOU'LL NEVER WALK ALONE—Gerri and the Pacemakers (Columbia)—Williamson     |        |
| 8         | 9         | MARIA ELENA—Los Indios Tabajaras (RCA)—Latin American Music                |        |
| 9         | 14        | I ONLY WANT TO BE WITH YOU—*Dusty Springfield (Philips)—Springfield Music  |        |
| 10        | 11        | GLAD ALL OVER—*Dave Clark Five (Columbia)—Ivy Music                        |        |
| 11        | 8         | BE MY BABY—Ronettes (London)—Belinda Music                                 |        |
| 12        | 13        | IT'S ALMOST TOMORROW—*Mark Wynter (Pye)—Macmelodies                        |        |

- |    |    |   |  |
|----|----|---|--|
| 13 | 19 | WITH THE BEATLES (LP)—*Beatles (Parlophone)—Northern Songs/Jaep/Frank/Dominion/Jewell/Leeds Music |  |
| 14 | 16 | MONEY—*Bern Elliott and the Fenmen (Decca)—Dominion Music   |  |
| 15 | 15 | TWIST AND SHOUT (EP)—*Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.                |  |
| 16 | 7  | SUGAR AND SPICE—*Seachers (Pye)—Welbeck Music   |  |
| 17 | 21 | DOMINIQUE—Singing Nun (Philips)—Flamingo Music  |  |
| 18 | —  | BEATLES HITS (EP)—*Beatles (Parlophone)—Northern Songs, Ltd./Shapiro-Bernstein                    |  |
| 19 | —  | 24 HOURS TO TULSA—Gene Pitney (United Artists)—A. Schroeder Music                                 |  |
| 20 | —  | STAY—*Hollies (Parlophone)—Lorna Music  |  |
| 21 | 25 | COUNTRY BOY—*Heinz (Decca)—Mirror Music   |  |
| 21 | 22 | HUNGRY FOR LOVE—*Johnny Kidd (HMV)—Leeds Music  |  |
| 23 | 28 | DEEP PURPLE—Nino Tempo & April Stevens (London)—Robbins Music                                     |  |
| 24 | —  | GERONIMO—*Shadows (Columbia)—Shadow-Belinda   |  |
| 25 | 12 | I—*Shirley Bassey (Columbia)—Shapiro-Bernstein/Biem   |  |
| 26 | —  | ALL I WANT FOR CHRISTMAS—*Dora Bryan (Fontana)—Flamingo Music                                     |  |
| 27 | 10 | BLUE BAYOU—Roy Orbison (London)—Acuff-Rose  |  |
| 28 | —  | I WANNA BE YOUR MAN—*Rolling Stones (Decca)—Northern Songs, Ltd.                                  |  |
| 28 | 30 | I CAN DANCE—*Brian Poole and the Tremeloes (Decca)—George Wiener Music                            |  |
| 30 | 18 | MEMPHIS, TENNESSEE—Chuck Berry (Pye Int.)—Jewel Music   |  |

## EIRE

(Courtesy Irish Times, Ltd., Dublin)

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 6         | DON'T TALK TO HIM—Cliff Richard (Columbia)—Shadows-Belinda             |        |
| 2         | 1         | YOU'LL NEVER WALK ALONE—Gerri and the Pacemakers (Columbia)—Williamson |        |
| 3         | 4         | SUGAR AN SPICE—Searchers (Pye)—Welbeck                                 |        |
| 4         | 2         | MEMPHIS, TENNESSEE—Chuck Berry (Pye)—Jewel                             |        |
| 5         | 3         | BLUE BAYOU—Roy Orbison (London)—Acuff-Rose                             |        |
| 6         | 9         | SECRET LOVE—Kathy Kirby (Decca)—Harms-Witmark                          |        |
| 7         | 1         | I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Northern Songs           |        |
| 8         | 8         | BOSSA NOVA BABY—Elvis Presley (RCA Victor)—Hill and Range              |        |
| 9         | 10        | THE WEDDING—Pat McGeehan (Decca)—Peter Maurice                         |        |
| 10        | —         | THERE'S ALWAYS ME—Dickie Rock (Piccadilly-Heather)—17 Savile Row       |        |

## FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

- | This Week | Last Week | Title   | Artist |
|-----------|-----------|---|--------|
| 1         | 1         | IF I HAD A HAMMER/AMERICA—Trini Lopez (Reprise)—Editions Tropicales |        |
| 2         | 2         | N'EST CE PAS MERVEILLEUX—*Adamo (Pathe)—Ardmore & Beechwood         |        |
| 3         | 3         | BLUE BAYOU—Roy Orbison (London)—Acuff-Rose                          |        |
| 4         | 4         | ALLEEN—*John Larry (Polydor)—Passe Patout                           |        |
| 5         | 5         | BOSSA NOVA BABY—Elvis Presley (RCA)—Belinda                         |        |
| 6         | 6         | IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Brauer                |        |
| 7         | 7         | WEER EEN CAFE—*Bobbe-jann Schoepen (Decca)—Intervox                 |        |
| 8         | 10        | LA BAMBA—Trini Lopez (Reprise)—World                                |        |
| 9         | 9         | AMAPOLA—Spotnicks (Discostar)                                       |        |
| 10        | 8         | BE MY BABY—The Ronettes—Belinda                                     |        |

## FRANCE

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 1         | IF I HAD A HAMMER—Trini Lopez (Vogue)          |        |
| 2         | 3         | D'OU VIENS TU JOHNNY—Johnny Hallyday (Philips) |        |

- |    |    |   |  |
|----|----|---|--|
| 3  | 2  | OUKI KOUKI/PREMIERE SURPRISE PARTIE—Sheila (Philips)            |  |
| 4  | 4  | PAUVRE PETITE FILLE RICHI/SI J'AVAIS UN MARTEAU—Claude Francois |  |
| 5  | 7  | REVIENS ET OUBLIE/SI J'AVAIS UN MARTEAU—Les Surfs (Festival)    |  |
| 6  | 5  | NON JE NE REGRETTE REIN/MILORD—Edith Piaf (Columbia)            |  |
| 7  | 6  | DA DOU RON RON/FILE FILE FILE—Frank Alamo (Barclay)             |  |
| 8  | 8  | I'M WATCHING YOU—Sylvie Vartan (RCA)                            |  |
| 9  | 10 | SHAZAM—Les Shadows (Columbia)                                   |  |
| 10 | 9  | LES TANTE JEANNE—Gilbert Becaud (Columbia)                      |  |

## FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine, Mechelen)

- | This Week | Last Week | Title   | Artist |
|-----------|-----------|---|--------|
| 1         | 1         | AMERICA—Trini Lopez (Reprise)                                     |        |
| 2         | 2         | TU MENS, MON AMOUR—*Robert Cogoi (Philips)—World Music            |        |
| 3         | 3         | N'EST-CE PAS MERVEILLEUX—*Adamo (Pathe)—Ardmore & Beechwood       |        |
| 4         | 5         | MA GUITARE/A PLEIN COEUR—Johnny Hallyday (Philips)—World Music    |        |
| 5         | 4         | C'EST MA FETE—Richard Anthony (Columbia)—Brauer                   |        |
| 6         | —         | SI J'AVAIS UN MARTEAU—Claude Francois (Fontana)—Tropicales        |        |
| 7         | 6         | I'M WATCHING—Sylvie Vartan (RCA)—Spanka                           |        |
| 8         | 8         | PAUVRE PETITE FILLE RICHI—Claude Francois (Fontana)—SEMI          |        |
| 9         | —         | JE FAIS SERMENT/JE SUIS PERDU—*Robert Cogoi (Philips)—World Music |        |
| 10        | 9         | DA DOU RON RON—Johnny Hallyday (Philips)—Belinda Music            |        |

## HOLLAND

(Courtesy Platenauews, Amersfoort)

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 1         | IF I HAD A HAMMER—Trini Lopez (Reprise)—Basart L.C.  |        |
| 2         | 2         | SPIEGELBEELD—Willeke Alberti (Philips)—Altona  |        |
| 3         | 3         | IK HEB EERBIED VOOR JOUW GRIJZE HAREN—Gert Timmerman (Telefunken)—World Music & Int. Music |        |
| 4         | 4         | TOUS LE GARCONS ET LES FILLES—Francoise Hardy (Vogue)—Basart                               |        |
| 5         | 5         | LASS MEIN HERZ NICHT WEINEN—Imca Marina (Imperial)—Anagon Music                            |        |
| 6         | 6         | RED SAILS IN THE SUNSET—Fats Domino (ABC-Paramount)—Melodia                                |        |
| 7         | 7         | LA BAMBA—Trini Lopez (Reprise)—Basart L.C.   |        |
| 8         | 8         | WLADIMIR—Anneke Grönloh (Philips)—Altona   |        |
| 9         | 9         | NIMM DEINE WEISSE GITARRE—Gert Timmerman (Telefunken)—Basart                               |        |
| 10        | 10        | DE SCHOORSTEEVENVEGER (The Chimney Sweeper)—Dikke Leo (Telstar)—Benelux                    |        |

## HONG KONG

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 1         | LET US MAKE OUR OWN MISTAKES—Brian Hyland (ABC)        |        |
| 2         | 4         | WONDROUS ARE THE WAYS OF LOVE—Paul Anka (RCA Victor)   |        |
| 3         | 3         | WALKING PROUD—Steve Lawrence (CBS)                     |        |
| 4         | 10        | SUGAR SHACK—Jimmy Gilmer and the Fireballs (Dot)       |        |
| 5         | 2         | HELLO MUDDUH, HELLO FADDUH—Alan Sherman (Warner Bros.) |        |
| 6         | 6         | BOSSA NOVA BABY—Elvis Presley (RCA Victor)             |        |
| 7         | 5         | SUNSHINE—The Fabulous Echoes (Diamond)                 |        |
| 8         | —         | OUTSIDER—Cliff Richard (Columbia)                      |        |
| 9         | 8         | FUNNY HOW TIME SLIPS AWAY—Johnny Tillotson (Cadence)   |        |
| 10        | 7         | IT'S ALL IN THE GAME—Cliff Richard (Columbia)          |        |

## ISRAEL

(Courtesy Kol Israel Broadcasting)  
\*Denotes local origin

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 1         | IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Blossom Music            |        |
| 2         | 3         | BOSSA NOVA BABY—Elvis Presley (RCA Victor)—Presley, BMI                |        |
| 3         | 6         | DEEP PURPLE—Nino Tempo & April Stevens (London)—Robbins, ASCAP         |        |
| 4         | 5         | IT DOESN'T MEAN A THING—The Rooftop Singers (Fontana)—Lawrence Wright  |        |
| 5         | 2         | SAY IT WITH FLOWERS—*Geulah Gil (Hed Arzi)—ACUM                        |        |
| 6         | 8         | TWIST & SHOUT—The Beatles (Parlophone)—Sherwin Music                   |        |
| 7         | 4         | YOU CAN NEVER STOP ME LOVING YOU—Johnny Tillotson (Cadence) Ridge, BMI |        |
| 8         | 7         | HELLO JIM—Paul Anka (RCA Victor)                                       |        |
| 9         | 10        | PENDANT LES VACANCES—Sheila (Philips)                                  |        |
| 10        | —         | CHANT, CHANT, CHANT—Sheila (Philips)                                   |        |

## ITALY

(Courtesy Musica e Dischi, Milan)

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 1         | SABATO TRISTE—*Adriano Celentano (Clan)                  |        |
| 2         | 2         | E' ALL'AMORE CHE PENSO/L'ETA DELL'AMORE—F. Hardy (Vogue) |        |
| 3         | 4         | NON E' FACILE AVERE 18 ANNI—*Rita Pavone (RCA)           |        |
| 4         | 7         | T'AMO E T'AMERO—*Little Tony (Durium)                    |        |
| 5         | 6         | TI CERCHERO—*Ricky Gianco (Jaguar)                       |        |
| 6         | —         | O MIO SIGNORE—*Eduardo Vianello (RCA)                    |        |
| 7         | 3         | SE MI VUOI LASCIARE—*Michele (RCA)                       |        |
| 8         | 14        | LETTERA DI UN SOLDATO—*Domenico Modugno (Fonit)          |        |
| 9         | —         | ERA D'ESTATE—*Sergio Endrigo (RCA)                       |        |
| 10        | 5         | AMICO—*Don Backy (Clan)                                  |        |
| 11        | —         | NON TE NE ANDARE—*Jimmy Fontana (RCA)                    |        |
| 12        | —         | BABY—*Peppino Di Capri (Carisch)                         |        |
| 13        | 11        | ADESSO NO—Neil Sedaka (RCA)                              |        |
| 14        | 10        | HEY PAULA—Paul & Paula (Philips)                         |        |
| 15        | —         | SE TU VUOI—*John Foster (Style); *Nicola Arigliano (VdP) |        |

## JAPAN

(Courtesy Utamatic, Tokyo)

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 1         | YUUIH NO OKA—*Ishihara Yujiro & Asaoka Ruriko (Teichiku)—JASRAC                  |        |
| 2         | 2         | (YOU'RE) THE DEVIL IN DISGUISE—Elvis Presley (Victor)—Aberbach                   |        |
| 3         | 3         | SHIORI—SEIFUKU—*Hashi Yukio (Victor)—JASRAC                                      |        |
| 4         | 8         | LANA—The Velvets (London)—No sub-publisher                                       |        |
| 5         | 4         | SHIMA NO BLUES—*Misawa Akemi & Mahina Stars (Victor)—JASRAC                      |        |
| 6         | 5         | YOGIRI NO BLUES—*Ishihara Yujiro (Techiku)—JASRAC                                |        |
| 7         | 18        | 55 DAYS AT PEKING—The Brothers Four (Columbia)—No sub-publisher                  |        |
| 8         | 6         | HEY PAULA—Paul & Paula (Philips); Paradise King (Toshiba)—Shinko                 |        |
| 9         | 7         | KOHKOU 3-NEN SEI—*Funaki Kazuo (Columbia)—JASRAC                                 |        |
| 10        | 9         | FIRST QUARREL—Paul & Paula (Philips); Azusa Michiyo & Tanabe Yasuo (King)—Shinko |        |

## NORWAY

(Courtesy Verdens Gang, Oslo)

- | This Week | Last Week | Title   | Artist |
|-----------|-----------|---|--------|
| 1         | 1         | DETROIT CITY—Bobby Bare (RCA Victor)—No publisher                                       |        |
| 2         | 3         | DAGLIGLIV I FOLKEHEMME—*Ragnhild Michelsen/Rolf Just Nilsen (RCA Victor)—Arild Feldborg |        |
| 3         | 6         | DON'T TALK TO HIM—Cliff Richard (Columbia)  |        |
| 4         | 2         | BOSSA NOVA BABY—Elvis Presley (RCA Victor)—Belinda                                      |        |

- |    |    |   |  |
|----|----|---|--|
| 5  | 4  | IF I HAD A HAMMER—Trini Lopez (Reprise)—Essex                               |  |
| 6  | 5  | GI MEG EN COWBOY TIL MANN—*Wenche Myhre (Triola)—Stockholms Musikproduktion |  |
| 7  | 8  | 500 MILES AWAY FROM HOME—Bobby Bare (RCA Victor)—Bens Music                 |  |
| 8  | 10 | KEM HAR TATT MIN FENA—*Roger Engvik (Philips)—Gehrmans                      |  |
| 9  | 7  | RED SAILS IN THE SUNSET—Fats Domino (Karussell)—Norsk Notestik              |  |
| 10 | 9  | SUKIYAKI—Kyu Sakamoto (HMV)—Imudico/Musikk-Huset                            |  |

## PERU

(Courtesy La Prensa, Lima)

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 1         | MIRA COMO ME BALANCEO—Eduardo Vianelli (RCA)                     |        |
| 2         | 2         | SUKIYAKI—Kyu Sakamoto (Capitol)                                  |        |
| 3         | 3         | SI TUVIERA UN MARTILLO (If I Had a Hammer)—Trini Lopez (Reprise) |        |
| 4         | 4         | MAGIA BLANCA—Chucho Avellanet (Odeon)                            |        |
| 5         | 5         | DESPEINADA—Manolo Munoz (Musart)                                 |        |
| 6         | 6         | LA PACHANGA DEL COLEGIO—Pedrito Rico (Odeon)                     |        |
| 7         | 7         | SE HA PUESTO EL SOL—Juan Ramon (Disc-Jockey)                     |        |
| 8         | 8         | CUMBIA SOBRE EL MAR—Sonora Sensacion (Sono Radio)                |        |
| 9         | 9         | QUIERO MORIR—Maritza Rodriguez (Sono Radio)                      |        |
| 10        | 10        | PA' TODO EL ANO—Los Panchos (Columbia)                           |        |

## PHILIPPINES

\*Denotes local origin

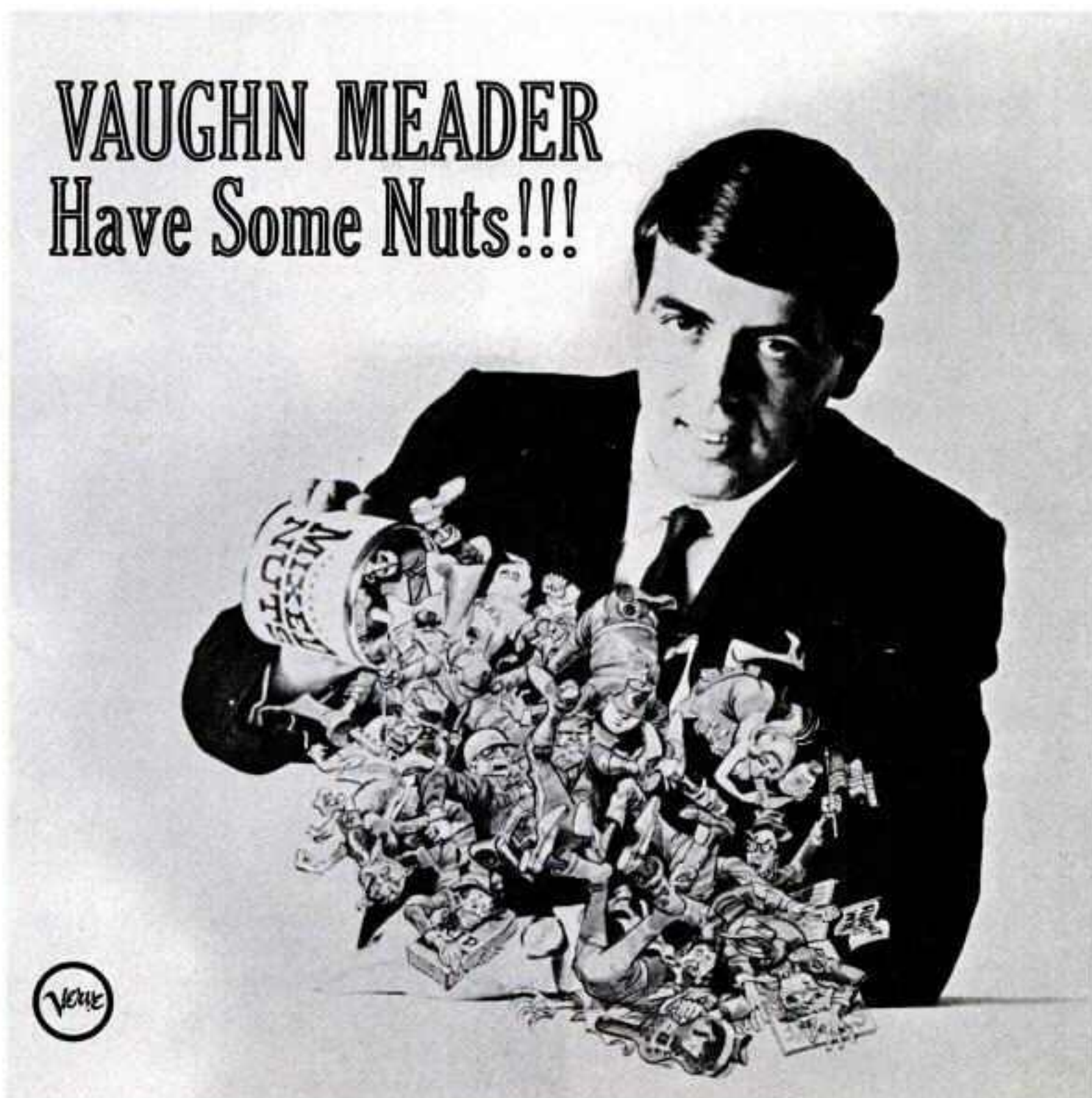
- | This Week | Last Week | Title   | Artist |
|-----------|-----------|---|--------|
| 1         | 1         | YOUR LOVE IS MINE—Jerry Vale (Columbia)—Mareco                    |        |
| 2         | 2         | BIG DADDY—*Celtics (Mabuhay)—Mareco, Inc.                         |        |
| 3         | 3         | A MILLION THANKS TO YOU—Pilita Corrales (Villar)—Maroco           |        |
| 4         | 4         | DEAR LORD—*Conchita Penalosa (Villar)—Mareco                      |        |
| 5         | 8         | WHAT KIND OF A FOOL AM I?—Andy Williams (Columbia)—Mareco         |        |
| 6         | 5         | BLUE VELVET—Bobby Vinton (Epic)—Mareco                            |        |
| 7         | 7         | SUGAR SHACK—Jimmy Gilmer & the Fireballs (Dot)—Mareco             |        |
| 8         | —         | (I Left My Heart) IN SAN FRANCISCO—Tony Bennett (Columbia)—Mareco |        |
| 9         | —         | LOVESICK BLUES—Ventures (Liberty)—Dyna Products                   |        |
| 10        | 6         | YOU'RE THE DEVIL IN DISGUISE—Elvis Presley (RCA)—Filipinas        |        |

## SOUTH AFRICA

- | This Week | Last Week | Title  | Artist |
|-----------|-----------|--|--------|
| 1         | 1         | BOSSA NOVA BABY—Elvis Presley (RCA)            |        |
| 2         | 2         | SHE LOVES YOU—The Beatles (Parlophone)         |        |
| 3         | 3         | SUGAR SHACK—Jimmy Gilmer & the Fireballs (Dot) |        |
| 4         | 4         | DA DOO RON RON—The Crystals (London)           |        |
| 5         | 5         | IT'S ALL IN THE GAME—Cliff Richard (Columbia)  |        |
| 6         | 6         | MOCKIN' BIRD SONG—Charles Jacobie (CBS)        |        |
| 7         | 7         | IF I HAD A HAMMER—Trini Lopez (Reprise)        |        |

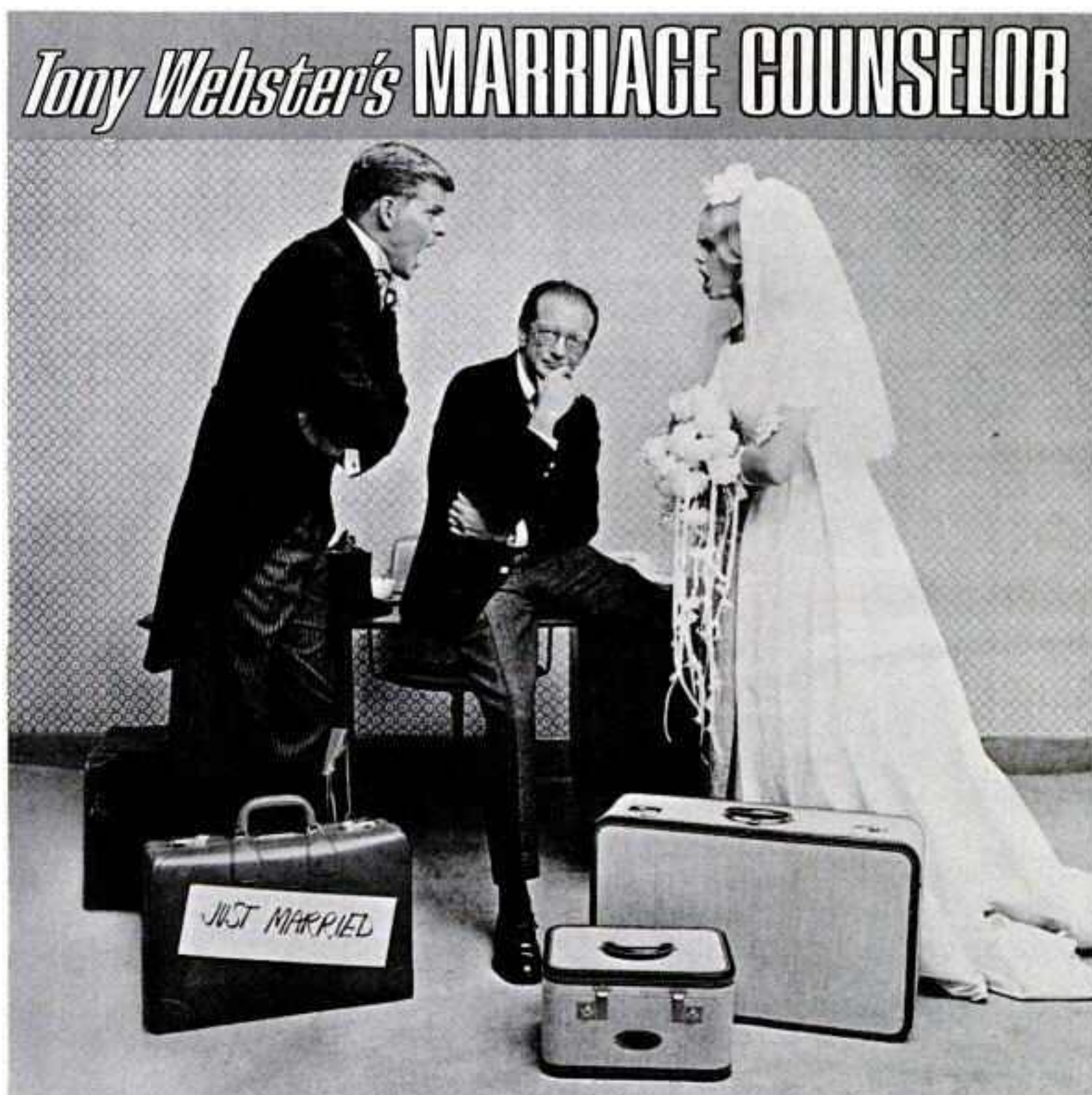
# THE TWO FUNNIEST ALBUMS IN 100 YEARS!

VAUGHN MEADER  
Have Some Nuts!!!



Think you've heard Vaughn Meader? Think you've sold Vaughn Meader? Just wait 'til you've heard and sold The New New New New New—and side-splitting—Vaughn Meader. V/V6 15042

*Tony Webster's* MARRIAGE COUNSELOR



Who said marriage can't be funny? If you've only thought of Webster as that dictionary fella up until now, wait 'til you spin and sell Tony Webster's fast-breaking hilarious hit album, all about marriage on the rocks—with a twist! V/V6 15040

## THE (ho, ho, ho, ha, ha, ha) WIT OF AMERICA IS ON



**IN PRAGUE:**

# Western Labels Sold For Foreign Money

By SAM'L STEINMAN

PRAGUE—One label, Supraphon, dominates the entire Czechoslovak disk market, although other Eastern European and Cuban labels are available at the cultural centers maintained by these nations in the capital city. Western labels can be bought only with foreign currency at Tuzex, a government emporium to be found in the nation's principal cities, were imported items are sold.

Supraphon, although essentially interested in the internal market, has its eyes on export through Artia, which controls all export rights in the fields of music and literature. It has its own American subsidiary with the Artia label and has sales offices in West Germany, the Netherlands, England and Italy. In France its products are sold via the Barclay label. Many of the Supraphon disks are produced particularly with an eye on the export market. A jazz LP entitled "The Lights of Prague" with a long commentary in English is an example.

Catalog issued in 1962 with a supplement in 1963 lists 463 classical releases with 59 stereos during the last year. Company boasts of fact that it is first

in Europe to issue records using static-free material. Beethoven numbers are tops, but native composers such as Dvorak, Smetana and Janacek are highly popular, as are Verdi and Mozart. Only American name in catalog is that of Paul Robeson. Classical LP's sell for slightly more than \$2.50 per record and  
*(Continued on page 40)*

## Bobby's Books Up Till 21

PHILADELPHIA — Bobby Rydell earned \$545,000 before he became 21, a guardian's account in his estate showed. More than half his gross income came from performances on radio and television and appearances in night clubs and other entertainment spots. The rest came from royalties on record sales.

The account shows his gross earnings at about \$545,000, expenses came to \$376,000, leaving a balance of \$169,000—before payment of taxes. Taxes took some \$80,000, leaving a net balance of about \$90,000 for the singer. A local lad, Rydell, whose real name is Robert Louis Ridarelli, became 21 last April 28. Until then his funds and contracts were handled through a court-appointed guardian, Judith J. Jamison, a former special assistant attorney general.

Her \$23,000 commission and attorney's fees of \$26,000 for Harold B. Lipsius who represented the guardian are included in the \$376,000 expense item. The expenses also include \$131,000 for agency and management fees, \$135,000 for professional help (including musicians, etc.) and \$61,000 for promotion, travel and miscellaneous items.

The accounting was approved by Orphans' Court Judge Harold D. Saylor. He noted that "in view of the size of the gross estate and the complex nature of its administration" the commission and fees . . . "are proper."

## Deny DGG Buy Of Norwegian Iversen Firm

OSLO — Egil Monn-Iversen, founder and head of the two indies, Egil Monn Iversen A/S and Nor/Disc A/S, denies the information that his record company, Egil Monn Iversen A/S, is to be sold to the German record company Deutsche Grammophon Gesellschaft.

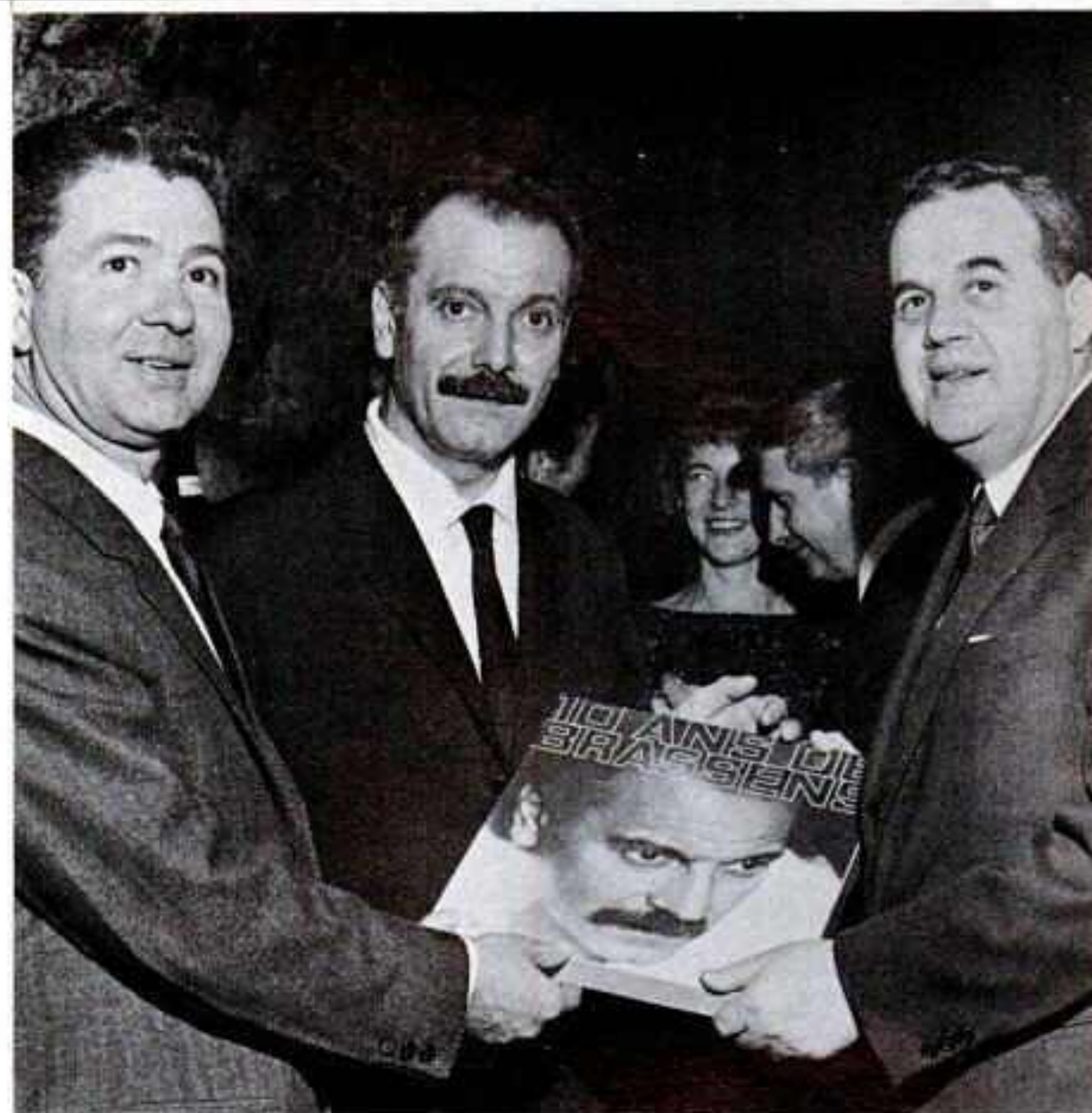
"I have had an offer from DGG," Monn-Iversen said, "but I have also had offers from other diskeries. The board has not discussed the offer from DGG and as far as I know a sale will not take place."

Iversen went on to say "We reckon our label will have more than 50 per cent of sales of domestically produced records this year."

The Iversen diskery, which is run by Jorg.-Fr. Ellersten, was founded seven years ago by the four members of the vocal quartet the Monn Keys and its leader, Egil Monn-Iversen. These five people split income 20 per cent of the shares for each.

The company reached its heights through representation of Dot, whose leading singer, Pat Boone, has been extremely popular in Norway together with Billy Vaughn. With the affiliated Nor/Disc, AS, the firm also represents ABC-Paramount, California, Reprise, Impulse, Prestige, Metronome, Karussell (recently bought by DGG), Sonet, Cadence, Warner Bros., Cameo-Parkway, Kapp and others.

This year the company has  
*(Continued on page 40)*



**HAPPY ANNIVERSARY:** French composer Georges Brassens receives a special portfolio of all of his songs to celebrate his 10th anniversary in the business. Shown, left to right, are Philips Records President Georges Meyerstein, Georges Brassens, and Eddie Adams, Paris correspondent of Billboard.

## German Row Intense Over Copyright Law

By OMER ANDERSON

BONN—A row has broken out between GEMA, the West German performing rights society, and the Bundestag, the lower house of the German parliament, in connection with a new copyright law just introduced into the Bundestag by the government.

GEMA is irate because the draft law, while tightening up the copyright provisions generally for musical works, specifically exempts the tape recording of music for private use.

The vision of levying performing rights fees against the owner of every tape recorder in the land is a project dear to GEMA's leadership, and one it has been relentlessly pursuing through the courts for the last several years.

### Draft Law Strong

Instead, the draft law now before the Bundestag would strengthen the right of private enjoyment of copyrighted works.

Members of the Bundestag sharply criticized GEMA for its aggressive pursuit of royalties. While agreeing that "creative talent" must be fostered, the Bundestag rapped the knuckles of GEMA for its "intrusion into the private sphere."

Thunderous applause greeted Hermann Duerr, deputy of the Free Democratic Party, when he told the Bundestag:

"The GEMA is not popular and its business methods are not such that it can expect popularity."

The new law, which has been under constant attack by GEMA, specifically authorizes the private taping of broadcast

music or music played from phonograph records. It is thus a blow at German diskeries as well as GEMA.

### Legal Sanction

The diskeries have protested bitterly the taping of music from phonograph records, blaming private taping for declining disk sales. The draft law is calculated to stimulate taping but giving the practice express legal sanction.

At present the legal status of private tape recording is in a twilight zone, with those taping doing so at their own risk. In fact, GEMA has managed to win several court decisions against private taping of music, and a legal precedent seems to have been established which would require, in time, the payment of a modest copyright fee by the purchaser of each tape recorder.

GEMA has won court sanction for a fee of \$2.50 a year, payment of which would entitle the tape recorder owner to tape music at will. Now the draft law would nullify these rulings.

There is little in the draft law, however, for the diskeries, the phonograph operators and the  
*(Continued on page 40)*

## Sleeve Pushes Epic Yule Disks

NEW YORK—Epic Records, in order to get Christmas product going early this year—before air play could normally be expected—resorted to a special merchandising device, in connection with Bobby Vinton material.

The new Vinton single, "There I've Said It Again," now a smash, is being used not only for its own sale but as bait for a Vinton Christmas EP.

When the customer buys the single, says Epic's general manager, Len Levy, "He sees our special Christmas EP counter display and buys the EP too." The record sleeve of the EP is designed for gift-giving. The success of the effort so far, has been accomplished with virtually no play for the Christmas EP, Levy noted.

## Ketty Lester To Join Victor

HOLLYWOOD—Herb Newman, head of Era Records, has sold Ketty Lester's contract to RCA Victor, jointly with ACM Productions. In her two years with Era, Ketty had seven releases including the single hits "Love Letters" and "But Not for Me." Newman negotiated the deal with Neely Plumb, Victor's West Coast a.&r. chief.

### THE LEADER IN THE OLDIES FIELD



MR. MAESTRO RECORDS  
7 Central Park West, N.Y.C.

**12 STRING GUITAR** the folkswingers

WALK RIGHT IN - HAMMER SONG  
COTTONFIELDS - MIDNIGHT SPECIAL  
THIS TRAIN - COLUMBUS STOCKADE  
DARK AS A DUNGEON - BLOWING IN THE WIND  
EYE WHISKEY - WILLOWOOD  
BLACK MOUNTAIN RAGE - JILL JOHNSON - WORLD-PACIFIC

WP-1812/STEREO-1812

# NOW

VOL. 2 IS HERE!

WP-1814/STEREO-1814

WORLD-PACIFIC RECORDS/8715 W. 3RD ST./LOS ANGELES, CALIF./90048

**BIGGEST SELLING FOLK INSTRUMENTAL OF THE YEAR!**

**12 STRING GUITAR VOL. 2** the folkswingers

DON'T THINK TWICE IT'S ALL RIGHT  
THIS LAND IS YOUR LAND - FREIGHT TRAIN  
LEMON TREE - WHERE HAVE ALL THE FLOWERS GONE  
GOTTA TRAVEL ON - 12 STRING SPECIAL - EAST VIRGINIA  
GREENBACK DOLLAR - GET TOGETHER - SEE SEE RIDER  
IN THE PINES - MICHAEL ROW THE BOAT ASHORE - HARD TRAVELIN'



WORLD-PACIFIC HIGH FIDELITY

THE MOST IMPORTANT DOCUMENTARY  
ALBUM OF OUR GENERATION

*a documentary*

JOHN F.  
KENNEDY

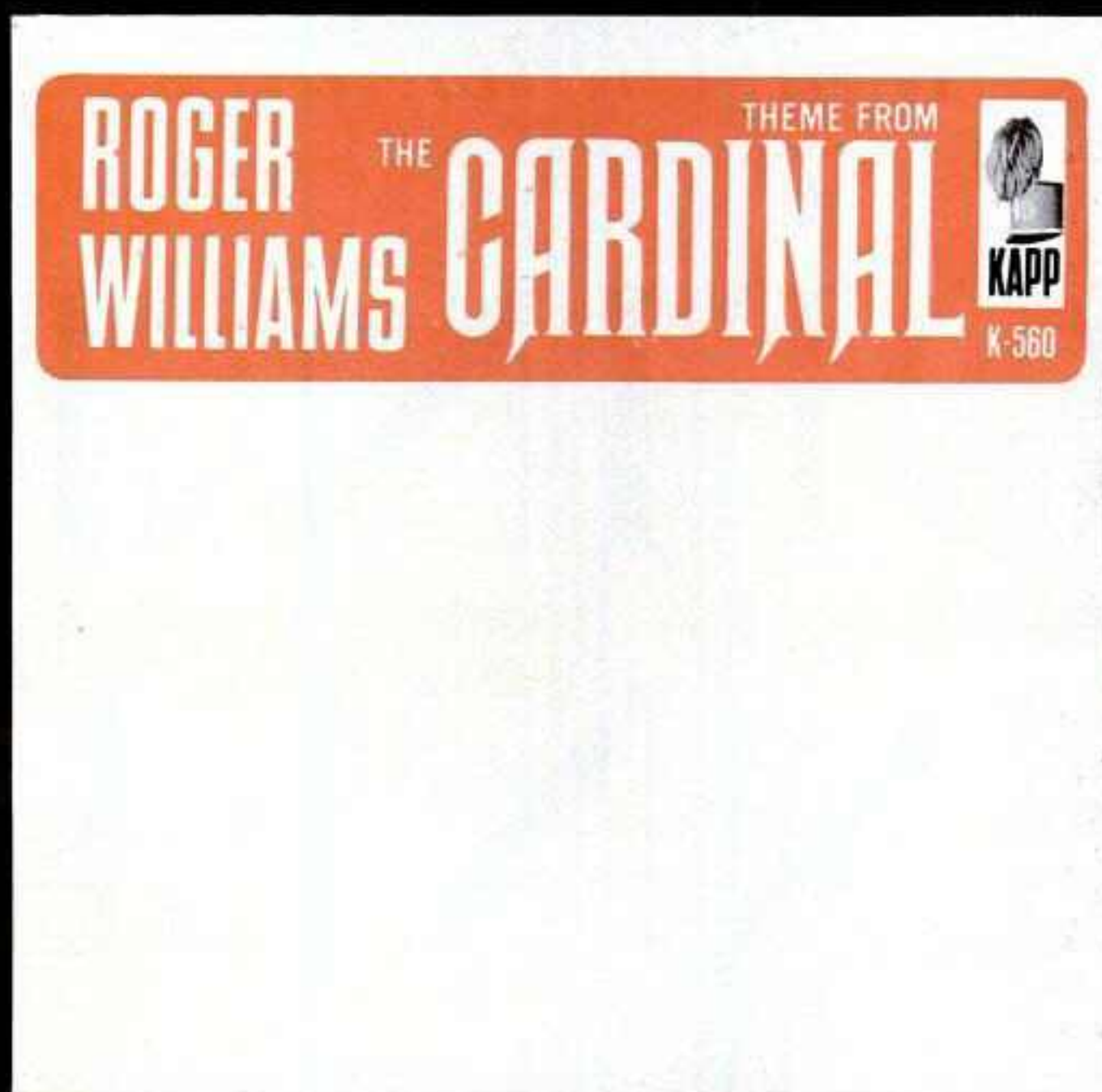
*the presidential years*

*(1960-1963)*

TFM 3127



Recorded by  
Fox Movietone News



**Roger's latest single!**  
**(Others will record it. But this is the one.)**

This great Preminger production is coming to your city soon!



# ALBUM REVIEWS

## Billboard

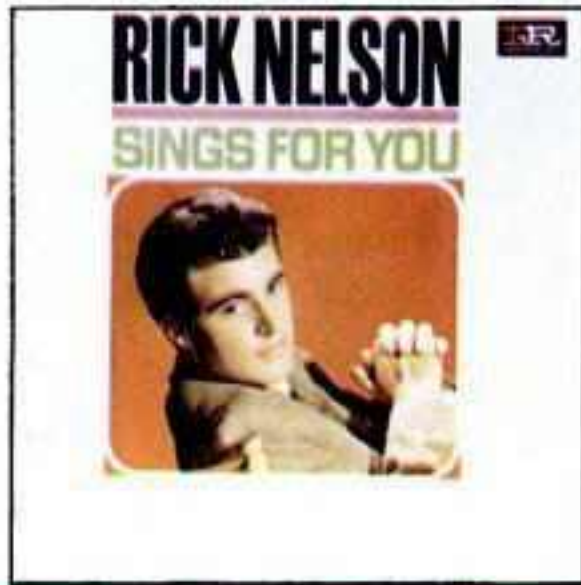


Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



### POP SPOTLIGHT RICK NELSON SINGS FOR YOU

Imperial LP 9251 (M)  
Rick Nelson has come up with a new single hit recently, from his old Imperial vault material in "Today's Teardrops." The label follows this with a brand-new packaging of items that have been out in the past, including this current hit, plus "Lucky Star," "One of These Mornings," "I'll Make Believe" and "Excuse Me, Baby." There are a lot of good efforts here.



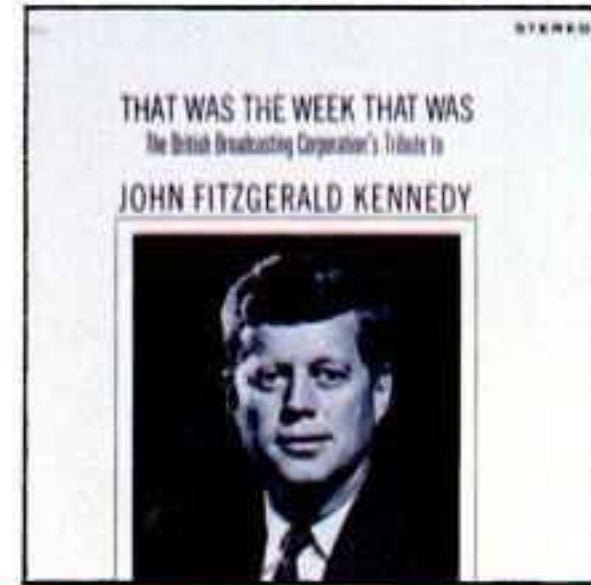
### POP SPOTLIGHT ROMANTICALLY

Johnny Mathis. Columbia CL 2098 (M); CS 8898 (S)  
Johnny Mathis fans will find this LP irresistible, as will the lovers of romantic ballads. Don Costa backs Mathis with lush strings and a full chorus. Each of the 12 songs are standard blockbusters—perfectly suited for Mathis. "It's Only a Paper Moon," "Friendly Persuasion" and "Moonlight in Vermont" are samples. Fine wax.



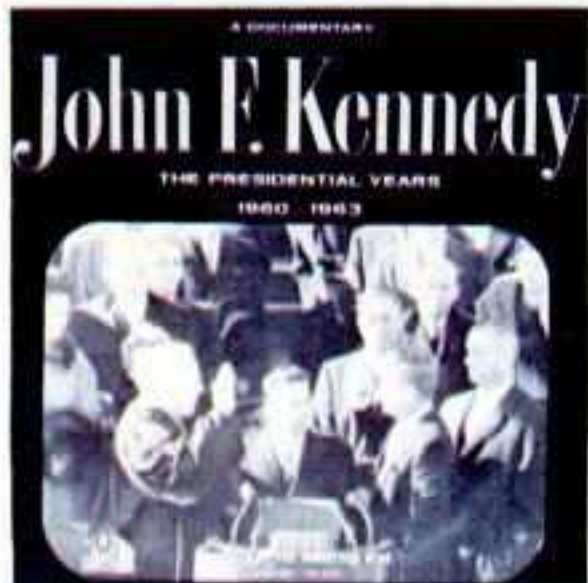
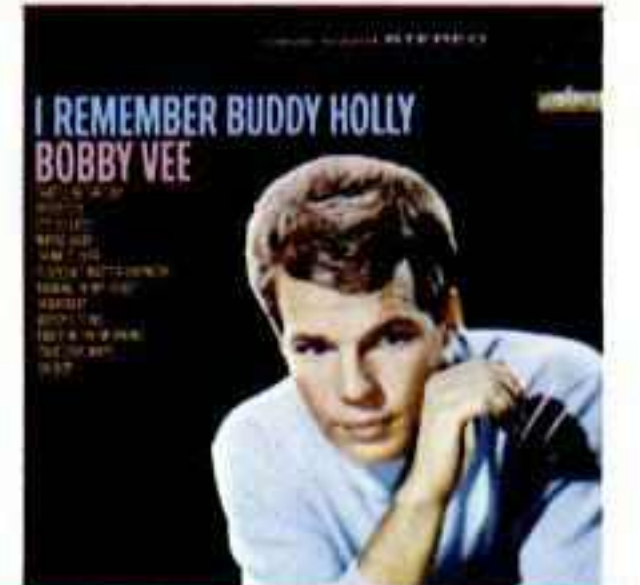
### POP SPOTLIGHT THAT WAS THE WEEK THAT WAS

Various Artists  
Decca DL 79116 (S)  
Decca offers here the unique, critically acclaimed BBC telecast tribute to the late President Kennedy. The great taste with which the British verbalized their profound sorrow and shock over the assassination is a moving document to that tragic moment in history. Prominent among the cast are Lame Sybil Thorndike and Millicent Martin.



### POP SPOTLIGHT I REMEMBER BUDDY HOLLY

Bobby Vee. Liberty LRP 3336 (M); LST 7336 (S)  
Bobby Vee has done well on the charts previously with his albums tying in with earlier hits by Buddy Holly and the Crickets, and here's a salute by Vee to the late great Holly. Included are Vee's own treatments, with an assist from the Eligibles vocal group of such Holly hits as "That'll Be the Day," "Peggy Sue," "True Love Ways," "Raining in My Heart" and "Maybe Baby," among others. Should go over big.



### POP SPOTLIGHT JOHN F. KENNEDY, THE PRESIDENTIAL YEARS 1960-1963

20th Century-Fox TFM 3127 (M)  
Here, from the library of Fox Movietone News, are highlighted tapes of the late President Kennedy's years in the White House and just prior to that time. There are bits of his nomination acceptance speech, his inauguration speech, the complete Cuban emergency address and many more.



### POP SPOTLIGHT YOU DON'T HAVE TO BE A BABY TO CRY

Caravelles. Smash MGS 27044 (M); SRS 67044 (S)  
The new British girl duo with something of the Patience and Prudence sound offer their smash hit (the title tune) here on their first album, plus a pair of former P & P hits, "Tonight You Belong to Me" and "Gonna Get Along Without You Now," and such others as "My How the Time Goes By" and the country classic, "I Really Don't Want to Know." Good listening.



### POP SPOTLIGHT JACK JONES' WIVES AND LOVERS

Kapp KL 1352 (M)  
Jack Jones continues to build as an artist with his current "Wives and Lovers," a long-time resident on the singles charts. That's included here, along with some slick items like "Toys in the Attic," "Angel Eyes," "Fly Me to the Moon" and a neat teaming with pianist Roger Williams on the new movie theme, "Charade." Strong wax and the last-named item could get much play.



### POP SPOTLIGHT I WONDER WHAT SHE'S DOING TONIGHT

Barry & the Tamerlones  
Valiant 406 (M)  
The trio has an attractive sound and their current smash on the singles chart becomes the title tune of this, their first album. In addition there are numerous listenable ditties in their distinctive style, including "Katrine," "Butterfly," "The Beginning of the End" and "Lucky Guy." Pleasant wax that could go places.



### POP SPOTLIGHT DOWN AT PAPA JOE'S

Dixiebelles  
Sound Stage 7 SSM 5000 (M)  
With their hit single, "Down at Papa Joe's" riding high on the chart, the gals are back with 11 rockin' Dixie tunes. One of the brightest LP's to come along in quite a while and there isn't a dull second on any cut. It's up-tempo all the way with tunes such as "Way Down Yonder in New Orleans," "Rock, Rock, Rock," "Swanee River" and "Telling Lies." Has all the earmarks of a solid smash.

### POP SPOTLIGHT CHARADE

Henry Mancini & His Ork. RCA Victor LPM 2755 (M); LSP 2755 (S)  
The warmth and excitement of Paris is captured in 12 songs written and conducted by Academy Award winner Henry Mancini. Included is the current single release "Charade" from the motion picture, which was also scored by Mancini. The Mancini touch coupled with a strong motion picture tie-in should hurl this one on the best seller list in short order.



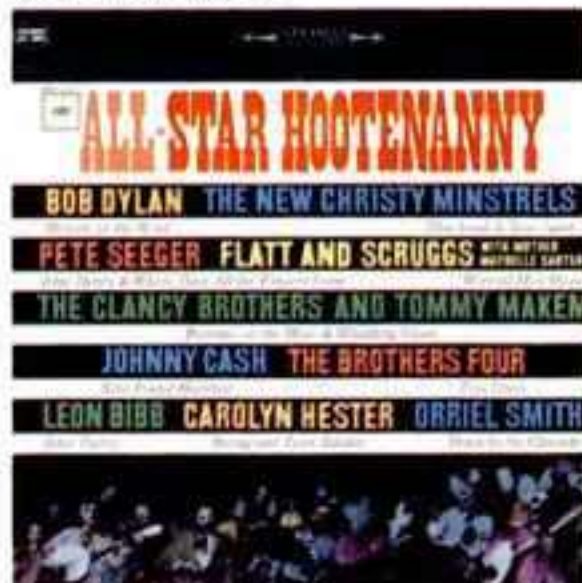
### POP SPOTLIGHT 20 ORIGINAL GOLDEN OLDIES, VOLUME 4

Various Artists  
Mr. Maestro 1112 (M)  
There's plenty of swinging nostalgia in this LP, with 20 ool'den oldies featured, as sung by the artists that made them hits. A few of the spotlighted tunes are: "Loop De Loop," by Johnny Thunder; "Hey Little Girl," Dee Clark, and "Ya Ya," as sung by Lee Dorsey. A natural for deejay programming too. Cover is a real eye catcher.



### POP SPOTLIGHT ALL-STAR HOOTENANNY

Various Artists. Columbia CL 2122 (M); CS 8922 (S)  
A hard-to-beat get-together of top folk artists and top folk tunes. There's something for everyone... hand clappers like "This Train," by the Brothers Four; soulful ballads such as "Where Have All the Flowers Gone," as sung by Pete Seeger; some rollicking bluegrass; "Worried Man Blues," performed by Flatt and Scruggs with Mother Maybelle Carter. There's more, all great entertainment!



### POP SPOTLIGHT BIG HOT ROD HITS!

Various Artists. Capitol T 2024 (M); ST 2024 (S)  
That hot West Coast sound is offered in a sure-fire package. Four tracks are from the Beach Boys' current hit LP, "Little Deuce Coupe." Dick Dale offers three strong tracks from his LP "Checkered Flag," and there are other tracks by the Cheers, Jimmy Dolan and the Super Stocks. A strong program, designed for heavy sales.



### CHILDREN'S SPOTLIGHT THE LITTLE ENGINE THAT COULD

Various Artists. MGM CH 507 (M); CHS 507 (S)  
This is only one of a series of such LP's that feature such tales as "Peter and the Wolf," "Peter Pan," "Mother Goose Nursery Rhymes," to name a few. The stories are dynamically told in voice and effective sound effects—all projected in stereo. Individually or as a group, these children's stories in stereo motion are first rate.



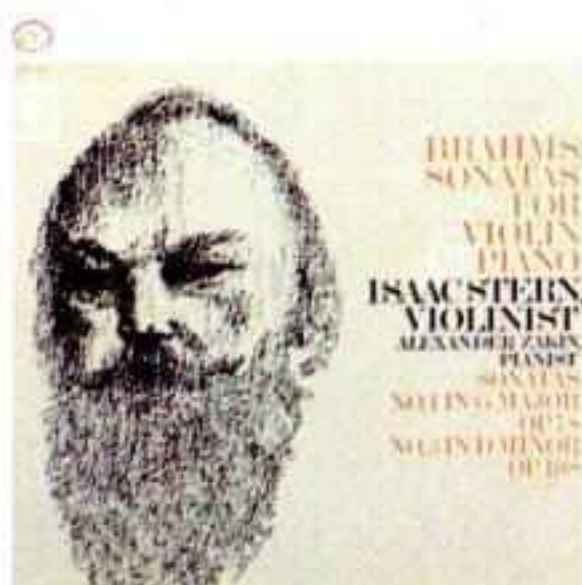
### CLASSICAL SPOTLIGHT BEETHOVEN: STRING QUARTET NO. 13 IN B-FLAT MAJOR, OP. 130

The Budapest String Quartet. Columbia ML 5784 (M); MS 6384 (S)  
Since the Budapest String Quartet released their complete set of the Beethoven "Late Quartets" last year, Columbia has broken the package to make these exquisite performances available separately. This set may go down as the group's finest effort.



### CLASSICAL SPOTLIGHT BRAHMS: SONATAS FOR VIOLIN & PIANO

Isaac Stern/Alexander Zakin. Columbia ML 5922 (M); MS 6522 (S)  
A rich treat for classical music lovers. Brahms' "Sonata No. 1 (Rain)" is among his most beautiful compositions—and most popular. Violinist Isaac Stern's interpretation is, as expected, near perfection. An outstanding performance is also produced by pianist Alexander Zakin on No. 3.



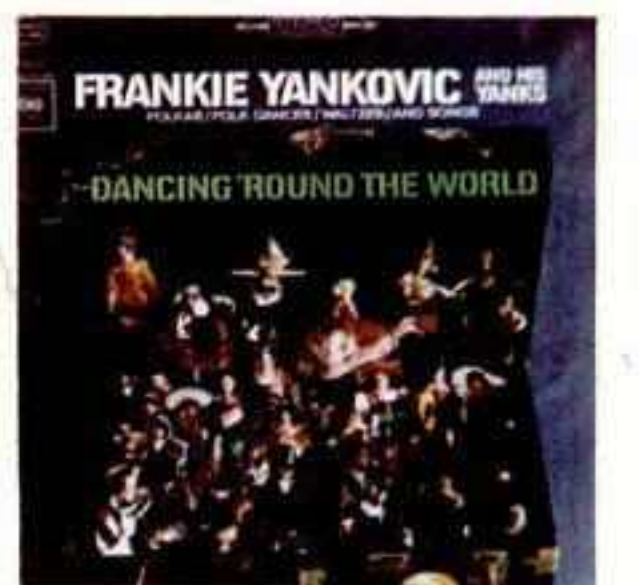
### LOW PRICE POP SPOTLIGHT THE SONGS OF THE SINGING NUN

Susan Stein. Golden LP 115  
The album represents the first English version of all the songs sung by Soeur Sourire, in what is indicated as the only "authorized version." They are effectively sung by Susan Stein, who accompanies herself on the guitar. Priced at \$1.98, this album should do particularly well on racks, though the English version should also stimulate a good amount of general consumption.



### POLKA SPOTLIGHT DANCING 'ROUND THE WORLD

Frankie Yankovic & His Yanks. Columbia CL 2095 (M); CS 8895 (S)  
The polka king, Frankie Yankovic and His Yanks, present a delightful musical romp around the world with an extensive collection of folk dances, waltzes and polkas. There's much dancing and listening pleasure. Highly recommended.



### CLASSICAL SPOTLIGHT BRAHMS: SYMPHONIES (4-12")

L'Orchestre de la Suisse Romande (Ansermet). London CMA 7402 (M); CSA 2402 (S)  
This four-LP package features the "Tragic Overture," "Variations on a Theme of Haydn" and "Academic Festival Overture." The expert L'Orchestre de la Suisse Romande is under the direction of Ernest Ansermet. The performances add up to a first-class package.

# TOP LP's

★ **STAR performer**—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	<b>THE SINGING NUN</b> Phillips PCC 203 (M); PCC 603 (S)	7
2	2	<b>IN THE WIND</b> Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	9
3	3	<b>THE SECOND BARBRA STREISAND ALBUM</b> Columbia CL 2054 (M); CS 8834 (S)	15
4	4	<b>TRINI LOPEZ AT PJ's</b> Reprise R 6093 (M); R9-6093 (S)	23
5	5	<b>ELVIS' GOLDEN RECORDS, VOL. 3</b> Elvis Presley, RCA Victor LPM 2745 (M); LSP 2745 (S)	15
6	7	<b>PETER, PAUL &amp; MARY</b> Warner Bros. W 1449 (M); WS 1449 (S)	87
7	11	<b>WASHINGTON SQUARE</b> Village Stompers, Epic LM 24078 (M); BN 24078 (S)	8
8	8	<b>SURFER GIRL</b> Beach Boys, Capitol T 1981 (M); ST 1981 (S)	11
9	6	<b>INGREDIENTS IN A RECIPE FOR SOUL</b> Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	17
10	18	<b>JOAN BAEZ IN CONCERT</b> Vanguard VRS 9112 (M); VSD 2122 (S)	61
11	12	<b>THE BARBRA STREISAND ALBUM</b> Columbia CL 2007 (M); CS 8807 (S)	37
12	9	<b>WEST SIDE STORY</b> Sound Track, Columbia OL 5670 (M); OS 2070 (S)	113
13	10	<b>MOVING</b> Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	49
14	23	<b>JOAN BAEZ IN CONCERT, PART 2</b> Vanguard VRS 9113 (M); VSD 2122 (S)	3
15	15	<b>DAYS OF WINE AND ROSES</b> Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	36
16	17	<b>BACH'S GREATEST HITS</b> Creative Swingle Singers, Philips PFM 200-097 (M); PHS 600-097 (S)	9
17	22	<b>MARIA ELENA</b> Los Indios Tabajares, RCA Victor LPM 2822 (M); LSP 2822 (S)	6
18	13	<b>PAINTED, TAINTED ROSE</b> Al Martino, Capitol T 1975 (M); ST 1975 (S)	11
19	19	<b>ROBERT GOULET IN PERSON</b> Columbia CL 2088 (M); CS 8888 (S)	10
20	21	<b>LITTLE DEUCE COUPE</b> Beach Boys, Capitol T 1998 (M); ST 1998 (S)	7
21	24	<b>SHUT DOWN</b> Various Artists, Capitol T 1918 (M); ST 1918 (S)	24
22	28	<b>CATCH A RISING STAR</b> John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	7
23	20	<b>RAMBLIN'</b> New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	18
24	47	<b>MORE TRINI LOPEZ AT PJ's</b> Reprise R 6103 (M); R9-6103 (S)	3
25	33	<b>HOLLYWOOD—MY WAY</b> Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	20
26	29	<b>SUGAR SHACK</b> Jimmy Gilmer & the Fireballs, Dot DLP 2545 (M); DLP 2545 (S)	6
27	31	<b>I LEFT MY HEART IN SAN FRANCISCO</b> Tony Bennett, Columbia CL 1849 (M); CS 8649 (S)	77
28	16	<b>BYE BYE BIRDIE</b> Sound Track, RCA Victor LOC 1081 (M); LSD 1081 (S)	35
29	38	<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b> Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	85
30	30	<b>BLUE VELVET</b> Bobby Vinton, Epic LN 24068 (M); BN 24068 (S)	20
31	26	<b>SINATRA'S SINATRA</b> Frank Sinatra, Reprise R 1010 (M); R9-1010 (S)	12
32	40	<b>JOAN BAEZ, VOL. II</b> Vanguard VRS 9094 (M); VSD 2097 (S)	108
33	44	<b>HOW THE WEST WAS WON</b> Sound Track, MGM 135 (M); 135S (S)	36
34	46	<b>JOAN BAEZ, VOL. I</b> Vanguard VRS 9078 (M); VSD 2007 (S)	36
35	35	<b>THINK ETHNIC</b> Smothers Brothers, Mercury MG 20777 (M); SR 40777 (S)	38
36	14	<b>THE JAMES BROWN SHOW</b> King 826 (M); S 826 (S)	26
37	27	<b>MY SON, THE NUT</b> Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	19
38	25	<b>ANY NUMBER CAN WIN</b> Jimmy Smith, Verve V 8552 (M); V6-8552 (S)	7
39	43	<b>CHAD MITCHELL TRIO SINGIN' OUR MIND</b> Mercury MG 20838 (M); SR 40838 (S)	7
40	37	<b>WIPE OUT</b> Surfaris, Dot DLP 3535 (M); DLP 3535 (S)	20
41	48	<b>HONEY IN THE HORN</b> Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	14
42	62	<b>THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER</b> Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	25
43	41	<b>ROY ORBISON'S GREATEST HITS</b> Monument MLP 8000 (M); (no Stereo)	69
44	50	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	294
45	42	<b>SUNNY SIDE!</b> Kingston Trio, Capitol T 1935 (M); ST 1935 (S)	19
46	49	<b>MONDO CANE</b> Sound Track, United Artists UAL 4108 (M); UAS 5108 (S)	23
47	71	<b>THE BEST OF JOAN BAEZ</b> Squire SQ 23001 (M); SQ 23001 (S)	5
48	57	<b>THE IMPRESSIONS</b> ABC-Paramount ABC 450 (M); ABCS 450 (S)	17
49	36	<b>GOLDEN HITS OF THE 4 SEASONS</b> Vee Jay LP 1045 (M); SR 1045 (S)	16
50	60	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	66
51	61	<b>JOHNNY</b> Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	18
52	54	<b>BANNED IN BOSTON</b> Rusty Warren, Jubilee JGM 2049 (M); (no Stereo)	10

This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	45	<b>TWO SIDES OF THE SMOTHERS BROTHERS</b> Mercury MG 20675 (M); SR 60675 (S)	53
54	72	<b>THE BEST OF THE KINGSTON TRIO</b> Capitol T 1708 (M); ST 1708 (S)	81
55	53	<b>RING OF FIRE—THE BEST OF JOHNNY CASH</b> Columbia CL 2053 (M); CS 8833 (S)	22
56	32	<b>THE FREEWHEELIN' BOB DYLAN</b> Columbia CL 1986 (M); CS 8786 (S)	16
57	80	<b>OLIVER</b> Original Cast, RCA Victor LOC 2004 (M); LSD 2004 (S)	60
58	58	<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</b> Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	88
59	34	<b>LAWRENCE OF ARABIA</b> Sound Track, Colpix CP 514 (M); SCP 514 (S)	43
60	74	<b>THE CLANCY BROTHERS &amp; TOMMY MAKEM IN PERSON AT CARNEGIE HALL</b> Columbia CL 1950 (M); CS 8750 (S)	6
61	66	<b>HERE'S LOVE</b> Original Cast, Columbia KOL 6000 (M); KOS 2400 (S)	6
62	73	<b>MANTOVANI MANHATTAN</b> London LL 3328 (M); PS 328 (S)	7
63	—	<b>FUN IN ACAPULCO</b> Elvis Presley, RCA Victor LPM 2736 (M); LSP 2736 (S)	1
64	79	<b>THE SMOTHERS BROTHERS AT THE PURPLE ONION</b> Mercury MG 20611 (M); SR 60611 (S)	24
65	59	<b>BROADWAY—MY WAY</b> Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	38
66	75	<b>THE SOUND OF MUSIC</b> Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	209
67	68	<b>LET'S GO</b> Ventures, Dolton BLP 2024 (M); BST 8024 (S)	17
68	52	<b>THEMES FOR YOUNG LOVERS</b> Percy Faith & His Orchestra, Columbia CL 2023 (M); CS 8823 (S)	27
69	39	<b>ANNETTE'S BEACH PARTY</b> Vista BV 3316 (M); STER 3316 (S)	10
70	56	<b>SURFIN' U.S.A.</b> Beach Boys, Capitol T 1890 (M); ST 1890 (S)	34
71	55	<b>THE LANGUAGE OF LOVE</b> Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	16
72	77	<b>BIG FOLK HITS</b> Brothers Four, Columbia CL 2033 (M); CS 8833 (S)	11
73	63	<b>SCARLETT O'HARA</b> Lawrence Welk, Dot DLP 3528 (M); DLP 3528 (S)	20
74	78	<b>CAMELOT</b> Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	152
75	69	<b>ELLA &amp; BASIE</b> Ella Fitzgerald & Count Basie, Verve V 4061 (M); V6-4061 (S)	10
76	89	<b>THIS IS ALL I ASK</b> Tony Bennett, Columbia CL 2036 (M); CS 8836 (S)	18
77	85	<b>GENE PITNEY SINGS WORLD-WIDE WINNERS</b> Muscor MM 3005 (M); MS 3005 (S)	21
78	103	<b>THE NEW CHRISTY MINSTRELS</b> Columbia CL 1872 (M); CS 8672 (S)	56
79	84	<b>LIGHTS OUT, SWEET DREAMS</b> Bert Kaempfert & His Orchestra, Decca DL 4265 (M); DL 74265 (S)	4
80	67	<b>THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S</b> Count Basie, Reprise R 4070 (M); R9-4070 (S)	23
81	87	<b>BROTHER JACK McDUFF LIVE</b> Prestige PR 7274 (M); ST 7274 (S)	7
82	92	<b>THE SONGS I LOVE</b> Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)	14
83	94	<b>JOHNNY'S NEWEST HITS</b> Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	36
84	88	<b>I WANNA BE AROUND</b> Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	38
85	51	<b>MY BOYFRIEND'S BACK</b> Angels, Smash MGS 27039 (M); SR 67039 (S)	13
86	95	<b>WEST SIDE STORY</b> Original Cast, Columbia OL 5230 (M); OS 2001 (S)	167
87	99	<b>MORE (Soul Surfin')</b> Kai Winding, Verve V 8551 (M); V6-8551 (S)	20
88	104	<b>I LOVE YOU BECAUSE</b> Al Martino, Capitol T 1914 (M); ST 1914 (S)	28
89	100	<b>DEEP PURPLE</b> Nine Temps & April Stevens, Airo 156 (M); SD 156 (S)	5
90	102	<b>TODAY'S BEST—SOUNDS OF THE GREAT BANDS, VOL. 7</b> Glen Gray & the Casa Loma Orchestra, Capitol T 1938 (M); ST 1938 (S)	10
91	98	<b>SONGS I SING ON THE JACKIE GLEASON SHOW</b> Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	46
92	82	<b>IN DREAMS</b> Roy Orbison, Monument MLP 8003 (M); SLP 18003 (S)	19
93	83	<b>SEPTEMBER SONG</b> Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)	14
94	148	<b>CONCERT FOR LOVERS</b> Ferrante & Teicher, United Artists UAL 3315 (M); UAS 4315 (S)	2
95	64	<b>ROCKIN' THE BOAT</b> Jimmy Smith, Blue Note 4141 (M); BST 8-4141 (S)	7
96	114	<b>FRANK FONTAINE SINGS LIKE CRAZY</b> ABC-Paramount ABC 440 (M); ABCS 440 (S)	18
97	101	<b>THE CONCERT SINATRA</b> Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	27
98	70	<b>MALA FEMMENA &amp; CONNIE'S BIG HITS FROM ITALY</b> Connie Francis, MGM E 4161 (M); SE 4161 (S)	10
99	116	<b>THE SURFARIS PLAY</b> Decca DL 4470 (M); DL 74470 (S)	4
100	107	<b>JAZZ SAMBA</b> Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	67
101	112	<b>THE VERY BEST OF CONNIE FRANCIS</b> MGM E 4167 (M); SE 4167 (S)	8

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	91	<b>CRY BABY &amp; 11 OTHER HITS</b> Garnet Mimms & The Enchanters, United Artists UAL 3305 (M); UAS 4305 (S)	5
103	106	<b>THE WHAM OF THAT MEMPHIS MAN</b> Lonnie Mack, Fraternity F 1014 (M); F 1014 (S)	4
104	125	<b>HOT ROD RALLY</b> Various Artists, Capitol T 1997 (M); ST 1997 (S)	2
105	111	<b>KNOCKERS UP</b> Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	163
106	97	<b>NUMBER 1 HITS, VOL. 1</b> Billy Vaughn, Dot DLP 3540 (M); DLP 3540 (S)	7
107	86	<b>THE WORLD OF MIRIAM MAKEBA</b> RCA Victor LPM 2730 (M); LSP 2730 (S)	6
108	65	<b>THE GREAT ESCAPE</b> Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)	14
109	120	<b>CALL ON ME</b> Bobby Bland, Duke DLP 77 (M); (no Stereo)	24
110	122	<b>WE SHALL OVERCOME</b> Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	2
111	118	<b>TIME OUT</b> Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	153
112	108	<b>BLUE BASH</b> Kenny Burrell & Jimmy Smith, Verve V 8553 (M); V6-8553 (S)	4
113	—	<b>KATE SMITH AT CARNEGIE HALL</b> RCA Victor LPM 2819 (M); LSP 2819 (S)	1
114	131	<b>THE BIG SOUNDS OF THE DRAGS</b> Capitol T 2001 (M); ST 2001 (S)	2
115	81	<b>I AM THE GREATEST</b> Cassius Clay, Columbia CL 2093 (M); CS 8893 (S)	11
116	110	<b>HEAVENLY</b> Johnny Mathis, Columbia CL 1361 (M); CS 8132 (S)	222
117	96	<b>THE BEST OF THE CHAD MITCHELL TRIO</b> Kapp KL 1334 (M); KS 3334 (S)	13
118	119	<b>SEVERAL SHADES OF JADE</b> Cal Tjader, Verve V 8507 (M); V6-8507 (S)	13
119	109	<b>PETER NERO IN PERSON</b> RCA Victor LPM 2710 (M); LSP 2710 (S)	16
120	128	<b>SHIRELLES GREATEST HITS</b> Scepter 507 (M); (no Stereo)	48
121	142	<b>CURB YOUR TONGUE, KNAVE!</b> Smothers Brothers, Mercury MG 20862 (M); SR 60862 (S)	2
122	139	<b>WONDERFUL! WONDERFUL!</b> Lawrence Welk, Dot DLP 3552 (M); DLP 3552 (S)	3
123	115	<b>TODAY'S ROMANTIC HITS—FOR LOVERS ONLY</b> Jackie Gleason, Capitol W 1978 (M); SW 1978 (S)	3
124	137	<b>MORE</b> Vic Dana, Dolton BLP 2026 (M); BST 8026 (S)	6
125	135	<b>HEAT WAVE</b> Martha & the Vandellas, Gordy 907 (M); (no Stereo)	5
126	133	<b>OLDIE BUT GOODIES, VOL. 5</b> Various Artists, Original Sound 5007 (M); OS 5007 (S)	30
127	93	<b>FOOL BRITANNIA</b> Various Artists, Acappela AC 1 (M); (no Stereo)	10
128	150	<b>SHANGRI-LA</b> Percy Faith & His Orchestra, Columbia CL 2024 (M); CS 8824 (S)	10
129	76	<b>PRISONER OF LOVE</b> James Brown, King 851 (M); (no Stereo)	13
130	123	<b>CLEOPATRA</b> Sound Track, 20th Century-Fox FXG 5008 (M); SXG 3008 (S)	27
131	140	<b>MARIA ELENA</b> The 50 Guitars of Tommy Garrett, Liberty LMM 13030 (M); LSS 14030 (S)	2
132	134	<b>PAUL ANKA'S 21 GOLDEN HITS</b> RCA Victor LPM 2691 (M); LSP 2691 (S)	25
133	127	<b>NIGHT BEAT</b> Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)	15
134	147	<b>JOSE JIMENEZ IN JOLLYWOOD</b> Bill Dana, Kapp KL 1332 (M); KS 3332 (S)	2
135	149	<b>CHECKERED FLAG</b> Dick Dale & His Del-Tones, Capitol T 2002 (M); ST 2002 (S)	2
136	90	<b>GREAT SCENES FROM GERSHWIN'S PORGY &amp; BESS</b> Leontyne Price & William Warfield, RCA Victor LM 2679 (M); LSC 2679 (S)	12
137	144	<b>STOP THE WORLD—I WANT TO GET OFF</b> Original Cast, London AM 85001 (M); AMS 85001 (S)	57
138	—	<b>BRANDENBURG GATE: REVISITED</b> Dave Brubeck Quartet with Ork., Columbia CL 1963 (M); CS 8763 (S)	1
139	126	<b>GREATEST AMERICAN WALTZES</b> Connie Francis, MGM E 4145 (M); SE 4145 (S)	12
140	—	<b>THE SOUND OF THE WONDERFUL TYMES</b> Parkway P 7038 (M); SP 7038 (S)	1
141	143	<b>BUDDY HOLLY STORY</b> Coral CRL 57279 (M); (no Stereo)	154
142	129	<b>SURF CITY &amp; OTHER SWINGIN' CITIES</b> Jan & Dean, Liberty LRP 3314 (M); LST 7314 (S)	20
143	—	<b>IT'S A MAD, MAD, MAD, MAD WORLD</b> Sound Track, United Artists UAL 4110 (M); UAS 5110 (S)	1
144	117	<b>SEVEN STEPS TO HEAVEN</b> Miles Davis, Columbia CL 2051 (M); CS 8851 (S)	15
145	121	<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC, VOL. II</b> Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	60
146	130	<b>ANDRE PREVIN IN HOLLYWOOD</b> Andre Previn, Columbia CL 2034 (M); CS 8834 (S)	4
147	124	<b>ELECTRODYNAMICS</b> Dick Hyman, Command RS 856 (M); RS 856 SD (S)	7
148	105	<b>BLUE GENE</b> Gene Pitney, Muscor MM 3006 (M); MS 3006 (S)	5
149	—	<b>LET ME SING</b> Brenda Lee, Decca DL 4439 (M); DL 74439 (S)	1
150	—	<b>HERBIE MANN LIVE AT NEWPORT</b> Atlantic 1412 (M); SD 1412 (S)	1

# A BRAND NEW SINGLE

on



# RICK NELSON

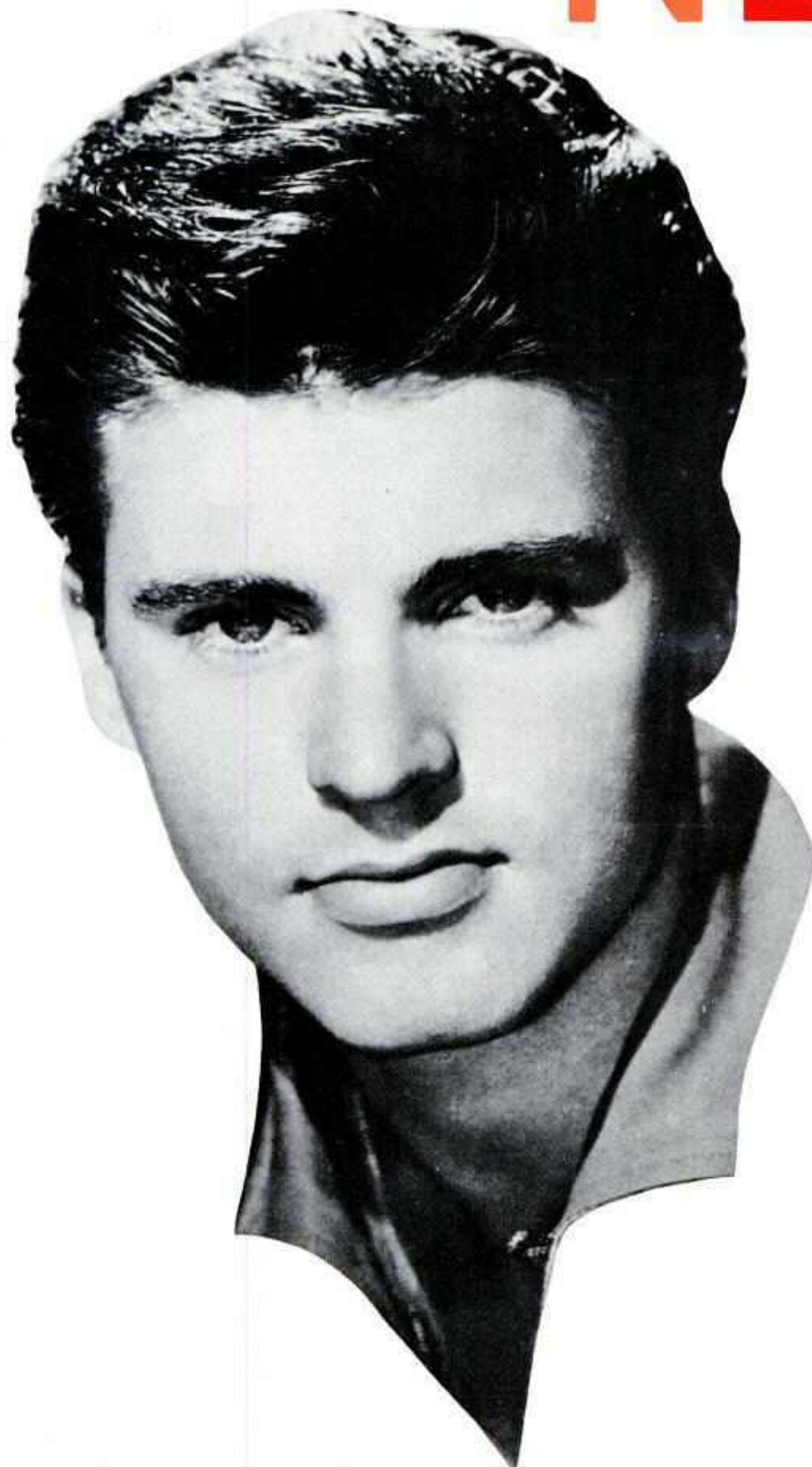
SINGS

# FOR YOU

c/w

THAT'S ALL SHE WROTE

31574



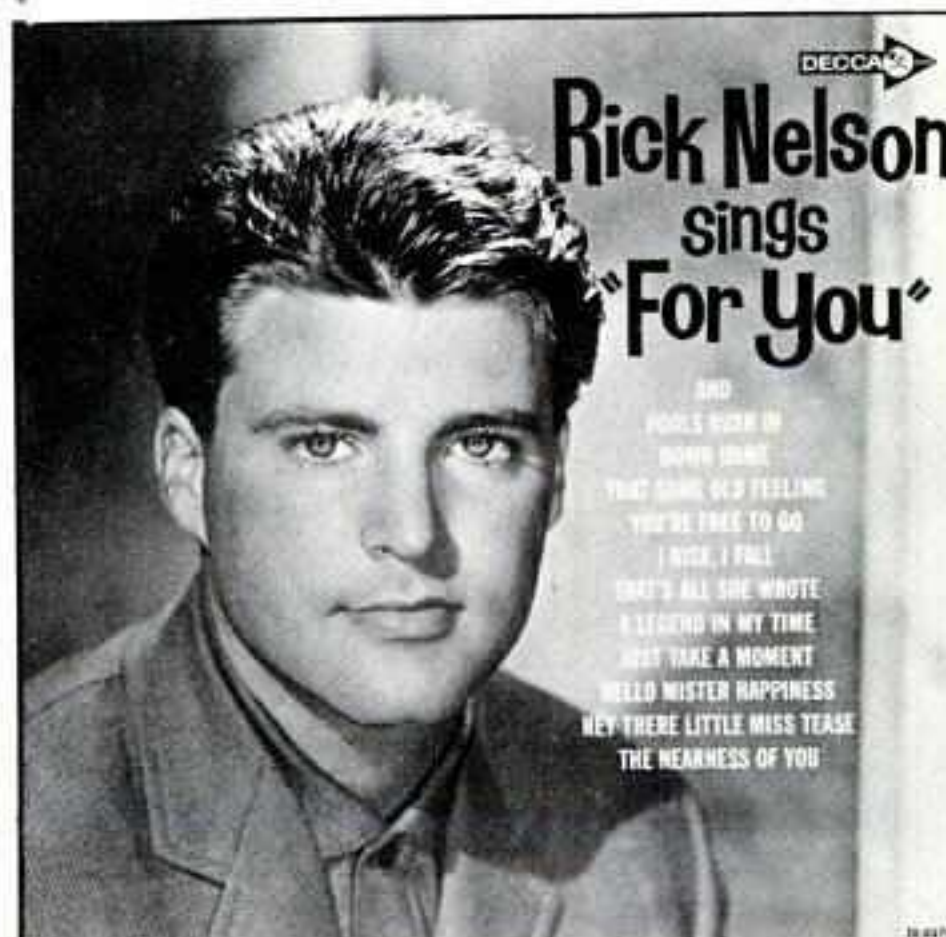
## "FOR YOU"

also featured in his latest album . . . and includes

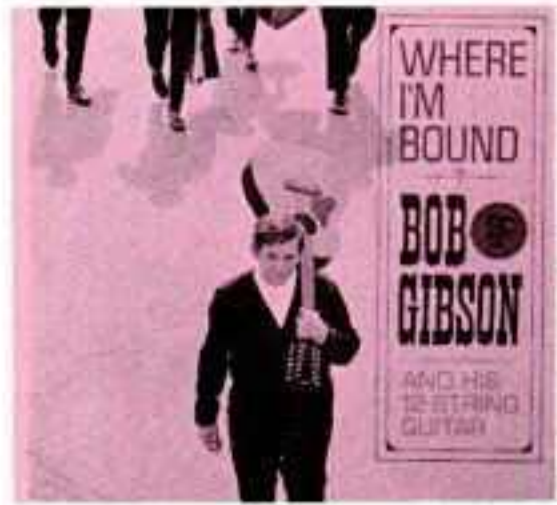
## FOOLS RUSH IN

Decca DL-4479

Decca DL-74479 (Stereo)



# ALBUM REVIEWS (continued)



**FOLK SPOTLIGHT**  
**WHERE I'M BOUND**  
 Bob Gibson, Elektra EKL 239

This is a fine, tasteful item for the pop and folk markets. The set features Gibson singing and playing 12-string guitar. Most of the tunes are of his own devising. The material has a poignant simplicity and directness that's bound to appeal to college and folk students. "Where I'm Bound," "Farewell My Honey," "Cindy Jane," "Some Old Woman" and "Wastin' Your Time" are some first-rate tracks.



**COUNTRY SPOTLIGHT**  
**LORETTA LYNN SINGS**  
 Decca DL 4457 (M); DL 74457 (S)

Miss Lynn sings up a storm on this fine new album, on songs by both herself and various other good country writers. The ballad material, much of it steeped in the traditional heartache groove, includes such titles as "The Other Woman," "A Hundred-Proof Heartache," "Color of the Blues," "Lonesome 7-7203" and "The Girl That I Am Now." It's powerful stuff, ably sung, and it can sell well.



**FOLK SPOTLIGHT**  
**THE LIFE I'M LIVING**  
 Carolyn Hester, Columbia CL 2032 (M); CS 8832 (S)

When better folk songs are sung, Carolyn Hester may be the one who sings them. The simplicity and directness of her singing makes a powerful impact here. There's a haunting subtlety to her voice that carries such folk tunes as "Sally Free and Easy" and "I Want Jesus" to maximum effect. The lass could score with this one.

## ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

## SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

**POP SPECIAL MERIT**  
**WE GIVE A HOOT!**  
 The Womenfolk/The Villagers  
 RCA Victor LPM 2821 (M); LSP 2821 (S)

Here are two new folk groups from the West Coast in their recording debut. The Womenfolk are a fast-moving folk entry composed entirely of female singers. They deliver in accepted folk tradition a variety of familiar folk items as well as some original tunes. The Villagers are a male vocal group who add humor and rousing singing to their material.

**POP SPECIAL MERIT**  
**THE YOUNG BEAT**  
 Les Brown  
 Columbia CL 2119 (M); CS 8919 (S)

If you can't beat 'em, join 'em, and Les has done just that with this upbeat grouping. The modern twist-a-beat pervades every tune, accentuated with massed brass. It should be scooped up by those who like their music on the rocks with a twist of sophistication. The titles include: "Sally Go 'Round the Roses," "Cotton Fields," "Washington Square" and "On Broadway." Package is great for programming too!

**POP SPECIAL MERIT**  
**SELECTIONS FROM SOUND TRACKS AND FILM SCORES**  
 Various Artists, Ascot UM 13500 (M)

Here's a large economy size package of motion picture sound-track material that's bound to hit all picture fans well. The label has culled selections from the UA catalog track material from "Exodus," "Some Like It Hot," "The Apartment" and "Odds Against Tomorrow," and assembled a neat package with good poster-type artwork from each pic to dress up the cover. Could be a solid rack item.

**JAZZ SPECIAL MERIT**  
**BARNEY KESSEL'S SWINGIN' PARTY**  
 Contemporary M 3613

A new side of Barney Kessel, perennial poll-winner, and one of the all-time great jazz guitarists, is heard on this dynamic album. Barney appears here before a "live" audience and the enthusiastic response seems to inspire him and his group. The selections: "Bluesology" (Milt Jackson), "New Rhumba" (Ahmad Jamal), "Now's the Time" (Charlie Parker), "Miss Memphis" (Marvin Jenkins), "Joy Spring" (Clifford Brown) and "Lover Man," featuring pianist Jenkins doubling on flute.

**JAZZ SPECIAL MERIT**  
**DRUMMIN' MAN (2-12")**  
 Gene Krupa, Columbia C2L 29 (M)

Here's a fine album for the jazz collector. The historically minded will really find this a treasure trove of fascinating recordings made by the Gene Krupa band through the 1940's and early 1950's. Anita O'Day, Roy Eldridge, Charlie Ventura and a flock of other first-rate sidemen of former years appear.

**JAZZ SPECIAL MERIT**  
**JAZZ ET JAZZ**  
 Andre Hodeir  
 Philips PHM 200073 (M); PHS 600073 (S)

French critic-musicologist-composer Andre Hodeir is represented in this fascinating collection of "jazz experiments," most of which have served as background music to French films. They are imaginative and thoroughly musical. Most impressive are the extended pieces, such as "Jazz Cantata," which features the familiar voice of Christian LeGrande, one of the sopranos on the "Bach's Greatest Hits" LP. Her performance is matched only by that of such prominent jazz names as Martial Solal, Kenny Clark and Pierre Michelot, heard here.

## BREAKOUT ALBUMS

**NATIONAL BREAKOUTS**  
**FUN IN ACAPULCO**  
 Elvis Presley, RCA Victor LPM 2756 (M); LSP 2756 (S)

**KATE SMITH AT CARNEGIE HALL**  
 RCA Victor LPM 2819 (M); LSP 2819 (S)

**NEW ACTION LP'S**  
 These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

**JACK JONES WIVES AND LOVERS**  
 Kapp KL 1352 (M); KS 3352 (S)

**A PORTRAIT OF ARTHUR PRY SOCK**  
 Old Town LP 2006 (M); LP 2006 S (S)

**CHARADE**  
 Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)

**HAVE YOU HEARD**  
 Duprees, Coed LPC 906 (M); (No Stereo)

**I'M LEAVING IT UP TO YOU AND 11 OTHER HIT SONGS**  
 Dale & Grace, Montel MLP 100 (M); MLP 100 (S)

**WALKING THE DOG**  
 Rufus Thomas, Stax 704 (M); (No Stereo)

**FRANK SINATRA SINGS THE SELECT JOHNNY MERCER**  
 Capitol W 1984 (M); DW 1984 (S)

**GENE PITNEY MEETS FAIR YOUNG LADIES OF FOLKLAND**  
 Musicor MM 2007 (M); MS 3007 (S)

**TAKE TEN**  
 Paul Desmond, RCA Victor LPM 2569 (M); LSP 2569 (S)

**THE BEST OF JUDY GARLAND**  
 Decca DXB 172 (M); DXSB 7172 (S)

**TREASURY OF GOLDEN HITS**  
 Sammy Davis Jr., Reprise R 6096 (M); R9-6096 (S)

**ON STAGE**  
 Mary Wells, Tamla 611 (M); (No Stereo)

**CLASSICAL SPECIAL MERIT**  
**BETHOVEN: SYMPHONY NO. 4 IN B FLAT MAJOR, OP. 60**  
 Berlin Philharmonic Orchestra (Furtwangler). Deutsche Grammophon LPM 18742

Conductor Furtwangler has achieved an outstanding reputation as a master improvisationist. His inspired interpretations of two Beethoven works provide interesting and exciting listening. Furtwangler and Beethoven's music is excellent coupling. The maestro asserts his individuality without damaging the composer's. Strong wax.

**CLASSICAL SPECIAL MERIT**  
**VIENNA, MY CITY OF DREAMS**  
 Richard Tucker  
 Columbia ML 5937 (M); MS 6537 (S)

This album is a first for Tucker, who sings a program of Viennese favorites in English. No matter what the language of the songs, Tucker's voice is incomparable. Franz Allers ably backs him with the Columbia Symphony Orchestra. Listening to the romantic songs will no doubt conjure up memories of the "good old days" of splendor and chivalry that marked Vienna at the turn of the century. Highly commercial wax.

**FOLK SPECIAL MERIT**  
**GOIN' DOWN TO TOWN**  
 Peter Morse, Philips PHM 200059 (M); PHS 600059 (S)

The current craze for folk music has brought with it a proliferation of new talent. Peter Morse may be ranked among the more promising of the new lot. He approaches each tune with a fervent gusto that bestows genuine feeling for the songs he is singing. Peter is equally proficient with the guitar. A few cuts are "Freight Train," "Delia's Gone" and "Come Along Julie." Good listening and programming.

**CLASSICAL SPECIAL MERIT**  
**EILEEN FARRELL SINGS FRENCH AND ITALIAN SONGS**  
 Columbia ML 5924 (M); MS 6524 (S)

Eileen Farrell's range of artistry is by no means limited. She is a consummate musician and can readily adjust her normally large soprano to the refinements required of the art song. Her performance here is thoroughly planned and sensitively executed, as she sings works by Respighi, Castelnuovo-Tedesco, Debussy and Faure. Though the program may have somewhat limited appeal, it is a special bon-bon in Farrell's recorded work.

**CHRISTMAS SPECIAL MERIT**  
**HEY! IT'S CHRISTMAS**  
 Benny and His Pal Joe O'Brien, United Artists UAL 3324 (M); UAS 6324 (S)

Joe O'Brien, the morning deejay on New York's WMCA, has a buddy named "Benny," who is actually a speeded-up voice version of O'Brien himself. Here the familiar Benny voice is heard on a flock of typical holiday ditties like "Rudolph," "Jingle Bells" and "Frosty the Snowman," which he does with chorus help. Album could grab a good bit of attention, particularly on the New York front.

**CLASSICAL SPECIAL MERIT**  
**MOZART: COMPLETE WIND MUSIC, VOLS. 1 THROUGH 5**  
 London Wind Soloists, London CM 9346 (M); CS 6246 (S)—CM 9350 (M); OS 6350 (S)

This is one of six albums of Mozart's Wind Music as performed by London Wind Soloists directed by Jack Brymer. This LP spotlights only one Mozart work, "Serenade in B Flat, K. 361." The other five LP's feature three to four different Mozart works. Each LP is handsomely presented in a sleeve picturing a scene of the Germany so closely associated with the great composer. Individually, or as a group, the performances are first rate and will be appreciated by the lovers of Mozart, wind music and the classics.

**COUNTRY SPECIAL MERIT**  
**CUTTIN' GRASS OSBORNE BROTHERS STYLE**  
 MGM E 4149 (M); SE 4149 (S)

The Osborne Brothers continue to turn out splendid albums with a great, authentic bluegrass, high-pitched shout vocal touch with some of the sharpest banjo and guitar pickin' to be found. Beyond that, the set has an unusually good quality of recorded sound. The lads offer "Sweet Thing," "Ruby, Are You Mad," "Sour Wood Mountain," "Jed Clampett," "Worried Man Blues" and "White Lightning." Strong wax for the field with pop sales possible.

**CLASSICAL SPECIAL MERIT**  
**THREE CONTEMPORARY CANADIAN COMPOSERS**  
 Columbia ML 5921 (M); MS 6521 (S)

Here are three beautiful compositions by contemporary Canadian composers, unfamiliar to most Americans, but absolutely deserving of attention. Harry Somers, Murray Adaskin and Jean Papineau-Couture are the composers, and the works have melodic accessibility and a sophisticated sense of humor in common. There is a temptation to compare them with the schools of Aaron Copland and Leonard Bernstein. Performances are first rate, under the baton of Walter Susskind.

**COUNTRY SPECIAL MERIT**  
**THE COUNTRY MUSIC HALL OF FAME (2-12")**  
 Various Artists, Starday SLP 256

Here's another bonanza package (volume three in the label's Hall of Fame series) with countless of the great old performances by the biggest names. Just for example, the set has sides by Patsy Cline, Hawkshaw Hawkins, Lulu Belle and Scotty, Rex Allen, Cowboy Copas, Jimmie Skinner, Flatt and Scruggs, and many others. Obviously, much of this is older material, but much of it is good just the same and collectors of authentic will want it.

**★★★★**  
**FOUR-STAR ALBUMS**  
 The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

**POPULAR**  
**RUSTY DRAPER'S GREATEST HITS, VOLUME I**  
 Monument MLP 8005 (M)

**IMPRESSIONS**  
 Bill Doggett, King 868 (M)

**JOHNNY "GUITAR" WATSON**  
 King 857 (M)

**FILM THEMES OF ERNEST GOLD**  
 London Symphony Orchestra (Gold). London LL 3320 (M); PS 320 (S)

**BALLAD FOR BIMSHIRE**  
 Original Cast, London AM 4800 (M); AMS 78002 (S)

**JAZZ**  
**THE GREAT JAZZ PIANO OF PHINEAS NEWBORN JR.**  
 Contemporary M 3611

**GROOVE HOUSE**  
 Ray Bryant, Sue LP 1016

**EXTENSION**  
 Clare Fischer Ork. Pacific Jazz 77 (S)

**CLASSICAL**  
**A SECOND RECITAL BY THE ACADEMY OF ST. MARTIN IN THE FIELDS**  
 London L'Oiseau-Lyre SOL 264 (S)

**A CHILD OF OUR TIME (2-12")**  
 Various Artists, London A 4256 (M); OSA 1256 (S)

**RHYTHM & BLUES**  
**EVERYBODY'S FAVORITE BLUES**  
 Various Artists, King 875 (M)

**COUNTRY**  
**COUNTRY FOLK MUSIC CONCERT**  
 Stanley Brothers, King 864 (M)

(Continued)

# MUSIC AS WRITTEN

## NEW YORK

Andres Segovia received an honorary doctorate from the University de Compestela, Spain. He is an exclusive Decca artist. . . . **Burl Ives** recording in Nashville early this month. . . . A series of 10 half-hour programs on the roots of jazz is being planned by the National Educational Television producer **Karl Genus**. . . . Nostalgia notes have trombone innovator **Bill Haris** (with the **Woody Herman** band more than a decade ago) back in the big leagues with the **Pee Wee Russell** clan. Group taped a TV seg for Canadian TV CBC. **Phil Napoleon** has also resumed his career after a lengthy lay-off. . . . Still another nostalgia bit has **Georgie Auld** back on disk for Philips.

Calboy Records' "What's a Matter Baby," by **Wendy and Joey**, won a "Battle of the Sounds" on CHUM, Toronto. . . . Same firm reports **Tommy Boyce** has resigned as partner in its publishing firm. . . . **Bob Thompson**, national promo manager for Columbia Records, and wife **Adrienne** have a new heir. The newcomer, a girl, is named **Carolyn Louise**. . . . Tamla artist **Stevie Wonder** is currently working in an American International Studios flick, "Muscle Beach Party." He went to the Olympia Theater, Paris, December 11, where he will work through Christmas. . . . Folk singers **Addis** and **Crofut** entertained at the Dutch Treat luncheon Tuesday (3). . . . Carnegie Hall Christmas Show December 22 stars **Woody Allen**, **Mel Torme** and the **Basie** band. . . . **Lalo Schifrin** is on the Coast. . . . **Tony Bennett** interested in doing some Schifrin-Gene Lees tunes in forthcoming LP. . . . **Stan Getz** has a version of "Charade" coming in forthcoming Verve LP. Set also features unusual version of "Blowin' in the Wind." **JACK MAHER**

## PITTSBURGH

**Liberace**, who was scheduled to play 16 nights at Holiday House in his debut there, played exactly one performance before a reported ear illness forced him to cancel and to check into St. Francis Hospital instead. Later, his illness was diagnosed as a virus and he was scheduled to fly to his California home for further treatment by his own doctor. His latest diagnosis is a kidney ailment which may require surgery.

Meanwhile Holiday House owner **John Bertera** has set the **Joe Williams Quartet** to fill out the Liberace date. . . . The **Three Suns**, headed by **Artie Dunn**, are the draw at the Twin Coaches following the **New Christy Minstrels**. . . . **Leonard Mendlowitz**, veteran Billboard reporter here, returns to his post following a siege at West Penn Hospital in Pittsburgh. . . . The piano duo team of **Ferrante** and **Teicher**, both native sons, returned home for a Sunday (8) concert. . . . **Bill Landy**, former singing emcee at the Ankara, has returned home after a month at the West Penn Hospital with a heart attack.

**LEONARD MENDLOWITZ**

## SAN FRANCISCO

Little **Johnny Taylor's** "Part Time Love" on Galaxy has reached the half-million mark, adding up to the biggest seller the parent company, Fantasy, has ever had. Curiously, the LP containing Taylor's big number is off to a slow start. . . . Speaking of Fantasy, the firm has a

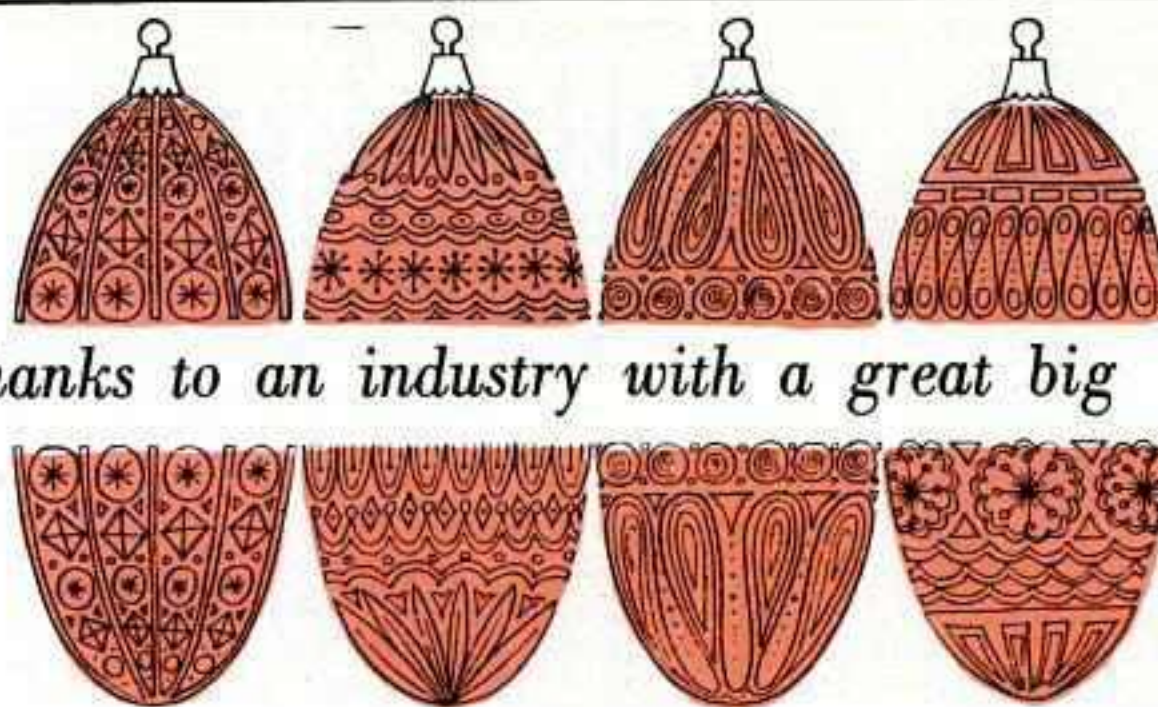
solid January jazz release lined up for its Debut series. Included are items by **Brew Moore**, **Cecil Taylor**, the late **Oscar Pettiford** and the late **Charlie Parker**. . . . A new afterhours spot, the Geary Breakfast Club, opened November 28 with **Lou Rawls**, **Jimmy McCracklin** and **Jay Payton**, among others. . . . **Odetta's** November 30 concert in Berkeley drew a fair house of 1,000 despite many cancellations following the President's death. . . . **Tito Puente** and orchestra opened for one week at Off Broadway December 2.

Raising memories of **Norman Granz's** Jazz at the Philharmonic concert packages, brother **Irving Granz** brings a big jazz show to the Masonic Temple Auditorium here December 13. On the bill are the **Jimmy Smith Trio**, **Dakota Staton**, the **Oscar Peterson Trio**, **Coleman Hawkins**, **Zoot Sims**, **Sonny Stitt**, **Wynton Kelly** and **Paul Chambers**, as well as possible late starters **Gerry Mulligan**, **Stan Getz**, **Harry Edison** and **J. J. Johnson**. . . . **Lu Watters'** new recordings will be issued on 45-r.p.m. singles by Fantasy. The trumpeter was planning to cut "Dallas Blues" but dropped the tune in view of recent developments in that city. . . . **John Coltrane** has been enjoying excellent response at the Jazz Workshop, where he and his quartet opened November 26. . . . The local classical music set is excited over prospects for the San Francisco Symphony Orchestra, now that **Josef Krips** has assumed leadership. Krips became the orchestra's new conductor in late November.

**Tom Maley** of H. R. Basford, Columbia distributor, reports above-average yule trade this year. Strong seasonal sets by **Andy Williams** and **Robert Goulet**, fast-moving Broadway show packages such as "Here's Love" and regional response to **Ernie Heckscher's** initial Columbia issue are leaders. . . . The off-Broadway club, happy with the business **Trini Lopez** brought in last month, has booked the singer and his group for 10 more nights, starting December 27. **Tito Puente** and orchestra put in a week at the club in early December and **Woody Herman's** herd is set February 14. . . . **Barbra Streisand's** concert at the Masonic Auditorium and **Joan Baez's** at the University of San Francisco, December 6 were sellouts.

Singer **Don Washington**, who made a good impression at the hungry i not long ago, is now working at the Interlude on Nob Hill. . . . On December 3 the Oakland Symphony premiered **Darius Milhaud's** new work honoring the late John F. Kennedy, called "Murder of a Great Chef of State." The composer completed the piece in one day and air-mailed it to Oakland from Paris. . . . Two recording stars of the 1920's and 1930's have settled in the Bay Area recently: **Elmer Snowden** and **Arthur Schutt**. . . . **Joe Sullivan**, **Muggsy Spanier**, **Darnell Howard** and **Pops Foster** recorded a video tape at KQED December 6. The program, one of a series moderated by critic **Ralph Gleason**, will be shown around the country on educational TV outlets. . . . Last-minute changes in **Irving Granz's** December 13 "Jazz a la Carte" show were the omission of **Oscar Peterson's** trio and the addition of saxophonists **Gerry Mulligan** and **Al Cohn**. **DICK HADLOCK**

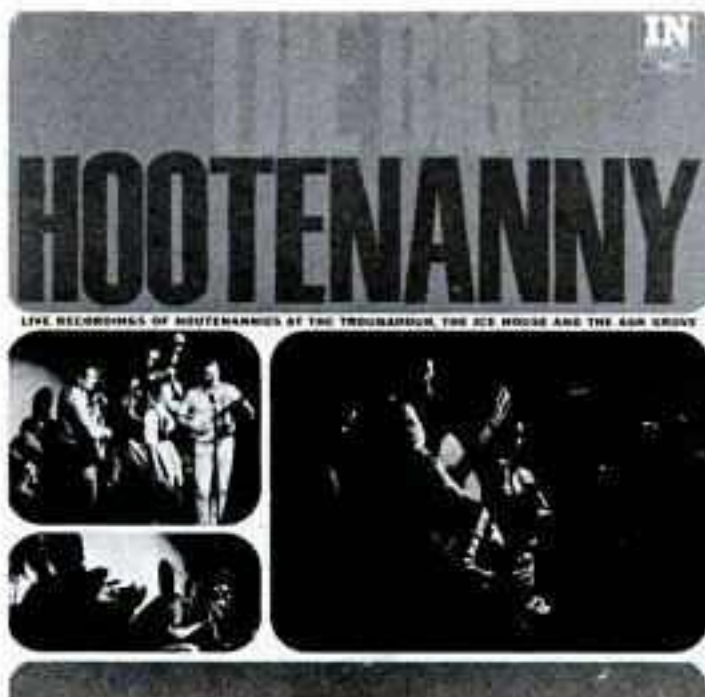
(Continued on page 30)



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# GEMA Planning Red Royalty Tab

MUNICH—West Germany's composers' organization—GEMA—is laying the groundwork for the eventual collection of royalties in the non-Communist world, including the United States and Canada, on the works of authors and composers whose royalty rights are controlled by the Communist bloc.

This could be one of the biggest copyright coups in decades, a coup which would make GEMA the primary collecting agency in the non-Communist world for the Communists.

First steps toward negotiation of such a pact have just been taken by GEMA's general director, Dr. Erich Schulze. Schulze has just returned from wide-ranging discussions in Budapest with the Hungarian performing rights society, Bureau Pour La Protection des Droits d'Auteurs, which is under state control.

The main item of business was Hungary's complaint that Western countries have "pirated" the works of Bela Bartok, who died in 1945. Bartok has tremendous vogue at the moment with the Communists. The composer, pianist and collector of folk music (which greatly influenced his own compositions) is depicted by the royalty-hungry

Hungarian Communist regime as a national asset.

The fact that most of his works were composed during the regime of royalty does not deter the Budapest Red regime from trying to collect the royalties. Dr. Schulze's meeting in Budapest was conducted with proper capitalist indignation on the part of Hungarian copyright society for the alleged infringement of Bartok's copyrights in the West.

The Hungarian society controls all Bartok rights for the Communist countries (although the society did not furnish any accounting of the royalties, if any, it has received from the Communist countries). The plan is for GEMA to administer the Bartok rights outside the Communist bloc.

In an interview Schulze said he hoped such an arrangement might take effect from 1965 on at the latest. If so, Schulze proposes to make royalties from Bartok's music in the United States and Canada retroactive to 1961.

### Sees Upheaval

Dr. Schulze returned from Budapest convinced that an upheaval is occurring in the Communist attitude toward royalty payments to Western composers and authors.

No longer do the Communists dispute the validity of copyright agreements. On the contrary, they are patently eager to start collecting in the West on the works of their own artists. Moreover, there is no longer a uniform position of "party line" throughout the Communist bloc on performing rights agreements.

Each country is obviously free to negotiate its own arrangements on copyright matters, and, as is illustrated by the Bartok negotiations, the satellites are hastening to do so.

GEMA believes that in time Western authors and composers will find a new market for their music in the Communist countries, and that reasonably satisfactory royalty arrangements can be worked out.

If so, this could be a tremendous coup for GEMA, which under Dr. Schulze's aggressive direction, is pressing a relentless campaign to expand performing rights collections.

### San Remo Trims To 24 Tunes

ROME—Final elimination of San Remo entries reached a difficult point and the list of 30 was shaved by six to bring the actual entries to 24 instead of the projected 20. In addition to new singers chosen in the special competition at Castrocaro, the singers who are now certain to appear are Paul Anka, Domenico Modugno, Claudio Villa, Milva, Gino Paoli, Tony Dallara and the Cetra Quartet among top names.

Others reasonably certain to participate are Laura Villa, Bobby Solo, Nicola Arigliano, Robertino, Piero Focaccia, Mexico's Los Hermanos Rigual, Pino Donaggio, Remo Germani, Little Tony, Giorgio Gaber, Tony Renis (currently in uniform for his year's military service), Fausto Cigliano, Fabrizio Ferretti and France's Francoise Hardy.

## SINGAPORE BREAKS OUT

HONG KONG—As evidence of the growing strength of the Singapore market, the Diamond Music Company announced this week that it is opening a wholesale department in Singapore. This new office, situated at 35 Jalan Lada Puteh, Singapore, will handle distribution of the following labels: United Artists, Liberty, Dot, Cadence, Cameo-Parkway, Kapp, Congress, ABC-Paramount and Diamond. Ren da Silva, managing director of the company, recently returned from Singapore where he supervised the organization of this new branch office. He spoke in glowing terms of the singles market in Singapore which he stressed was "very much larger than the market in Hong Kong." LP sales there, however, were on par with Hong Kong.

## MUSIC AS WRITTEN

• Continued from page 29

### PHILADELPHIA

Locally based Sure Records label rushed three new string band albums in time for the holiday selling season in "Happy Holidays" with the Best of the Mummies; "String Band Sound of All-Time Favorites" by the Greater Kensington String Band, and a third LP in "The Ferko String Band on Parade." . . . Joe Valino has been signed by Chancellor Records and his first release is due in January. . . . Deaux Records is the newest label to set up shop with local industry attorney Harold B. Lipsius handling its legal matters.

MAURIE H. ORODENKER

### CHICAGO

Mercury's Morris Diamond and Jim Ramsbury, program director at WPTR, Albany, N. Y., are arranging a big talent package of entertainment for the Newfoundland Air Force Base over Christmas. Ramsbury is taking a basketball squad and Diamond is furnishing the Pixies Three and the Secrets. They're also looking for additional talent, so, if you have a group or a single, get in touch. . . . WBBM here is about to launch the biggest promo in the history of the station. It'll be built around the "First at WMMB" theme. . . . Our condolences to Lenny Garmisa on the recent death of his wife Sylvia. She was known to most of the industry here and will be deeply mourned by all. . . . And on a happier note, congratulations to Joe and Joan Sipiara on the birth and recent christening of their first-born, Scott Joseph. . . . Fred Ellis,

## 'Hammer' Nails Down Title

By JAN TORFS

MECHELEN, Belgium — As the record industry begins to total up sales here for year-end, figures indicate that "If I Had a Hammer" and "America" by Trini Lopez were the biggest hits of 1963. For awhile it was believed that the title might go to Adamo for his "Sans toi, mamie," but extremely heavy sales from the Lopez disk over the last few weeks have given the American disk the edge. With the few weeks left for sales in the year, it is highly unlikely that any other record will soar up in sales to take the title away from Trini Lopez.

formerly with Garmisa's CMA store in Miami, is Mercury's new promotion man here. . . . If you got a card saying: "You're Gonna Git Trouble," you're really not. It's trouble in the form of Lee Hazlewood's newest Mercury album, "Trouble Is a Lonesome Ole Town," a unique offering.

NICK BIRO

### LONDON

American songwriter and record producer Peter de Angelis made what was literally a flying visit to London to supervise backing tracks for an Italian song waxed here by Bobby Rydell. Title is not yet known, but it is one of many Rydell has recorded at the Pye studios for international releases in the new year. At the time of writing this, Rydell was considering one further session before journey-

(Continued on page 32)

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JOE PERKINS  
THE RONETTES  
LINDA SCOTT  
THE TYMES

★  
★ BOBBY VEE  
★



# MUSIC AS WRITTEN

Continued from page 30

ing home—to record "In the Summer of His Years," the British tribute-to-President Kennedy song, published by Leeds, which has already received American attention from **Connie Francis**, **Mahalia Jackson**, **Toni Arden** and **Kate Smith**.

Incidentally, to date the publishers have barred the song to artists for any British release. Decca has issued a tribute instrumental titled "The Kennedy March" which "Telstar" man **Joe Meek** penned and led the orchestra for—royalties will be sent to **Jacqueline Kennedy** to donate to charity.

Plans first revealed in this column November 2 for London label representatives to fly here from America to visit British

Decca's headquarters have now been finalized. The party of 30 or more reps will arrive here January 6 and the following day will visit Decca House in the morning and the company's factory at New Malden. The day after that (8) the reps will attend a product meeting at the Decca studios and hear the new Phase Four Stereo recordings made by **Tony D'Amato** for principally U. S. release.

Ember boss **Jeff Kruger** has revealed that 32-year-old millionaire washing machine tycoon **John Bloom** is trying to buy his way into the record industry via Ember. Kruger said that Bloom approached him with an offer to buy into (not control of) Ember in October and negotiations since then had resulted in an

agreement being drawn up, but this had not yet been signed and the whole deal now lay open to further discussion. . . . RCA Victor has rush-released a new **Elvis Presley** single here following the fans' shock mediocre reaction to "Bossa Nova Baby." The single features "Kiss Me Quick," taken from Presley's eighteen-month-old "Pot Luck" album. "Kiss Me Quick" was issued in Northern Ireland toward the end of the summer and reached the No. 1 spot there in September.

The Beatles headline ATV's "Sunday Night at the London Palladium" for the second time on January 12—police are mounting special security in the area of the theater following the riots when the Beatles made their Palladium-TV debut on October 13. It is now known that the group—which will visit Israel and South Africa in the latter half of 1964—had sold a million copies of its latest single "I Want

To Hold Your Hand" before it was issued. . . . **Roy Castle** has been signed for the leading role in the forthcoming Broadway musical "Kelly." . . . After meeting **Mike Maitland** in London, former Warner Bros. International Director **Bobby Weiss** took off for his Paris office on his farewell European trip for Warners. Maitland left for Paris soon afterwards. . . . **Frank Chalmers**—of EMI's International Division—paid a fleeting visit to Paris for talks with **Ted Cross** and **P. Rouzies** of

Pathe Marconi. Chalmers also had meetings with **Leon Cabat** and **Paul Claude** of Vogue to finalize arrangements for issue of the Vogue repertoire in India and southeast Asia. . . . Due in for talks at EMI head office last week were **Gerry Oord** from Holland and **John Kirsch** from Brussels. . . . **Ben E. King** has been added to the **Brian Epstein-Arthur Howes** package which tours Britain for three weeks from February 8 starring **Gerri** and the **Pacemakers**. On his visit to Europe this month,

## ALBUM REVIEWS

Continued from page 28

### CHRISTMAS

**MERRY CHRISTMAS, COUNTRY STYLE**  
Various Artists. Starday SLP 253 (M)

### COMEDY

**FOLK SINGING ONE**  
Dan Sorokin. Mercury MG 20861 (M); SR 60861 (S)

### INTERNATIONAL

**GOLDENE EGERLANDER MELODIEN**  
Original Egerlander Musikanten. London Int'l TW 91326 (M); SW 99326 (S)

**GERMAN CHILDREN'S CHORUS**  
London Int'l TW 91293 (M); SW 99293 (S)

**SINGENDES, KLINGENDES ALPENLAND**  
Various Artists. London Int'l TW 91327 (M); SW 99327 (S)  
**IRISH REBEL SONGS**  
Enoch Kent, Patrick O'Malley, Diarmuid O'Neill. London Int'l TW 91296

**BOYS FROM THE COUNTY MAYO AND OTHER IRISH FAVORITES**  
Willie Brady & Rose Tynan. Avoca 33-AV-145

**AUS DEUTSCHEN LANDERN**  
Die Fidele Inntaler. London Int'l TW 91295 (M); SW 99295 (S)

**NEW SOUNDS IN SCOTTISH MUSIC**  
Teresa Duffy. London Int'l TW 91328

### FOLK

**THE EVEN DOZEN JUG BAND**  
Elektra EKL 246

### RELIGIOUS

**SING AND REJOICE**  
Choir of St. Marks Church. London LL 3321 (M); PS 321 (S)

### SPIRITUAL

**DIXIE ECHOES WITH HAL KENNEDY**  
Songs of Faith SOF 116

### POLKA

**HAPPY MUSIC FROM BOHEMIA**  
Original Oberkriener Quintet. London Int'l TW 91294 (M); SW 99294 (S)

### LOW PRICE CHILDREN'S

**DAVY CROCKETT**  
Denise Bryer and the Famous Theatre Company with Hollywood Studio Ork. United Artists UAC 11030 (M)



### THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

### POPULAR

**AFRICA CALLING**  
The Dugills. Vee Jay LP 1061 (M)  
**TIM MORGAN AT THE PRISON OF SOCRATES**  
Fink 1001  
**A MILLION STARS**  
David Whitfield. London LL 3332  
**THE GREAT CHARLES BROWN THAT WILL GRIP YOUR HEART**  
King 878 (M)  
**TENDER EMOTIONS**  
Cesana. Modern M 1000

### JAZZ

**CANADIAN CAPER**  
Count Basie All-Stars & Olive Brown. Discus DS-MM 63/2 (M); DS-VS 63/2 (S)

### CHRISTMAS

**THE GIFT OF CHRISTMAS**  
Norman MacDonald. Book LP 500 (M)

### INTERNATIONAL

**ISLANDS OF SCOTLAND**  
Calum Kennedy. London Int'l TW 91322  
**SCOTTISH DANCE MASTER**  
Bobby MacLeod & His Band. London Int'l TW 91329 (M); SW 99329 (S)  
**A NATION SINGS**  
Great Welsh Singing Festival. London Int'l TW 91321 (M); SW 99321 (S)

### COMEDY

**BUD FLETCHER GOES TO WASHINGTON**  
La Louisianne LL 105

### SPECIALTY

**SPARES AND STRIKES**  
Don Carter with Chris Schenkel. Cameo C-1069 (M)

### RELIGIOUS

**BELOVED CATHOLIC HYMNS**  
Louis Browne. Avoca 33-AVG-2004  
**AN ORGAN ALBUM OF CATHOLIC HYMNS**  
Norman Metcalfe. Avoca 33-AVG-2005

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Little Stevie Wonder will fly to London (27) for an appearance on AR-TV's "Ready Steady Go." Big Dee Irwin will join Robert Stigwood's tour which commences February 8.

**MUNICH**

U. S. composer Aaron Copland arrived in Munich for a stay of several weeks to rehearse his ballet music for the new National Theater here. When all dance and light music was banned at the Bavarian Radio Network on the evening of November 25, Copland was invited to introduce his tone poem "A Lincoln Portrait." Music was taken from an RCA Victor album. . . . Paul Siegel has acquired the German sub-publishing rights to "Lipstick Paint a Smile on Me," recorded by American Decca artist Demetris Tapp from Shapiro-Bernstein. Carl Ulrich Blecher is writing the German lyrics. . . . Caterina Valente has recorded a new song by Gerhard Winkler, "Music, Music," with lyrics by Guenther Loose, owned by Paul Siegel for Germany, Shapiro-Bernstein for the States.

Marlene Dietrich's first numbers after her return contract with Electrola are "Die Antwort Gibt Allein Der Wind" and "Paff, Der Drache," German versions of U. S. hit numbers "Blowin' in the Wind" and "Puff." . . . Critics are calling young singer Richard Leando from Munich a new Mario Lanza. Munich music publisher Hans Lang heard him in a Munich night spot, contracted him at once. Leando will tour the States in February. He will sing in concerts in Milwaukee, Chicago, Los Angeles, Hollywood, and guest star in programs of radio and TV stations. . . . One of Italy's top singers, Michele, recorded his first German numbers for the RCA label. . . . Munich's Herbert Hisel will start a tour through the States in May. In the meantime, 382,000 records have been sold of his Tempo EP's. . . . Chappell of Germany has the rights for the film music of three important new pix, "Bye Bye Birdie," "The Victors" and "Charade."

JIMMY JUNGERMANN

**ROME**

While RCA is back in the San Remo Festival it is also pushing its own winter disk event, "Festival at Home," which is tied to a nationwide contest. The company has issued Sergio Endrigo's "It Was Summer," backed by "Annamaria" to send off the campaign. Of the 15 artists participating in this winter counterpart of the summer record activity the only non-Italians are Neil Sedaka and Little Peggy March. . . . Discocorriere magazine's campaign to organize juke box clubs has begun with 12 chapters. . . . Vogue for singers with single names continues with Sprint's Fiametta, which means "Little Flame."

Ricky Blake, a Puerto Rican, who has scored a success in Italy with his combo known as the Royals, is now recording for Style. . . . Italdisc is widening its list with the apparent defection of Mina with Elio Cali, a new young singer. . . . Rita Pavone has recorded "What Does the World Matter" as the theme song of "The Empty Canvas," new film based on an Alberto Moravia best seller. It will be released in U. S. concurrently with her American visit in mid-January. . . . Latest pop TV shows feature Delia Scala (also starring in Italian version of "My Fair Lady," of which an original cast LP is soon due here) and Nicola Arigliano.

Conductor-Composer Gorni Kramer also has his own show, "High Fidelity," which is featuring recording artists. . . . Graz, lots! SAM'L STEINMAN

**TOKYO**

S. Noma, chairman, and K. Machijiri, president of King Records, flew to London early in October and succeeded in formally renewing the agreement for distribution of the London label in British Decca's head

backed up by D. J. Coupland, Decca's Far East supervisor stationed in Singapore. . . . In addition to Microphon (Argentina) and Prosadis (France), Nippon Grammophon has recently signed with two Swedish labels: Karusell and Joker. Nippon Records, which was established July 1, is releasing two singles of Japanese popular songs as initial release. . . . J. H. Vuinink of Dutch Philips was here for talks with Nippon Victor.

J. FUKUNISHI

**ZURICH**

Cedric Dumont will conduct the Clarinet Concerto by U. S. composer Aaron Copland as a guest with the Radio Zurich Symphony at the end of this month. He also flew to Paris to attend festivities for the 40th anniversary of Francis Day. At the festivities he met Jack Denton.

Edition Coda Zurich is augmenting its catalog of world

wide standards by re-printing evergreens. . . . Jane Peterer, of Edition Coda, is bringing chanteuse Manuela to Zurich for a guest TV'er. . . . The German Ariola label has just released a new album "Cedric Dumont and his Europe Express." . . . Ex Libris, Switzerland's biggest independent record company, moves to its new premises at Hermetschloo Street, Zurich.

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# This Is Life in the Big City

By GIL FAGGEN

NEW YORK — It was an ironical twist of fate that took me to the facilities of Radio Press International on East 50th St., and its flagship station WMCA, for a story on Friday, November 22.

There could be no more dramatic and graphic way to demonstrate the workings of a crack news setup than the breaking of a news story that would test the best any organization had to offer.

RPI's special bulletin system alerted the more than 101 North American subscriber stations over an open line to the fast-breaking news events in Dallas. Reports were fed from the RPI affiliate in Dallas, KIXL, to stations from Saskatoon, Saskatchewan, to Scranton, Pa. Later, as the epic story unfolded, RPI's full time bureau in the Nation's Capital took over the reins. Supplementary reports were fed from RPI's correspondents based in the key news centers of Europe, Asia, Latin America, Australia and Africa.

That eventful afternoon of November 22 and during periodical air checks by me through Monday night, the effectiveness and thoroughness of RPI was ably demonstrated.

RPI also covers pre-scheduled news events (President Johnson's address to the joint session of Congress last Wednesday, space shots, and presidential news conferences). The audio news service also produces an array of feature programs such as: "From the People," a half-hour panel discussion of current affairs taped in Washington; "World in Review," a report in depth of global news; "Wall Street," a program which defines various aspects of investing and finance for listeners, and other similar programs varying in length from three and a half to 30 minutes. RPI furnished its affiliates last Friday with a quarter-hour documentary, "John F. Kennedy — His Profile in Courage," a profile and biographical report on the late President.

## Modern Radio Formated

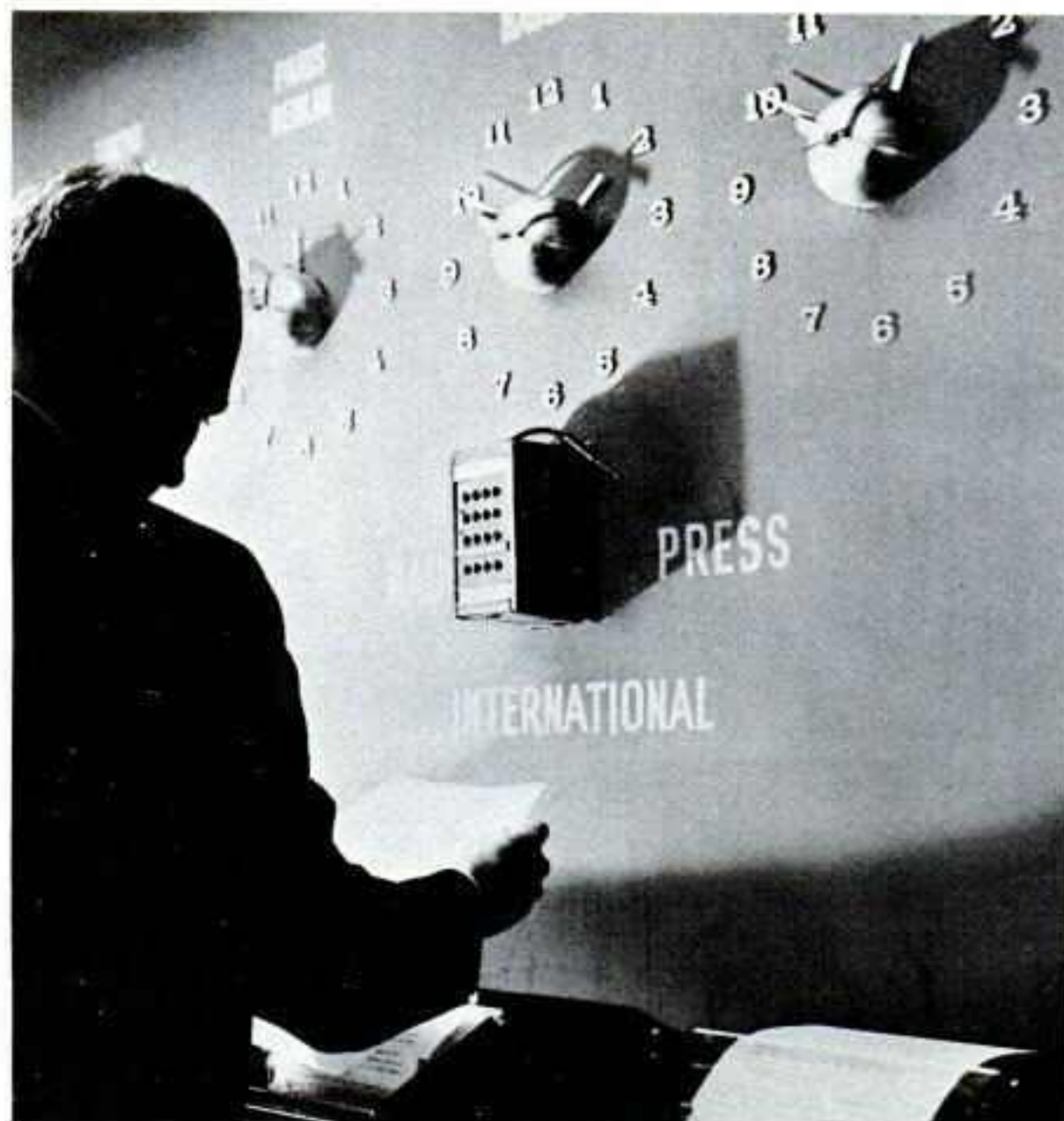
Radio Press International was established in 1958, and acquired by R. Peter Straus, president of the Straus Broadcasting Group (WMCA, New York), a year later. The news service represented an answer to modern independent radio's news problem.

The launching of independent, modern, tight-formated radio posed some serious problems for those stations not affiliated with a network. While some of the indies had superlative records in covering local affairs, their facilities for gathering national and world news simply were not on a par with the news facilities of the networks: a severe failing in view of growing public dependent for news from independent radio broadcasters.

The managements of these primarily pop formated stations were increasingly sensitive to the news problem. RPI jumped into the vacuum with a format to convey the excitement of the news and hold the attention of the local station's modern fast-moving audience.

"Radio audiences today demand news techniques that involve more than deep-voiced young men reading copy meant for the eye rather than the ear," said Michael J. Minahan, vice-president and general manager of RPI. "Listeners expect immediacy, and the flavor of events

(Continued on page 36)



RADIO PRESS INTERNATIONAL'S control center in New York City is manned 24 hours every day, servicing more than 120 independent radio subscribers around the world.

## Harrisburg Station Takes Exception to Rival's Claim

HARRISBURG, Pa. — Staffman Pete Wambach of WCMB here has taken sharp exception to several of the claims made by the rival station, WFEC.

Wambach disagrees that Harrisburg is the nation's 21st largest market—doubting the validity of the figure even with the inclusion of York and Lancaster. The story indicated that York and Lancaster were included (according to SRDS and the U. S. Budget Bureau the area ranks as 21st. The City of Harrisburg ranks 69). Wambach's letter further indicates that WFEC's 1,000-watt signal

at 1400 on the dial does not "reach effectively more than 10 miles from the city, and cannot be heard in York and Lancaster."

A Billboard story attributed the statement that "true station has moved into first place in less than a month" to a WFEC spokesman.

In summarizing the rating picture in the Harrisburg market, Wambach wrote that "WCMB remains strongly No. 1, WHP, is No. 2, WFEC, No. 3 and WKBO in fourth position—sharing that spot with WSBA in York and sometime Carlisle's WHYL."

## PROGRAMMING NEWSLETTER

# DJ's Moral Force in Community

By BILL GAVIN  
Contributing Editor

DURING THE DAYS that followed President Kennedy's death, I was privileged to talk with many people in radio, in many different cities. Without exception, they expressed shock, grief and even shame that such a thing could happen in the United States of America. Many spoke with pride of the manner in which their stations responded to the tragic events and of the loyal, unselfish co-operation of their program staffs.

All stations, of course, abandoned their regular formats of popular records, substituting different kinds of serious music. All advertising was canceled until the morning of Tuesday, November 26. Even after that date, many stations were cautiously slow in returning to their full complement of current hit records. In a few cases, it was reported that even though the regular playlist was once more in effect, disk jockeys simply would not program the more raucous sounds.

The entire response of American radio during those difficult days was a mark of innate good taste and respect for listeners' feelings on the part of radio people.

THE QUESTION has been asked by many—and answered by none: Will the sobering reflections of our national tragedy bring about a new

trend in programming?

Some things are fairly certain: shock wears off; memories of sorrow grow dim; time erodes the sharp edges of a newly aroused national conscience. It is a part of living that there should be music and laughter and entertainment. No one would want it otherwise.

### Radio Influences Youth

Network television and radio do an excellent job of presenting and explaining the world's problems and our concern with them. Unfortunately, very little of the networks' news and commentaries ever reach the school-age population. The majority of the teens and pre-teens prefers listening to pop radio. Pop records are its entertainment and disk jockeys are its heroes.

THERE ARE DISK JOCKEYS who claim to "identify" with teen-agers. What some of them mean is that they accept and condone teen attitudes and behavior. What is implied is often the d.j.'s apparent approval of the lowest common denominator of juvenile morality. The d.j. is the acknowledged leader in the field of records for youth; he too often neglects his opportunities to lead in the direction of more enduring values.

Many radio stations, with their well-publicized "personalities," are held in far higher esteem by their young listeners than are their schools, their churches, or even their homes. It is time, I think, for such prestige to be used to reinforce, rather than to ignore, the basic values of human living.

Isn't it time that radio stood for something besides competition and profit?



Canadian recording artist, Bobby Curtola, winner of CHUM's First Annual "Popularity Poll," accepts Gold Cup Award and congratulations from CHUM music librarian, Millie Moriak. Those lucky Toronto promotion men!

Johnny Jano, operations manager at KLOU (Lake Charles, Louisiana), hosted a record hop

## SEGUE

Roger Burke now occupying program and news director slot at KWOA AM-FM (Worthington, Minnesota)... Dave Robinson, former WFBR (Baltimore) air personality, named program director of WAQE AM-FM and Stereo (Townsend-Baltimore).



Redd Hall has taken over 6 to 10 a.m. slot at WEMP AM-FM (Milwaukee) recently vacated by Ed (Coffeehead) Larson's move to Chicago's WIND. Redd has been with WEMP for the past nine years.

Robert S. Yaeger, program manager of WHEC (Rochester), assumes added duties as operations manager of WHEC-TV.

Paul Drew exits WAKE (Atlanta) to take over 7 to 11 p.m. segment on WQXI, (same city) vacated by Ron Roddy who moves to WKBW (Buffalo).

Greg M. Mason appointed operations manager of WTRY (Albany, N. Y.). Mason held similar post more recently with WMID (Atlantic City, N. J.).

NEWSMAKERS: Allan Moll, newscaster at KHJ AM-FM (Continued on page 36)

# Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX  
• PROGRAMMING NEWSLETTER

## VOX JOX

By GIL FAGGEN

By GIL FAGGEN  
Mike Rapchak, WCFL (Chicago) personality put on a special three-hour musical tribute to Glenn Miller Saturday (14)—the 19th anniversary of Miller's disappearance over the English Channel during WW II.

Fred Kendall, tenor, and Rosemary McGann, soprano on WJR's Bud Guest Show in Detroit, guest with Arthur Godfrey on his CBS Radio net show this week (16-20).

at Lake Charles featuring Ray Stevens, Sunny and the Sunliners and Murray Kellum.

WJRZ airmen, Paul Brenner and Bob Brown shared the emcee spotlight at Newark's Chanukah Festival to raise money for Bonds for Israel campaign.

Tom Williams, Dave Jorganson, Charlie Harder and Tom Lanham, WJOB (Hammond, Ind.) staffers, recently presided over a giant hop attended by teens from Hammond, Gary, East and South Chicago. Performing for the "sell out" crowd were Ral Donner, Tobin Mathews, and others. WJOB will be hosting three different hops every Saturday night in different locations in the future.

WWDC's Art Brown throws an open house bash Monday (16) to celebrate his birthday (30 years on D. C. radio). The Art Brown Show, morning listening habit in the Nation's Capital, will originate from the Presidential Arms for the occasion.

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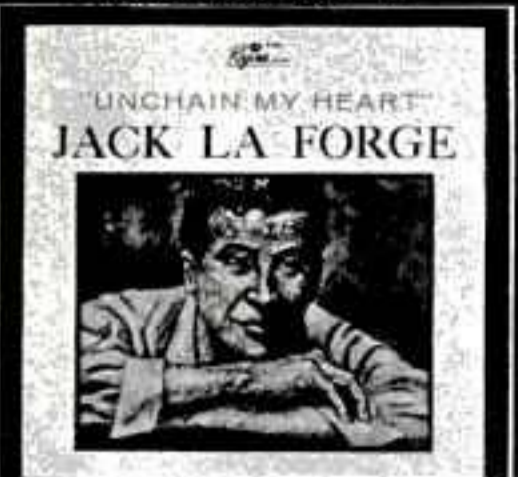
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# Listeners the Final Answer?

HOUSTON — The pros and cons of going directly to the listener for programming decisions have been illustrated by KTRH and KXYZ here, WNMP-FM, Chicago, and KBTR, Denver, during the past year.

The most recent report comes from Chicago where officials at WNMP-FM discovered that asking your audience for opinions is not a bad way to make a programming decision. The station, which specializes in a "Good music" format broken by an hourly newscast, decided to discontinue a midafternoon hour of classical music.

As an afterthought, station manager Ben Scott decided to ask for listener sentiment, WNMP simply made 10 spot announcements over a five-day period, and the results were astounding. More than 850 pieces of mail came in—mostly in favor of keeping the program.

Not only that, many of the letter writers made other comments regarding the station's programming — all of which were compiled into an informal "study." As an example, WNMP

listenership appears to be almost 100 per cent adult, in the case of women from single family homes, and among men from the professions. The male-female percentage was split 50-50.

WNMP, which operates out of Evanston at 1,000 watts, consulted direct mail specialists who told the station that a return of less than 1 per cent would be the best expected from such a general broadcast appeal. Taken on that basis, the station projects its afternoon listenership at some 75,000 home and/or cars.

**Houston Stations**

One of the most energetic approaches to the concept was undertaken nearly a year ago when KTRH, Houston, purchased a full page ad in The Houston Chronicle listing 1,000 music selections. The tunes carefully compiled from a list of million sellers, great standards, current popular favorites and best selling albums, was called "Music - Selector," by KTRH's general manager Frank Stewart.

The station then invited listeners and everyone else in its

coverage area to check from the huge listing their own personal favorites. The lists were mailed to the station for tabulation and evaluation.

Result: station abandoned the survey two months later because of "listener apathy," and is offering "total information" and virtually no music programming.

In an effort to meet with FCC license renewal requirements, Houston's KXYZ launched a similar survey through Houston newspapers, which resulted in no significant programming changes at the station.

On two separate days KXYZ placed questionnaires in two Houston dailies and within a week more than 2,000 responses were received—with a majority concurring, coincidentally, with the station's format.

**Take Your Pick**

The newspaper questionnaires listed 13 program categories, ranging from classical music to humor shows, and asked readers to indicate whether they wanted "more," "less" or the same kind of programming fare.

KXYZ adopted a slogan "the station that listens to its listeners." Apparently this was not hard to do as no changes were recommended, reports indicate.

KBTR, Denver, inaugurated a while ago a 90-day "Operation: Public Opinion" in which 500,000 audience questionnaires were distributed in order to determine the outlet's programming course. The station awarded cash prizes to respondents whose names were used on the air.

**Life in Big City**

• *Continued from page 34*  
 which voice news convey," he said.

RPI's director of news, Bill Scott (who was on hand in Dallas last week) is providing a modern, reliable, excitingly paced news service for independent radio stations that want the best of national and international reporting without the encumbrance of network affiliation.

Sold only to one station in a market, RPI charges are based on market size. Among the many prominent RPI subscriber stations are: WQXI (Atlanta), WFBR (Baltimore), WHDH (Boston), WGN (Chicago), the Storer stations, WIBC (Indianapolis), WHB (Kansas City, Mo.), KMPC (Los Angeles), WJRZ (Newark, N. J.), WMCA (New York), WBBF (Rochester), KSFO (San Francisco), CKEY (Toronto), WWDC (Washington), WKBN (Youngstown), WSBA (York, Pa.), KEX (Portland, Ore.) and ELBC (Monrovia, Liberia). More than 30 Australian stations receive the RPI service.

On Monday, December 2, RPI extended its service to some 10 million additional listeners and viewers in Australia and the South Pacific.

RPI's first transmission to the area came as part of the opening of the new 13,000 mile Commonwealth Pacific Cable, the world's longest broadcast line. Over 30 key stations in the coast-to-coast Australian Major Network have already signed for RPI service.

RPI news "will eventually be extended to the Philippines, New Zealand and throughout the South Pacific," according to General Manager Minahan.

## READY-TO-GO PROGRAMMING

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

### MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	DOMINIQUE, Singing Nun, Philips 40152	7
2	3	YOU DON'T HAVE TO BE A BABY TO CRY, Caravelles, Smash 1852	8
3	5	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	4
4	4	SINCE I FELL FOR YOU, Lenny Welch, Cadence 1439	9
5	2	I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921	12
6	6	POPSICLES AND ICICLES, Murmaids, Chalfahoochee 628	5
7	8	TALK BACK TREMBLING LIPS, Johnny Tillotson, MGM 13181	7
8	9	HAVE YOU HEARD, Duprees, Coed	7
9	11	WIVES AND LOVERS, Jack Jones, Kapp 551	8
10	12	MIDNIGHT MARY, Joey Powers, Amy 892	7
12	10	LIVING A LIE, Al Martino, Capitol 5060	9
13	7	WASHINGTON SQUARE, Village Stompers, Epic 9617	14
13	15	KANSAS CITY, Trini Lopez, Reprise 20236	6
14	20	PRETTY PAPER, Roy Orbison, Monument 830	2
15	14	TWENTY-FOUR HOURS FROM TULSA, Gene Pitney, Musicor 1034	10
16	17	TURN AROUND, Dick & Deedee, Warner Bros. 5396	5
17	19	THAT LUCKY OLD SUN, Ray Charles, ABC-Paramount 10509	3
18	18	STEWBALL, Peter, Paul & Mary, Warner Bros. 5399	4
19	—	AS USUAL, Brenda Lee, Dicca 31570	2
20	15	MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216	14

### YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in Billboard's chart of that time:

**POP—5 Years Ago  
 December 22, 1958**

- The Chipmunk Song, D. Seville & the Chipmunks, Liberty
- Smoke Gets in Your Eyes, Platters, Mercury
- To Know Him Is to Love Him, Teddy Bears, Dore
- Problems, Everly Brothers, Cadence
- Tom Dooley, Kingston Trio, Capitol
- One Night, E. Presley, RCA Victor
- Boop Boop, Playmates, Roulette
- Lonesome Town, R. Nelson, Imperial
- It's Only Make Believe, C. Twitty, MGM
- A Lover's Question, C. McPhaffer, Atlantic

**POP—10 Years Ago  
 December 19, 1953**

- Rags to Riches, T. Bonnett, Columbia
- That's Amore, D. Martin, Capitol
- Oh My Papa, E. Fisher, RCA Victor
- Ebb Tide, F. Chacksfield, London
- Ricochet, T. Brewer, Coral
- Changing Partners, P. Page, Mercury
- Santa Baby, E. Kiff, RCA Victor
- Stranger in Paradise, T. Bonnett, Columbia
- You, You, You, Ames Brothers, RCA Victor
- Oh Mein Papa, E. Calvert, Essex

**RHYTHM & BLUES—5 Years Ago—December 22, 1958**

- Lonely Teardrops, J. Wilson, Brunswick
- Try Me, J. Brown, Federal
- Smoke Gets in Your Eyes, Platters, Mercury
- A Lover's Question, C. McPhaffer, Atlantic
- Nobody But You, D. Clark, Abner

- Stagger Lee, L. Price, ABC-Paramount
- Whole Lotta Loving, F. Domino, Imperial
- Chipmunk Song, D. Seville & the Chipmunks, Liberty
- Tom Dooley, Kingston Trio, Capitol
- Please Accept My Love, B. B. King, Kent

## SEGUE

• *Continued from page 34*

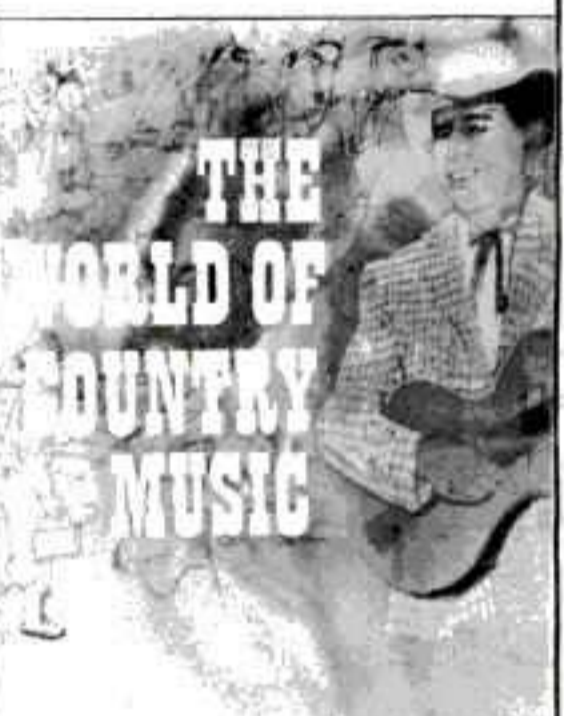
(Los Angeles) assumes additional duties as director of public affairs, a newly created post.

Stan Dale, WLS (Chicago), elected to the National Board of Directors of the National Paraplegia Foundation. Dale moderates "Pinpoint," news-discussion program. . . Charles Warren, Washington news bureau chief of the Mutual Radio Network, named manager of Washington operations. . . Dick Radatz, relief pitcher for the Boston Red Sox, named sports director for WCOP AM-FM (Boston).

Newman P. Wells, assistant news director at WICC (Fairfield, Conn.), Reginald Wycliffe, WINS (New York) news editor, join WCBS news department in New York.

Richard S. Harrington rejoins Chicago's WGN as a reporter-editor following his recent discharge from the Armed Forces.

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 My check or money order \$\_\_\_\_\_ is enclosed.

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State and Zip Code \_\_\_\_\_

## Sylvania Consoles Selling Twice Stereo Portable Rate

NEW YORK — Sylvania is currently selling twice as many consoles as portable stereo equipment, according to George C. Connor, senior vice-president of the firm. Connor's remarks were delivered on the occasion of the opening of the company's new, modern home entertainment center here Monday (9).

The center will be devoted to the display of radio, TV and stereo high fidelity equipment from Sylvania Electric Products, a division of General Telephone and Electronics Corporation.

Connor, speaking at a news conference following ceremonies

dedicating the new center, said that current stereo sales are running 35 per cent ahead of 1962. He added that in August and September, the company enjoyed the highest stereo unit sales rate in its history.

Participating in the dedication ceremonies, in addition to Connor, Alfred C. Viebranz, also a senior vice-president, and Eastern regional manager, Leon Schachere, was Y. A. Tittle, star quarterback with the New York Giants. Tittle greeted guests on the floor and autographed souvenir footballs and photos.

## Ampex Posts Record 1st Half Sales

REDWOOD CITY, Calif.—The Ampex Corporation has reported record first-half sales, earnings and incoming orders for the first half of fiscal 1963 ending October 31, according to William E. Roberts, president.

Sales of \$48,217,000 up 12 per cent from last year were reported. Earnings before taxes were up 14 per cent over the same period in 1962, although earnings after taxes were exactly the same on a per share basis—28 cents—as last year.

Incoming orders for the first half of \$50,175,000 were up slightly over last year, while the order backlog at the end of the second quarter of \$37,000,000 represented a 4 per cent increase over last year. Roberts said the company expects the year as a whole to show a 10 per cent increase in sales and net earnings

## 3-M Brings Out New Cabinet

ST. PAUL—A new cabinet has been designed by the 3-M Company to accommodate custom installation deck models of the firm's Revere stereotape cartridge system. Cabinet is finished front and back in oiled walnut, and is pegged at \$36. It's designed to accommodate, by drop-in mounting, either the Revere M-20 or M-30 stereo tape cartridge decks, according to A. G. Conley, national sales manager for the Revere cartridge systems.

# Phono-Tape

## MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## 5 New 'Victrola' Phonos Highlight Victor Sales Meet

NEW ORLEANS—Five new Victrola phonographs, five radios, 10 color TV models and a full line of black and white portable TV were introduced by RCA Sales Corporation here at a special RCA distributors sales meeting over last weekend. The TV portion of the line represents the largest midyear product release in the firm's history.

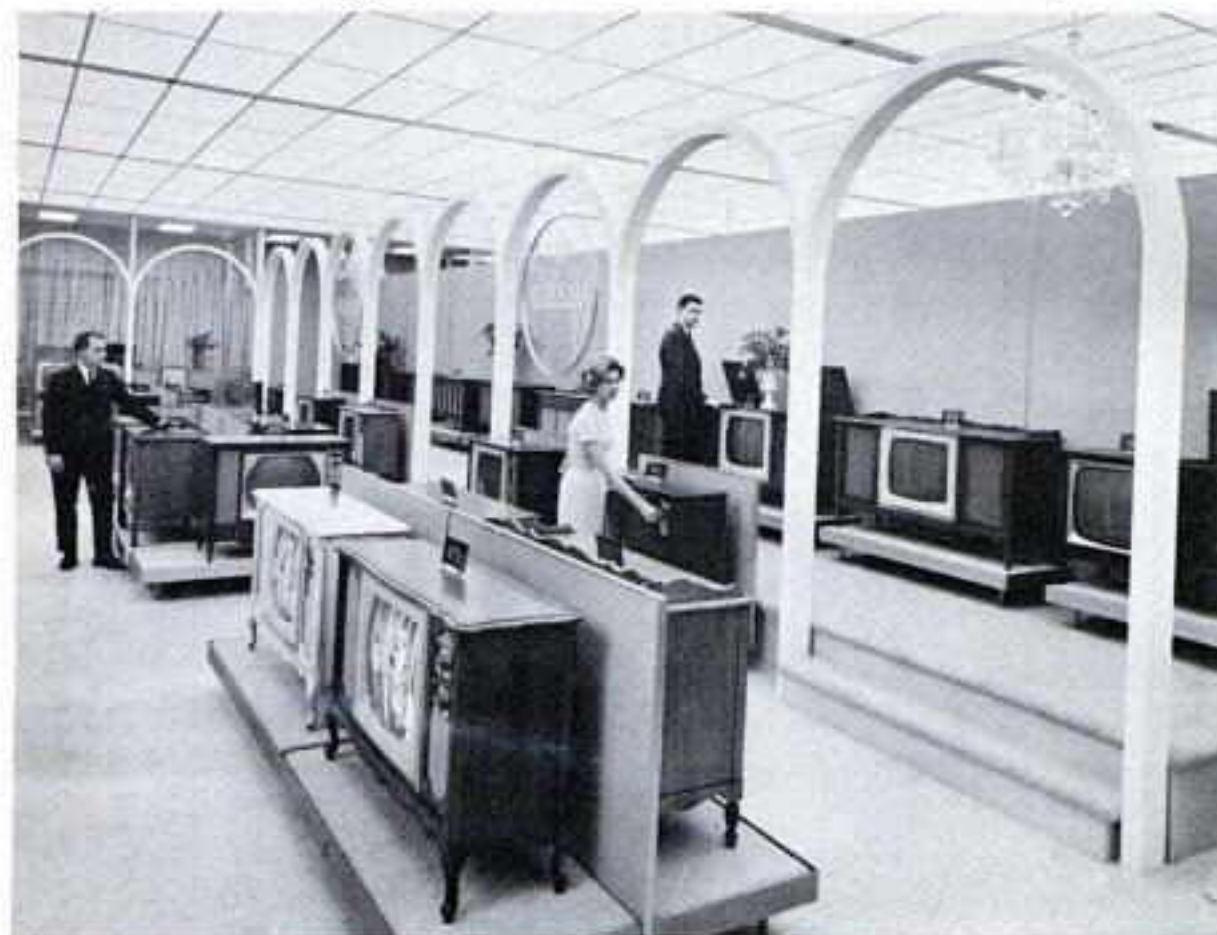
Raymond W. Saxon, president of the RCA Sales Corporation, said the new line of models "will add even further impetus to the industry's anticipated record sales achievements in 1964. Increased demand has necessitated an expanded selection with emphasis on styling as well as engineering advances."

Taking note of the fact that portable TV has assumed the character of a year-round business, Victor has introduced seven new portable black and white sets, starting with the 16-inch Carry-ette with a nationally advertised price of \$129.95.

The color TV line starts with a low-priced (\$449.95) table

model known as the Burbank. The Nichols console model lists at \$499.95, while selected other step-up models carry list prices up to \$650. The Cheerleader 16-inch portable at \$139.95 carries a special earphone for private listening. The black and white line ranges up to \$550 for a combination unit.

(Continued on page 38)



SYLVANIA'S NEW HOME entertainment center in New York is a 1,700-square-foot location on the ground floor of the General Telephone Building. The center will display radio, TV and stereo phono equipment five days a week from 9 a.m. to 6 p.m., except Thursday, when the salon will be open until 8 p.m.

## News Briefs...

Stanley L. Abrams has been named a director of Emerson Radio and Phonograph Corporation, according to Benjamin Abrams, president. As assistant to the president since 1959, Abrams has been responsible for the operation of Emerson's Quiet Kool Division. . . . Philco has changed its servicing policies to give authority to branch distributor service managers to act on their own in matters of warranty and customer service. Formerly, Philco service district representatives were responsible for final approval.

All future Music Industry Trade Shows will be held during the last week in June. According to polls conducted by the National Association of Music Merchants, music dealers and manufacturers have expressed a preference for this period. In other years the conventions have been held as late as the last week in July. Specific dates for the upcoming 1964 show are June 28 to July 2, at a new site in Chicago, the Conrad Hilton Hotel.

Emerson Radio and Phonograph Corporation has produced its 22 millionth unit. The set, a 16-inch portable TV, model 1840, was presented to Benjamin Abrams, president of Emerson, by Martin Richmond, vice-president of manufacturing, and other officials of the manufacturing division. A plaque was also presented to Abrams during the brief ceremony.

## EQUIPMENT NEWSLETTER

# Next Year the Key One for 3M Tape

By DAVID LACHENBRUCH  
Contributing Editor  
(Editorial Director, Television Digest)

NEXT YEAR WILL BE A DECISIVE YEAR—perhaps the decisive year—in Minnesota Mining's drive to put its tape cartridge changer concept across. This is the impression we get from Darrell H. Boyd, marketing manager for 3M's Revere-Wollensak Division.

With the close of the old year, 3M has completed Phase 1 of its program. According to Boyd, the recorder-changers are being featured in nearly 600 retail outlets now from coast to coast, in between 70 and 80 markets, including every market area with a population of over 100,000. Sales of the recorder have been better than anticipated, he said.

Since the introduction of the first model late in 1963, a self-contained combination recorder at \$450, the price has been reduced to \$399, and several new models have been introduced (tape player, record-play deck, player deck), with prices as low as \$269 (for the player deck).

The 3M's very next step is an attempt to get more pre-recorded cartridge tapes into circulation. As reported last week in Billboard, it has gone into the tape distribution business, handling tape-cartridge versions of stereo albums under ABC-Paramount and Westminster labels, in addition to Warner Bros.' Bing Crosby "I Wish You a Merry Christmas" album. Further licensing deals are expected to be announced soon.

THE OBVIOUS REASON for this move is to get the tapes where the recorders are, and, according to Boyd, "these cartridges will go to many outlets not commonly serviced by record distributors. We don't expect record distributors to invest time in pioneering this new market." Columbia Records and Musictapes are, however, distributing 3M cartridge versions of their albums. They're going, of course, to the outlets which sell the 3M cartridge tape changer.

The firm has the only facilities for duplicating the 1/7-inch-wide, 1 7/8-inch-per-second tapes and assembling them in cartridges. It does this

for Columbia and Musictapes on a custom basis, and obviously would like to interest other labels and distributors.

HOW HAS THE NEW RECORDER STOOD UP under regular consumer use? "We had minor problems like any new product," Boyd told us. "As a result, we made a couple of feature changes—but these are modifications which can be made at the warrant station. Except for these couple of minor bugs, the performance track record has been excellent."

The 3M pricing policies on the cartridge changers have caused some comment in the industry—particularly from those who believe such a device has its major appeal in the lower-priced non-audiophile market. Explains Boyd: "Our marketing approach has been to get acceptance of quality music at this speed and in this cartridge concept. One of our next steps will be to broaden the line."

Does this mean lower-priced automatic cartridge changers this year? Boyd was noncommittal as to timing. "After thorough research on the results of our first year, we know we must break the \$200 barrier, and then come close to the \$100 barrier. This obviously will call for different recorders designed for these lower-priced markets." Also being studied is the possibility of single-play recorders and decks for use in cars and boats. 3M is also pursuing the original equipment market, and Boyd feels that the tape-changer deck will show up in the so-called "packaged component" class of merchandise before it appears in mass-market stereo units. Equipment manufacturers have been sampled with the cartridge-changer decks.

The firm will not lay low in its promotion after Christmas. "We don't believe the selling season is over then. We're going to start a big program the day after Christmas, built around the Bing Crosby Golf Tournament, which, incidentally, will be our first national TV advertising for the tape cartridge system. We will have Bing Crosby tie-in displays in the campaign."

BOYD HEADS UP ALL of 3M's tape recorder marketing—the Wollensak and Revere reel-to-

(Continued on page 39)

"Selling the wrong needle is verschuncken!"



There you have it, straight from Hendrik Van Stickler, Fidelity's Quality Control Expert and diamond cutter. What Hendrik means is that it's easier for you . . . and for your customers . . . when you sell them the right needle the first time! How? With Fidelity's exclusive Needle Guide and Identification Key catalog. This comprehensive book makes it easy for you to determine the proper needle for every model, every tone arm on the market. And that's just one of the many good reasons for handling Fidelity. Van Stickler's a stickler for quality, too.



Fidelity, Inc.  
Chicago 26,  
Illinois

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# "45" RPM SPINDLE ADAPTORS

Admiral • BSR-Monarch • Collaro Crescent • Garrard • Glaser-Steers PE Rex • Telefunken • V-M Webcor

Genuine original manufacturers' equipment in all standard and shorty models

Write or call today for complete catalog and price schedule.

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A HIT EVERYWHERE!

# "LONG TALL TEXAN"

MURRY KELLUM

MOC-653

AMERICAN LONDON

## CHRISTMAS BONUS

# "LITTLE ST. NICK"

THE BEACH BOYS

CAPITOL 5096



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To All American Record Companies without Representation in England.

## MELODISC RECORDS, LTD.

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## CUSTOM RECORD PRESSING

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## 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 record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

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

### PHONOS LISTING FOR OVER \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	9/21/63 Issue	6/22/63 Issue		
1	1	1	Magnavox	45.6
2	2	2	Fisher	13.8
3	—	5	Pilot	11.9
4	5	4	RCA Victor	9.6
5	3	—	Zenith	6.1
6	—	5	Electrohome	3.8
			Others	9.2

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

9/21/63 Issue: Curtis-Mathes (4); Packard-Bell (6).

6/22/63 Issue: Curtis-Mathes (3).

## 'Victrola' Phonos

• Continued from page 37

All prices are the lowest in Victor's history, from leader

through the high end of the line.

Also included in the Victor line are four stereo console phonos and a low-priced portable with drop-down changer at \$24.95.



RCA VICTOR'S NEW PEER GYNT series of stereo Victrola phonos features this Early American styling which houses six speakers, Victor's Studiomatic changer and Feather-Action tone arm. Nine-tube AM/FM/FM stereo radio is also included in the unit which lists at \$335.

# DISK DEALS FOR DEALERS

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

### CAPITOL—Expires December 24, 1963. Started October 1, 1963.

Christmas program: A 12½ per cent discount off invoice on all Christmas new releases and catalog items.

### LIBERTY—Expires December 25, 1963. Started September 23, 1963.

Christmas program: A 10 per cent cash discount off face of invoice on new albums and catalog items. A 100 per cent guarantee. Credit returns between January 1 and February 1. Payments: One-half each January 10 and February 10.

### VEE JAY—Expires December 25, 1963. Started November 1, 1963.

Christmas special promotion on 4 Seasons' "Season's Greetings" album. Buy five, get one free.

### PRESTIGE—Expires December 31, 1963. Started October 1, 1963.

On Prestige (7000 series), Prestige-Folklore, Lively Arts and Tru-Sound labels. A 10 per cent discount. Entire Prestige Jack McDuff catalog—buy six, get two free.

### MOODSVILLE—Expires December 31, 1963. Started October 1, 1963.

A 25 per cent plus 10 per cent on Moodsville, Swingville, New Jazz, Bluesville, Near East, Irish and Prestige International labels.

### RCA CAMDEN—Expires December 31, 1963. Started October 15, 1963.

A 12 per cent discount on new and catalog Camden Christmas record and tape product. A 100 per cent return privilege.

### 20th CENTURY-FOX—Expires December 31, 1963. Started October 15, 1963.

"Holiday on Wax" sales program. A 10 per cent discount on eight new and catalog Christmas albums.

### REQUEST—Expires January 31, 1964. Started November 1, 1963.

Buy 10, get one free on entire catalog and new releases.

### REPRISE—Expiration indefinite. Started September 1, 1963.

A 12½ per cent discount on new releases.

### DOOTO—Expiration indefinite. Started May 1, 1963.

On all Dooto album product—buy five, get one free.

### ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963.

Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.

### COMMAND—Expiration indefinite. Started June 24, 1963.

One-free-for-six-purchased deal on seven new releases and entire catalog.

### TAMLA-MOTOWN-GORDY—Expiration indefinite. Started July 15, 1963.

Buy six, get one free, on all new releases and entire catalog of all three labels.

### WORD—Expiration indefinite. Started September 21, 1963.

Package offer of 50 albums units selected from 24 best sellers. Free display rack and 90-day deferred billing and full refunds on unsold merchandise at end of 90-day period for dealers.

### ROULETTE—Expiration indefinite. Started October 15, 1963.

A 15 per cent discount in free merchandise on 11 new albums.



COLLEGE STUDENTS try their hand at do-it-yourself, kit-building display at Olson Radio, North Hollywood.

## THE LEADER IN THE OLDIES FIELD



MR. MAESTRO RECORDS  
7 Central Park West, N.Y.C.

## TOP TEN!!! "RAGS TO RICHES"

TEAR DROP 3022

SUNNY and the SUNLINERS

J/S Jamio/Guyden Dist. Corp.  
Phila. 21, Pa.

The Top Version—The Only Version of the Big Picture Theme of the Year!

## "THEME FROM THE VICTORS"

RAY BARRETTO

Tico 426

ROULETTE RECORDS  
1631 B'way, N. Y., N. Y.

Adventure...  
Training...  
Travel...



NAVY

## "THANK YOU"—MANNY GOLDBERG

DOMESTIC SERVICE	\$
Check the class of service desired; otherwise this message will be sent as a full-rate telegram	\$
FULL RATE TELEGRAM	\$
DAY LETTER	E
NIGHT LETTER	

# WESTERN UNION

W. P. MARSHALL, PRESIDENT

1206 10-81

INTERNATIONAL SERVICE
Check the class of service desired; otherwise the message will be sent at the full rate
FULL RATE
LETTER TELEGRAM
SHIP RADIOGRAM

355P EST DEC 10 63 PD293 BD334  
B KMA120 DL PD KM NEW YORK NY 2 323P EST  
MANNY GOLDBERG, MANGOLD DIST. CO.  
636 WEST BALTIMORE, BALTO.

THANK YOU FOR MIDNIGHT MARY AND "WATCH YOUR STEP."  
BECAUSE OF YOUR HELP, BOTH RECORDS WILL DEFINITELY BE  
TOP TEN WITH A LENGTHY RUN INTO 1964.

KINDEST REGARDS  
LARRY UTTAL AMY MALA RECORDS  
(37).

# POLYMAX PRESSINGS ADD A NEW SOUND DIMENSION

You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.  
CREATED BY RESEARCH CRAFT CORPORATION  
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

HITSVILLE STRIKES AGAIN!  
TWO BIG SPOTLIGHT ALBUMS  
**THE MIRACLES DOIN'**  
**MICKEY'S MONKEY**  
TAMLA 245  
and  
**CHRISTMAS WITH THE**  
**MIRACLES**  
TAMLA 236  
TAMLA/MOTOWN RECORD CORP.  
DETROIT, MICH.

A Sound to Be Heard!  
**"HE"**  
C-291  
**NORMA LEE &**  
**The Ashland Children's Chorus**  
THE BIG ONES ARE  
ON CAMEO/PARKWAY

# Next Year the Key One for 3M Tape

Continued from page 37

reel machines as well as tape cartridges—and we asked him to give his views on the current so-called tape recorder slump.

"We have shopped thousands of stores," Boyd told us, "and we have found that most dealers are afraid of tape recorders—so they shy away from them. The responsibility, like it or not, goes back to the manufacturer. We must make it an important enough part of the dealer's business—and our business—so he will spend time demonstrating and selling recorders. We have been tackling this problem by spending time with store sales personnel, holding meetings, working in the store. We do this with both cartridge and reel-to-reel recorders. This Christmas season, we have our own men working in stores daily, including evenings and weekends. By showing an interest in the retailer, we give him confidence, as well as instruction in selling recorders."

Boyd believes one reason retailers are complaining about poor recorder sales is that the business is "spread so thin"—among both dealers and man-

ufacturers. It's his opinion that 3M's selective direct-to-dealer distribution policy for its Revere and Wollensak lines makes available to it better and more aggressive dealers—dealers who will promote and demonstrate its products.

Now involved in "the largest single national recorder promotion in history," 3M feels it's doing more than fighting other recorder makers for the business. "We're competing with our future competitors," explains Boyd. "Our attitude has to assume that the major brown goods manufacturers are going to be in this market, and we must be prepared to compete toe-to-toe with them." When these home electronics giants enter the recorder market in earnest, Boyd believes there will be a big shake-out of present recorder makers. "Some of the stack is going to fall."

Big 3M—the giant of the tape business, and now a major factor in the recorder industry through Revere and Wollensak—is building firm foundations to face the hurricane to come in the turbulent recorder field.

A RED HOT HIT  
**ALLEN CURTIS'**  
**FIREBALL MAIL**  
HICKORY 1226

Winter Favorites . . .  
**LITTLE DRUMMER BOY**  
•  
**SLEIGH RIDE**  
•  
**SCARLET RIBBONS**  
MILLS MUSIC, INC.  
New York 19, N. Y.

## TALENT TOPICS

Continued from page 10

drew huge crowds on their last appearance here, will give another one-nighter at Donnelly Memorial next week. . . . The Ice Capades will occupy the Boston Garden for a 10-day stand over Christmas and New Year's. . . . "The Boys from Syracuse" will come into the Charles Playhouse December 26 for a six-week run replacing the highly successful "Rhinosceros" which is in its last weeks of a seven-week engagement.

Jerry Vale is back at the Frolic in Revere, direct from his smash hit concert at Carnegie Hall, New York. One critic called it "the greatest one-man concert in the history of the edifice." Jerry credits Frolic owner Mike DellaRusso with giving him his start. . . . Jazz is really flooding the Hub. Louis Armstrong is at the King Phillip, Bobby Hackett at the Tic-Toc, and the Herb Pomeroy Sextet at the Jazz Workshop. . . . The DeJohn Sisters opened last week at the Farmingham, Mass., Monticello, while the Vagabonds have been making the rafters ring at Blinstrub's Village. Next week it'll be the Mills Brothers.

So great is Hootenanny that a packed audience filled the Donnelly Memorial Theater last week to hear a group called the Coffee House Hootenanny. . . . A unique show at the Revere Reef is "Stars of Flower Drum Song" and "The World of Suzie Wong." . . . The San Carlo Opera Company completed a five-performance stand at the Donnelly Memorial after a 10-

year absence. Many of the performances were capacity.

CAMERON DEWAR

### MEMPHIS

Vaughn Monroe flew in from a Hot Springs engagement to sing at the Pink Champagne Ball of National Council of Jewish Women, a fund-raising event. . . . Don Reid and his ork, and his pretty vocalist wife Gwen Parke, played for the ball. Reid and his wife, who have lived in Memphis for several years now, play Hotel Peabody's Skyway through New Year's Day.

Hi Records' Ace Cannon and Willie Mitchell combos and RCA's Charlie Rich headlined a Christmas benefit show last week to raise money for the poor. Bill Black's combo was the top group on the show last year. . . . The Sertoma Club presented its Service to Mankind Award to Danny Thomas last week. Thomas could not be present, will get the plaque when he comes to town in a few weeks. He was cited for building St. Jude Hospital here.

Associated Booking Agency of New York is talking terms with Frank Casone of Memphis, manager of Jerry Lee Lewis, about a Lewis tour of Australia next year. Nothing definite yet.

Smash Records' Jerry Lee Lewis and Hi Records' Ace Cannon were top performers at Station WNOE's Christmas benefit

### Anka Poland Hit, But Records Off

WARSAW—Paul Anka's recent tour of Poland was a great personal success, but it turned out to be a financial flop for the private firms turning out post-card disks. These post-card disks featuring such top artists as Elvis Presley, Paul Anka and Cliff Richard are bought mainly by teen-agers. They wanted to hear Anka in person, but since ticket prices were high the youngsters didn't have the money to see the show and buy the disks both. The post-card disk firms say that their sales dropped by 50 per cent during Anka's tour.

The artist was such a hit here that he immediately signed a contract with the Polish Artists Agency to make another tour in February 1964.

show December 8 at New Orleans. . . . Lewis and Cannon played the Goodfellows' Christmas benefit show in Memphis the next night, along with RCA's Charlie Rich and others.

Marguerite Piazza sang the national anthem at memorial services November 24 at the Auditorium for the late President Kennedy. . . . Joe Cuoghi, president of Hi Records, is working with Bill Black's combo on a new single for January 1 release. Single not yet named. . . . Folk singer Jimmy Driftwood of Mountain View, Ark., demonstrated to a banquet audience in Memphis how to play a crude bow and string like a mouth harp.

Movie star Van Johnson has a song and dance act between movies. He played the Vapors Club at Hot Springs recently.

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# Memorials to Pres. Kennedy

• Continued from page 3

label topper Norman Weiser, said: "We've shipped 315,000 with no guarantees and no allocations. We've received a great response from Schirmer's in New York and the whole Sears chain has come through nicely."

Weiser said he understood the Handleman racking operation alone had accounted for 75,000 orders through its wholly owned Arc distributorship in Detroit.

Decca, which grabbed the original TV sound track to the BBC-TV, "That Was the Week That Was," memorializing Kennedy, also reports strong demand for its \$4.98 list album. Decca, which like most of the other labels with a Kennedy package, is turning over a goodly share of its proceeds to charity, got a big column break from Dorothy Kilgallen Monday (9).

Since that time, the company's New York branch in Woodside, Queens, has been running

orders all over the city by station wagon, while other majors orders are being flown around the country. A spokesman estimated a possible sale of up to 250,000 albums by the first of the year.

Meanwhile, the activity on singles of the song "In the Summer of His Years," appeared to be uncertain due to lack of any full-scale radio support for any of the disks. Versions now available are by Connie Francis, MGM; Millicent Martin, ABC-Paramount; Toni Arden, Decca; Kate Smith, RCA Victor; Mahalia Jackson, Columbia, and Hettie London, Palace.

Late in the week, two other memorial singles appeared. One of these was by the Briarwood Singers, a folk-based vocal group on United Artists, who offered "He Was a Friend of Mine." At the same time, British actor-singer Tony Newley wrote and recorded his own tribute to Kennedy on his own A Capella label.

## Wheel, Deal for Western Labels

• Continued from page 22

price is uniform throughout the country.

Top-selling artists are Prague Symphony directed by Vaclav Smelacek, Eva Pilarova and Valdomar Matuska, singers and three jazz groups, Karel Krautgartner, S and H Jazz Quartet and Gustave Brom Jazz Ensemble. Latter has recorded with Edmund Hall, American clarinetist, who is popular in Czechoslovakia. Jazz groups are particularly admired because they have won prizes at festivals in England, Belgium and Sweden.

Many merchandising plans popular in the West are also used in Czechoslovakia. One is the record club which offers subscribers a choice from 50 records with four purchases a year required and a premium record offered for each purchase. Premium records cannot be purchased by the general public for one year giving them a certain note of exclusivity. Supraphon operates a "Theater of Music" with 150 seats in which two programs a day of recorded music are offered at a low admission charge. Imported recordings are often advertised as special attractions on such occasions.

The American Artia records are manufactured in the U. S. from Czech tapes and may be sold only in the U. S. and United Kingdom. Export plans for special albums are always on tap and at present two series,

## Deny DGG Buy

• Continued from page 22

had the only two Norwegian top positions on the hit chart, "Jeg vil ha en bla ballong," by Arne Bendiksen, and "Gi meg en cowboy til mann," by Wenche Myhre, both on Triola label. All other No. 1 positions in Norway this year have been held by foreign platters.

## THE LEADER IN THE OLDIES FIELD



MR. MAESTRO RECORDS  
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one of 18th Century Czech music and one of modern music, are being issued in special album series with an eye to the export market. A one-hour disk film, "The Audition," has also been made with a view to promoting record sales.

At the foreign sales counter of Tuzex, most popular sellers appear to be Italian imports on RCA Italiana label with Mario Lanza one of the best selling artists. Considerable sales are racked up at the cultural centers and Poland's Musa label seems to be one of the better sellers. Cuba puts out most of its disks with the familiar Victor dog on the RCA Victor trademark with the addition of Cubana above the title.

Despite the monopolistic nature of the business there is no difficulty in finding record stores where novel displays are used to whet the public appetite for disks. Center of Prague has many such establishments which feature everything from 45s to complete opera albums. A similar situation was noted in the nation's second city, Brno, which, like Prague, is a recording center. In Prague Supraphon uses its own studios and in Brno those of the radio.

## German Squabble

• Continued from page 22

employers of performing artists. The law makes a fetish of extending across-the-board protection to "creative talent" generally, including performing artists.

The draft law, which would supersede the present law enacted in 1908, also regulates West German adherence to the 1948 Bern international copyright convention.

The draft bill now goes to committee.

## Piano Rolls

• Continued from page 4

outlets by disk engineer Walt Heebner.

Music City is the first chain to obtain the first 46 LP's, titled "The Welte Legacy of Piano Treasures" on the Recorded Treasures label.

The rolls were all cut in Germany by Edwin Welte, who invented the "vorsetzer," a machine which attaches to a piano and plays the original rolls. Richard Simonton, an associate with Heebner in the project, bought the rolls in 1948 after they had been hidden in the Black Forest.

The LP's will sell individually for \$12.50. Ninety-eight rolls are yet to be transposed.

## Final Concert Series on for Miss Anderson

NEW YORK—On Thursday (12) Sol Hurok presented Negro contralto Marian Anderson to the press to announce her farewell concert tour next season. The tour, which will commence in October, 1964, in Washington, D.C., will continue in major cities of North and South America, Europe and Asia. Her farewell U. S. concert will be held at Carnegie Hall on Easter Sunday, April 18, 1965.

RCA Victor, which has had Miss Anderson under contract for nearly 30 years, announced that during the coming months she will record five albums for release contiguous with her farewell tour. One of the albums will be a "live" performance of her Washington, D.C. concert next October. The others will be recorded from now through next May.

## Baltimore Station

• Continued from page 3

ience have appeared to have changed considerably."

The station has revamped its entire afternoon schedule from 3:30 to 7:00 p.m. The Deane show is aired 3:30 to 5 p.m., six days a week. WJZ-TV has also announced changes in its morning and Saturday program offerings.

It is understood from sources close to Deane that two sharply opposing points of view pervaded within the Group W (Westinghouse Broadcasting Company) station regarding integrated dancing on the show among Negro and white.

Informed sources indicated that although the show's rating has softened slightly over the past two rating periods, the underlying reason for dropping the dance show was the decision that the station would air no dance show if it were not integrated.

## NARM N. Y. Meet

• Continued from page 3

Malamud, Carretta, the meeting will include James J. Tiedjens, Musical Isle Record Corporation, Milwaukee, vice-president; Stanley Jaffe, Gordon Sales Company, Seattle, secretary; Glen C. Becker, Music City Record Racks, Los Angeles; Alvin M. Driscoll, Pioneer Distributing Company, Wichita, and John Billinis. Also present will be Carl Foreman, legal counsel.

## Kennedy-Adenauer-Erhard Disks Cue Rise of Spoken Word Disks in Germany

HAMBURG — Deutsche Grammophon reports that its record of President Kennedy's speeches delivered on his visit to West Germany last spring is a run-away best seller.

The Kennedy disk was selling big even prior to the President's assassination. Since then the disk has been sold out all over Germany and new pressings have had to be ordered.

Grammophon is still unable to keep up with the demand. The diskery, in line with long-standing policy, will release no sales figures. But trade sources say the record is the largest selling text disk pressed in this country since the war. Sales are expected to reach the million mark by the year's end. This despite the fact that it is priced at \$10.

Trade experts believe that Grammophon is prospecting a rich lode in pursuing the spoken

word disk at least for the German market. The first text disk was a collection of Chancellor Konrad Adenauer's speeches.

These were hardly gripping by American trade standards, but they racked up astonishing sales. The present Chancellor, Ludwig Erhard, at the time economics minister, then went on wax, and he too sold well, although his speeches were long-winded and rather dry dissertations on economics.

## Bobby Weiss Quits Warners

• Continued from page 3

and lived in European countries for 11 years, planes to New York December 9 for a three-week stay at the Hotel Roosevelt, during which time he will meet record and film and TV execs, talent agents, etc., to firm up deals. One of his initial clients is the Tokyo Broadcasting System. Weiss has also inked pacts to represent leading diskeries in France, Italy, Sweden, Norway, Denmark, Finland, Austria, etc. He will check on the availability of American catalogs for foreign distribution through these companies, in addition to broadening the distribution of foreign catalogs here.

Weiss, who developed Warner Bros. foreign distribution, thanked Mike Maitland and Herman Starr, top Warner execs, for their co-operation. He also announced opening IHC offices in Paris and Tokyo, which will be focal points for coverage of the Continent and the Far East. While in the States he will firm up offices in New York and Hollywood.

A veteran of the international record market, Weiss has been European manager of Capitol and International Manager of E. H. Morris. He joined Warner Bros. in 1959 and personally concluded that company's licensing agreements covering 75 countries and markets.

Mike Maitland, Warner Bros. president, stated: "We're very grateful for the past five years of unselfish and tireless devotion Bobby has given our company and I'm truly sorry to know of his decision to leave. . . . He has been a genuine asset."

## Dylan Thomas

• Continued from page 4

fessor at the University of Connecticut, wherein prominent mention was given to the Caedmon disk library of Thomas. Beyond this, additional publicity has been obtained, particularly on the latest repackaging of Thomas readings of his own and other works.

In a statement, the Misses Mantell and Holdridge explained the reasons behind the "phenomenal sales of Caedmon's recordings of Dylan Thomas over the past 11 years." Among these were "the eloquence of the voice itself," the "position of Thomas as one of the great poets of this or any century," the "romantic legend of the man himself," the "amazing diversity of the recordings," the "special place held by 'A Child's Christmas in Wales,'" and the "continued flourishing condition of the arts in America, fostered especially under the Presidency of the late John F. Kennedy."

## Verve Calls 4 Regional Meetings

NEW YORK — MGM-Verve will hold special combined regional distributor, salesman and promotion men meetings in New York, Chicago, New Orleans and Los Angeles.

Kick-off will be in New York at the Hilton Hotel, Friday, December 27 at 9 p.m. Arnold Maxin, president of MGM Records, and Morrie Price, director of marketing, will make the keynote addresses.

Next scheduled meet will take place Saturday, December 28 at 10 a.m. at the Essex Hotel in Chicago with top brass from the label making the scene. Meeting will be held simultaneously at the Royal-Orleans Hotel in New Orleans under the guidance of Tom White, Lenny Scheer, Irv Stimlee and Frank Mancini.

The final confab has been rostered for the Beverly Hilton Hotel, Sunday, December 29 at 10 a.m. with Morrie Price and Sol Greenberg presiding.

DGG meetings have also been scheduled to coincide with the MGM-Verve meetings and have been set for Thursday, December 26 at 8 p.m. at the New York Hilton; Friday, December 27, 8 p.m. at Chicago's Essex Hotel and the Royal-Orleans Hotel in New Orleans, and Sunday, December 29 at 5 p.m. at the Beverly Hilton Hotel in Los Angeles.

## Freddy Coming to U. S. This Month

NEW YORK — German recording ace, Freddy, will visit the United States and Canada beginning December 27.

Freddy, who's waxing of "Heimeh" is reported to have sold more than two million disks in Europe, will arrive first in Montreal to tape a TV show, appear in concert January 1 at Toronto's Massey Hall and then on to New York for promotional work.

MGM Records will release the singer's album "Heimweh Nach St. Pauli" in which he sings songs from the musical based on his life story. The album was recorded by Deutsche Grammophon, and released on the Polydor label. MGM will also release his first single this week, "Son, Won't You Come Back" coupled with "Why Can't I Ever Be Lucky."



# Exports Top Last Year Again

NEW YORK—For the eighth straight month, U. S. exports of automatic phonographs and amusement machines topped comparable figures of a year ago.

According to information released this week by the U. S. Department of Commerce, coin machine exports for August—not including vending machines—were valued at \$3,325,736, as compared with \$2,072,207 in August 1962.

Game exports accounted for all of the increase, with unit shipments jumping from 4,983 to 7,733 and value soaring from \$926,988 to \$2,200,656.

New phonograph shipments increased only slightly—from 1,356 units valued at \$943,306 to 1,369 units valued at \$985,058. Used phonograph exports actually declined—from 754 units valued at \$201,913 to 462 units valued at \$140,022.

30 per cent of the total coin machine exports. Last August, they accounted for some 65 per cent of the total.

Foreign buyers, particularly Europeans, are depending less and less on U. S. phonographs, while their reliance on American games is increasing, if anything.

While U. S. sales of new phonographs are holding up, used phonograph sales are nose-diving. European operators are still buying new U. S. equipment for their top locations, but on other stops they're depending more and more on the local product. This means that used U. S. juke boxes are getting squeezed out.

On games it's another matter. The European game manufacturing industry still hasn't got off the ground, and the Americans will probably continue to dominate this field at least until the end of the decade.

In August 1962 games accounted for about

## Coin Machine Exports

August 1963

COUNTRY	New		Used		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	290	\$259,557	156	\$44,220	949	\$322,187	1,395	\$625,964
France	45	\$1,792	—	—	1,126	\$44,662	1,171	\$86,454
West Germany	347	\$200,228	6	\$3,330	642	\$168,451	995	\$472,009
Italy	208	\$6,487	—	—	125	\$172,646	333	\$24,113
United Kingdom	14	\$490	49	\$18,092	177	\$102,475	240	\$27,057
Canada	131	\$119,198	—	—	425	\$76,905	556	\$96,103
Japan	46	\$37,747	81	\$22,140	236	\$116,186	363	\$176,073
Venezuela	156	\$59,973	—	—	145	\$5,331	301	\$113,104
Switzerland	28	\$21,866	—	—	185	\$76,592	213	\$98,458
Sweden	10	\$10,200	3	\$2,025	165	\$56,968	178	\$69,193
Finland	54	\$40,176	—	—	61	\$16,978	115	\$57,154
Denmark	—	—	—	—	105	\$52,065	105	\$52,065
Norway	—	—	—	—	91	\$41,995	91	\$41,995
Argentina	—	—	—	—	160	\$18,950	160	\$18,950
Greece	—	—	—	\$3,270	67	\$13,270	79	\$16,540
Other Countries	40	\$26,344	155	\$46,945	243	\$67,195	438	\$140,484
<b>Totals</b>	<b>1,369</b>	<b>\$985,058</b>	<b>462</b>	<b>\$140,022</b>	<b>5,902</b>	<b>\$2,200,656</b>	<b>7,733</b>	<b>\$3,325,736</b>

# MOA Looks Outside Trade

CHICAGO — Music Operators of America is staying with its previous policy of recruiting someone from outside the industry to serve as its executive secretary.

The decision came following a hurried conference call set up by the MOA executive committee following the surprise resignation last week of Robert H. Blundred, managing director for some 18 months.

The "outside - the - industry"

rule was first applied when Blundred came in to serve the association in 1962. The previous managing director was E. R. Ratajack, who was an executive with the then AMI manufacturing company.

Previously, George Miller, one of MOA's founders, served in the dual role of president and managing director for some 12 years.

The thinking behind the "outside-the-industry" concept is

that such a person is able to come into the organization without any previous industry animosities or prejudices to overcome.

Lou Casola, MOA president, said the executive committee was screening applications now and would begin interviewing in January. An MOA director meeting is slated for January 17 and the executive committee is planning on arriving a day early to screen applicants.

Presumably a decision would be arrived at prior to the end of the January director meeting. In the interim, the MOA office is being managed by Miss Bonnie York, Blundred's assistant, who has indicated she would stay on as long as wanted.

Casola noted that the 30-60 day absence of a managing director would not create any undue problems since most business is usually slow over the holidays.

Casola noted he had already reviewed the resumes of all the previous applicants (received when Blundred was hired) and had received applications of some five or six new men. All are from the ranks of professional association management.

The decision to hire an "outsider" kills the speculation that arose immediately after Blundred's resignation. A number of industry people felt that someone from within the coin machine industry would be best equipped to handle MOA's problems.

MOA leadership however felt that the thinking which led to the original hiring of Blundred was still applicable and that an outsider could continue to bring new life to MOA.

Under Blundred's leadership, MOA increased its membership to nearly 1,000 members and the association was able to hold its most successful annual convention in years last spring.

## Bally Novelty Item, Star Jet, Offers Blast-Off Feature

CHICAGO — "Extra balls with extra action sums up the exciting new 'blast-off' feature built into Star Jet," Bally's new two-player novelty pinball game, according to Bill O'Donnell, Bally president.

O'Donnell said "Players shoot to place balls in the two blast-off holes to 'load up' for future scoring power. Then when trigger targets are hit by skill, captive balls are released with the mightiest megatons of action in pinball history—with up to three balls on the playfield at the same time."

The blast-off feature is also one of the strongest repeat play attractions ever designed into a flipper field, said O'Donnell. The ball-lifter always delivers each player his full count of balls, but balls in blast-off holes remain captive from game to game. Star Jet can be operated with five or three balls, with or without a match feature.



STAR JET

## Groom Replaces Henderson at British Seeburg

LONDON—P. S. Groom has been named general manager of Seeburg (Great Britain), Ltd., replacing John B. Henderson, who resigned recently.

Groom had been sales manager of Seeburg (Great Britain) since its incorporation. He reports to George Gilbert, vice-president of Seeburg International, Inc. John Lane continues as assistant manager.

# Coin Machine

## OPERATING

• MUSIC MACHINE PROGRAMMING
• DOUBLE PLAY DISKS

• RECENT STEREO RELEASES
• BULK VENDING

## United's New Bowl Game Can Give Score of 1,000



FUTURA

CHICAGO—Futura, United's de luxe new long bowler, has the same 1,000-scoring feature as the firm's companion shuffle-alley, Skippy. Regulation and Regulation Champ score in the hundreds, as do the traditional bowling games they are patterned after.

However, Dual Flash, Flash and Advance have scoring up in the thousands, and Futura has a special four-reel scoring to accommodate the high scores.

Futura is completely redesigned and has a number of servicing extras. A key on the top of the back box releases the front glass and trip-out mechanism without pulling the machine away from the wall.

The alley has full - length  
(Continued on page 43)

## Blackpool Show Draws Crowd From Continent

BLACKPOOL, England — Hundreds of coinmen from the United Kingdom and the Continent visited the third annual Amusement and Coin Machine Exhibition here Tuesday through Thursday (3-5), with some 36 manufacturers, importers and distributors displaying their wares.

The show is a major prelude to the annual Amusement Trades Exhibition, set for London late next month.

Showing here for the first time, Loewen Automaten bowed the new Serenade juke box, accumulates up to 80 credits on the selection accumulator. The 100-selection model has 10 angled speakers with a 30-watt output.

### Eltec Display

Another German firm, Eltec, showed console and wall model juke boxes. Gainsmead of Reading is the United Kingdom distributor.

The third German firm, Th. Bergman & Company, Hamburg, showed the new model of the Symphony juke box and the Arizona gun. The firm is represented here by Symplay, London.

Filmbox Equipment Company displayed the Italian-made Cinebox, with a new color film library and color slides which can be used to carry advertisements.

### Pachinko Shown

Major-Matics, London, displayed the Japanese Pachinko. Hal Eldridge, Major-Matics major domo, said that Tokyo's 1,800 arcades average 300 Pachinkos each. Players buy metal balls at 40 cents a hundred, with winning score paid off in merchandise.

Halel Enterprises displayed the Mills Bell-o-Matic fruit machines, a line that hasn't been represented here since 1960.

Kraft's Automatics, London,  
(Continued on page 43)



LOU CASOLA, center, president of the Music Operators of America, presents Columbia Records executives with two of the top MOA awards. Mort Hoffman, right, general manager of Columbia record sales, holds the trophy for "the most consistent supplier of good records"; Ernie Altschuler, left, Columbia a.&r. man, holds the trophy for "the most popular record on coin-operated phonographs," Tony Bennett's "I Left My Heart in San Francisco."

# EUROPEAN NEWS BRIEFS

## Apres-Ski Bowling

CHAMONIX, France — French winter resorts are giving record play this season to bowlers.

Virtually every French resort has bowling games, which suddenly have become the chic apres-ski sport with the international set.

The bowling boom extends throughout the French provinces and encompasses every major snow area. Some of the gold-plated luxury spots are even featuring bowlers with gold-tinted pins.

Paris fashion houses have designed bowling clothes for winter resort wear, including a slacks outfit trimmed in leopard.

## Moppet Market

PARIS—The French trade is focusing on the moppet market, not only because it is the appropriate season but also because surveys indicate the possibility of developing a much larger year-round juvenile trade than now exists on the Continent.

For example, baby soccer is currently the small-fry rage. The juvenile version has even been approved for orphanages and children's homes operated by convents.

Automobile driving games are being produced in juvenile versions, the theory being the games not only entertain the children but train them in practical traffic problems.

Another small-fry standout game in France is the kiddie ride Indian Scout, manufactured by All-Tech Industries of Hialeah, Fla.

## JFK Tribute

MUNICH—West Germany's juke box operators reacted quickly with programming changes upon word of President Kennedy's assassination. In consequence, German operators

managed to hold collections to nearly normal levels.

This was done by substituting largely solemn music and special memorial records. Some alert operators programmed extensively from Deutsche Grammophon's disk of President Kennedy's speeches delivered on his visit to this country last June.

The operators were quick to recognize that President Kennedy's immense popularity in Germany made his assassination as much a tragedy for this nation as for the United States.

In fact, the period of mourning in Germany closely paralleled that in the U. S.

## Mutual Benefits

COLOGNE—West German phonograph operators are seeking ways to strengthen co-operation between the operators and the diskeries.

The Central Organization of German Coin Machine Operators (ZOA) is stressing the mutual benefits to be gained by close operator-record company co-operation.

The plan favored by a majority of operators is for the assignment of a liaison representative by the disk companies to the operator trade. The model in this respect is EMI in Britain, which has a full-time man assigned to the coin trade.

The majority of German operators seem to feel that the diskeries have the option of increasing contacts to the operators or of encouraging operators to turn to the smaller independents catering to the phonograph trade.

## Seek Mergers

VIENNA—Austria's coin machine trade is seeking to encourage operator mergers which will consolidate the present large number of small operators into a reasonable number of large and moderately large enterprises.

The operating trade is now so fragmented that it lacks resources to finance new equipment and to expand locations. Moreover, the present proliferation of operators is encouraging the trend to location ownership.

Latest figures show that Austria has around 1,100 operators disposing of a total of 4,000 machines. In effect, operating on

*(Continued on page 43)*

## Buffalo Says No

BUFFALO—Applications for 40 coin operated pool tables were turned down by Police Commissioner William H. Schneider here last week. Schneider said the devices are illegal because of their "convertability" to gambling devices. Just how anyone could convert a pool table to a gambling device was not explained.

## distinctive new ROCK-OLA Capri II

100 play stereo monaural phonograph with optional full dimensional stereo!



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100 Advance 1¢ BG, \$5.00  
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### RIFLES & GUNS

Bally Moon Raider...\$250	Genco Circus Gun	Rifle .....	\$225
Ex. Shooting Gallery... 135	Gun Patrol .....	110	
Ex. Star Shooting Gallery .....	Gun Smoke, Bally .....	195	
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Jungle Joe .....	Jet Gun .....	110	
Deputy Sheriff .....	Keeney Sportsman .....	150	
United Jungle .....	Keeney Air Raider .....	150	
Mid. Rifle Gallery .....	Mid. Del. Shooting Gallery .....	225	
C.C. World's Fair .....	Mid. Shooting Gallery .....	195	
Cops & Robbers .....	Mid. Rifle Range .....	425	
Riot Gun .....	Mid. Bazooka .....	195	
Atomic Bomber .....	Muto. Sky Fiter .....	110	
Bally Sharp Shooter .....	Pistol Pete .....	75	
Bally Spook .....	Pop Gun Circus .....	225	
Bally Bull's-Eye .....	Polar Hunt .....	165	
C.C. Ray Gun .....	Silver Bullet .....	125	
C.C. Long Range Gun .....	Six Shooter .....	110	
Carnival .....	Space Glider .....	295	
Desert Hunter, new .....	State Fair .....	175	
Dale Gun .....	Titan Gun .....	250	
Ex. Space Gun .....	Un. Sky Raider .....	250	
Crusader .....	Vanguard .....	195	
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Sales Manager

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For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.



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210 Paterson Plank Road  
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# Coin Games at Low In Czechoslovakia

*Ed. Note: Information on the coin machine industry in Eastern Europe has been fragmentary, and, at times, contradictory. The following article, an eyewitness report on conditions in Czechoslovakia, was submitted by Billboard's Budapest correspondent.*

By PAUL GYONGY

PRAGUE — Czechoslovakia is a virtual coin machine desert, with not more than 10 automatic phonographs in the entire country and no coin games.

A bar-hopping survey of Prague revealed only one juke box and a few cigaret machines, although I did see some automat-type machines vending cake and cold milk.

Government policy is dead set against juke boxes. Officials claim that they deprive musicians of their livelihoods. Games—and this includes football, flippers and shuffle alleys—are considered gambling devices.

Some hope exists that the situation will ease up, though. The Czech consulate in Vienna has begun granting weekend visas to Austrian citizens to visit Brno, Bratislava and surrounding communities.

On the third weekend this policy went into effect, some 8,000 Austrian tourists crossed the border.

If what has happened in Hungary is indicative, the influx of tourists with hard cash to spend may mean the beginnings of a coin machine industry here.

In Hungary, where tourists are now flocking to the luxury hotels in the Lake Balaton area, arcades housing billiard and soccer games have been opened.

Recently, West Germany signed long-term commercial and reciprocal payment agreements with Hungary, Poland and Rumania. This step is expected eventually to lead to consular agreements between West Germany and the three Eastern European countries.

West Germany will be represented at the Budapest Inter-

national Fair in May, and there is a strong possibility that coin machine manufacturers will exhibit at the show.

Japan will exhibit at the Budapest Fair for the first time, and rumors that the United States also will exhibit are current. As juke boxes, amusement machines and vending devices are not under the U. S. embargo, Eastern Europeans are hoping that Western coin machines will be displayed.

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CC Player's Choice .....	135.00
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CC Queen Bowler .....	265.00
CC Red Pen Shuffle .....	165.00
Wms. Pinch Hitter .....	195.00

#### Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410 .....	\$545.00
Wurlitzer 2500, 2504, 2510 .....	645.00
Wurlitzer 2300 .....	445.00
Seeburg 200 Sel. WB .....	35.50
Seeburg G .....	165.00
Wurlitzer 5210 WB .....	49.50
Wurlitzer 5207 WB .....	25.00
Seeburg 3W1 WB .....	18.50
AMI Bar Brackets .....	2.70
AMI G 200 .....	150.00
AMI E 80 .....	75.00
AMI 80 Sel. Wall Box .....	12.50

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REAL SHARP!  
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### CIGARET MACHINE SPECIALS!

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Clean, working. Not shopped...\$ 90  
SEEBURG E-2 Cig.  
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CORSAIR "30's"  
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Cable: "ATMUSIC"—Chicago



Established 1934

## ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

**EUROPEAN NEWS BRIEFS**

• *Continued from page 42*

this base is not a business but a sideline.

Locations, by contrast, own 6,000 of Austria's approximately 10,000 phonographs. Trade studies recommend a minimum of 50 machines per operator as the optimum operating level.

**Bergmann Exports**

**HAMBURG**—Th. Bergmann & Company has expanded its export sales of phonographs and games by not only providing a superior spare parts service but by also making certain the customer and the factory "talk the same language."

Bergmann compiles complete

**Big Fruit Play In Great Britain**

**LONDON**—According to recent estimates, the 40,000 fruit machines in 24,000 social clubs throughout the United Kingdom get nearly \$600 million worth of play a year. Nearly all machines are set to return 82 per cent of the take to the players.

Distributors either sell or rent machines to the clubs. Machines costs range from \$280 for a re-conditioned unit to \$1,260 for the most expensive new model. Rentals vary from \$11.20 to \$330.60 a week. The average machine nets the club about \$140 a week.

No club may have more than two machines on locations, and the profits must go into the club treasury. Most machines are imported from the United States, Japan and Australia.

**Students Visit Distrib Plant**

**OCEANSIDE, L. I., N. Y.**—Students of the Boardman Elementary School here recently visited the G. & K. Sales Corporation, local King Koin bulk vending machine distributor, and the Buymore Vending Corporation, a local bulk vending operation.

The students were shown how the machines were cleaned, how coins are counted by machine, merchandise and machinery and the manufacturing process of the Sale-O-Matic vending stands.

**United's New Game**

• *Continued from page 41*

insulation and the legs are recessed for better appearance and styling. The left rail of the alley is widened and covered with chrome.

Bill DeSelm, United sales chief, describes the back glass as "way out," a colorful, illuminated scoreboard, which indicates "normal or easy strike," handicap, games played, score per frame, frame number, and a number of extras.

**Blackpool Show**

• *Continued from page 41*

came up with a new console game, Circus, and Sturgeon Electronic Manufacturing Company bowed its multi-slot console, Jackpot.

Mar-Matics Sales, Ltd., UK distributor for Jennings and Keeney, showed a penny electronic machine, Penny Derby.

service lexicons, aligning the German technical terms for every spare part with the language of every country to which Bergmann sells.

Bergmann's standardized lexicons ensure that company and customer "speak the same language" by using the Bergmann standard lexicon. Attention to detail as exemplified by the lexicon is credited with having made the Hamburg manufacturer one of Germany's most successful coin machine exporters.

**Ops Using MOSS 5-Pack Wisely**

**WICHITA, Kan.**—While music machine operators throughout the nation are using the stereo single five-packs issued by Music Operators Stereo Service (MOSS) as programmed, coinmen here are exercising a little imagination in placing the disks on location.

Mark (Pete) Blum, head of United Distributors, local Wurlitzer distributor, has been repacking the MOSS five-packs for local operators to meet the needs of specific locations.

Each five-pack contains balanced programming taken from leading stereo albums, with a four-color album miniature with each disk.

For many locations, the five-pack, as received, will do the trick. But for other locations, stereo programming of a more specialized nature is required.

For example, many locations in the area are country-oriented. Blum will accommodate operators with these stops by assembling a country package from his MOSS inventory.

However, many Kansas operators are assembling their special packs from MOSS material. With 55 new singles now available, the programming latitude is somewhat limited, but with each new five-pack release it expands.

With releases coming out at the rate of 10 singles a month, operators here figure that it won't take too long to build up a basic library, with ample selectivity in all categories.

As all the MOSS material is standard, no matter what the category, year-old disks can be shifted from one location to another and still pull as well as on their first day of play.

**Earnings hit new high altitudes with**



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**Strong Carry-Over Coaxer**

Ball-lifter delivers each player full count of balls (5 or 3), but balls in Blast-off Holes remain captive, player to player and game to game, until released by skill, promoting "can't-waste-captive-balls" repeat play.

**Speedy, positive SCORE-COUNTERS**

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for Music Operators

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- FERRANTE AND TEICHER—Popular Classics  
 . . . . .ABC-Paramount

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- LES McCANN, LTD.—On Time . . . . .Pacific Jazz

Country & Western

- VARIOUS ARTISTS—Original Greatest Hits  
 of the Great Country and Western Stars . . .Mercury

Original Broadway Cast

- MARY MARTIN—The Sound of Music . . . . .Columbia

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

**MUSIC OPERATORS STEREO SERVICE**

**GOT HER OFF MY HANDS**

RSI • TONY BENNETT • STEREO

**YOUNG & FOOLISH**

From Columbia Album "This Is All I Ask"

**SENTIMENTAL JOURNEY**

RSI • TED HEATH & HIS MUSIC • STEREO

**TUMBLING TUMBLEWEEDS**

From London Album "Satin Strings and Bouncing Brass"

**FREIGHT TRAIN**

RSI • PETER, PAUL & MARY • STEREO

**QUIT YOUR LOWDOWN WAYS**

From Warner Bros. Album "In the Wind"

**ONCE UPON A TIME**

RSI • JOHN GARY • STEREO

**EBB TIDE**

From RCA Victor Album "Catch a Rising Star"

**ROLL ON COLUMBIA, ROLL ON**

RSI • THE HIGHWAYMEN • STEREO

**THE TALE OF MICHAEL FLYNN**

From United Artists Album "Hootenanny With the Highwaymen"

All records listed above are 33 stereo singles taken from best selling stereo albums on Billboard charts. They are distributed in five packs, complete with title strips and four-color album miniature reproductions, through Rock-Ola, Rowe AMI and Wurlitzer distributors and through one-stops. Selections are made by Record Source International, a division of The Billboard Publishing Company.

**Background Music Important Phase of Atlantic-N.Y. Operation**

By SOLOMON R. KUNIS

NEW YORK—Atlantic-New York, local Seeburg distributor, has moved strongly into the background music field, both as an operator and as a distributor.

The firm entered the background music field 10 years ago with the Seeburg unit and since then has provided music for hundreds of banks, restaurants and supermarkets in the New York - New Jersey - Connecticut area.

The firm is headed by Meyer Parkoff, and its general manager is Murray Kaye. Background music sales and customer relations are handled by Stanley Lindon, and service by Tom Borsella.

In addition to servicing its own background music locations, Atlantic acts as a distributor, wholesaling the Seeburg service to a number of smaller operators in the New York area. All of them are juke box or vending machine men, who have made background music operation into a lucrative sideline.

**Subsidiary Service**

According to Lindon, a number of juke box operators are now offering background music as a subsidiary service in their regular locations. In some cases an operator may even offer to provide background music service in order to secure or retain a coin music account. Such a deal, which may cover the cost of installing the playback equipment, is often more effective than offering loans or other inducements to a location.

The Seeburg background music system distributed by Atlantic provides locations with a choice of three different programs. The basic library, designed for offices, banks and stores, consists of show tunes and popular music played at a generally medium tempo. The mood music library, featuring pops and semi-classics in a medium-slow tempo, provides atmosphere in night spots and certain restaurants. The industrial library puts the emphasis on lively popular music, polkas and marches, and is intended to spur production in factories.

In the New York area about 60 per cent of the locations receive the basic library, 35 per cent subscribe to mood music, and the remaining 5 per cent take the industrial program, Lindon reports. Most of his customers are restaurants, who take either the basic or mood library.

Next come banks, offices, stores and factories, in the order given.

Unlike wired background music systems which transmit their programs from a central studio, Seeburg music originates at the location where it is heard. Each of the three libraries consists of 25 microgroove records, nine inches in diameter, played at 16 2/3 r.p.m. Each record contains 40 selections or an hour and a half of music on the two sides, and the total playing time for the complete library is nearly 40 hours.

The disks are played on special Seeburg equipment designed for background music installations, which reproduce both sides of each record and then automatically restacks them after the 25th disk has been played.

**Initial Library**

Like all Seeburg distributors, Atlantic furnishes its subscribers with the initial background music library of 25 records and installs the record player and supplementary amplifiers and loudspeakers which may be required. In addition, each customer's library is refreshed every 90 days by removing five of the records and replacing them with five brand-new disks, containing 200 new selections. A different set of refresher disks is provided for each of the three libraries offered by Seeburg.

Changeover dates are April 1, July 1, October 1 and December 26. In addition, a special Christmas library of five records is provided for all subscribers

about December 1. This permits the location to intersperse Yuletide tunes with regular background music during the holiday season.

Two types of timers supplied by Seeburg for use with its playback equipment permit any location to modify the programming of the background music library. The first is a 24-hour clock, which turns the record player on and off automatically at predetermined times. The second timer can be set to provide any desired combination of playing and non-playing segments—such as 18 minutes on and 12 minutes off—in each half hour of time.

Atlantic's subscribers pay a monthly fee for the Seeburg music service, which covers ASCAP, BMI and other music royalties. Routine preventive maintenance of the equipment, such as changing the stylus, is also included in the monthly charge. However, repairs to playback equipment is not covered unless the units have been rented from the distributor.

Seeburg entered the background music field shortly after World War II with a library of 78-r.p.m. records. Because of the limited playing time the programs met with little success. About 1950 Seeburg changed over to a 45-r.p.m. system, which provided eight hours of continuous background music and proved much more popular with subscribers. The present 16-r.p.m. disk was introduced five years ago and has caught on so well that Seeburg is now the second largest background music company in America.

In addition to building the playbacks, amplifiers and speakers used at customer installations, Seeburg programs and records its own background music libraries on special disks not available for any other use. Much of the music is taken from Broadway hits, and often the songs are recorded before the shows open. The show tunes as well as other selections are given special arrangements by Seeburg to adapt them to one or more of the background music libraries.

Seeburg distributors visit their locations every 90 days to refresh their libraries, but Lindon makes it a point to call on his subscribers at least once a month. "We feel that personal contact with our customers is very important," he explained. "We hear their complaints and suggestions, and make adjust-

(Continued on page 50)

**Yule Disks Fill Chi Air, Chalk Up Sales**

CHICAGO—Christmas music is starting to fill the air waves and juke box operators are programming their machines to follow suit. Here in the Windy City, three Christmas disks are starting to chalk sales.

According to a spot check at Singer One-Stop, operators are buying two versions of "Little Drummer Boy," one by the Harry Simeone Chorale on 20th Fox and the other by Johnny Mathis on Mercury. Rounding out the trio is "What Are You Doing New Year's Eve," by Nancy Wilson on Capitol.

Fred Sipiora, Singer head, noted, however, that Christmas sales are off from last year.

Sipiora blames the generally poor business conditions for the slump. "People still don't seem to have recovered from the recent assassination of President John Kennedy," he said.

In addition to Christmas material, some half dozen pop tunes are garnering sales. On the r.&b. side, operators are buying "Tell Him," by the Drew-Vels on Capitol. Getting good teenage action is "Surfin' Bird," by the Trashmen on Garrett.

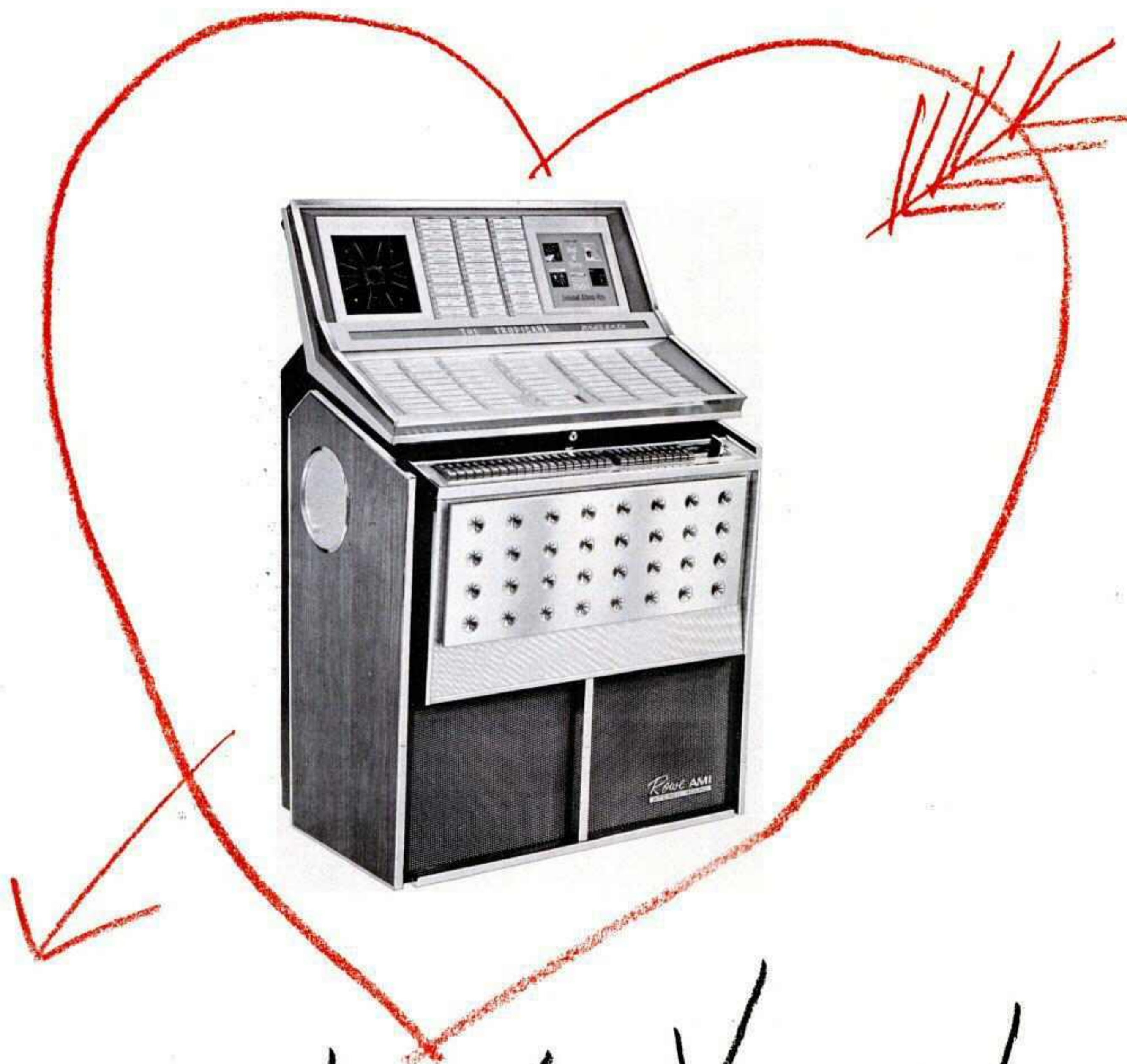
Three good all-around records are: "Java," by Al Hirt on RCA Victor; "Love Them All," Jane Morgan's first disk for Colpix, and "As Usual," Brenda Lee's 'as usually good' performance on Decca.



**SILVER SPOTLIGHT SERIES**  
Designed Exclusively for  
**JUKE BOX PROGRAMMING**  
**UNITED ARTISTS RECORDS**

**HE TAKES AIM AT WIFE'S DISK**

TURIN, Italy—Selection of juke box numbers can be a deadly serious matter with some people. When a client gave Grazia Jerino, wife of a bartender, a coin and asked her to choose a number, her choice was a French song, but her husband took exception because he preferred Domenico Modugno. In the altercation which followed he shot her three times. Fortunately, she will live to make other juke box selections in the future.



WE LOVE YOU!  
xxx

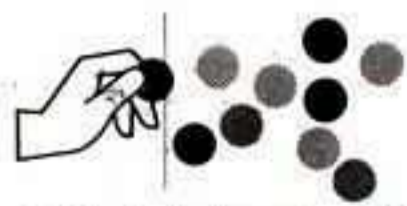
Sincerely,

Partly it's because of all the nice things you said about us when we recently unveiled the new Rowe AMI *Tropicana* phonograph.

You said such flattering things as "Great engineering" . . . "That stereo sound is just right" . . . "So is the three-in-one flexibility" . . .

"The price is right, too" . . . "There's a new leader in coin-operated phonographs—*The Tropicana*."

Mostly, though, we love you because of what you did rather than what you said. You bought in quantities unprecedented in our history, far greater than our expectations. See your Rowe AMI distributor.



**ROWE AC**

MANUFACTURING

The Merchandise Mart, Chicago 54, Illinois

*Rowe sets the standards in vending equipment, bill changers, music systems*

**BULK VENDING**

# L. A. Vending Tax Relief Seen

LOS ANGELES—The year 1964 is expected to show the culmination of two years' work by the Western Vending Machine Operators Association here to obtain more equitable licensing in numerous municipalities of Los Angeles County, Eugene Zola, Beverly Hills attorney and secretary-treasurer of the association, said.

Zola has conducted virtually a one-man battle against what he described as unfair and discriminatory license fees. Though he worked primarily for the association's members, all operators in the county benefit from his victories.

The battle started late in 1961 when Zola joined forces with the association as a taxation representative. From the time he was employed until 1962, Zola made a study of municipal assessments and mapped his strategy. He found there were two purposes in city government licensing: 1) raise revenue, and 2) regulate and control certain types of inter-transitory business operating in their incorporated areas.

**Harmful to Business**

Zola's opinion is that the license becomes primarily a regulatory one, harmful to small businesses such as bulk operators because the monetary returns from licensing this category is infinitesimal compared to

some other businesses on the same level.

Zola was asked what operators could expect in the way of relief from these licenses in 1964. Here are his answers in a taped interview.

"I hope and look forward to the cities of El Segundo, Whittier, Gardena, and, even one of the most stubborn ones, Redondo Beach, where the city council said it was a revenue-raising matter and that they would not budge, to change. I believe after a full reflection and study of the matter, the councils will grant the operators the relief they have requested. When Redondo Beach took its adamant stand, many

*(Continued on page 50)*

# 3 N. Y. Firms Knock Out Glen McPhail

NEW YORK—Glen McPhail, doing business as Beaver of America, has been placed in involuntary bankruptcy by three New York firms—Eppy Charms, Karl Guggenheim, Inc. and Buy-more Vending. The two first-named companies are charm manufacturers. The third had been the Beaver distributor here.

The action took place in the U. S. District Court in Detroit, headquarters of Beaver of America.

McPhail's brother, Ken McPhail, was head of the Beaver Vending & Casting Corporation, Toronto. The Canadian firm has gone bankrupt, with the assets acquired by Hitchcock Vending in Nashville. The Tennessee firm is making bulk vending machines using Beaver tools, dies and patents.

**Electric Money Maker**  
**Famous ACME**  
**ELECTRIC MACHINE**



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample ..... \$28.13  
2 and up ..... 23.50  
Floor Stand ..... 5.00

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5711 W. Grand Ave.  
Chicago 39, Ill.

New V2 Capsule shown actual size.



EUGENE ZOLA, Beverly Hills attorney and paid secretary-treasurer of Western Vending Machine Operators Association, discusses progress on the fight against discriminatory and unfair licenses.



"I LOOK FORWARD to more equitable licenses," says Eugene Zola, Beverly Hills attorney, who handles taxation for Western Vending Machine Operators Association.



EUGENE ZOLA, Beverly Hills attorney, consults his files for a special report on licenses in Los Angeles and Ventura counties.



THE FIGHT AGAINST unfair and discriminatory licenses in Los Angeles County goes forward. Eugene Zola, Beverly Hills attorney, calls the license administrator in a city for an appointment. A letter outlining the hardships imposed by the high license has already been submitted.

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**Northwestern SIXTY**

With QUICK-TACH at Slight extra cost.

- ... Easy to Service
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- ... Time Saving
- ... More Profit

Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.



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2029 Prospect Ave., Cleveland 15, Ohio  
All Phones: TOWER 1-6715

# West Tenn. Vendors Re-Elect C. D. Gill

MEMPHIS—West Tennessee Vendors Association re-elected C. D. Gill, owner of C. D. Gill Company, president for 1964 in a dinner meeting last week at the Flame Room Restaurant of the Downtowner Motel.

Gill, one of the largest bulk vending operators in the South, has more than 1,200 locations in Memphis, West Tennessee,

North Mississippi and East Arkansas.

Robert L. Roll, Roll Vending Company, was elected vice-president. He succeeds Leonard Robbins, owner of American Vending Machine Company.

Alvin L. Waller, Memphis Vending Company, is the new secretary - treasurer. He suc-

*(Continued on page 48)*

**MARK-I BEAVER**

TOP FILL & JARS

10 MODELS LOOK TO BEAVER FOR PROGRESS



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Whatever your bulk vending requirements might be, we can serve you. Always a complete stock of outstanding Northwestern machines, parts and supplies. Write today for complete information and price list.



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# Heat Treatment for the Nuts

ALEXANDRIA, Va. — If a route of service station locations for peanuts, cashews, pistachios and similar nuts goes sour there is an ideal solution, according to M. A. Johnson, bulk operator covering Alexandria, Arlington, and other suburbs of Washington.

Johnson simply applies heat—by switching over from standard non-headed bulk-vending machines to electrically heated units which provide just the right temperature for American and Spanish peanuts.

All of these machines are somewhat on the vintage side, many of them, in fact, over 25 years old, but all have been treated to new heating electrodes, thoroughly sanded down and repainted.

### Heat Important

Heated peanuts are particularly important during the chill winter, Johnson points out, when the person who drops a coin in is more likely to be interested in the heat than what he vends to himself. In fact, Johnson often triples his peanut sales with the application of heat, simply because chilly motorists want something to snap them up a bit while driving.

Incidentally, Johnson doesn't advocate heating of cashew nuts. His experience has been that cashews too often acquire a soapy flavor, particularly if the heat is cut off and the nuts allowed to cool to room temper-

ature. All types of peanuts, however respond very well to electrical heating in this way, and often their flavor goes undisturbed, even where the vender has been accidentally cut off and the electrical cord plugged in again.

This is a common problem, incidentally, in service stations, where clean-up personnel are likely to move the vending machine while mopping or sweeping, forgetting that it is plugged into the wall. Johnson carefully uses plugs which can be easily removed, to prevent damage to cords, and the frequent need for replacement.

### Cost Factor

Naturally, when Johnson first broached the idea of heated nut venders to his service station location owners, there was a certain amount of grumbling about the cost. All were willing to go along, however, on a test basis, to determine what extra amount

of sales the heated units would produce.

In every case the increase was so marked that no location owner has suggested that the commission be altered, or that the operator pay any sort of fee

(Continued on page 50)

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1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
Phone: DRake 7-4300

## Eppy Woos Doll Market With Accessory Charms

JAMAICA, N. Y. — Eppy Charms, Inc., has developed a new market for bulk venders—dolls. In a new mix recently released, Eppy has produced a line of doll accessories—shoes, travel case, lunch boxes and swim flippers, which will fit certain nationally advertised dolls. Asserting that the doll population in America now exceeds 30 million, Eppy has prepared these items (both plated and plastic) for use in two mixes—a Doll Accessory Mix and a penny charm mix bag which features a mixture of the doll accessories and de luxe gold charms.

Attractive four-color merchandising display cards are available with each purchase.

Other Eppy items currently in release include 10 Puzzle Games, a series of 10 different puzzles designed to vend in any penny charm machine. A two-color label is supplied free with each thousand purchased.

Lucky Charm Key Chains are also available from Eppy Charms as a 10-cent capsule item. Twenty assorted key chains, including Plated Rabbits Feet, Horseshoes, Loving Cups, Pendants, Horse Heads, Binoculars, Watches and Footballs are available in capsules. Four free merchandise displays are available with each thousand purchased.

## G'heim Releases Mr. Satan and Golden Knights

JAMAICA, N. Y.—Karl Guggenheim, Inc., this week introduced Mr. Satan, a devil's head charm, with glass eyes and a fierce expression on the face. A loop in the back makes it usable as a charm or a button.

Another Guggenheim release features Golden Knights, a series of armored knights in various battle poses replete with spears, shields, swords and arrows. Molded of flexible, golden colored plastic, the miniature knights are similar in concept to the U. S. combat soldiers previously released by the firm.

Both charm items are available with merchandising labels.

## Wis. Operators Set Discussion On Vending Law

MILWAUKEE — Wisconsin vending machine operators are invited to a discussion of the State's new vending law and the current tobacco-health controversy to be sponsored by the Wisconsin Automatic Merchandising Council at the Forum Room of the Milwaukee Inn, Tuesday (17), 1:30 to 3:30.

Also to be discussed is a major reorganization of the WAMC board of directors. Dave Hartley, legal counsel of the National Automatic Merchandising Association will speak on the State's new law. Walter Reed, public relations director of NAMA, will discuss the cigaret controversy.

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Pistachio Nuts, Vendor's Mix	.58
Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.65
Cashew, Butts	.45
Peanuts, Jumbo	.32
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.55
Hershey-ets	.47

Rain-Blo Gum, 72 ct. .32  
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Rain-Blo Ball Gum, 100 ct., 300 lb., minimum prepaid on all Rain-Blo Ball Gum  
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**COINMEN IN THE NEWS**

**Denver Doings**

Dave Roggow, Las Vegas, N. M., visited Draco Sales Company here, to buy two new phonographs. . . . Another new phonograph buyer was Charles Kinnard, Kinnard's Music, Pueblo, Colo. . . . Milton Lane, Pisano Music, Espanola, N. M., was here on a shopping trip.

Pete Geritz, Denver's Rock-Ola distributor, postcarded his friends and business associates from Italy, France and Germany early this month. A winner in the Rock-Ola Mediterranean tour program, he took an extra two weeks to visit some of the ancestral haunts in Germany and France.

Now is the time to beef up routes, in the face of generally slow business, according to Tom Bean, dean of Denver music operators.

The year-round fishing season, supplemented by an all-time record number of deer hunters in the area has brought sharp increases in early winter route volume for Kenneth Davidson, operator, Walco Music Company, Craig, Colo., who was in town for equipment shopping this week.

**BOB LATIMER**

**Tennessee Topics**

Memphis Mirrored: Bill Dorn, field engineer for Rowe-AC, was in Memphis last week to see officials of its local distributor, Southern Amusement Company. Dorn discussed problems and solutions with Mrs. Celia G. Hodge, president; Charles V. McDowell, vice-president and general manager; and Wolf Lebovitz, secretary - treasurer, and some operators in the vending line.

Several operators have dropped by to see Charles V. McDowell, general manager of Southern Amusement Company, to try to talk him into rejoining Memphis Music Association. McDowell hasn't rejoined yet. Southern's resignation may mean there will be more competition in the future in obtaining some locations, some operators speculate.

**ELTON WHISENHUNT**

**West Tenn. Vendors**

Continued from page 46

ceeds Harold D. Troxel, route supervisor of Vendor's Distributing Company.

The association meets the second Tuesday of each month. Aims of the association are to improve the industry where possible, upgrade product where possible, maintain good public relations and wage unified action against discriminatory, unfair and confiscatory legislation when it is introduced in the General Assembly.

President Gill invited all West Tennessee bulk vending operators who are not now members to join.

He said the association would wage a membership drive in 1964. Dues are only \$1 a month, with a \$5 initiation fee on joining.

when answering ads . . .

Say You Saw It In Billboard

**Coin Machine Break-Ins On the Rise as Yule Nears**

MEMPHIS — Coin machine break-ins have increased sharply in the pre-Christmas week as thieves seek money to buy Christmas gifts, Assistant Police Chief Charles Young said last week.

Young said his men have caught a gang of seven youths who had admitted a total of 21 burglaries of drink, cigaret and candy machines.

Young said his squad cars have been alerted to increase their vigil of outdoor coin machines during the holiday season for thieves, ironically, steal more at that time of year than any other.

Young said the young burglars were caught when an alert lieutenant spotted a freshly burglarized cigaret machine, began patrolling the area and spotted a car with two youths in it.

They sped away, he followed and on questioning them discovered some loot in the car. They confessed and implicated the other five. All, aged 11 to 16, were turned over to Juvenile Court.

Young said exact amount of money stolen from the machines

could not be determined. He said, however, "the biggest loss was in damage to the machines."

Operators know this only too well. Break-ins had increased so tremendously a few years ago that Memphis Music Association formed a committee to work with police to catch coin burglars and prevent as many break-ins as possible.

The increased patrolling and watching of locations reduced burglaries by about one third. Police and the association have managed to keep them down, but occasionally they spurt up again.

**chicago coin's**

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- 2 AMI-H-120. Ea. .... \$285.00
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- 1 Wurlitzer 2100 ..... 195.00
- 1 Wurlitzer 2150 ..... 195.00
- 1 Wurlitzer 2000 ..... 150.00

**PIN GAMES**

- 2 Fiesta. Ea. .... \$120.00
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- 1 Hyway ..... 150.00
- 1 Tic Tac Toe ..... 95.00
- 2 Jolly Jokers Add-A-Ball. Ea. 105.00
- 2 Queen Diamonds. Ea. .... 120.00
- 2 Royal Flush. Ea. .... 80.00
- 1 Rocket Ship ..... 95.00
- 1 Lightning Ball ..... 120.00
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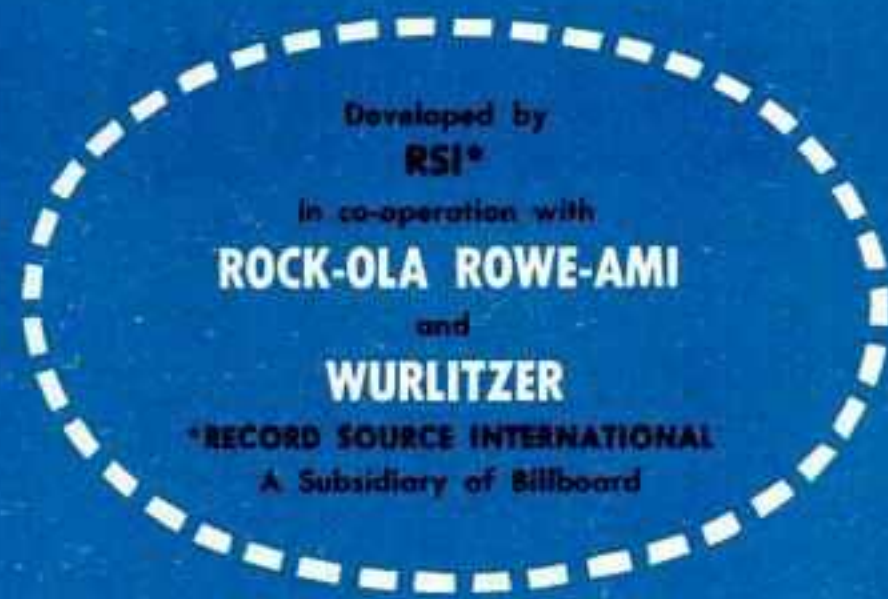


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(ONLY LIMITED QUANTITIES AVAILABLE ON PACK #2 ORDERS FILLED ON FIRST COME BASIS)

SELECTIONS

- NEVER ON SUNDAY/WHAT KIND OF FOOL AM I  
Peter Nero, RCA  
Album: Hail the Conquering Nero
- LAWRENCE OF ARABIA/ARRIVAL AT AUDA'S CAMP  
Original Soundtrack, Colpix  
Album: Lawrence of Arabia
- PLEASE BE KIND/MY KIND OF GIRL  
Frank Sinatra & Count Basie, Reprise  
Album: Sinatra-Basie
- WALK RIGHT IN/BLAME IT ON THE BOSSA NOVA  
Lawrence Welk, Dot  
Album: 1963's Early Hits
- THE BREEZE AND I/PERFIDIA  
Mantovani, London  
Album: Latin Rendezvous

**MOSS PACK #3**

SELECTIONS

- MY ROMANCE/THEY DIDN'T BELIEVE ME  
Jack Jones, Kapp  
Album: Call Me Irresponsible and Other Jack Jones Hits
- STARDUST/THE GLOW WORM  
Boston Pops/Arthur Fiedler, RCA  
Album: Stardust
- BILLY GOAT HILL/TAKE HER OUT OF PITY  
The Kingston Trio, Capitol  
Album: The Best of the Kingston Trio
- CHEROKEE/SUMMERTIME LOVE  
Caterina Valente, London  
Album: Strictly U.S.A.
- ALLEY CAT/FLY ME TO THE MOON  
David Carroll & His Ork, Mercury  
Album: Today's Top Hits

**MOSS PACK #4**

SELECTIONS

- MOONLIGHT & ROSES/THREE O'CLOCK IN THE MORNING  
Hugo & Luigi Chorus, RCA  
Album: Cascading Voices of the Hugo & Luigi Chorus
- LOVE THEME FROM MUTINY ON THE BOUNTY/THEME FROM GIGOT  
Jackie Gleason, Capitol  
Album: Jackie Gleason Presents Movie Themes—For Lovers Only
- GINA/STRANGERS ON THE SHORE  
Felix Slatkin, Liberty  
Album: Winter Love
- THE ANTONY & CLEOPATRA THEME/CAESAR & CLEOPATRA THEME  
Original Score, 20th-Fox  
Album: Cleopatra
- LOVER COME BACK TO ME/MISTY  
Erroll Garner, Reprise  
Album: One World Concert

**MOSS PACK #5**

SELECTIONS

- I KEEP GOING BACK TO JOE'S/WHERE DID EVERYONE GO?  
Nat King Cole, Capitol  
Album: Where Did Everyone Go?
- THE ONE I LOVE (BELONGS TO SOMEBODY ELSE)/I'LL NEVER SMILE AGAIN  
Jo Stafford, Reprise  
Album: Getting Sentimental Over Tommy Dorsey
- WHEELS/MUSKRAT RAMBLE  
Chet Atkins, RCA  
Album: Travelin'
- LA VIE EN ROSE/NATURE BOY  
Mr. Acker Bilk, Atco  
Album: Only You
- MODEL IN BLUE/LIFE SAVERS GIRLS  
Orig. Soundtrack, U.A.  
Album: Mondo Cane

**MOSS PACK #6**

SELECTIONS

- BYE BYE BLACKBIRD/WE KISS IN THE SHADOW  
Sammy Davis Jr., Reprise  
Album: As Long as She Needs Me
- TAKE GOOD CARE OF MY BABY/JOEY  
Anita Kerr, RCA  
Album: Tender Words
- DEVOTION/SANDS OF TIME  
Ferrante & Teicher, U.A.  
Album: Love Theme From Cleopatra
- END OF A LOVE AFFAIR/THIS COULD BE THE START OF SOMETHING BIG  
Gloria Lynne, Everest  
Album: Gloria Lynne at Las Vegas Thunderbird
- TROUBLE IN MIND/I CAN'T STOP LOVIN' YOU  
Jimmy Smith, MGM  
Album: Hobo Flats

**MOSS PACK #7**

SELECTIONS

- WE KISS IN THE SHADOW/PEOPLE WILL SAY WE'RE IN LOVE  
Andy Williams, Cadence  
Album: Andy Williams Sings Rodgers & Hammerstein
- ANY PLACE I HANG MY HAT IS HOME/LOVER COME BACK TO ME  
Barbra Streisand, Columbia  
Album: The Second Barbra Streisand Album
- WHERE CAN I GO?/OL' MAN TIME  
Ray Charles, ABC-Par.  
Album: Ingredients in a Recipe for Soul
- A JAPANESE GARDEN/APRIL IN PORTUGAL  
Ferrante & Teicher, U.A.  
Album: Holiday for Pianos
- THE GOOD LIFE/THEME FROM A SUMMER PLACE  
Kenny Ball, Kapp  
Album: The Big Ones

**MOSS PACK #8**

SELECTIONS

- SHINE ON, HARVEST MOON/I WANT A GIRL  
Frank Fontaine, ABC-Par.  
Album: Frank Fontaine Sings Like Crazy
- DIAMANTINA/I'LL BE SEEING YOU  
Mr. Acker Bilk, Atco  
Album: Call Me Mister
- REMEMBER THE ALAMO/PEACE IN THE VALLEY  
Johnny Cash, Columbia  
Album: Ring of Fire—The Best of Johnny Cash
- THE HAWAIIAN WEDDING SONG/WHEN I LOST YOU  
Perry Como, RCA  
Album: The Songs I Love
- IRMA LA DOUCE THEME/MEET IRMA  
Sound Track, U.A.  
Album: Irma La Douce

**MOSS RELEASE #9**

SELECTIONS

- BEALE STREET BLUES/CARELESS LOVE  
Nat King Cole, Capitol  
Album: Nat King Cole Sings the Blues
- A TRAVELIN' MAN/ROVIN' GAMBLER  
The New Christy Minstrels, Columbia  
Album: Ramblin'
- THE GREAT HISTORICAL BUM/THE UNFORTUNATE MAN  
The Chad Mitchell Trio, Kapp  
Album: The Best of the Chad Mitchell Trio
- TILL THEN/BIRDLAND  
Si Zentner, Liberty  
Album: More
- I CAN'T GET STARTED/JAVA  
Al Hirt, RCA  
Album: Honey in the Horn

**MOSS RELEASE #10**

SELECTIONS

- FASCINATION/THE LAST TIME I SAW PARIS  
Andre Previn, Columbia  
Album: Andre Previn in Hollywood
- RAWHIDE/NEW MEXICO  
Faron Young, Mercury  
Album: Faron Young Aims at the West
- BYE BABY, BYE BYE/FOREVER, FOREVER  
Fats Domino, ABC-Par.  
Album: Here Comes Fats Domino
- PARADISE/MR. WONDERFUL  
Ann Margret, RCA  
Album: Bachelors' Paradise
- AT LONG LAST LOVE/YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU  
Vic Damone, Capitol  
Album: The Liveliest

**MOSS RELEASE #11**

SELECTIONS

- GOT HER OFF MY HANDS/YOUNG AND FOOLISH  
Tony Bennett, Columbia  
Album: This Is All I Ask
- SENTIMENTAL JOURNEY/TUMBLING TUMBLEWEEDS  
Ted Heath & His Music, London  
Album: Satin, Strings & Bouncing Brass
- FREIGHT TRAIN/QUIT YOUR LOWDOWN WAYS  
Peter, Paul and Mary, Warner Bros.  
Album: In the Wind
- ONCE UPON A TIME/EBB TIDE  
John Gary, RCA Victor  
Album: Catch a Rising Star
- ROLL ON, COLUMBIA, ROLL ON/THE TALE OF MICHAEL FLYNN  
The Highwaymen, United Artists  
Album: Hootenanny With the Highwaymen

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Please send \_\_\_\_\_ MOSS Pack #10 at \$3.50 per pack  
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THERE IS NO RETURN PRIVILEGE

# L. A. Vending Tax Relief Seen

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of the operators pulled their machines from locations within that city. This cut off revenue to the city from this business category. This is only one way to effectively fight such rulings."

Where licenses are the highest, do you find the city council(s) lack understanding of bulk vending operations?

"Yes. The council thinks only of a vending machine, per se. The members do not break it down as to bulk, package, etc. When they vote on vending, they think only of big business

vending—big operations. They think of the big 10-cent candy machines, 30-cent cigaret machines and others that might easily gross a couple of hundred dollars a month, not a peanut machine with a monthly gross in pennies.

### No Equity

"So, they set a fee of \$5 for a 'vending machine' and as a bulk vender is smaller they decide it should be \$2. There is no equity between a machine assessed at \$5 and has 10 to 15 kinds of candy and a \$2 machine that vends a single product and operates on pennies."

Are some city councils sympathetic to bulk vending?

"The answer is definitely 'yes.' Let's not overlook the fact these councils are, in the main, those who are successful in their own businesses. Many of them, like the operators, are small businessmen. They also have children. These councilmen do not want to force children to have to put several pennies into a machine to cover the license. A number also realize that bulk machines are the only remaining place where merchandise can be bought for a penny."

What was the license situation at the close of 1962?

"At the close of that year, we had switched the city of Inglewood to a \$30 per year flat fee from a \$1 per nickel machine license. We also contracted Santa Monica which had a license structure of 50 cents for a penny machine and \$2 for nickel ones and obtained a \$20 per year license for the first 50 machines and 25 cents per machine for those in excess of that figure."

What was the trouble in Buena Park and what was accomplished there?

### Disturbing Call

"We received a very disturbing call from one of the operators with machines in that city to the effect that the license of \$6 for penny and \$9 for nickel machines was to be enforced with all machines on locations and for which the license had not been paid to be tied up or confiscated.

"After various discussions and negotiations with the city attorney's office and the licensing administrator, we were able to get a stay of action. I have been informed recently that Buena Park is revising its entire business license structure and it will also apply to bulk vending machines. In the meantime, no penalties have been imposed upon the operators on locations there.

"We were successful also in getting Baldwin Park to change from \$1 per machine to a flat rate of \$24. Pico Rivera amended its ordinance to a rate of \$2 per machine up to \$25. Whittier and Gardena gave assurance that during the next year (1964) license changes benefiting the operators will be made."

Were you successful in all of your contacts?

"No, but we have a good record, I think. We contacted the city of Oxnard (Ventura County) at the request of Len-Art Vending in that city. The matter was taken into consideration but the council voted against any change. Seal Beach, where we worked upon the request of Joe Arguelles of Joe's Vending Service, is on the fence and can go either way. The matter is being studied and I am to be advised of the disposition.

What is your policy for working on a license problem?

"When an operator member of the association brings to light that licenses are severe in an area in which he has machines, the association votes the action to be taken. If the majority want me to investigate and work on the problem, then we send a letter two or three pages long explaining the operator's side of it. We also point out the inequities and unfairness of the assessment. A hearing is requested and the matter presented in person. We also point out the alternatives which may be taken to give this operator some relief."

What is your goal in license procedure?

"Vending is a merchandising business and there is no difference between a man who takes a number of machines into a city and services them from his headquarters via truck and the man who opens the door to his store each morning. The selling is there, the method varies.

The merchant, however, may pay \$25 and do \$150,000 a year. The bulk operator may have to pay \$25 also and he can only dream of a \$150,000 gross. Here is the inequity. We try for a flat license or one based upon gross receipts. These, in my opinion, are fair:

### Background Music

• Continued from page 44

ments in their programming. Unlike the wired music programs, ours is a flexible service which we can always modify to meet a subscriber's needs."

According to Tom Borsella, Atlantic's service manager, maintaining and repairing playback equipment at the locations is a minor problem. The Seeburg units are designed for rugged operation and seldom give trouble even in locations operating on a 24-hour basis.

The biggest problems for Borsella and his crew come on changeover days, when hundreds of subscribers must have their background music libraries changed virtually overnight. The biggest headache of the year will come in a few days—on December 26 to be exact—when the Christmas music inserts must be cleared out of every library in the area.

On this day the entire service and installation force, and even the office help, are pressed into service to still the sound of Christmas past for another 11 months.

### Heat Treatment

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toward the cost of electricity.

Johnson by now has enough hot-nut machines to replace all of his cold-temperature models, many of them located merely by culling through the equipment rooms of his contemporary operators in the Washington area.

Wherever the old machines turned up there were usually one or two which he could buy at an attractive rate, replacing the electrodes with some of his own design, originally manufactured for use in electric irons.

Johnson feels that he could use from 50 to 75 more such machines this winter, and is currently advertising and co-operating with other operators throughout the Washington area in search of such equipment.

either one or the other. Los Angeles has a gross receipts tax."

What would you advise operators in other sections to do regarding unfair licenses?

"In this day of population explosion and incorporation of municipalities, I would suggest that they contact the license administrator when the city government is being formed. The point is to keep the ordinance off the books. It is easier to keep it off than to remove it once it has been recorded. Then, of course, present the operator's side. I think they will find nearly all city councils willing to listen, at least.

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**Billboard Photo Gallery OF NEWSMAKERS**



**HOW SWEET IT IS:** On January 14, one of the songs Frank Fontaine sings on the Jackie Gleason Show will be a new one, written by Gleason and Irving Caesar, entitled "How Sweet It Is." An ABC-Paramount single by Fontaine is ready for release and will also be included in his forthcoming LP. No musical slouch, Gleason has nearly 30 albums available on Capitol.



**ANKAS AWAY:** Paul Anka has just concluded his fifth international tour (this one included invitational performances for the Polish government) and is shown here as he docked in New York harbor last week with his beautiful wife Anne. They returned on the S.S. New Amsterdam.



**GRECO IN GERMANY:** French singing star Juliette Greco recently gave two concerts in Hamburg and two in Berlin. She is pictured here with singer Peter Beil and Wolfgang Kretschmar of Philips Ton. Come January, Juliette will appear in a new stage play by Francoise Sagan in Paris.



**HALE AND HARDY:** Francois Hardy, singing star who has scored mightily in France, Belgium, Italy and other European countries, added another nation to her string of victories last week by winning the popularity contest sponsored by the Spanish disk jockey "Discomania." Miss Hardy beat out a constant former winner, Connie Francis, as most popular foreign female singer in Spain.



**JANE, JANE, MOST UNPLAIN:** Voluptuous Jane Mansfield is leading lady to Germany's ace recording star, Freddy, in current album, "Heimweh Nach St. Pauli" (Memories of St. Paul), a musical based on the life of the saint. Album will be released here by MGM Records, which will also issue Freddy's first single (to the U. S. market), "Son Won't You Come Back," coupled with "Why Can't I Ever Be Lucky." Is he kidding???



**NASHVILLE SESSION:** Country vocalist Judy Lynn is shown during her initial recording session in Nashville. She is seen here with H. W. (Pappy) Daily, veteran producer for United Artists Records.



**SEEGER IN TOKYO:** Folk artist Pete Seeger, during recent tour of Japan and Far East, makes an appearance on NHK-TV, Tokyo. He is shown here with moderator and translator.

**FREEWHEELERS MAKE TRACKS:** Epic Records has signed a new folk group known as the Free-wheelers. Group consists of (left to right) Mike Maticunas, Gary Cogly, Wally Salaman and Jack McCarthy.

