

BBC Kennedy Broadcast Is Hot Item

NEW YORK—The record and radio industries were caught up in a hot controversy last week over the propriety of recording and broadcasting the song "In the Summer of His Years," the John F. Kennedy tribute which was first sung on the BBC program, "That Was the Week That Was." NBC rebroadcast the BBC program.

At press time, some seven single recordings of the had been issued, and more were scheduled. In addition, Decca Records acquired the rights to release the sound track of the BBC show—originally broadcast on November 25—and rushed out the album (see separate story). Millicent Martin, the EMI artist who sang the song on the BBC show and whose performance is included in the Decca album, was also represented on a single released here by ABC-Paramount. Other singles as of press time were Kate Smith on RCA Victor, Connie

Francis on MGM, Mahalia Jackson on Columbia, Tony Arden on Decca, Hettie London on Palanca.

Despite the fact that some of the royalties accruing from the song are to be given to charities or various causes, some stations refused to expose the disks. However, the diskeries involved felt in the main that their records were in good taste and indications were that they would not be withdrawn. Several of the labels involved said that they had already received considerable action on the disks as a result of air play by out-of-town stations.

'Blatant,' Says Paulsen

In New York, Varner Paulsen, program director of WNEW, said: "The records are a blatant attempt to commercialize on a national tragedy. The song as sung in the BBC-TV show of 'This Was the Week That Was' was a heart-rending and sincere performance. Taken

out of the context of the show it becomes something completely different."

Mark Olds, general manager of WINS, stated: "The song was part of an almost extemporaneous serious program tribute to the late President of the United States with no thought of commercialization of material. Station policy forbids capitalizing commercially on such a tragic event."

Ruth Meyer, WMCA program director, said: "WMCA does not believe in banning records. We played the original version from the BBC-TV program the day it was released. We felt it was of interest to our audience. It isn't any more . . . so we stopped playing it."

British Product

Meanwhile, an astute observer noted the curious (Continued on page 3)

DECEMBER 14, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

WESLEY ROSE IN LONDON

He Finds British Disk Industry In Better Shape Than Ours

By CHRIS HUTCHINS

LONDON — Soft-speaking Wesley Rose pulled no punches in comparing American and British recording industries. In an interview he said: "The recording industry in Britain is far more efficient and organized than it is in our country. "In America the trouble lies

in price cutting—discounts, discounts and more discounts—until product is finally being sold at less than its cost to manufacture. There is none of that here in Britain."

Rose quoted Dave Kapp (of Kapp Records) as having said recently "We are going through an era of profitless prosperity." Endorsing Kapp's words Rose warned "It could happen in Britain and will happen unless the leaders of the industry continue to protect the entire industry without selfishly thinking of their product alone.

Insidious Trend

"These discounts are a dangerous, snow-balling business. One company gives away so many records with every thousand and one of its competitors starts giving away so many more until the whole product becomes valueless to the manufacturer. It is refreshing to see a recording industry as I have seen it here," Rose said.

"In our country an artist may have a hit and decide to start his own label knowing nothing about the business. Where we probably once had six companies we now have something like 1,000—about 20 of which contribute towards the benefit of the industry."

Rose was in London to finalize the British release plans for his Hickory label with Pye managing director Louis Benjamin. Hickory will make its first appearance here in January and the disk chiefs are planning a launching party with several of the label's artists present.

In his suite at Claridge's, pipe-smoking Rose talked about his promotion plans for country and western music here.

"People have said to me c.&w. is not commercial in Britain but nothing is commercial until it is exploited. I don't believe that any of the record firms have tried to push it. Through our publishing con-

Continued on page 8

EDITORIAL

Crippling Censorship

One good omen is implicit in the controversy over the release of recorded versions of the song "In the Summer of His Years," first performed over the BBC in its tribute to the late John F. Kennedy. (See story on Page 1.) The concern over alleged commercialism indicates radio's desire to operate within the bounds of propriety and good taste. This is indeed commendable.

The song—and the recordings of the song — are considered models of good taste by most who have heard them. A distasteful impression may be created if the songs are not properly programmed—that is, if they are surrounded by blatant commercials. The obligation to see that this does not happen falls upon the broadcaster—not upon the record company, songwriter or publisher.

The recording medium is more than a medium of entertainment. It is a medium of communication. Just as a poet may be moved by great tragedy to pen some stanzas; just as a novelist might be moved to write a book, or a playwright a play, so may a songwriter write a song. In this way—through the impact of "event songs" and ballads—do momentous events enter the nation's body of folklore.

To hamper this process seems unwise and unfair. To set up obstacles which would stifle the dramatic impact of momentous events, transmitted through the media of songs and records and radio, would certainly result in a pallid record-radio industry.

Therefore, we take a dim view of such self-imposed and crippling censorship. We think the public should be given its opportunity to decide upon the merits of the various recordings—particularly in view of the fact that the original excitement over the song did not arise from promotional efforts of Tin Pan Alley or the publisher, but rather from a desire by artists to—in the quaint old phrase—make the song.

Diskeries Book Talk With AFM

By JACK MAHER

NEW YORK — The Record Industry Association of America (RIAA) has asked all record manufacturers to contract negotiations with the American Federation of Musicians (AFM) this Wednesday (11).

The current union contract with recording companies runs

out December 31 and the meeting called for between RIAA and AFM is the first in what looks like a series of talks which will determine wage scales and working conditions for musicians playing dates for major and independent labels.

The RIAA letter also called for a meeting of label executives following talks with the AFM. This board of strategy meeting is planned for the Empire Room of the Hotel Warwick immediately following the union negotiations. This meet will be an impromptu session in which manufacturers will discuss the new union demands.

It is believed that among the leading items on the union demand agenda are substantial per session raises for musicians participating in recording. This is for the standard record date which now runs two hours and 45 minutes. It is also reported that the union will demand that the standard recording session time be lowered from two hours and 45 minutes to two hours and 30 minutes.

Union sources stated that the AFM may also propose a change in the distribution of moneys derived from the Trust Fund; namely, that a larger percent-

age of these royalties be allocated to AFM members who actually participate in the recording dates. Some segments of the union for years have wanted such a change in the distribution.

Blaine Flicks Are on Way

HOLLYWOOD—Cosnat Distributors is expanding into film production. Jerry Blaine, head of the national distrib chain, announces the formation of Cosnat Film Productions following a merger with Maurice Duke Productions.

Filmery hopes to produce TV and theatrical properties and will be headed by Duke. First feature skedded is "The Day It Was Night," a science-fiction saga to be filmed in Germany next year as a co-production with Sam Wayneberg of Berlin.

Also on the planning boards are a bio of "Russ Columbo," and the stories "Banquet for a Failure," "Lucky Pierre" and "Merriest Widows."

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an inspired performance

TONI ARDEN SINGS "IN THE SUMMER OF HIS YEARS" DECCA 31576

FROM THE BBC TELECAST TRIBUTE TO JOHN F. KENNEDY

See Page 27

Kate Smith sings for all America
"IN THE SUMMER OF HIS YEARS"

WRITTEN FOR THE B.B.C.—TV TRIBUTE TO THE LATE PRESIDENT JOHN F. KENNEDY

C/W

"GOD BLESS AMERICA"

8285

KATE SMITH



RCA VICTOR 
The most trusted name in sound

BBC Kennedy Broadcast Is Hot Item

• Continued from page 1

fact that the controversy was not an outgrowth of Tin Pan Alley activity. Two Britishers wrote the song as part of the BBC tribute. Herbert Kretzmer wrote the words and David Lee the music. Lou Levy, president of Leeds Music, happened to be in a London apartment when the program was performed over the BBC.

He felt the song was a great piece of material and he acquired the copyright. Several artists, according to Levy—among them Connie Francis, queried the BBC to ascertain the publisher—and in this way the initial disks were cut. Levy notes he made no effort to promote the song—he merely urged that artists bear in mind the dignity of the material and exercise care in their choice of material for the flip side. Even if the publisher wished to stop the flood of records, this was impossible owing to the compulsory or automatic license provision of the Copyright Act.

Publisher Lou Levy and singer Connie Francis will donate their royalties to the family of Patrolman J. D. Tippit, who was shot in the Dallas tragedy, and to worthy causes. ABC-Paramount will donate a portion of the royalties to charities, and possibly others will take similar action.

Levy stated in part: "No one has ever been able

to explain the creative process. Whatever magic is involved . . . touched two young songwriters in London . . . when the news about President Kennedy came to them over the air. It was part of the BBC's tribute. . . .

"But songs are not made just to be sung and heard; they are created to be sung again and again. And so many fine artists have recorded this song: Connie Francis, Mahalia Jackson, Toni Arden, Kate Smith, Millicent Martin. Translations are being made in many languages; it is a song to be heard 'round the world. . . . It will be a part of every remembrance . . . royalties are being donated by many of those involved. . . . Our part in making this song is small, but we feel well rewarded."

As the week closed, discussion reached a high point, centering around the theme of what was the proper role of the music-record industry—and the radio industry—with regard to "event songs," in this specific instance a song dealing with one of the most tragic events in the nation's history.

Chicago View

CHICAGO—"In the Summer of His Years," taken from the BBC-televized tribute to the late President Kennedy on the program "That Was the Week That

Was," will have a tough time getting air play here, a check by Billboard indicated last week.

Though many local stations still haven't had time to review the numerous versions of the tune, those that did turned thumbs down.

At WIND, Westinghouse Group W station, Guy Harris termed the disk "lousey and maudlin." He said it was "hard to get specific . . . we reject a lot of records each week, this is one of them."

Gene Taylor, at WLS, the ABC powerhouse, said he had only heard the Connie Francis version and that he just "wouldn't touch it."

At WGN, Bob Bradford said he hadn't heard the record and would have to listen before making up his mind. He said the original was "beautifully done," but felt the record might be "out of context" on a commercial radio program.

Floyd Brown at WYNR, the big McLendon Corporation rocker, said he thought it in "poor taste to capitalize on such a tragic situation."

At WBBM, the CBS outlet, Len Schlosser said the records haven't been screened as yet. At WVON, the city's biggest r.&b. outlet, Lloyd Webb said the station had not made up its mind yet, though he did feel it was a good tune.

Report on Disk Scene Draws Malamud Fire

PHILADELPHIA—Jules Malamud, executive director of the National Association of Record Merchandisers, Inc., has taken exception to certain statements with respect to the record industry, which recently appeared in a syndicated story from United Press International.

The story was the result of an earlier article dealing with problems in the record business, which appeared in the October issue of Bravo magazine, by Richard Schickel. In the UPI

article the statement was made that shortly the Federal Trade Commission will sponsor a record industry Trade Practice Conference in an attempt to eliminate some of the problems within the various levels of the industry.

Malamud objected first to a statement saying that "record makers" asked for the FTC conference, and called this "untrue." (Editor's note: Some manufacturer associate members of ARMADA, but no manufacturer trade group supports the concept through wires and letters sent to congressmen and government agency sources.)

Malamud also called "harmful" a comment in the UPI story to the effect that illegalities in the industry are attributable to "sheer ignorance" on the part of industry members. A statement in the article that "records are shipped and sold almost entirely on consignment" was also questioned by Malamud.

A reference in the article that the record business has attracted "hoodlum attention through gang interests in juke box locations" was also attacked. A final issue was posed at the statement that the industry has 8,000 retail outlets. "NARM members alone service over 25,000 record

Decca Grabs Rights to BBC Kennedy Disk

NEW YORK—Decca Records has acquired the rights to release the BBC tribute to the late President John F. Kennedy on the TV show "That Was the Week That Was" in the United States.

The show sound track, which has been edited by Decca, was originally broadcast over BBC November 23. It was shown three times in the States by NBC, November 24. Negotiations for the track were begun between Milt Gabler of Decca and Peter Green, BBC sales rep here. Gabler also worked with John Grove, attorney for the British network, and producer Ned Sherrin. Royalties for the show, which Decca reports as being substantially higher than usual, will be donated by BBC to charity.

outlets," Malamud stated.

Malamud concluded that every attempt should be made within the industry to help dispel the public's image that the "record business is dominated by hoodlums and gang interests, ignorant businessmen and fly-by-night consignment operators."

JFK Record Urge on Rise

NEW YORK—The consumer demand for documentary material featuring the voice of the late President John F. Kennedy indicated in last week's Billboard seems to be intensifying.

The 20th Century-Fox label, which has an album culled from its Movietone News affiliate, "John F. Kennedy—The Presidential Years," has received strong reaction to its package. The album contains actual news reel sound tracks of the inaugural address by the late President and other prominent speeches.

The label has done little to promote the album, but produced it for educational and historical purposes. Outside of initial calls to distributors (to let them know it was available) no follow-through or hype calls have been made, but the label has been inundated with requests for the disk.

Capitol Has New Beatles Bashes

HOLLYWOOD—Capitol has completed negotiations with EMI for exclusive distribution of future recordings by the Beatles, internationally known British rock and roll group.

Group is coming to the U. S. for TV appearances in 1964 and Capitol will release the single, "I Want to Hold Your Hand" in mid-January. This single was originally released in England on November 29 and had over one million pre-release orders, the diskery claims.

The Pack & Wrap Make Boston Rack Healthy, Wealthy & Wise

BOSTON—How does a rack jobber make it big in the record business, to the tune of \$12 million annual gross sales? Cecil Steen, 39-year-old Bostonian and a 16-year veteran of the record industry who started his Recordwagon rack-jobbing firm only three years ago, offers several answers.

Recordwagon, which has grown at an annual rate approximately 50 per cent since its 1960 start, relies heavily on packaging and the wrapping of every album in a skin-wrapped pilfer-proof film, in Recordwagon's case, Cryovac Y film, a product of W. R. Grace's Cryovac Division.

According to Steen, "We spend \$190 a day for Cryovac and the cost is well worth it.

First of all, it fits the cover so tightly it gives the appearance of a lamination, giving a really crystal-clear display of the jacket. It also makes impossible the swapping of records back and forth between covers.

Steen also believes firmly in stocking catalog in depth. "We don't accept the cherry-picking concept. For example, we carry the entire Decca catalog. We also have in stock right now, at least seven of the various albums made by Ken Griffin. In this way, we're in a position to do a big special order business. In fact, we handle 500 to 600 special orders a day." All this adds up to Steen's own belief that the rack jobber should be a record man.

And Steen is. He started his disk career in 1947 with Colum-

DOUBLE NO. 1 SCORED BY THE SINGING NUN

CHICAGO—The Singing Nun has done what no other recording artist ever did before—have an album and a single from the album hit the No. 1 spot on Billboard's charts simultaneously.

In fact it's only the second time in history that an album and single (from the album) have been in the No. 1 spot at all. The records were "Little Stevie Wonder, the 12 Year Old Genius," and his single, "Fingertips, Part II."

Both spent several weeks in the No. 1 spot last spring, but the Little Stevie Wonder disks did not hit simultaneously, as did the Singing Nun.

The Nun's two disks have easily established themselves as the year's leading sellers. The LP has moved some 670,000 copies to date, the single close to 700,000, according to sales figures released last week by Lou Simon, Philips sales chief.

Although the Nun's LP is trailing the meteoric and unprecedented rise of last year's "First Family," it nevertheless is a more welcome sight as far as the record industry is concerned.

Hold Discs

For one thing, it is not being as mercilessly discounted as was the "First Family." For another, it is pulling people into record stores in a buying mood.

As one big Chicago dealer said, "The Singing Nun buyer—often as not—ends up with something in addition. Last year's 'First Family' buyer was only interested in one thing—'The First Family,' and that only at a price."

Both the Singing Nun's single and LP have now spent six weeks on Billboard's charts. According to sales projections by Simon, sales of both are expected to continue right up and through the holidays. As a matter of fact, Simon is predicting that the album will be a million-seller by the first quarter of 1964.

After a lull in sales following the assassination of President John F. Kennedy and Thanksgiving, Simon said sales immediately began climbing.

In New York Philips has moved 65,000 LP's and 65,000 singles; Boston, 66,000 LP's and 65,000 singles; Philadelphia, 40,000 LP's and 55,000 singles; Chicago, 65,000 LP's and 65,000 singles, and Los Angeles, 47,000 LP's and 35,000 singles.

Two Casters, Film Tracks In Victor Set

NEW YORK—RCA Victor's 12-album pop release this month spotlights two original cast Broadway show albums and the sound tracks or musical scores from three new Hollywood films.

Featured Broadway shows are David Merrick's "110 in the Shade" and "Jennie," starring Mary Martin. Elvis Presley's latest motion picture, "Fun in Acapulco," "Charade," composed and conducted by Henry Mancini, and the Otto Preminger production of "The Cardinal," are the offerings from the motion picture world.

Presley's latest hit, "Bossanova Baby," is the highlight of the "Fun in Acapulco" release. Other releases are by Bobby Bare, the Joe Daley Trio, the Womenfolk and the Villagers, and Jose Alfredo Jimenez. In addition there are three sets featuring collections of hits.

bia Records in Boston. Four years later he became sales manager for the Columbia Records Division of Allied Appliances. Then, in 1952, he started his own firm, Records, Inc., an independent distributing firm. This led to the formation in 1960 of his current, far-flung rack-jobbing empire, which was increased by 100 per cent with the recent Recordwagon acquisition of the Washington rack firm, Edge, Ltd.

The firm's present territory includes virtually the entire East Coast of the United States, Puerto Rico and along the southern part of the nation and the Gulf Coast as far west as Texas. Among the chains of outlets serviced are J. M. Fields, New

(Continued on page 40)

See Sustained Success For Pop Acts on Road

By REN GREVATT

NEW YORK — Big touring pop record act shows appear to be in for a sustained period of success, according to all current indications. At the time of peak interest in rock and roll in the late 1950's, such packages as Irvin Feld's "Biggest Show of Stars," put out by his Super Attractions combine, were terrific grossers.

Later, as the character of the pop scene began to undergo certain refinements, the pop tour business seemed to suffer. The grosses dwindled as too many tried their hand at booking the shows, thus overcrowding the field, with poor promotion behind most of them. The payola inquiry at various governmental levels also played its role in depopularizing the rock type package at the time.

Now, however, three big touring troupes have just completed or are about to complete lengthy sessions on the road and in all cases, bigger follow-up plans are in the making for next year, and in at least one case, the troupe will undertake a similar type of tour throughout Continental Europe.

Captain Clark

Deejay Dick Clark has been at the helm of two highly successful tours this fall under the banner "Caravan of Stars," a joint project of Clark and the William Morris Office music department, which is headed up by Rosalind Ross.

The current 31-day Clark tour embarked early in November and concluded Sunday night (8) in Norfolk. The Clark package grossed over \$35,000 in its first three dates on the most recent swing and featured Bobby Vee, Brian Hyland, Jimmy Clanton, Linda Scott, the Essex, the Jaynettes, the Ronettes, Little Eva, the Dixie Belles, Dale and Grace, Joe Perkins, Donald Jenkins and the Delighters, the Dovells, Paul and Paula, the Tymes and Jeff Condon.

Clark took a similar entourage out last July and in 19 dates the package grossed nearly \$500,000. Plans have already been set in motion for a third Clark package tour to hit the road for a month starting next March 28 for the Easter season.

Feld himself remains a kingpin in the pop tour picture, just as he was some years back, having just closed one of his most successful, big-money tours of all. His "Biggest Show of Stars," fall edition, has just closed a 28-day run playing big auditoriums in numerous major markets, featuring James Brown and the Famous Flames as the headliner. The all-Negro package, which included such acts as Marvin Gaye, Martha and the Vandellas, Doris Troy and the Drifters, among others, played major showcases like the Municipal Auditorium, Norfolk, the Mosque Theater, Richmond, the Kiel Opera House in St. Louis

VAN DYKE LP SETS RECORD

NEW YORK — A Command LP which features Dick Van Dyke has set a new record for production speed at the Enoch Light label. Session was recorded in Los Angeles November 22-24 and was in stores December 5. Set is titled "Songs I Like, by Dick Van Dyke."



BILLBOARD MUSIC EDITOR PAUL ACKERMAN presents award to Philips' Herb Rosen for the Singing Nun's unprecedented double-header. The disk made top spot on the album and the Hot 100 chart simultaneously.

and the Sam Houston Coliseum, Houston. The show did "very very well," according to Feld.

At the New Civic Center, a 13,000 seater in Baltimore, the show sold out as a ticket scale of \$1.75 to \$3.75, with, in Feld's words, "several thousand turned away." Feld has already blueprinted a spring edition to hit the road for the Eastern season next April and May for 45 days. Again headlining the indomitable James Brown and the Famous Flames. Brown's "James Brown Show" album on King has been a best-seller on the album charts for a number of months.

Motown Rolling

Meanwhile, Motown - Tamla Records in Detroit, has just closed a highly lucrative tour for its Motortown Revue, headlining a flock of stars on the two labels. The six-week tour played to capacity houses on close to half its dates. According to Esther Edwards of Motown, the tour concluded November 16 and 17 at the Fox Theater, Detroit, with standing room only audiences for eight shows over the two days. The total \$42,000 gross represented the largest box office gross for two days in the past five years for the theater.

The package featured the Miracles, Mary Wells, the Marvellettes, Kim Weston, the Contours, the Temptations, and on some dates, Little Stevie Wonder and Martha and the Vandellas in addition to Choker Campbell and his band. "We plan to send a tour out at least once a year," Miss Edwards said.

In addition, the diskery will send out a similar package of its own acts to Europe next spring, probably during April and May.

Jocks Tours Score

Meanwhile, in recent months, Murray (The K) Kaufman, leading WINS deejay in New York, George (Hound Dog) Lorenz and WWRL's Rocky Gee, have all held successful in-person clambakes in the New York metropolitan area featuring pop

disk acts. On another front, San Francisco jocks Tom Donahue and Bob Mitchell, both from KYA, staged successful rock shows at the Cow Palace there. Next big in-person show here will be again staged by Kaufman when he puts on his annual Brooklyn Fox Christmas outing, with another raft of top acts.

Connie Sets World Tour for April '64

NEW YORK—Connie Francis will undertake an around-the-world tour next spring which will feature a series of one-hour TV shows in each of 11 countries. Each show will be different and in each case the singer will perform material in various languages, including that of the country in which she is performing.

The tour will commence in Japan the latter part of April and will include visits to Hong Kong, Australia, Denmark, France, Italy, Germany, Spain, Belgium, Holland and England. It's expected that a show will also be done in Mexico, but details on this have not yet been completed.

The singer will be accompanied by a party of eight, including her manager, George Scheck; conductor, Joe Mazzu, and drummer, Bobby Grosso. Portions of the tapes of the various foreign shows are expected to be put together to form the basis of a later TV outing for the United States.

SON OF A GUN

NEW YORK — "That Lucky Old Sun," by Ray Charles, which hit the "Hot 100" last week at position 72, should have been listed as a Star Performer and the title printed in red. Billboard regrets the error and any inconvenience it may have caused.

Addis & Crofut Find Fast Bucks And Real Folk Music Don't Mix

By REN GREVATT

NEW YORK — Are fast-buckers and opportunists helping to ruin the budding folk bloom? Among those who think so are the world-traveling folk team of Steve Addis and Bill Crofut. The boys have taken a long look at the current folk traveling troupes and they've come up with a critical appraisal.

On the TV front, according to Addis, "The Hootenanny show on ABC-TV has done a lot of good. It has exposed many artists. Now they should attempt to present more folk artists representatives of the world, not just the United States.

"They could add a lot of interest by talking to the performers, finding out more about their art and what they stand for. As it is, the show was fine but I think it's losing its mass audience touch. They seem to have lost their nerve," the artist says.

Crofut added: "Perhaps there are just too many of our own people jumping on the folk band wagon. Too many of the newer performers aren't even musicians. Many of them too, tend to kill their own material by seeming to lack interest in it. They kid around and make fun of it and in a sense they give up on it."

Addis and Crofut also take issue with what they feel has become a common custom of the day. "Promoters," said Addis, "stamp the name Hoot on a show and they think they can get away with anything. They get one good act signed up and team it with a flock of mediocre acts. It's simply opportunism and the practice could very well kill the whole idea of the Hootenanny show."

One of the prime problems facing the folk field today, according to both boys, is that of obtaining worthwhile song material. There are so many folk acts cropping up now that it's not unlike the pop field, where, again, the competition for a hit song is so great. "I'd rather be washed out of the business because so many artists had so much good material," Crofut said, "than because the material was so slim all around that the field couldn't hold its own. There are some good writers now. Shel Silverstein is one and Bob Dylan is certainly another. But there needs to be less emphasis on protest. That too can be overdone."

Addis and Crofut, it has been said, have traveled the world around. As a result, they've added some unusual instruments to the collection they already play. Between them, they're at home on a Chinese Ch'eng, a 16-string affair, an Indonesian anglung and such Japanese instruments as a biwa and samisen, in addition to the slightly more commonplace harpsichord, piano, French horn, oboe, guitar and banjo.

"We've taken a world tour for the State Department," Addis remarked, "where we used elephants, rafts and jeeps to get to the concert halls. We took American music where we went and picked up much music from the lands we visited. It was a great experience, for instance, performing with the Burmese Symphony and doing some of their native songs and using native instruments. For us it was a real cultural exchange."

These international visits led later to a benefit program in

New York for "The Experiment in International Living," and still later to performances at parties by the United States mission to the United Nations, given here by Ambassador Adlai Stevenson.

Addis and Crofut have made it a sort of motto to stay with the cultural exchange idea right along. They like to mix their singing with their own pet projects. Two of these occupy their attention at the moment. First, there is their benefit work for the African-American Institute, in which they are helping raise funds to keep African students in school.

A second, and in their own words a "longer range" project, is raising money, through concerts and any other means at hand, to develop preventive medicine clinics in Kenya. They, along with Jo Mapes, Pete Seeger and the Juilliard String Quartet, have given their time and talent to this worthy goal.

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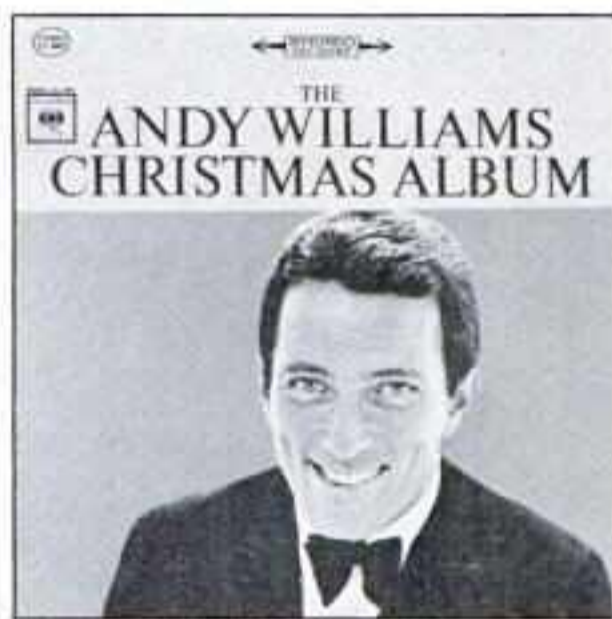
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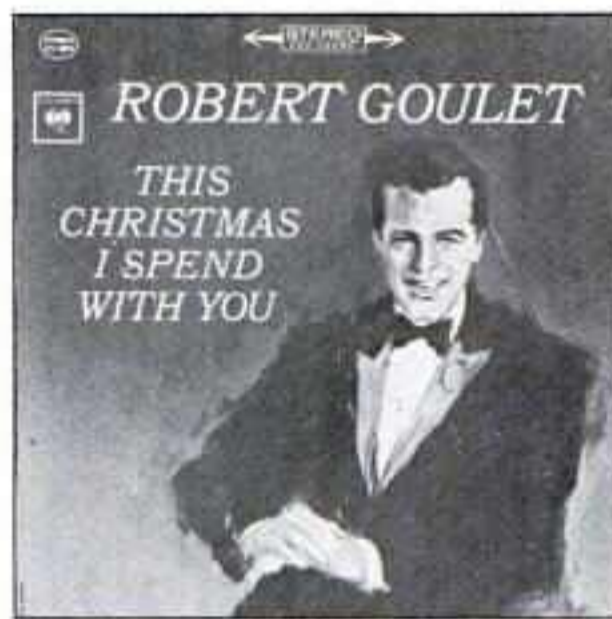
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CAN MATCH
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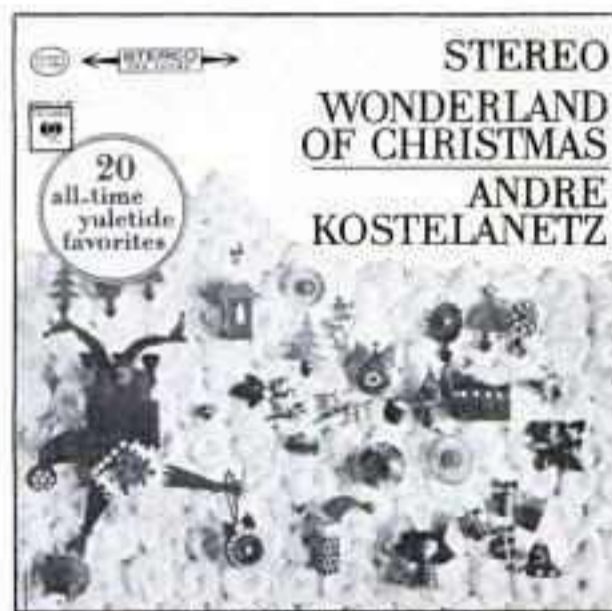
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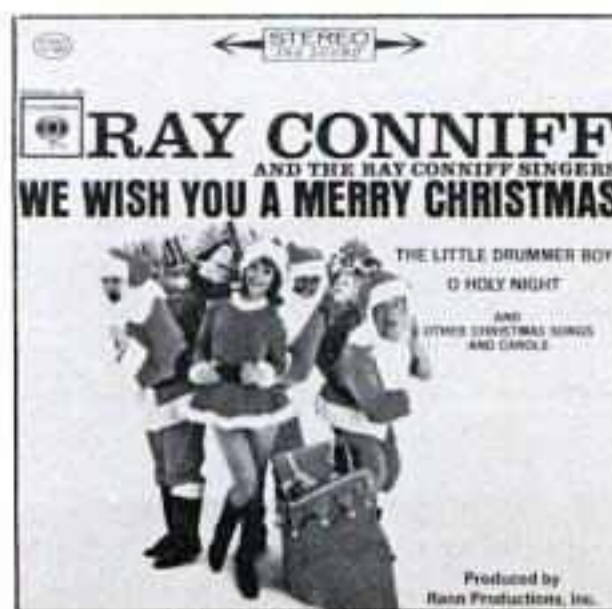
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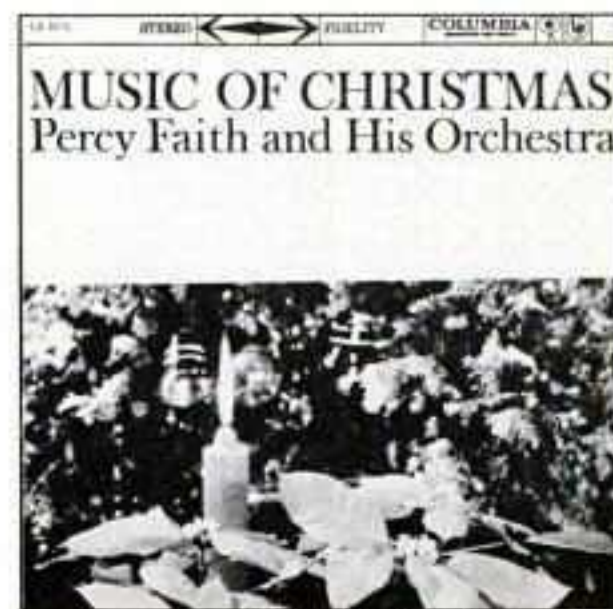
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Holidays Bring Big Acts to Quadrangle

NEW YORK—A flock of record acts played the college circuit in the last couple of weeks, and in some instances record shops experienced an upturn in business on those artists' albums—as a result of local promotion tied in with the play dates.

The Norman Luboff Choir, played to a near-capacity audience November 15 at Ohio State University's Mershon Auditorium, Columbus, Ohio. Billboard correspondent Sandor Polster reported that record dealers in the University area reported a slight increase in sales of Luboff's albums. The artist's newest package, "On the Country Side," will be released by RCA Victor in January or February. Luboff noted this is his first national tour: "Concerts are fun, it's the traveling that's hard," he told Polster.

At Cornell University's Bailey Hall, Ithaca, N. Y., Nina Simone, Herbie Mann and the Modern Folk Quartet played to an enthusiastic audience on November 19, according to campus correspondent Arthur Berkeley. Lent's Music Store stated the concert had an impact of sales—especially Herbie Mann product. The store also had in stock packages by Nina Simone and the Modern Folk Quartet. Another shop, Fred's, felt the concert had slight impact on sales, pointing out that "the acts were hot anyway."

Area stations tied in with the concert promotion. Mike Goldstein, program manager of WVBR, programmed the Modern Folk Quartet, Simone and Mann, and broadcast taped announcements of the concert by those artists. WMCU and WTKO also programmed some of the artists' material.

At the University of California's Harmon Gym, Berkeley, Calif., November 21, the Smothers Brothers drew an attendance of 4,000 and the audience demanded several encores. One record dealer, Record City, reported to campus correspondent David Freed that sales reaction was strong, following the concert. This shop

NEW YORK — Henry Allen has been named Atlantic Records promotion executive for the New York-New Jersey metropolitan area. Allen will report to Jack Fine, national promotion director. Allen has been with Atlantic for seven years and has handled many special promotion assignments.

sold out of the Smothers' album "Think Ethnic" and racked up sales on other Smothers' packages. Another shop, The Berkeley House of Music, reported sales increased only slightly; but this store specializes in classical product. Dave Birden, of Payler's Record shop, stated he had had a powerful sales reaction; that he had sold out of "Think Ethnic" and had reordered. A fourth dealer, Campus Records, noted some increase in sales, but not phenomenal.

Stations tied in with the concert. DeeJays Pete Taylor on KFOG, Roy Trumbull on KMPX programmed Smothers material.

At Cornell's Barton Hall November 9, the Four Preps played to 4,400, offering a program of ballads and comedy material.

Indiana University, between November 11 and 18, at Bloomington, Ind., played host to Peter Nero, Nat King Cole and Allan Sherman. Richard Cook, campus correspondent, reported that the university policy currently is to present pop concerts after home football games; that each aforementioned artists presented two Saturday night performances to capacity crowds. Of four dealers contacted, however, only one, The Whirling Disc shop, a downtown discount operation, reported a significant increase in sales. This shop utilized a window display — "the only attempt in the whole of Bloomington to capitalize on the personal appearances," according to Cook. Cook termed "appalling" the lack of dealer initiative in exploiting the personal appearances.

Ray Charles at the University of Rochester, Rochester, N. Y., drew a near-capacity crowd. Correspondent Richard Krain reported: "It is no exaggeration to say that the place went wild." Ray had with him his band and the Raelets. Record stores checked claimed that local radio stations gave no promotion to the personal appearance.

Della Reese and the Four Preps drew 8,000 (a sellout) November 8 at the University of Florida, Gainesville, Fla., and one week later the Smothers Brothers drew a similar crowd. Top Tunes Record Shop (J. B. Novogroski) reported terrific sales reaction on the Four Preps packages and Smothers Brothers packages following the November 8 and 15 dates, according to correspondent Bryan Grigsby.

JUDKINS NAMED BY NAMM FOR CONFERENCE

CHICAGO—Howard M. Judkins Sr., former president of the Society of Record Dealers, has been named to represent the National Association of Music Merchants at the forthcoming record industry trade practice conference, recently authorized by the Federal Trade Commission. Judkins also formerly served as chairman of NAMM's Phonograph Record Committee.

Other industry groups expected to participate in the upcoming series of conference sessions are the American Record Merchants and Distributors Association (ARMADA); the National Association of Retail Record Dealers (NARD); the National Association of Record Merchandisers (NARM), and various manufacturers. The conference, which will be convened sometime after the first of the year, is expected to take up possible solutions to many of the evils affecting the current record business.

The FTC trade practice hearings are expected to start in February of 1964.

Ben-Ven Ties With MGM

NEW YORK — Nick Venet's Ben-Ven Productions has linked with MGM Records for an independent production deal supplying them with pop and jazz singles, and pop and jazz albums to be released under the MGM label.

Venet, who recently resigned his producer's post at Capitol Records, is in partnership with Fred Benson in the Ben-Ven company.

Venet has produced such hit singles as "When I Fall in Love," "The Way You Look Tonight" and five top 100 albums with the Lettermen; a number of top single and LP sellers with Bobby Darin, the Beach Boys, and Ray Anthony.

Benson has been associated with the management of the Four Freshmen, Frankie Avalon, Nelson Riddle, Ray Anthony, and most recently Maury Wills, the Dodger Star.

Ben-Ven Productions retains Steve Douglas, former vice-president of Bobby Darin's T. M. Productions, as associate producer. James R. Silke has been appointed art director, and Joyce Shahin, Venet's secretary at Capitol Records, has moved to Ben-Ven in the same capacity.

Mantovani Signs for '64 Tour; Comments on Current Trends

NEW YORK — Mantovani, renowned British maestro, concluded his ninth annual United States tour last week after playing to more than 220,000 persons during the 56-concert trek. Before returning home late Wednesday (4) he signed for a 1964 coast-to-coast safari here and offered comments on the changing pop music scene.

Even the Mantovani sound, familiar and long-lasting as it may seem, has undergone change, according to the times. "Certainly our strings still predominate," said the batoneer, "but we've added a very marked guitar sound as well. Guitars are very popular in many fields of music. More and more I'll also use a trumpet or a clarinet solo with the orchestra. It gives our material a modern touch."

"We've changed some of our repertoire as well," said the man who first came here on a concert tour a decade ago. "The operettas used to be great favorites. They're out today and so are the tangos. One new thing we do in our tour is a 16-minute version of the 'Oliver!' score. When you hear 45 pieces playing that instead of the seven or so you hear in the theater, it's just great."

Mantovani, one of the few big record names to have lasted out a decade and to have achieved million-copy album sellers (he currently owns a dozen gold album records) continues to find great favor on the campuses, vying there with jazz and folk for students' interest. During the just concluded tour there were sellouts at Clemson, Virginia Polytechnic Institute, and two concerts were required

at Michigan State to answer the demand.

Are singles important to a Mantovani? "Of course they are and we'll just keep trying without compromising our principles. I think singles still appeal to youngsters and they're looking for rhythm. Anything goes in that field and I sometimes think we're just overdoing our music for the youngsters."

With respect to the possibility of using country music in the Mantovani repertoire, he noted, "Those songs are very good vocally, but most of them have too short a construction for orchestral use. It's the same way with hymns, which I've also wanted to try. But perhaps if we can find the right selection, we'll do it yet."

Victor Gets 'Foxy' Caster

NEW YORK — RCA Victor will record "Foxy," the David Merrick musical scheduled for a Broadway opening in February.

"Foxy" stars Bert Lahr with music composed by Robert Emmett Dolan and lyrics by Johnny Mercer. The show will play for one week at the Hanna Theater in Cleveland, starting January 4, and for a four-week run at the Fisher Theater in Detroit, beginning January 13 before moving to the Ziegfeld Theater here on February 13.

The original cast recording is slated for release in mid-February.

LATE SINGLE SPOTLIGHTS

Christmas

ALLAN SHERMAN

THE TWELVE GIFTS OF CHRISTMAS (Curtain Call) (3:23)—Sherman is as hilarious as ever with this wild take-off on the classic carol, "Twelve Days of Christmas," in which the repeating punch line has to do with a Japanese transistor radio. Could get great play and sales in remaining pre-Christmas days. Flip is "You Went the Wrong Way, Old King Louie." **Warner Bros 5406**

Pop

BETTY HARRIS

IT'S DARK OUTSIDE (Edi-Lou, BMI) (2:49) — Miss Harris recently burst on the scene with her first hit, "Cry to Me," which rose high on the charts. This smoky blue side with good shouting vocal done against an intriguing arrangement could be a fast follow-up. Watch it. Flip is "His Kiss" (Mellin-Trio, BMI) (2:48). **Jubilee 5465**

CONNIE FRANCIS

IN THE SUMMER OF HIS YEARS (Leeds, ASCAP) (2:30)—Here's one of numerous versions of this slow, minor-flavored, folkish material memorializing the late President Kennedy, which was first heard on the BBC-TV show "That Was the Week That Was." The side is already reported getting good play, and royalties are noted as being earmarked for the J. D. Tippet fund in Dallas. This version has a strong chance. Flip is "My Buddy" (Remick, ASCAP) (2:45). **MGM 13202**

MILLICENT MARTIN

IN THE SUMMER OF HIS YEARS (Leeds, ASCAP) (2:30)—Miss Martin is the British singer who did the original performance of this hastily written but highly effective Kennedy memorial song on the BBC-TV show, "That Was the Week That Was." It's a powerful performance and it can take its share of interest and play on this song. Flip is "If I Can Help Somebody" (Leeds, ASCAP) (2:37). **ABC-Paramount 10514**

DUSTY SPRINGFIELD

I ONLY WANT TO BE WITH YOU (Chappell, ASCAP) (2:32)—Here's Dusty's first single away from the Springfields group and it's a gasser. A rip-roaring rock sound, much on the lines of the Phil Spector approach with lots of rev'rb and dual-tracking adding to the effect. Could be big. Flip is "C'ice Upon a Time" (Unart, BMI) (1:50). **Philips 40162**



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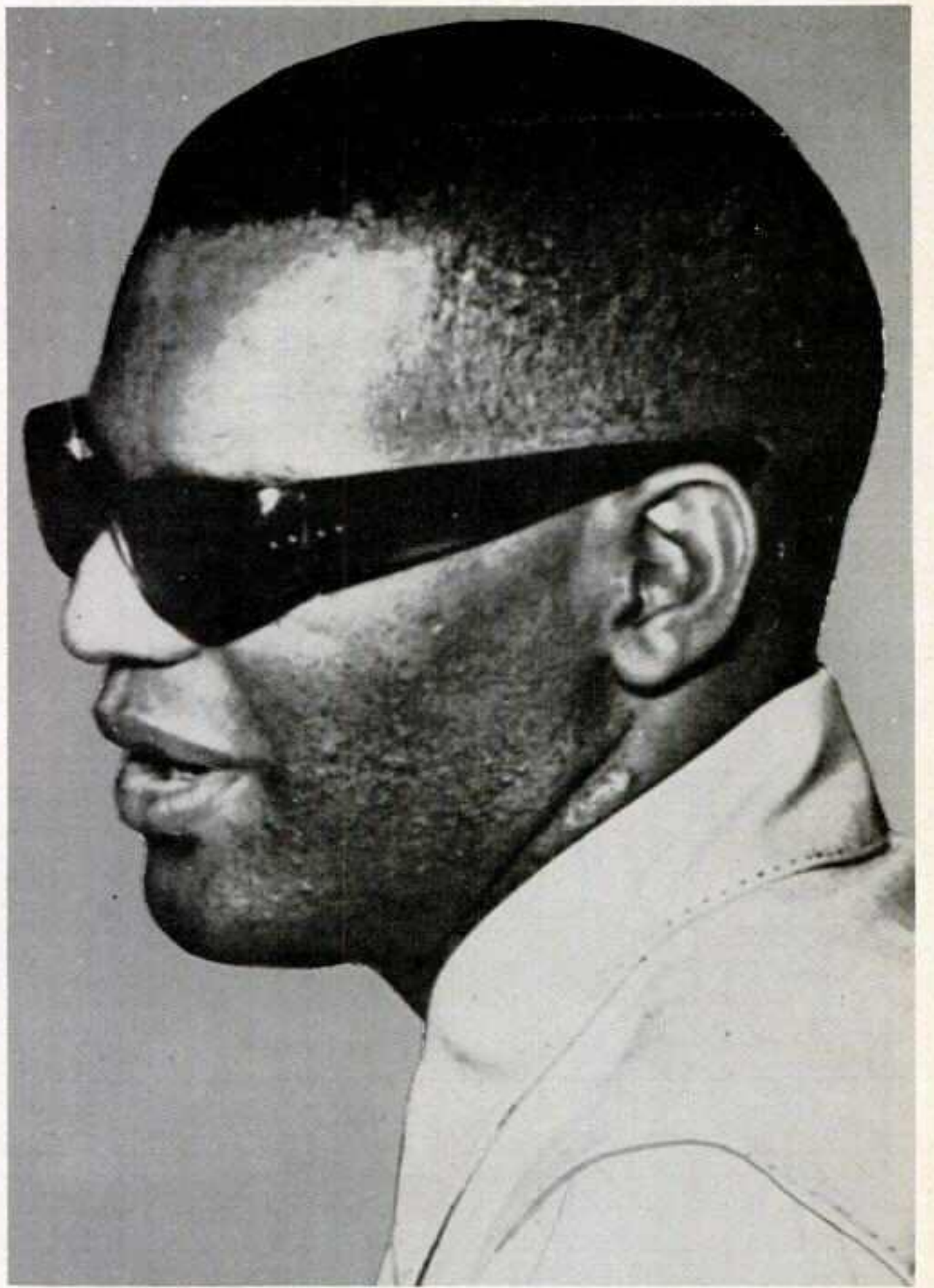
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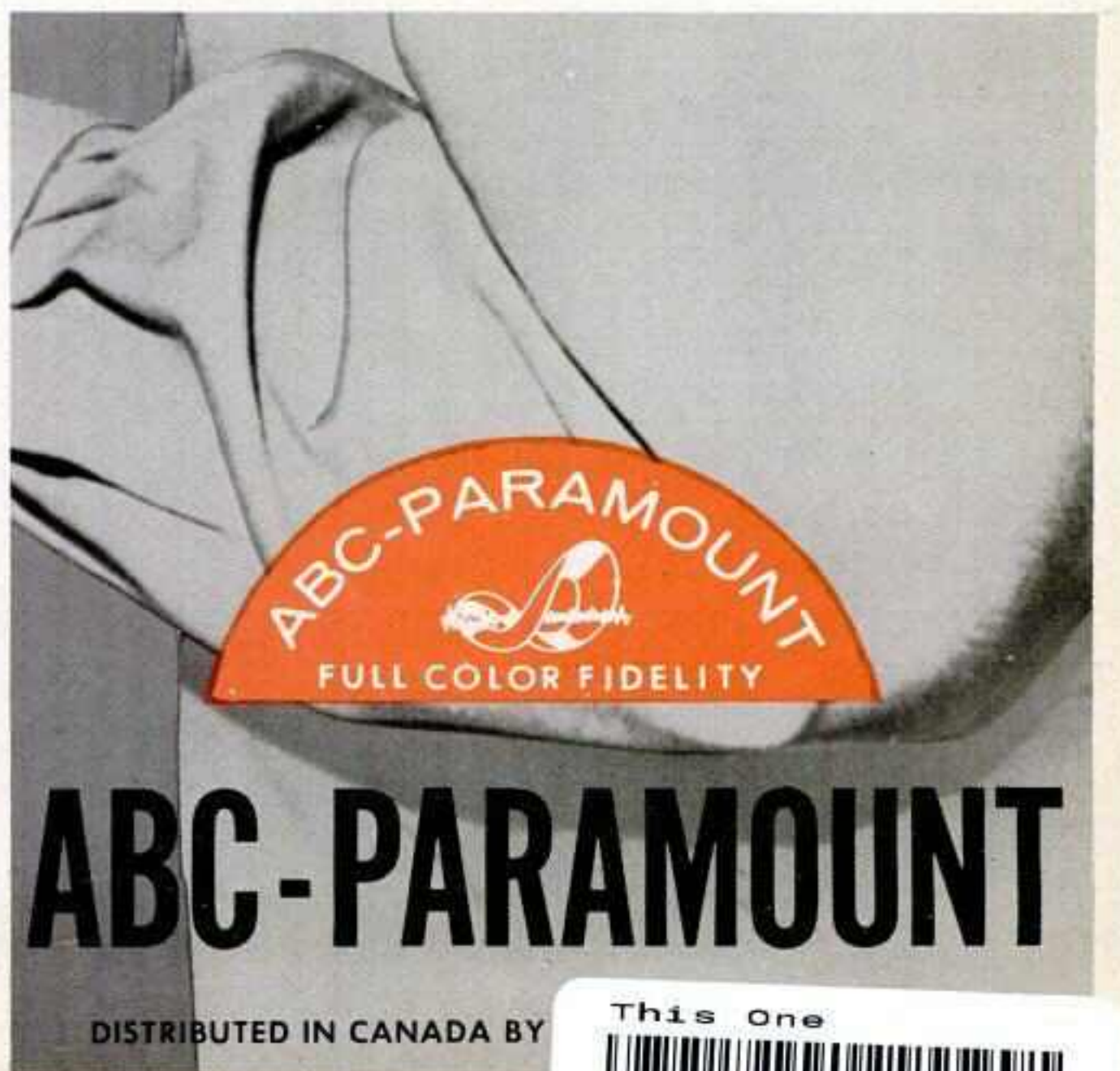
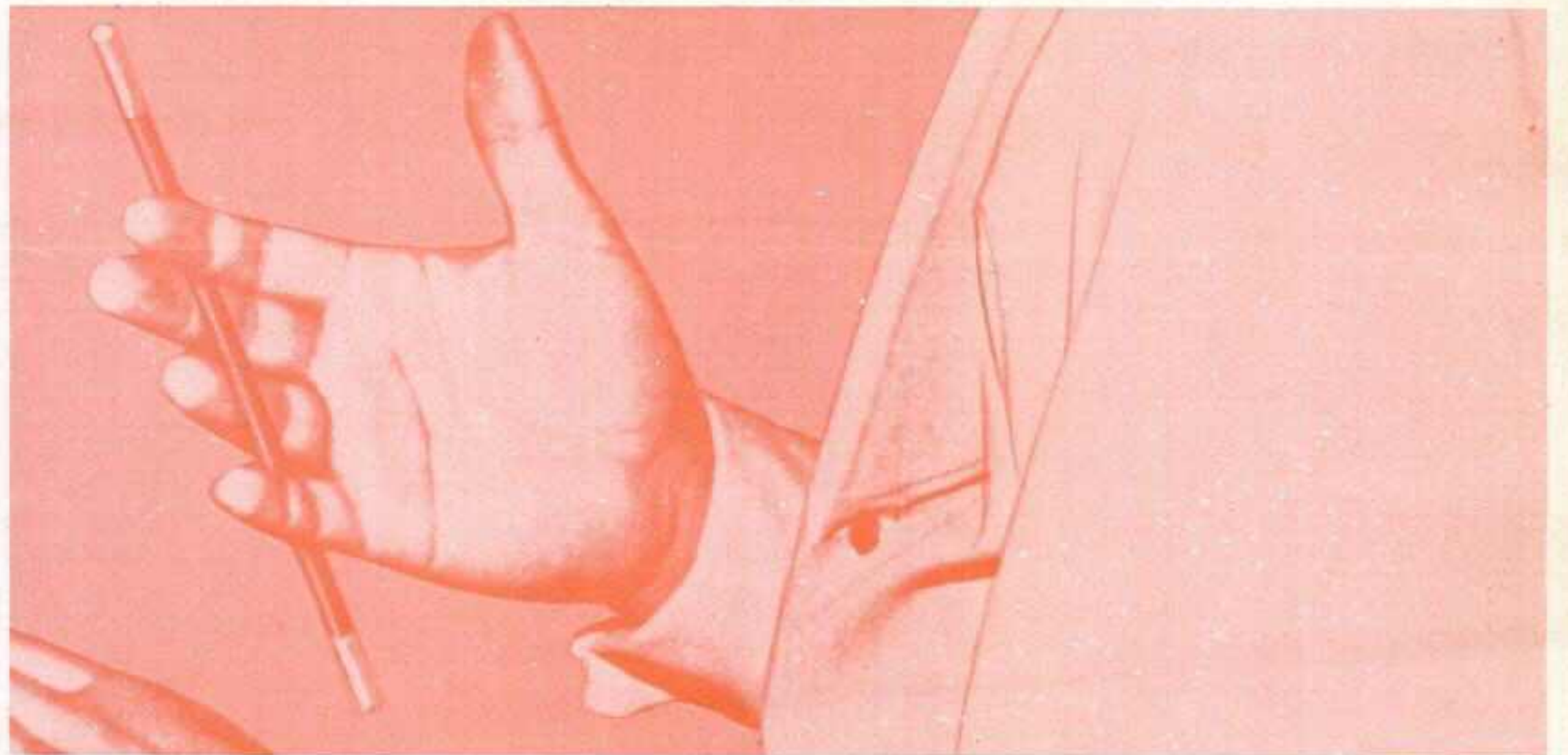
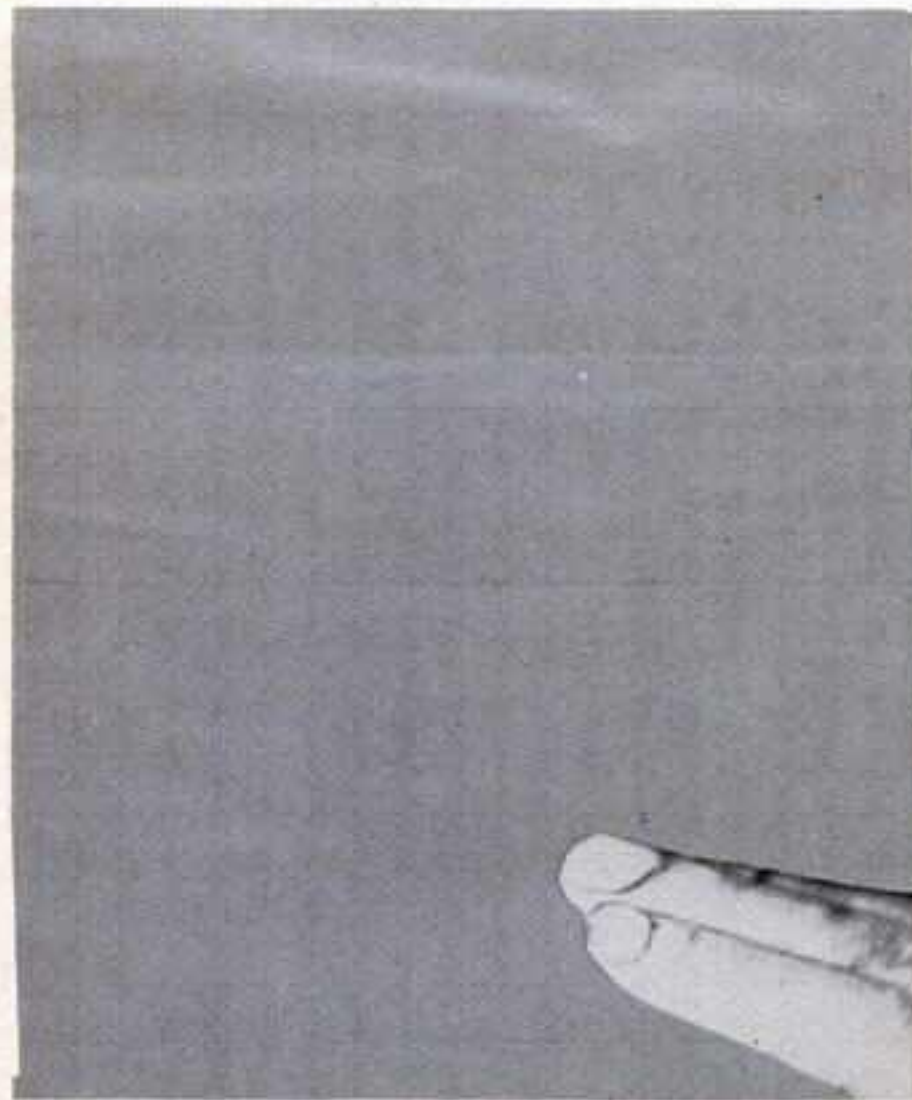
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Jubilee Four Signed By Epic Records

NEW YORK—Epic Records has signed the Jubilee Four to an exclusive recording contract, according to Bob Morgan, executive a.&r. producer for Epic. Group's initial single is due this week with the first album expected in January. The quartet appeared on the first Jimmy Dean ABC-TV show this season and were immediately signed as regulars on the show.

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Midwest Rack Jobber Buys Firm

CHICAGO—R. & R. Record Distributors, Franklin Park (Ill.) rack jobber operating through Illinois, Iowa and parts of Indiana, has purchased the record division of the Illinois News Service, Peoria, Ill., racking firm.

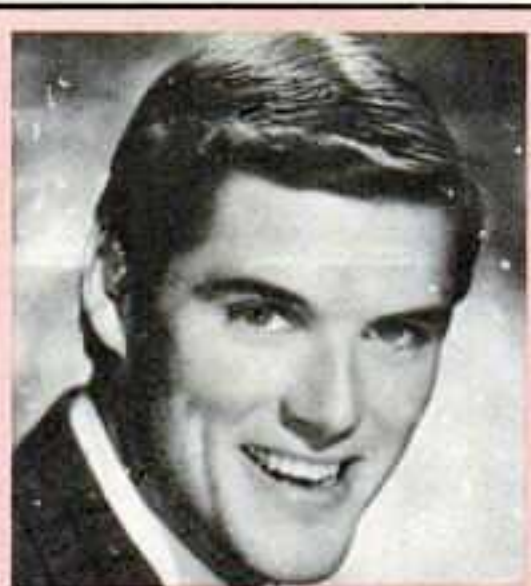
Illinois News, headed by George Siedler, services some 125 accounts with records, magazines and paperback books. R. & R. will take over the record operation only. R. & R.'s Peoria office, headed by Mary Kennedy, will handle the business.

R. & R. is owned by Ed Sundling and managed by Bob Kennedy here. The firm does an estimated \$1,000,000 worth of business yearly. The addition of Illinois News gives them an estimated \$250,000 in additional volume.

R. & R. Services such stores here as Grant, Polk Brothers (singles only) Walgreen's, Stine-way and J. J. Newberry. Details of the sale were not disclosed.

Licata Joins Pri-Max

CLEVELAND — Sal Licata, former national promotion manager of Big Top Records, has joined the promotion staff of Pri-Max here. The firm, headed by Marv Helfer, covers Cleveland, Pittsburgh, Detroit, Cincinnati and surrounding areas, and will soon include Buffalo.



TIM MORGON, a Fink Records artist. Tim's first LP, "Tim Morgon at the Prison of Socrates," has become the most controversial album on the West Coast. It was released 11 weeks ago in the back alley of the club where he has been appearing for 33 consecutive months. Without distribution, promotion or publicity, it has already sold over 3,000 copies.
(Advertisement)

Rose in London

• Continued from page 1

cerns we have found that this kind of music has a market all over the world. If the songs are liked then we believe that the people who create them and their records can be popular. Rhythm and blues meant nothing here until it was advertised, plugged and made available to the public and now it has an enormous market in Britain," Rose said.

He went on, "Country music is the music of America and the basic music of each country has become internationally popular at one time or another—the polkas from Poland and the waltzes from Austria are just two examples. Country

ASCAP Officials Meet Radio Group

NEW YORK—The negotiating committee of the All-Industry Radio Music License Committee met with officials of ASCAP last week concerning the terms of new ASCAP music licenses for the period starting January 1, 1964. It was the second meeting of representatives of the committee and the Society. Discussions are expected to continue, with new meeting times to be announced.

Present for the license committee were Robert T. Mason, chairman; George Armstrong, Storz; Robert Enoch, WXLW, Indianapolis; Herbert Evans, Peoples Broadcasting; William Morgan, McLendon; Elliott Sanger, WQXR, New York, and William Golub and Bernard Buchholz. ASCAP was represented by Stanley Adams, Jules Collins, Lou Weber, Jack Bregman, Buddy Morris and Jack Yellen, and attorneys Herman Finkelstein and Bernard Korman.

music was created by our people in the hills who had no contact with the outside world. In 100 years it will probably be referred to as American folk lore."

Rose went on to say he considered British television standards extremely high. A c.&w. show here would be "of educational service in surveying the history and cultural nature of another country's people."

Cherry Named Cedarwood Rep On West Coast

NASHVILLE — Bill Denny, general manager of Cedarwood Publishing Company here, has appointed Hugh Cherry as the firm's West Coast professional manager.

Cherry is presently affiliated with KFOX Radio, Long Beach, Calif., and for long has been one of the country's leading country disk jockeys. He was Nashville's first full-time country music deejay, and later served as emcee for WLW's "Midwestern Hayride" in Cincinnati for several years. He moved to California in 1958.

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CHRISTMAS RECORDS

CHRISTMAS SINGLES

Slight pickup in Christmas singles during Thanksgiving week, but the week's beginning, Monday (2), was the kick-off for many stations. Sales of Christmas singles during Thanksgiving week registered a little heavier than in previous weeks, but full over-the-counter activity was expected in the next few weeks building toward Christmas. Below is a list of the best selling Christmas singles to date. This chart will expand in number as the action merits and will run for three more weeks. Note: Many new Christmas singles have not yet had sufficient time to necessarily be reflected here.

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 **WHITE CHRISTMAS**, Andy Williams, Columbia 42894
- 2 **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox 429
- 3 **WHITE CHRISTMAS**, Bing Crosby, Decca 23778
- 4 **JINGLE BELL ROCK**, Bobby Helms, Decca 30513
- 5 **PLEASE COME HOME FOR CHRISTMAS**, Charles Brown, King 5405
- 6 **THAT'S WHAT I WANT FOR CHRISTMAS**, Nancy Wilson, Capitol 5094
- 7 **DO YOU HEAR WHAT I HEAR**, Bing Crosby, Capitol 5088
- 8 **YOU'RE ALL I WANT FOR CHRISTMAS**, Brook Benton, Mercury 72214
- 9 **SONGS OF CHRISTMAS**, Bobby Vinton, Epic EG-7215
- 10 **RUDOLPH THE RED-NOSED REINDEER**, David Seville & the Chipmunks, Liberty 55289
- 11 **JINGO JANGO**, Bert Kaempfert, Decca 31560
- 12 **THE CHIPMUNK SONG**, David Seville & the Chipmunks, Liberty 55250.

CHRISTMAS ALBUMS

A short Thanksgiving week had its expected effect on sales, but still slight increases of Christmas LP product was reflected. LP's are still registering greater sales activity than Christmas singles, but radio stations are now beginning to air the singles heavily. This chart will run for three more weeks and will expand as LP sales increase. Note: Many new Christmas packages have 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 **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
- 3 **SOUND OF CHRISTMAS**, Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
- 4 **MERRY CHRISTMAS**, Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
- 5 **THIS CHRISTMAS I SPEND WITH YOU**, Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)
- 6 **MERRY CHRISTMAS**, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
- 7 **ELVIS' CHRISTMAS ALBUM**, Elvis Presley, RCA Victor LPM 1951 (M) and/or LOC 1035 (M); (No Stereo)
- 8 **CHRISTMAS GREETINGS FROM MANTOVANI AND HIS ORCHESTRA**, London LL 3338 (M); PS 338 (S)
- 9 **SEASON'S GREETINGS**, Perry Como, RCA Victor LPM 2066 (M); LSP 2066 (S)
- 10 **CHRISTMAS WONDERLAND**, Bert Kaempfert, Decca DL 4441 (M); DL 74441 (S)
- 11 **CHRISTMAS SONG**, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
- 12 **CHRISTMAS HYMNS AND CAROLS**, Robert Shaw Chorale, RCA Victor LM 2139 (M); LSC 2139 (S)
- 13 **MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS**, Columbia ML 5222 (M); (No Stereo)
- 14 **CHRISTMAS WITH THE CHIPMUNKS, VOL. 2**, David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S)
- 15 **TWELVE SONGS OF CHRISTMAS**, Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)

OTHER CHRISTMAS LP'S RECORDING SALES

SONGS FOR CHRISTMAS, Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
CHRISTMAS GIFT FOR YOU, Various Artists, Phillies 4005 (M)
STORY OF CHRISTMAS, Tennessee Ernie Ford & Roger Wagner Chorale, Capitol T 1964 (M); ST 1964 (S)
MERRY CHRISTMAS CAROLS, Robert Rheim, Liberty LP 6006 (M); ST 7706 (S)
CHRISTMAS IN MY HEART, Connie Francis, MGM E 3792 (M); SE 3792 (S)
CHRISTMAS WITH CHET ATKINS, RCA Victor LPM 2423 (M); LSP 2423 (S)

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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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.

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 and Special Merit Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

JFK THE MAN, THE PRESIDENT

Barry Gray. Documentaries Unlimited, Vol. 1

A documentary autobiography of the late President featuring some of the actual news highlights of the assassination, his oath of office, inaugural address, press conference excerpts, the Berlin and Cuban crises, Mrs. Kennedy speaking in Spanish in South America and his last speeches in Houston and Dallas. Excerpted material is woven together by narrator Barry Gray.



POP SPOTLIGHT

TOM JONES

Sound Track. UAL 4113 (M); UAS 5113 (S)

The sales success of any sound-track LP depends largely on the acceptance of the flick by moviegoers. "Tom Jones" has received the raves of the critics and people have been queued in long lines to see the flick wherever it has opened. It may be expected that this original sound-track LP can find a solid demand among the moviegoers.



POP SPOTLIGHT

110 IN THE SHADE

RCA Victor LOC 1085 (M); ISO 1085 (S)

It appears that the theatergoer is reacting favorably to this new Broadway musical starring Robert Horton, Inga Swenson and Stephen Douglass. The score is pleasant and melodic and well performed. At present the LP chart has a generous representation of original-cast albums. No doubt lovers of the musical theater will want this one for their collection too.

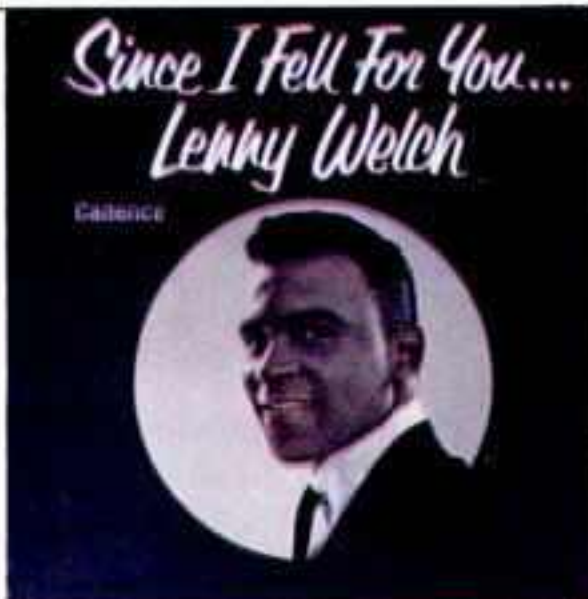


POP SPOTLIGHT

SINCE I FELL FOR YOU

Lenny Welch, Cadence CLP 3068 (M); CLP 25068 (S)

Lenny follows a system used by a good number of the hit artists today. He uses the title of his current hit "Since I Fell for You" and then links up a great many hits and standards of others for a fine easy-paced set. "You Don't Know Me," "I'm in the Mood for Love" and "Are You Sincere" are some of the better tracks.



POP SPOTLIGHT

JANE MORGAN SERENADES THE VICTORS

Colpix CP 460 (M); SCP 460 (S)

Included here are the theme and other standard-type tunes heard in the picture "The Victors." Miss Morgan sings them with a fine accomplished style and the album moves along with smart arrangements. Besides the theme from the flick, the set also contains fine readings of "Red Sails in the Sunset" and "Bless 'Em All."

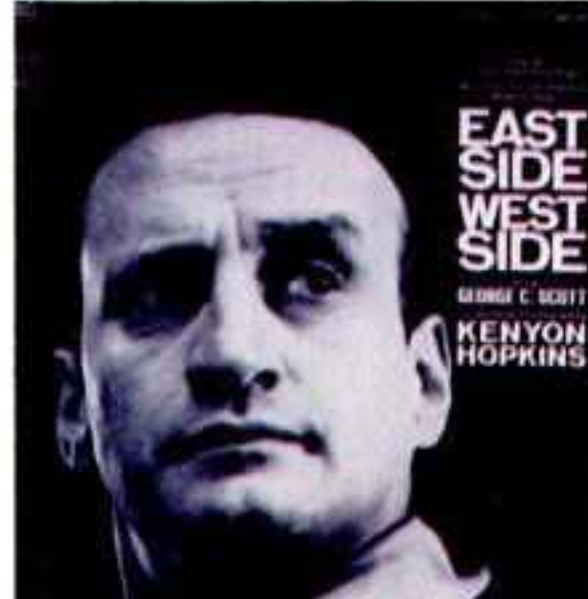


POP SPOTLIGHT

12 STRING GUITAR, VOL. 2

The Folkswingers World Pacific 1814 (S)

The first volume of this series achieved high chart position and there's good reason to believe this one will also soar. The instrumental set features great guitar work on hit folk items like "Don't Think Twice," "Lemon Tree," "Where Have All the Flowers Gone" and other well-known folk favorites.



POP SPOTLIGHT

EAST SIDE/WEST SIDE

Sound Track. Columbia CL 2123 (M); CS 8923 (S)

"East Side/West Side" is one of the most promising new TV series on the air this year, having received strong reviews virtually all the way across the board. Kenyon Hopkins, whose credits include scores for "Baby Doll," "12 Angry Men" and "The Hustler" in the movie field, has turned in a moody, expressive score which has musical integrity and dramatic impact. This package could become a sustained seller.



CLASSICAL SPOTLIGHT

STRAUSS: DON QUIXOTE Philadelphia Orchestra (Ormandy). Columbia ML 5915 (M); MS 6515 (S)

Of the 10 tone poems written by Richard Strauss, "Don Quixote" is often considered his most successful example of musical characterization. Ormandy's reading here could easily put the listener in absolute sympathy with that belief. Featuring cellist Lorne Munroe and violist Carlton Cooley, and the Philadelphia Orchestra, this is a powerful rendition of the work. There are only two competitors currently in the catalog. A brilliant, spacious performance and a total musical experience.



CLASSICAL SPOTLIGHT

RACHMANINOFF: PIANO CONCERTO NO. 1/PIANO CONCERTO NO. 4

Philadelphia Orchestra (Ormandy). Columbia ML 5917 (M); MS 6517 (S)

A particularly interesting coupling of the first and last of Rachmaninoff's piano concerti brings the young French pianist back with the Philadelphia Orchestra and Eugene Ormandy. The interpretations are musically thought out and beautifully executed. Should have wide acceptance.



CLASSICAL SPOTLIGHT

CHARLES MUNCH CONDUCTING THE PHILADELPHIA ORCHESTRA

Columbia ML 5923 (M); MS 6523 (S)

A strong package, drawing on the sales power of two top names. In this case, the former Boston Symphony conductor guests on the podium, batoning such works as Faure's "Pelleas and Melisande Suite," Ravel's "Valse Nobles of Sentimentales," and excerpts from Berlioz's "Damnation of Faust." The collection is bound to find much favor and the cover photo will attract attention.



CLASSICAL SPOTLIGHT

MENDELSSOHN: SYM. #4; SCHUBERT: SYM. #5

Stanislaw Skrowaczewski, Minneapolis Symphony Orch. Mercury SR 90356 (S); MG 50356 (M)

Two war horses back-to-back equals a pretty strong sales package. Conductor Skrowaczewski has just the right touch to bring out the "classical" elements in the style of these two "romantic" composers. He makes them sing with a youthful voice—all lightness and vigor. It is a strongly appealing album from any viewpoint.

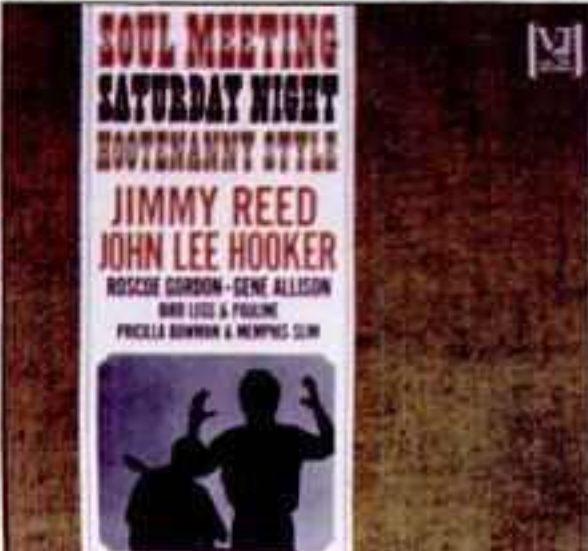


CHRISTMAS SPOTLIGHT

SING NOWELL

Elizabethan Singers. London 5809 (M); OS 25809 (S)

A fine blending of male and female voices, the Elizabethan Singers offer carols for Christmas and other festivals. The group is backed by the multipiped organ played by Simon Preston. Among the carols performed are "God Rest Ye Merry, Gentlemen," "Away in a Manger," and "Good King Wenceslas." Great holiday gift and listening.



RHYTHM & BLUES SPOTLIGHT

SOUL MEETING SATURDAY NIGHT HOOTENANNY STYLE

Jimmy Reed, John Lee Hooker & Various Artists Vee Jay VJ 1074

This is an album of fine r.&b. hit-makers performing some of their biggest hits. The tracks feature artists like Jimmy Reed ("Honest I Do"), John Lee Hooker ("Boom, Boom") and Pricilla Bowman ("Hands Off Him"). The album is a great blues package with fine singing these these and a host of other artists.



RELIGIOUS SPOTLIGHT

THE EARTH IS THE LORD'S

George Beverly Shea RCA Victor LPM 2753 (M); LSP 2753 (S)

Another powerful collection of performances, as heartfelt and sincere as any that have gone before, by Bev Shea, and at the Christmas gift-giving season, this kind of material can and should be especially effective. Nathan Scott's arrangements feature choir, organ and ark, supporting in such as "The Earth Is the Lord's," "Let the Lower Lights Be Burning," "When God Speaks," etc.

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.

CLASSICAL SPECIAL MERIT

VIENNA 1908-1914

Antal Dorati and the London Symphony Orch. Mercury SR 90316 (S); MG 50316 (M)

The musical and historical significance of Arnold Schoenberg and the composers he mentored, Anton Webern and Alban Berg, are presented together in this album, offering a fine opportunity to note the individuality in each of their styles. They were all, during this period, involved in early experiments with the 12-tone technique. The works are still fresh and exciting (and significantly, programmatic) and given intense performances.



Special Christmas Bonus from The Beach Boys
Little Saint Nick #5096

Their Single "BE TRUE TO YOUR SCHOOL" is now Top-Ten!





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

THE ORIGINAL TARRIERS

Kapp KL 1349 (M); KS 3349 (S)

The Tarriers are back and in good form too. This versatile folk group is quite at home with the great folk songs contained in the LP. Featured are "Lonesome Traveler," "The Banana Boat Song" (a big hit for the group a few years back), "Pick a Bale o' Cotton," "Dunya" and others. Good commercial folk wax.

POP SPECIAL MERIT

WE SHALL OVERCOME

Freedom Singers
Mercury MG 20879 (M); SR 60879 (S)

Here is an exciting group, the same one that caused considerable comment last summer at the Newport Folk Festival. The five (three girls, two men) are all young and sprung from the Southern Freedom movement, and their singing is a capella, and full of drive and basic excitement, just like that's done on the marches and the demonstrations. "This Little Light of Mine," "Freedom Train" and "Woke Up" are among those getting the driving, hand-clapping treatment.

POP SPECIAL MERIT

YOU'RE MINE, YOU

George Chakiris
Capitol T 1996 (M); ST 1996 (S)

Chakiris, the "West Side Story" man, is now a busy film maker, which can add promotional values to this set, which is strong enough to sell on its own merit. The baritone sings a number of romantic songs, all done to lustrous arrangements in a bossa setting by Bob Bain. Sound quality is especially good. "Love Is the Thing," "Beautiful Friendship" and "The Best is Yet to Come" are samples.

POP SPECIAL MERIT

WASHINGTON COMMITTEE

Various Artists
Double L DL 2302 (M); SDL 8302 (S)

The Washington Committee in this case is composed of a half dozen r.&b. and rock artists, including the label's head man, Lloyd Price, Wilson Pickett (with his recent hit "It's Too Late"), Baby Washington, Pookie Hudson, Wilbert Harrison and Billy Guy. The name line-up is strong enough to generate good action, even without stand-out hit content.

POP SPECIAL MERIT

ARTHUR GODFREY'S GOLDEN HITS

Contempo CT 3900 (M); CTS 6900 (S)

Arthur Godfrey's large following will find this package irresistible. The many who like a generous serving of the nostalgic good old sounds will revel in hearing Godfrey sing such grandies as "Seems Like Old Times," "Trail of the Lonesome Pine" and "Dance Me Loose."

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.

POP SPECIAL MERIT

A NEW BAG OF SONGS WRITTEN AND SUNG BY BILLY EDD WHEELER

Kapp KL 1351 (M); KS 3351 (S)

Wheeler's claim to fame to date has been as the writer of the Kingston Trio's hit "Reverend Mr. Black," but with this album debut, he's likely to achieve a broader audience. He has a style which combines both folk and country elements, a style which is given added impact by the extremely effective material, all of which is his own. The titles include "After Taxes," "Desert Pete," "Blistered" and "The Bachelor." Clever songs well performed.

CLASSICAL SPECIAL MERIT

HEROIC OVERTURES

Various Artists. Mercury-Curtain Up
SR 90359 (S); MG 50359 (M)

Mercury offers another fine addition to its "Curtain Up" series with four popular concert items, overtures to Rossini's "William Tell," Offenbach's "Orpheus in the Underworld," Suppe's "Poet and Peasant" and Bizet's "La Patrie." Each is given a brisk, dramatic reading with a rousing finale in each case, and should be a delight to the concert audience.

CLASSICAL SPECIAL MERIT

BRAVOS IN BRASS

Various Artists. Mercury-Curtain Up
SR 90360 (S); MG 50360 (M)

Frederick Fennell conducts the Eastman Wind Ensemble in a wide-range program of march favorites. Sousa is represented with "The Picadore," "National Game" and "Sesqui-Centennial Exposition" and "Solid Men to the Front." In addition to a variety of others is the popular "Colonel Bogey" march from "Bridge on the River Kwai." All are performed with breadth and spirit.

CLASSICAL SPECIAL MERIT

THE COMPOSER AND HIS ORCHESTRA, VOL. III

Eastman Philharmonia (Hanson)
Mercury MG 50357 (M); SR 50357 (S)

Howard Hanson, a great composer-educator in this country, performs his recent composition "For the First Time" on this disk. In addition, he offers a lesson in listening, with an analysis of the work at hand. Should be particularly recommended to that person who "loves good music" but "I don't understand it." His analysis is neither pretentious nor condescending. The music is very satisfying.

CHRISTMAS SPECIAL MERIT

SLEIGH BELLS, JINGLE BELLS, AND BLUEBELLES

Patti LaBelle and the Bluebelles
Newtown 632 (M)

A brand-new album was released just a couple of weeks ago with the gals doing new material mixed with their hits and here's a special holiday package that should also do its share of business. The group, with Patti taking the leads, works in a completely non-rock format here with main support from organ, chimes and rhythm. One side is almost all carols like "O Holy Night" and "Silent Night," while the flip contains "White Christmas," "Jingle Bells," etc.

CHRISTMAS SPECIAL MERIT

THE GLORY OF CHRISTMAS

Muriel Smith. Philips PHM 200111 (M); PHS 600111 (S)

Muriel Smith may be remembered to Americans as the star of the Broadway musical "Carmen Jones." Her career has since taken her to Europe. Here she offers a beautifully balanced program of holiday music, much of it not often heard. She displays consummate musicianship and interpretative artistry. Included are "Ring Out, Wild Bells," "The Three Kings From Persian Lands" and Brahms' "Lullaby." Deserving of close attention and promotion.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

WE SHALL OVERCOME

Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)

HOT ROD RALLY

Various Artists, Capitol T 1997 (M); ST 1997 (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.

KATE SMITH AT CARNEGIE HALL . . .

RCA Victor LPM 2819 (M); LSP 2819 (S)

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

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

GENE PITNEY MEETS FAIR YOUNG LADIES OF FOLKLAND . . .

Muscor MM 2007 (M); MS 3007 (S)

FRANK SINATRA SINGS THE SELECT JOHNNY MERCER . . .

Capitol W 1984 (M); DW 1984 (S)

JACK JONES WIVES AND LOVERS . . .

Kapp KL 1352 (M); KS 3352 (S)

HERBIE MANN LIVE AT NEWPORT . . .

Atlantic 1413 (M); SD 1413 (S)

BRANDENBURG GATE: REVISITED . . .

Dave Brubeck Quartet With Ork, Columbia CL 1963 (M); CS 8763 (S)

ON STAGE . . .

Mary Wells, Tamla 611 (M); (No Stereo)

TAKE TEN . . .

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

NIGHT TRAIN: THE OSCAR PETERSON TRIO . . .

Verve V 8538 (M); V6-8538 (S)

RETURN OF THE GUNFIGHTER . . .

Marty Robbins, Columbia CL 2072 (M); CS 8872 (S)

MAKE THE WORLD GO AWAY . . .

Timi Yuro, Liberty LRP 3319 (M); LST 7319 (S)

THE SOUND OF THE WONDERFUL TYMES . . .

Parkway P 7038 (M); SP 7038 (S)

TWELVE STRING GUITAR, VOL. II . . .

Folkswingers, World Pacific WP 1814 (M); ST 1814 (S)

BILL COSBY IS A VERY FUNNY FELLOW RIGHT! . . .

Warner Bros. W 1518 (M); WS 1518 (S)

THE PAGE 7—AN EXPLOSION IN POP MUSIC . . .

Page Cavanaugh, RCA Victor LPM 2734 (M); LSP 2734 (S)

CHRISTMAS SPECIAL MERIT

THE BIRTH (A STORY OF THE NATIVITY) (2-12")

Pete Seeger. Philips PHM 2-300 (M)

This tender account of the nativity was written by the late Scholem Asch. It is delivered in an appropriate straight-forward fashion here by Pete Seeger. On Side 4, Seeger sings a fine selection of Christmas carols, including "Behold That Star," "Mary, What Are You Going to Name That Pretty Baby" and "Lo, How the Roses Are Blooming." Handsome packaging and art work.

LATIN AMERICAN SPECIAL MERIT

JAVIER SOLIS SINGS HIS LATEST HITS

Columbia EX 5109 (M); ES 1809 (S)

The soft, crooning style of tenor Solis is neatly showcased here against a slick mariachi ork with beautifully full and colorful trumpet sounds. The latest in a long series, the chanter sings a series of Mexican-styled romantic songs with titles like "Carabela," "Esta Duda," "Media Vuelta" and others.

COMEDY SPECIAL MERIT

TONY WEBSTER'S MARRIAGE COUNSELOR

Verve V 15040 (M); V6-15040 (S)

This is certainly a funny album! Many a happily married couple will get a chuckle or two out of most of the bands. A good deal of the material is suitable for air play and many of the cuts are less than 60 seconds long. The other material should be great for parties or as a warning for those who are about to tie the knot.

EDUCATIONAL SPECIAL MERIT

PASAPORTE AL INGLES

Columbia CFL 6

Columbia's fine language series offers here a course in English for the Spanish-speaking population. It consists of 12 7-inch 33's (each side representing one lesson), a lesson booklet, plus a Spanish-English dictionary. It represents the latest techniques in "quick results" education, making wide use of idioms and drawing a definite line between English as spoken in America as opposed to England.



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

THE NEW WORLD SINGERS

Atlantic 8087 (M)

THE HOOTENANNY STAR

JO MAPES
Kapp KL 1347 (M); KS 3347 (S)

THE GASLIGHT SINGERS

Mercury MG 20848 (M); SR 60848 (S)

HOLLYWOOD HOOTENANNY

Various Artists. Horizon WP 1631 (M)

JAZZ

THE ROLAND KIRK QUARTET

MEETS THE BENNY GOLSON ORCH.
Mercury SR 60844 (S); MG 20844 (M)

COUNTRY

HARD TIMES

Stanley Brothers. Mercury MG 20884 (M); SR 60884 (S)

THE COUNTRY STYLE OF THE

DIXIE GENTLEMEN
United Artists. UAL 3296 (M); UAS 6296 (S)

BIG HOWDY FIDDLIN' COUNTRY

STYLE
United Artists. UAL 3295 (M); UAS 6295 (S)

FOLK

JIMMY REED PLAYS 12 STRING

GUITAR BLUES
Vee Jay VJLP 1073 (M)

THE SOUND OF TWELVE STRING

GUITAR & BANJO
Folkniks. Life L 1017

THE BEST OF PEGGY SEEGER

Prestige Folklore 14016

GOT A MIND TO RAMBLE

Tom Rush. Prestige Folklore 14003

TRUBLE IS A LONESOME TOWN
Lee Hazlewood. Mercury MG 20860 (M); SR 60860 (S)

COMEDY

THE COSA NOSTRA STORY

The Second City Players. Smash MGS 27045 (M)

SACRED

WALLY FOWLER'S ALL NIGHT SING

Various Artists. Songs of Faith SOF 114

LOW PRICE POPULAR

SURFER'S HOLIDAY

The Nep-Tunes. Family FLP 152 (M); SFLP 552 (S)



THREE-STAR ALBUMS

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

POPULAR

HOOTENANNY

Tommy Scott's Hollywood Hillbillies. Family FLP 153 (M); SFLP 553 (S)

GUUS JANSEN'S HAPPY HAMMOND

Life L 1016

SATURDAY'S CHILD

Hoyt Axton. Horizon WP 1621 (M)

EAST MEETS WEST

Lionel Hampton & Miyoko Hoshino. Glad Hamp GH 1007

FOLK

JACK ELLIOTT SINGS THE SONGS OF WOODY GUTHRIE

Prestige Folklore 14011

SPOKEN WORD

A TREASURY OF THOUGHTS TO LIVE BY

Melvin Douglas. SIR L 422

SACRED

CROWN HIM KING

Tennessee Harmonizers. Atwell LPA 1551

INTERNATIONAL

POLISH DANCES WITH VOCALS

Various Artists. Bruno BR 50201

Rarely can such understatement be
significantly afforded.

Brook Benton has a new hit ballad

(a very timely one, indeed).

“YOU’RE ALL I WANT FOR CHRISTMAS”

MERCURY RECORD NO. 72214

FILM REVIEW

Yocks, Music, Spies
Make 'Charade' Tops

"Charade," starring Cary Grant and Audrey Hepburn and with music composed and conducted by Henry Mancini, should be as potent a box-office draw as has come along in a good spell, and the resultant sound track album and single (with chorale backing) should do equally well, just cashing in on the film's popularity. This is not giving the music—which is excellent—its proper due.

The score is imaginative, fresh, hauntingly melodic, and does much to build the mood of the flick. Main emphasis, however, is bound to be on the strange combination of chilling mystery and comic suspense that "Charade" manages to convey.

The film contains four mur-

ders — all dramatically illustrated with proper amounts of blood and grimaces of the corpses. But in between, it's filled with laughs (if this anomaly is conceivable). So tastefully is everything blended together, that one gets to the end of the picture scared stiff, but chuckling out of the corner of his mouth. Cary Grant is his usually charming self, Miss Hepburn the coy coquette, the setting is European and the plot involved with spies, counter-spies, Secret Service, OSS and a liberal sprinkling of French gendarmes. It's a delightful—if unnerving — two hours, done in glorious color, and the end result is a solid plus for the motion picture, recording and other lively arts. **NICK BIRO**

IN CHICAGO

After Barbra—What Else?

It would be laboring a cliché to say that Barbra Streisand's first Chicago concert at McCormick Place's Arie Crown Theater last week was a smash success, but in all honesty, what else is there to say? Both the Friday and Saturday evening performances were sellouts, and the one witnessed by this reviewer produced one of the most enthusiastic audience reactions heard in a long time.

The magic that this wispy, seemingly awkward former New York telephone operator has over her audience is difficult to describe. On the one hand, there's her appearance—literally defying imagination. The costumery appears to be taken from a Calvin Coolidge commemorative issue of the New Yorker, and even—believe it or not—coming out in the second half of the concert with a foot-high wig, exotic hairdo and slinky gown.

On the other hand, there's

Barbra's voice — a fabulously wonderful, pure thing—with an equally wonderful personality that has a disarming appeal all its own. Who but a Streisand would or could take a ditty about a "Big Bad Wolf" and make of it a sophisticated cabaret-type rendition. Or a thoroughly worked-over "Coloring Book" and bring to it something creative and new. She did these and "Who Will Buy" and "Lover" and "Cry Me a River," and a funny ditty about getting caught in a dentist's chair and a host of other (some barely recognizable) tunes, all to the delight of the 5,000-some entranced Streisand-ophiles who never did quite seem to want her to stop. Barbra's first Chicago appearance at Mister Kelly's last summer was successful enough, but after last weekend at McCormick Place, you have to say Chicago's her own. **NICK BIRO**

UPSTAIRS

The Party Is Down the Middle

Manhattan's Upstairs at the Downstairs has another bright, funny revue on stage called "Twice Over Nightly." The show, while it does not shimmer with the biting satire of previous

outings, is still a solid two hours of fun.

The cast of five is superb. Jane Alexander and Marie Louise Wilson take care of the distaff duties while Paul Dooley, McIntyre Dixon and Richard Libertini are their male counterparts. All are deft practitioners of deadpan and take, and all enormously versatile switching from one character guise to another. The direction is by George Morrison and the producer is David Shepherd.

Like so many of its forerunners, "Twice Over Nightly" is a fast-paced montage of slices of life looked at through a comic prism. For material, however, Messrs. Shepherd and Morrison have taken general subjects in American life rather than building skits upon the political, psychological and topical items of former shows as produced by Julius Monk and Ronnie Graham.

The show is filled with such subject matter as the contemporary card shop, a capsule history of the theater, the exurbanites' dilemma, and a hilarious five minutes in which four drunks and a drifter sing a mad

Comic Sets
Up Shearing

George Shearing automatically connotes the blending of modern jazz pianistics with Afro-Cuban rhythms. Ronnie Shell may mean nothing now, but with the right breaks, some national TV exposure and an alert record company behind him, the young comic could become a truly important name in show business. He certainly fractured a packed house Saturday (30) with his interpretations of TV commercials, lip syncing on "I Love Paris" disk with appropriate facial expressions and corny wig and fast-paced cameo routines.

When Shell left the stand, the audience which had come initially to hear the Shearing Quintet, couldn't have been in a happier, more receptive mood. And when Shearing opened with Ray Bryant's "Later," a hush filled the large room which earlier had rocked with laughter.

For this engagement in a Los Angeles suburb not far from where George and his wife reside, Shearing hired vibist Gary Burton, drummer Stan Levy while using bassist Al McKibbon and Latin percussionist Armando Peraza. Mike Gutierrez replaced Levy on the Latin numbers on timbales.

On Burton's own composition, "Jazz Bop," described as a canon with bop phrases, the two melody instruments played, polyphonically, which allowed for flashes of Burton romping against the elder pianist. Shearing next followed with a classically chordal solo on "Days of Wine and Roses." From then on, the program held a Latin flavor with Armando Peraza in complete command of his congas and bongos. **ELIOT TIEGEL**

J. Loudermilk
Set for Tour
Of S. Africa

NASHVILLE—John Loudermilk, RCA Victor artist and Acuff-Rose writer, left Thanksgiving morning for a South African tour which will include stops at all of South Africa's major cities. Other Nashvillians who will tour with Loudermilk are Bobby Dyeson and Jimmy Isbell.

Cities to be visited in Africa include Johannesburg, Durham, Port Elizabeth, New London and Capetown. Loudermilk will headline the tour with Duane Eddy.

The group has stops scheduled in London, Paris, Milan, Rome and Cairo, where RCA staffers will take them on tours of each location. The group will return to Music City after Christmas.

CHICAGO — The Caravelles are following up their currently hot single, "You Don't Have to Be a Baby to Cry" with an album of the same title. It's the first LP for the English duo. Included in the LP are eight standards and four original tunes.

version of "Twelve Days of Christmas."

There is, too, a very funny lecture, with appropriate demonstration, of late-to-work excuses. In all, "Twice Over Nightly" is a happy, middle-of-the-road show that plants many laughs in its two-hour running time. **JACK MAHER**

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.

THE KINGSMEN
(Wand)

NAMES: Lynn Easton, Gary Abbott, Don Gallucci, Mike Mitchell, Norm Sundholm. **AGES:** Lynn, 19; Gary, 20; Don, 16; Mike, 19; Norm, 17. **HOME TOWN:** Portland, Ore. **BACKGROUND:** Lynn Easton organized the Kingsmen as soon as he entered Portland's David Douglas High School. The group originally consisted of three members (Lynn, Gary and Mike).

They worked a great deal this past six years in a variety of mediums in the Northwest, such as fairs, fashion shows, TV commercials, dances and one-night tours. For the past year the group has been the house band for Portland's teen-age night spot, the Chase. Their first album was recorded at the Chase by producer Jerry Dennon. Though the boys keep pretty busy with their music, Gary is also a barber and Mike is a clothing salesman.

LATEST SINGLE: "Louie Louie" mad-dashed it to the No. 2 spot on Billboard's Hot 100 in its sixth chart week.

MUSIC AS WRITTEN

HOLLYWOOD

Good Time Singers failed to appear for their Saturday (30) seg at the Troubadour. Folksters were taping an **Andy Williams** TV seg and failed to notify the club that they'd be late... **John Green** is the music director for the 36th annual Oscar show set for April 13... **Jack Jones** taped a **Judy Garland** TV show last week. He opens at the Diplomat Hotel, Miami, December 26... **Mercury** held a small trade-press bash to introduce new artist **Lee Hazlewood's** "Trouble" album... **Gerald Wilson** started work on his next World Pacific big band album... **Brook Benton** brought his husky voice to Basin St. West last Wednesday. **ELIOT TIEGEL**

MEMPHIS

Edward J. Kissack, a.&r. director for London Records' American group, did some good-natured leg-pulling the other day when he came in to sign a distribution contract with Pen Records to handle records on artists **Martha Gaye** ("a young Dinah Washington") and **Sherry Jenkins**. London also distributes for Hi Records of Memphis. Kissack told **Robert Johnson**, columnist of The Memphis Press-Scimitar, that he wished **Joe Cuoghi**, president of Hi, would record some singers as well as the highly successful instrumentals Cuoghi turns out with **Bill Black's** Combo and **Ace Cannon** and his combo. Johnson put it in his column—

and they're waiting to hear what Cuoghi's reaction is.

TALENT
TOPICS

CHICAGO

Gene Autry's Sahara Inn is becoming a mecca for WBBM performers. **Ollie Raymond's** orchestra has long been a standard. And last week, the **Arbors**, who filled in for ailing **Harry Richmond**, were extended for an indefinite period... The **Thunderbirds**, five local boys, have their first single coming this week on Ermine... **Betty Johnson** has an interesting Christmas tune that was grabbed up by World Artist. It's "Wednesday's Child," and was aired by Betty locally when she appeared here last month... **Jean O'Brien**, who recently left her agency position with Associated Booking Corporation here, is now settled in her new Walton Street offices. She heads her own personal management firm and just signed **Will Mercer** to a recording pact with **Ewart Abner's** Constellation label... **Cliff Duphiney**, Decora-Amphora artist, is at Gene Autry's Celebrity Room... **Dick Gregory** helps Mister Kelly's celebrate its 11th year in business this week. With Dick is **Vicki Frazier**, making her Chicago debut. Kelly's will have **George Kirby** and **Claiborne Cary** coming December 30. **NICK BIRO**

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Peter, Paul and Mary can be seen this week in Manchester, N. H. (12), Hartford (13), Boston (14), and Pittsfield, Mass. (15)... **Della Reese** and **Alan Sherman** share the spotlight at the Latin Casino in Camden, N. J., for one week starting December 11... **Jonah Jones** and the **Lee Shore Trio** are at the Embers... On December 9, the **Gaslight Singers** go into the Shadows in Washington for the remainder of the month.

... **Leon Bibb** will finish out the year at the Village Gate.

MIDWEST

Shirley Horn opens December 10 at Chicago's Sheraton O'Hare Inn.

WEST

Headliners at the Riverside in Reno are the **Travelers 3**... **Jerry Van Dyke** and the **Paris Sisters** will be on stage through Sunday... Also in Hollywood, hypnotist **Pat Collins** returns to the Interlude for a long winter's stay.

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K13203

CLASSICAL MUSIC

Bach With Jazz Touch Puts The Swingers Way Upstage

By BARRY KITTLESON

NEW YORK—It's been over two hundred years since J. S. Bach was a top-of-the-charts composer, but as if by some strange coincidence or ominous extrasensory perception, Philips Records chose to entitle a recent album release, "Bach's Greatest Hits." It was. The album is No. 17 on Billboard's Top LP's chart this week.

The making of the album started as an esthetic labor of love on the part of Ward Swingle, a member of the Double Six of Paris. An involved musician, Swingle has had plenty of experience in jazz circles and has been particularly identified with the "scat" school of vocalists. As any good musician, Swingle seeks out challenges, and in his mind, what could be more challenging than the subtle profanity of not just swinging Bach, but doing it note-for-note. That this represents a difficult feat, it should be mentioned that the ten singers spent four months rehearsing before they were ready to record the album.

The final product, released first in France, was an immediate hit there. Critics in the "purist" camp were at something of a loss if they cared to criticize. Among the purists, themselves, there are always disagreements as to just what is the right tempo, dynamic level, interpretations of the sundry baroque embellishments, and even in some cases, which "edition" of Bach's music is "most likely correct." It would seem that Bach left himself wide open for someone like

Ward Swingle to turn his music to his own purposes.

Critical acceptance in the U. S. has been unanimous; public acceptance enormous. On November 19 Garry Moore gave an unprecedented national plug to the album on his CBS television show. He displayed the album jacket and expressed his opinion that it was "one of the most exciting records I've ever heard." Then a track from the LP served as musical background for an inventive choreography.

Mercury's Quincy Jones, while noting that Philips has

sold over 100,000 copies in this country, expressed a little concern over the future. "Offers have poured in from everywhere, asking whether or not the Swingle Singers are available for concerts. Since the singers are all well known, individually, it is difficult for them to get together because of independent commitments." He also noted that, "our real problem now is deciding what to do as a follow-up album. We don't think we should do more Bach at this point, but we're not sure what we will do."

How about Rachmaninoff & Roll?

Decca Issues Second Chronicle Installment

NEW YORK—The Educational Research Division of Decca Records has just issued the second release of eight albums in its "Chronicle of Music" series (Decca DCM 3208 through Decca DCM 3215). As in the first release in the series, earlier in 1963, the music offered on each of these disks is representational of a distinct period in musical history. These periods are denoted by Series A-H, and cover (in this order) music of the "Middle Ages," "Renaissance," "Baroque," "Transition From Baroque to Classic," "Classicism," "Romanticism," "Jazz," and the "20th Century."

The preparation of this fine series has been primarily the responsibility of Ben Deutschman who acts as editor. In selecting materials to be issued in this series, Deutschman has obtained an unusual freedom in his access to Decca product. If the ideal product is neither in the active Decca catalog nor in the firm's archives of deleted product, he may recommend that a new performance be recorded specifically for the series. In this connection, Deutschman works very close with Decca classical a.&r. chief, Iz Horowitz.

The physical packaging of this series is handsome and distinctive. A unique feature is that the liner notes for each musical "Age" are the same, but with each new release in the series there is an insert which discusses the particular piece of music (or collection) included. Regarding these notes, Deutschman pointed out, too, that the editorial staff and consultants for this series are all active music educators and musicologists.

It should be noted that this series is designed for the music lover—and not strictly for institutional consumption, though it has been planned to satisfy both consumer areas. It is also notable that in this second release in the series, there has been careful consideration for the variety of music which exists within each specific "Age." Each musical period has, of course, as much internal contrast as it has unity, such as music which is sacred or secular; vocal or instrumental; or for large orchestra or chamber ensemble. This enables the consumer to select his favorite

musical "specialty" within any given period.

Exemplary of this is the Age of Classicism. The first release consisted of orchestral music of Mozart; the second series approaches this age through the solo instrumental music of Beethoven. In the Age of Jazz, the first release introduced examples of jazz influence on serious composition in the works of Gershwin. The second series goes to the "Roaring Twenties" with performances by bands and writers of those years.

With nearly thirty years' of recorded music available to the Decca staff in compiling this series, it is probably redundant to intimate the high standards of the performances available here. It is sufficient to say that the list of performers here include such prominent musical personalities as Noah Greenberg and the New York Pro Musica; the Virtuosi di Roma; Nadia Boulanger; Joseph Fuchs with Artur Balsam; Leonard Bernstein with the Stadium Concerts Symphony Orchestra; Dimitri Mitropoulos, and more.

The series is a tribute to Decca and the persons involved in its execution. Plans are to release one new series each year. BARRY KITTLESON

Prestige Sets Deals On Lines for Month

BERGENFIELD, N. J.—Prestige Records has launched a special promotion to further develop selling potential of LP and singles chartmaker, Jack McDuff. The entire catalog of McDuff material on the label is on a buy-six-get-two-free basis through December 31.

Special deals are also in operation on the parent Prestige 7000 and special 1600 series as well as the Prestige-Folklore line. These carry a 10 per cent discount through December 31. Included in the deal are catalog and new product by Gene Ammons, Kenny Burrell and a Sonny Stitt with Jack McDuff set "Soul Shack," all on the 7000 series. New Folklore disks are by Jack Elliott and the True Endeavor Jug Band among others and a special hoot package that brings Pete Seeger, Mike Seeger and Bonnie Dobson together with Elliott.

News & Reviews

NEW YORK—The Festival Orchestra of New York, under the direction of Thomas Dunn, with soloists Judith Raskin and John Reardon appeared in a Bach program at Philharmonic Hall on Sunday (24). Judith Raskin prefaced the printed program with a reading of Handel's "I Know That My Redeemer Liveth," in honor of the late President.

Though the house was full, there was a heaviness in the atmosphere which took its toll on the performers, intensified by an honored request for absolutely no applause during or after the program. This is not to imply that the performances were a musical—they were merely underplayed.

Two of the items on the program have been recorded by the group for release on Decca Records in February. They are Bach's Overture No. 1 in

C major and the cantata "Jauchzet Gott." Miss Raskin's performance of the cantata is an absolute gem. Her clear, flexible soprano meets all the necessary requirements of this difficult piece. And she is always a musician first.

There has been a great deal of concern expressed over the supposed dearth of young instrumentalists to fill the seats in major orchestras in years to come. Some of these fears were dispelled on Sunday (1) when the Youth Symphony Orchestra of New York gave its premiere performance at Carnegie Hall, under the generous aegis of Alexander's Department Stores. Conductor David Epstein (himself a young man) presented an 85-piece orchestra composed of young performers from the ages of 12 to 20. The success of the venture was made stunningly apparent as they played the opening bars of Wagner's "Prelude to Die Meistersinger," and they continued to amaze the audience with the rest of their professional program, which included Mendelssohn's "Italian Symphony," Beethoven's Violin Concerto in D Major, and Britten's "Four Sea Interludes From the Opera Peter Grimes." It took Perlman, soloist in the Beethoven, is not yet 18.

There was no doubt that these youngsters are serious, hard-working, and musically worthy of such a remarkable opportunity. On the basis of their first performance as a group, there just isn't room for criticism. They played with skill and enthusiasm and that nebulous quality which can only be attributed to the young—the sense of discovery.

Future concerts have been planned in this series, which is already a cause for public applause. The orchestra's Board of Governors is a group of community and civic leaders who also assist in recruiting a young audience at no charge.

Garrett Hosts Dallas Concert

DALLAS—Tony Garrett, host of American Airlines "Music 'Til Dawn" program on KRLD will be master of ceremonies at a special concert when KRLD salutes the Dal-Hi Symphony Orchestra on its 12th anniversary and the radio program on its ninth anniversary. The special concert featuring the Dal-Hi Symphony was at the State Fair Music Hall with admission free. One of the features of the program was the presentation by the American Airlines of the "Music 'Til Dawn Scholarship Award." Three scholarships of \$500 each to the school of their choice by the winners were awarded to three senior members of the Dal-Hi Symphony Orchestra.

Can-Am Firm Names 4 New Distributors

NEW YORK—Canadian-American Records has announced appointment of four new distributors. They are C and C, San Francisco; Pep Record Sales, Los Angeles; Broadcast Record Distributors, Tulsa; and Harry Beckerman, Milwaukee. The diskery is currently working on a new single by thrush Sunny Gale entitled, "Too Bad for You."

Reiner Dies

NEW YORK—On Friday, November 15, Dr. Fritz Reiner died at Mt. Sinai Hospital of pneumonia. In December, he would have been 75 years old.

Hungarian-born, Reiner had earned the reputation of one of the truly great conductors of this century. It had been said of his association with the Chicago Symphony Orchestra (1953-1962) that Reiner built the "most germanic orchestra outside of Germany." Since his resignation from the Chicago, Reiner had free-lanced, and this season was to be one of the important members of the Metropolitan Opera roster of conductors. The night before he died, Reiner was to have conducted Wagner's "Die Gotterdammerung" at the Met.

Reiner's affiliation with the Chicago was one of the most illustrious combinations in recordings. His recording with them of Dvorak's "New World" Symphony is one of RCA Victor Red Seal's all-time best sellers. Since his death, RCA Victor has noted a distinct rise in sales of Reiner disks. Re-orders have been especially heavy on two of his most acclaimed interpretations, Richard Strauss' "Ein Heldenleben," and "Also Sprach Zarathustra." Other Reiner disks which gathered sales momentum this past month were the Beethoven "Emperor" concerto (with Van Cliburn) and the Tchaikovsky Violin Concerto (with Heifetz).

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THAT I BURNED A GREAT BIG HOLE IN MY HEART
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Lucky Moeller Says Europe Fertile for Country Music

CINCINNATI — "Europe is destined to become one of the biggest markets in the c.&w. music field," says W. E. (Lucky) Moeller, executive vice-president and general manager of the Jim Denny Artist Bureau, Nashville, who made this observation while touring many of the European countries late in November. He pointed out that records and photos of many American c.&w. artists are already being displayed in record shops throughout Holland, Germany and France.

"Even with the language difference," Moeller said, "the peoples of Europe are buying and enjoying the sound of c.&w. music. If our songs and lyrics can be properly translated and rendered with the same feeling in the various languages, country music could be the most popular in Europe."

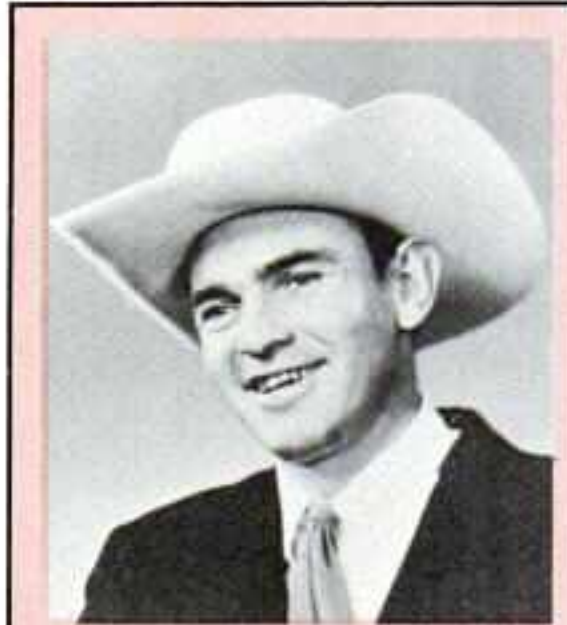
"Spending a week with Connie B. Gay's 'Town and Country' show in Amsterdam, gave me an opportunity to observe the people's reaction to American country music, and there is no

doubt that the majority of those who saw the show were really sold on our country music and are eager to buy records.

"The Willis Brothers, recording artists for Starday Records, were quick to realize the acceptance of the country music sound by Europeans while playing at the Amsterdam show, and recorded two songs in German there before leaving. At the present time, Bobby Bare's 'Detroit City' is the best selling record in Sweden."

"Town and Country," produced by Connie B. Gay, played 18 days in Amsterdam's giant RAI Building as part of the U. S. Food and Agriculture Exhibition. The show boosted country music tremendously throughout Europe, Moeller said, and established many firsts for the country music industry.

The show was the first of its type to present a command performance for royalty when it was requested to play a command performance for Queen Julianna and Prince Bernhard at the Hague. It was also the



JIMMY HEATH and the Action Airs have cut a new smash on the Reno label, "Runaway Heart" b/w "Over the Mountains" (R-400). Jimmy is currently appearing at the Pequoop Hotel in Wells, Nevada. Reno Records, 2715 East 223d Street, Long Beach 10, California. 834-5117 phone.

(Advertisement)

first to appear on the worldwide "Telstar" communication satellite, and was the first ever to appear simultaneously live on Dutch television, Voice of America, Eurovision-TV, Radio Free Europe and the Armed Forces Network, according to Moeller.

"I believe the coming year will see many country artists following the Willis Brothers in recording songs in the languages of the various European countries," Moeller said, "and I see a tremendous upsurge in personal appearances by our artists in those countries."

COUNTRY D. J. OF THE WEEK



BILLY PERRY, 27, a top deejay at KYRO Radio, Potosi, Mo., is WSM's "Mister D.J., U.S.A." December 13. WSM, home of "Grand Ole Opry," plays host weekly to a top country disk jockey from around the country. Bill's home town is Antlers, Okla. He attended radio school in Little Rock, Ark., and worked for Station KRMS, Osage Beach, Mo., before joining KYRO in 1960. His hobbies are song-writing and singing.

COUNTRY MUSIC CORNER

By BILL SACHS

Help is needed to entertain the men behind the walls at the world's largest prison at Jackson, Mich., December 23-24. The plea comes from Al (Flat Top) Daly, the prison's deejay and an ardent booster for country music. Al writes: "We'd like your help in making the all-night program, 'Rebel Round-Up,' from 6 p.m., December 23, to 6 a.m. on the 24th, a huge success by extending an invitation to all your readers to join us via tape (10 or 15 minutes), spinning their favorite country tunes. Please ask them to keep it country and refrain from spinning Christmas or seasonal mu-

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 12/14/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE.....13 Buck Owens, Capitol 5025	13
2	4	THE MATADOR 6 Johnny Cash, Columbia 42880	6
3	2	NINETY MILES AN HOUR (Now a Dead-End Street) 8 Hank Snow, RCA Victor 8239	8
4	5	COWBOY BOOTS11 Dave Dudley, Golden Ring 3030	11
5	6	MOUNTAIN OF LOVE 9 David Houston, Epic 9625	9
6	8	8 x 1017 Bill Anderson, Decca 31521	17
7	9	THANKS A LOT12 Ernest Tubbs, Decca 31526	12
8	7	500 MILES AWAY FROM HOME..... 8 Bobby Bare, RCA Victor 8238	8
9	10	CALL ME MR. BROWN12 Skeets McDonald, Columbia 42807	12
10	3	TALK BACK TREMBLING LIPS26 Ernest Ashworth, Hickory 1214	26
11	12	BEFORE I'M OVER YOU 5 Loretta Lynn, Decca 31541	5
12	14	BEGGING TO YOU 3 Marty Robbins, Columbia 42890	3
13	19	TROUBLE IN MY ARMS 6 Johnny & Jonie Mosby, Columbia 42841	6
14	16	THOSE WONDERFUL YEARS 6 Webb Pierce, Decca 31544	6
15	15	WILD, WILD WIND 6 Stonewall Jackson, Columbia 42846	6
16	21	B. J. THE D. J. 2 Stonewall Jackson, Columbia 42889	2
17	25	JEALOUS HEARTED ME 2 Eddy Arnold, RCA Victor 8253	2
18	17	LET'S INVITE THEM OVER..... 2 George Jones & Melba Montgomery, United Artists 635	2
19	13	TELL HER SO13 Wilburn Brothers, Decca 31520	13
20	11	MAKE THE WORLD GO AWAY.....19 Ray Price, Columbia 42827	19
21	18	IF THE BACK DOOR COULD TALK.... 5 Webb Pierce, Decca 31544	5
22	20	WHAT'S IN OUR HEART 3 George Jones & Melba Montgomery, United Artists 635	3
23	-	WE'VE GOT SOMETHING IN COMMON. 7 Faron Young, Mercury 72167	7
24	28	PEEL ME A NANNER 2 Roy Drusky, Mercury 72204	2
25	-	THAT'S WHY I SING IN A HONKY TONK 2 Warren Smith, Liberty 55615	2
26	-	LAST DAY IN THE MINES 1 Dave Dudley, Mercury 72212	1
27	-	D. J. FOR A DAY 1 Jimmy "C" Newman, Decca 31553	1
28	30	THE GREATEST ONE OF ALL..... 2 Melba Montgomery, United Artists 652	2
29	26	I CAN'T STAY MAD AT YOU10 Skeeter Davis, RCA Victor 8219	10
30	-	ANOTHER BRIDGE TO BURN..... 1 "Little" Jimmy Dickens, Columbia 42845	1

sic, because that might bring the blues to our boys. Also, please mention that we'd like to hear from all those country jocks who have guested with us in the past. If they can't find time to tape, ask them to wire or drop a card that we can read to the boys here. All material should be directed to Walter (G. B.) Kiesel #67982, care Kenneth K. Smith, 4000 Cooper Street, Jackson, Mich. 49201. All tapes will be returned after January 1 to avoid loss in the mails." Daly says further that he can always use releases from the artists and diskeries for his regular platter shows for the boys at Jackson.

"Grand Ole Opry's" Stringbean displays his talent this week at Davenport, Ia., Monday (9); Columbia, Mo., Tuesday (10); Springfield, Mo., Thursday (12), and Sedalia, Mo., Friday (13). . . . Roy Acuff opens in Las Vegas December 17 to remain through January 13. . . . Bill Monroe and his bluegrassers are
(Continued on page 20)

Clyde Perdue Passes

MONTGOMERY, Ala. — Clyde Perdue, 49, former manager for the late Hank Williams and who later served in a similar capacity with the late Hawkshaw Hawkins, died November 26 at Veterans' Hospital here of a heart attack, following an illness of two months.

"TEENAGE LETTER"

Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis

With

Linda Gail Lewis

Sun Records

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"I'm leaving it up to you"



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Includes these top hits: DARLING, IT'S WONDERFUL • LET THE GOOD TIMES ROLL • HAPPY BIRTHDAY, BABY • WE BELONG TOGETHER • TIPS OF MY FINGER • LOVE IS STRANGE • BYE BYE LOVE • CASUAL LOOK • HEY, BABY • AND OTHERS.

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BLESS 'EM ALL

b/w

DOES GOODNIGHT MEAN GOODBYE

CP-713

ARTIE KAPLAN

... The Hit Instrumental Version

THEME FROM THE VICTORS (MY SPECIAL DREAM)

CP-717

Produced by Jack Keller

... from her great new album

THE ORIGINAL SOUND TRACK ALBUM



Mono CP 460
Stereo SCP 460

Mono CP 516
Stereo SCP 516



COUNTRY MUSIC CORNER

• Continued from page 18

current through December 22 at Ash Grove, Calif., adjoining Los Angeles. . . **Ray Price and His Cherokee Cowboys** play New Year's Eve in Tulsa, Okla. . . **Ferlin Husky**, following his current stand (9-14) at the Flame Room, Minneapolis, winds up the year at Lansing, Mich., December 28; Saginaw, Mich. 29; Muskegon, Mich., 30,

and Grand Rapids, Mich., 31, along with **Skeeter Davis**. . . **Bill Anderson** is routed for Kingsport, Tenn., December 13; Johnson City, Tenn., 14; Atlanta, 22; Raleigh, N. C., 29; Richmond, Va., 30, and Indianapolis, 31.

Golden West Auditorium, a new country music show place

located at 12400 Studebaker Road at Imperial Highway, Norwalk, Calif., celebrated its formal opening with a press party embracing cocktails, lunch and a fashion show December 2. The new country music auditorium is the realization of an idea nurtured some five years ago by businessman **Olen S. Thibedeau**, who vowed to give Southern California a country music show place second to none. . . **Johnny Elgin**, of Ka\$h Records, Nashville, has just concluded a swing through

West Tennessee and Mississippi, where he promoted the label's two new releases, "Hello City Limits," by the **Cantrells**, and "My Worst Habit," by **Johnny** himself. . . The **Carter Family** shows its wares at Meridian, Miss., December 20, and Laurel, Miss., 21. . . The **Browns** (**Jim Edward, Maxine and Bonnie**) make a p.a. stop at Burlington, Ia., December 28.

Greenville, Ky., celebrated **Merle Travis Day** November 30, with State, county and city offi-

cial, country music personalities and many of Merle's hometown folks in Muhlenberg County participating in the ceremonies. Nearly 15,000 persons witnessed the celebration, and 15 radio stations and six TV outlets were represented at the event. Merle Travis Day was sponsored by Station WKYF, which was formally dedicated by Travis on that date. **Charles Stovall** and **Paul Gamplin** had charge of arrangements for the affair. . . Itinerary for **Leon McAuliff and His Cimarron Boys** carry them to the Panther Club, Fort Worth, December 15; American Legion Hall, Sulphur, Okla., 17; Cimarron Ballroom, Tulsa, Okla., 18; Tinker Air Force Base, Oklahoma City, 20; Aragon Ballroom, Oklahoma City, 21; Cimarron Ballroom, Tulsa, Okla., 25; Playhouse, Wichita, Kan., 28; Cimarron Ballroom, Tulsa, Okla., 31; Panther Club, Fort Worth, January 10-11, and Longhorn Ranch, Dallas, 12.

Red Brigham, long active as a performer on radio and TV in New York State and New England, is new on the entertainment staff of **John Lair's "Renfro Valley Barn Dance"** at Renfro Valley, Ky. . . **Johnny and Jonie Mosby** have settled in Ventura, Calif., where they are currently holding forth nightly at their own nitery, the Ban-Dar. . . **Wade Ray** is working a string of one-nighters on the West Coast. . . **Warren and Doris Smith** and family have made the move to Nashville. . . **Jack Barlow**, country deejay at WQUA, Moline, Ill., has a new release, "All I Need Is You," on the Golden Ring label of Minneapolis. Jack wrote the tune himself, and Sure-Fire Music, Nashville, is the publisher. Barlow and his personal manager, **Lonnie Hubbs**, plan a business trip to Nashville soon. Barlow does six hours of country music daily on WQUA, Monday through Saturday.

Jimmy Newman is on a promotion tour in Indiana, Michigan, Ohio and Illinois, where he is appearing through the courtesy of various radio stations as honorary "D. J. for a Day" in conjunction with his latest Decca release by that name. . . **Dave Dudley**, after cutting another album for Mercury in Nashville, headed back on the one-nighter trail through Minnesota, Iowa, Oklahoma and Texas. He then jumps east for appearances in Maryland and West Virginia and then plays a show for Mercury in Chicago December 29.

A **Hubert Long** package, featuring **Skeeter Davis**, pulled a full house, numbering some 4,000, to the National Guard Armory, Ashland, Ky., November 16, according to **Gary Shively**, musical director of WIRO Radio, Ironton, Ohio, which aired the show live in the Tri-State area. Show was directed by **Herb Rush**, assisted by WIRO's **Hal Murphy, Ken Auble** and **Shively**, with the station promoting the event six weeks in advance. Another country music layout is planned for the Ashland Armory in March. . . Pamper Music songwriter-artist **Willie Nelson**, who recently has been residing in Texas and California, has purchased a small farm near Nashville and plans to settle there shortly after January 1. . . A "Grand Ole Opry" presentation, featuring the **Carter Sisters** and **Mother Maybelle, Jimmy Smart, Jimmy Swan** band, and **Chris Collins**, is set for Meridian, Miss., December 20. Emcee chores will be handled by Meridian deejays **Bill Wilbourne, Marty Collins** and **Carl Fitzgerald**.

THERE IS ONLY ONE . . .

EDDY ARNOLD

Current single:

JEALOUS HEARTED ME c/w I MET HER TODAY #8253

Current chart album:

CATTLE CALL

produced by Chet Atkins and featuring uniquely Arnold interpretations of

- | | |
|-----------------------------|--------------------------|
| THE STREETS OF LAREDO | TUMBLING TUMBLEWEEDS |
| COOL WATER | COWPOKE |
| CATTLE CALL | WHERE THE MOUNTAINS |
| LEANIN' ON THE OLD TOP RAIL | MEET THE SKY |
| OLE FAITHFUL | SIERRA SUE |
| A COWBOY'S DREAM | CARRY ME BACK TO THE |
| THE WAYWARD WIND | LONE PRAIRIE |
| | (JIM) I WORE A TIE TODAY |

Current Inspirational album:

FAITHFULLY YOURS

produced by Darol Rice and Anita Kerr and featuring these songs of faith:

- | | |
|--------------------------------------|------------------------------------|
| MAY THE GOOD LORD BLESS AND KEEP YOU | THE VOICE IN THE OLD VILLAGE CHOIR |
| GOD WALKS THESE HILLS | LOVE LIFTED ME |
| WITH ME | TAKE MY HAND PRECIOUS LORD |
| HE LIVES NEXT DOOR | WHERE WE'LL NEVER GROW OLD |
| OPEN THY MERCIFUL ARMS | THE UNCLOUDED DAY |
| GO LITTLE PRAYER | WONDERFUL WORDS OF LIFE |
| I LOVE TO TELL THE STORY | |

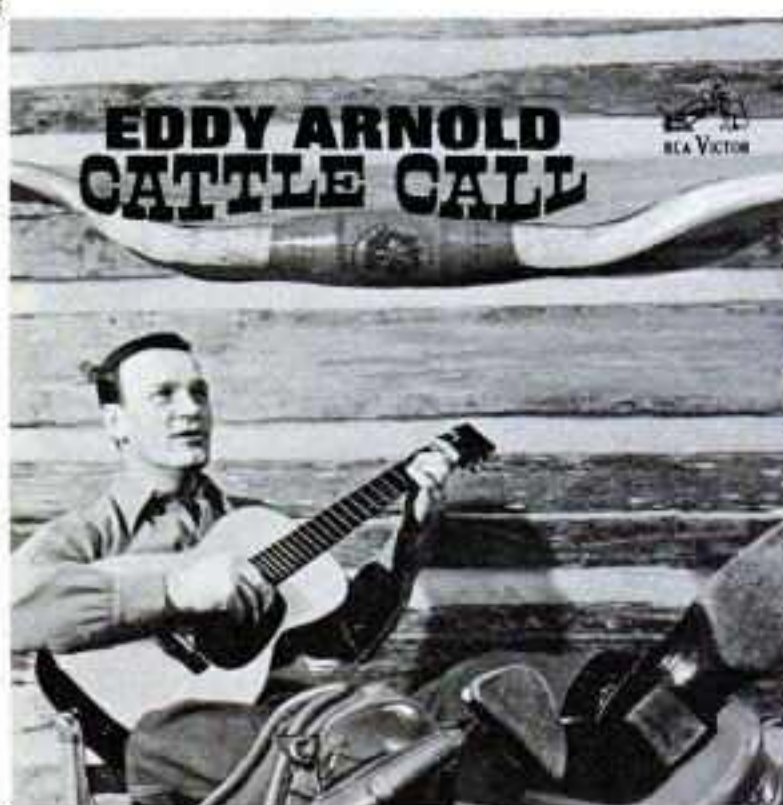
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Singing in a joyous yule with:

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|--------------------------------|------------------------------------|
| CHRISTMAS CAN'T BE FAR AWAY | C-H-R-I-S-T-M-A-S |
| WILL SANTA COME TO SHANTY TOWN | I HEARD THE BELLS ON CHRISTMAS DAY |
| JINGLE BELL ROCK | WINTER WONDERLAND |
| WHITE CHRISTMAS | UP ON THE HOUSETOP |
| SANTA CLAUS IS COMIN' TO TOWN | IT CAME UPON A MIDNIGHT CLEAR |
| | O LITTLE TOWN OF BETHLEHEM |

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NBC-TV Network

THE JIMMY DEAN SHOW
on the ABC-TV Network
December 5

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January 26, 1964

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LAST MONTH							DECEMBER							NEXT MONTH						
NOVEMBER							DECEMBER							JANUARY						
S	M	T	W	T	F	S	SUN	MON	TUE	WED	THU	FRI	SAT	S	M	T	W	T	F	S
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10	11	12	13	14	15	16	15	16	17	18	19	20	21	12	13	14	15	16	17	18
17	18	19	20	21	22	23	22	23	24	25	26	27	28	19	20	21	22	23	24	25
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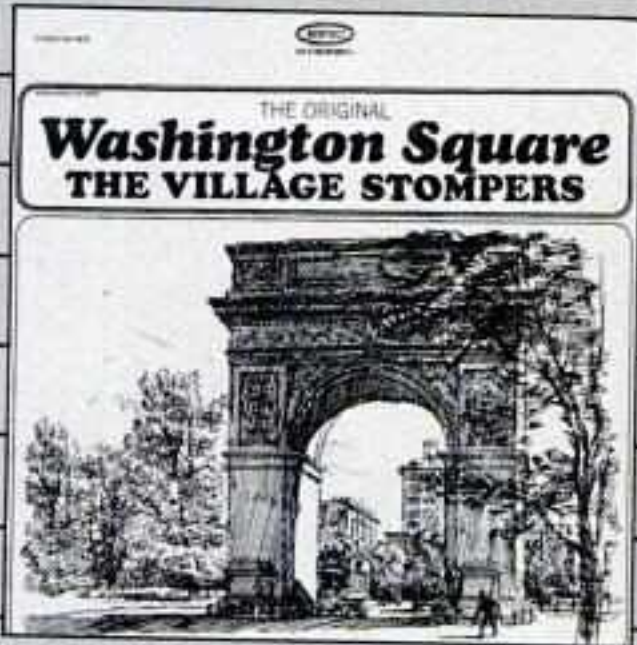
ENGAGEMENTS

THUR. 19 DEC.

MEMORANDA

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Last minute shopping tips from



LN 24078/BN 26078*/EN 620†



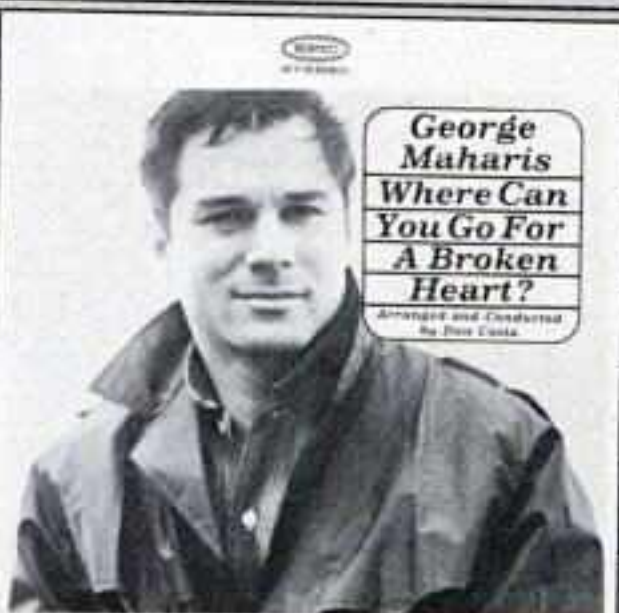
LN 24068/BN 26068*



SN 6042 A 4-record set



SN 6044 A 3-record set



LN 24064/BN 26064*



LN 24057/BN 26057*



LN 24061/BN 26061*



LN 24063/BN 26063*

*Stereo
† 4-Track Stereo Tape

Thursday, December 19, 1963

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

PRETTY PAPER

Roy Orbison, Monument 830

★ 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.

HEY LONELY ONE . . .

Paul Steffen, Cite 5007 (Ken Rose, BMI) (Milwaukee)

LOUIE LOUIE . . .

Paul Revere & the Raiders, Columbia 42814 (Limax, BMI) (Minneapolis-St. Paul)

DO THE SLAUSON . . .

Round Robin & the Parlays, Domain 1400 (S.B.K. Three, ASCAP) (Los Angeles)

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

NINI TEMPO & APRIL STEVENS

WHISPERING

(Fisher-Miller, ASCAP) (2:28)—Atco 6281

Nino and April make with a "Purple" sound on this standard. It's a logical follow-up to their hit. Side has yodel touches and strong guitar sound. The flip is "Tweedlee Dee" (Progressive, BMI) (2:23).

POP SPOTLIGHT

JIMMIE ROGERS

MAMA WAS A COTTON PICKER

(Hazelwood, BMI) (2:08)—Dot 16561

Real folksy sing-a-long feeling from Jimmie and the chorus here. Side has a big sound and should get lots of play from radio and juke boxes. The flip is "Together" (Jungnickel, BMI) (2:37).

POP SPOTLIGHT

FATS DOMINO

WHO CARES

(Acuff-Rose, BMI) (2:57)

JUST A LONELY MAN

(Anatole, BMI) (2:16)—ABC-Paramount 10512

Two fine sides from Fats. For the first he reaches into his c.&w. bag for a medium tempo weeper. Chorus and rhythm assist. The flip is in the nostalgic style with chorus and strings. Both can go.

POP SPOTLIGHT

THE RONETTES

BABY, I LOVE YOU

(Mother Bertha-Trio, BMI) (2:30)—Phillys 118

The strong Philadelphia vocal group has another swinging, glandular side that should soar. It features that big Philadelphia sound. Flip is "Miss Joan and Mr. Sam" (Mother Bertha, BMI) (2:00).

POP SPOTLIGHT

LITTLE NATALIE & HENRY WITH THE GIFTS

IT'S UNCLE WILLIE

(Frost-Ware, BMI) (2:02)—Roulette 4540

Here's a wild, swinging teen side that's built on a new dance step that had its origin in the Chicago Loop. The flip is "Teardrops Are Falling" (Frost-Ware, BMI) (2:25).

POP SPOTLIGHT

ROY CLARK

THROUGH THE EYES OF A FOOL

(Central Songs, BMI) (2:50)—Capitol 5099

Strong, weeper style tune that has much appeal. Lovely material sung with fine backing of chorus and country type combo. The flip is "Sweet Violets" (Central Songs, BMI) (2:58).

CHRISTMAS SPOTLIGHT

PETER, PAUL & MARY

A'SOALIN'

(Pepamar, BMI) (3:13)—Warner Bros. 5402

A fine offering by the hit-makers. Tune speaks of kindness and charity for the Yule season and interwoven into the melody at the wind-up are the strains of "God Rest Ye Merry Gentlemen." Even though it's a bit late it could grab much action. Flip is "Hush-a-Bye" (Pepamar, ASCAP) (2:18).

SPECIAL MERIT SPOTLIGHT

BERNIE LOWE ORK

BLUE VELVET

(Vogue, BMI) (2:47)—Cameo 289

It's a fine oldie tune, a recent vocal hit for Bobby Vinton, done up here in the slick, smooth Glenn Miller style by the Lowe crew. Real nice mood wax for any station. Flip is "That Sunday (That Summer)" (Comet, ASCAP) (2:33).

★★★★

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.

POPULAR

JERRY WALLACE

★★★★ If I Make It Through Today (Camp & Canyon, BMI) (2:47) —★★★★ Auf Wiedersehen (4-Star-Damic, BMI) (2:33). CHALLENGE 59223

THE CHORDETTES

★★★★ True Love Goes On and On (Frank, ASCAP) (2:45) —★★★★ All My Sorrows (Nina, BMI) (2:24). CADENCE 1442

LLOYD PRICE

★★★★ Billie Baby (Prigan, BMI) (3:02) —★★★★ Try a Little Bit of Tenderness (Prigan, BMI) (2:52). DOUBLE L 729

BILLY JOE & THE CHECKMATES

★★★★ Nashville West (Hillary-Maverick-Underwood, BMI) (2:19) —★★★★ The Drifter (Hillary-Maverick, BMI) (1:53). DORE 694

JIMMY CLANTON

★★★★ Red Don't Go With Blue (Screen Gems-Columbia, BMI) (2:30) —★★★★ All the Words in the World (Screen Gems-Columbia, BMI) (2:15). PHILIPS 40161

MARY JOHNSON

★★★★ Congratulations, You've Hurt Me Again (Valley, BMI) (2:37) —★★★★ Crying on My Pillow (Sea-Lark, BMI) (2:28). UNITED ARTISTS 643

CHASE WEBSTER

★★★★ Where Are You (Acuff-Rose, BMI) (2:00) —★★★★ Uptown (Acuff-Rose, BMI) (1:58). CAMEO 288

BEVERLY WRIGHT

★★★★ Does Goodnight Mean Goodbye (Screen Gems-Columbia, BMI) (2:20) —★★★★ Show Me a Man I Can Look Up To (T.M.-Old Lyne, BMI) (1:59). UNITED ARTISTS 671

TRINI LOPEZ

★★★★ Nobody Loves Me (Lois, BMI) (2:25) —★★★★ The Club for Broken Hearts (Armo, BMI) (2:15). KING 5824

BETTY EVERETT

★★★★ I'll Be There (La-Maja, BMI) (2:45) —★★★★ Please Love Me (La-Maja, BMI) (2:30). ONE-DERFUL 4823

LITTLE WILLIE JOHN

★★★★ I'm Shakin' (R-T, BMI) (2:27) —★★★★ Person to Person (J & C, BMI) (2:17). KING 5823

GARY PAXTON

★★★★ Kansas City (Lois, BMI) (2:12) —★★★★ Sweet Senorita From Santa Fe (Maverick, BMI) (2:37). FELSTED 8691

DON COVAY

★★★★ Ain't That Silly (Cameo-Parkway, BMI) (2:35) —★★★★ Turn It On (Cameo-Parkway, BMI) (2:30). PARKWAY 894

KEVIN & GREG

★★★★ Boy, You Ought to See Her Now! (Faire, BMI) (2:25) —★★★★ Sparkle (Faire, BMI) (2:37). ASSOCIATED ARTISTS 116

THE NOBODYS

★★★★ All Together Now (IXA, BMI) (2:20) —★★★★ Vacation's Done (Hill & Range, BMI) (2:12). MGM 13183

PAT HERVEY

★★★★ Walkin' in Bonnie's Footsteps (Luristan, ASCAP) (2:30) —★★★★ It's Love That Counts (Piccadilly, BMI) (2:30). RCA VICTOR 8281

LOS SENORS

★★★★ Amapola (Pretty Otitle Poppy) (Marks, BMI) (2:09) —★★★★ Acapulco (Damian-Wyncote, ASCAP) (1:40) CAMEO 290

THE FOUR WINDS

★★★★ Playgirl (Serio, ASCAP) (2:15) —★★★★ Jennifer (Serio, ASCAP) (2:07). DERY 10022

THE GLEAMS

★★★★ Mr. Magic Moon (January, BMI) (2:29) —★★★★ Pile Driver (Sealark, BMI) (2:08). KAPP 565

HURRICANE STRINGS

★★★★ Venus (Anagon, BIEM) (2:20) —★★★★ In De Karruk (In the Carrick) (Anagon, BIEM) (2:33). ASCOT 2145

THE HOOTENAIRES

★★★★ Baby, Baby (I Love You) (Haro, ASCAP) (2:33) —★★★★ Bill Bailey (Come On Home) (Knick-Knack, BMI) (2:30). ENJOY 2003

HAL BLAINE

★★★★ Gear Stripper (Guitar-Lydia-Angela, BMI) (2:20) —★★★★ Challenger II (Guitar-Lydia-Angela, BMI) (2:09). RCA VICTOR 8282

THE ISLEY BROTHERS

★★★★ Please, Please, Please (Armo, BMI) (2:50) —★★★★ You'll Never Leave Him (Mellin, BMI) (2:39). UNITED ARTISTS 659

LITTLE MAN AND THE VICTORS

★★★★ King of the Mountain (Kryder, BMI) (2:20) —★★★★ I Need An Angel (Kryder, BMI) (2:25). TARHEEL 064

BIG THREE

★★★★ Come Away Melinda (Appleseed, ASCAP) (3:07) —★★★★ Rider (Fru, BMI) (2:30). FM 9001

HARGUS ROBBINS

★★★★ Forever (Tree, BMI) (2:39) —★★★★ Happy Boy (Giant, BMI) (2:32). TIME 1070

COUNTRY

SONNY MILLER

★★★★ Unfaithful Lips (Pamper, BMI) (2:24) —★★★★ Through That Door (Pamper, BMI) (2:17). BOYD 125

DAVE RICH

★★★★ It's Not For Me to Understand (Pamper, BMI) (3:21) —★★★★ When They Ring Those Golden Bells (Public Domain) (3:00). DECCA 31573

MORGAN WOODWARD

★★★★ Heartache City (Westgate, BMI) (2:03) —★★★★ An Encouraging Word (Westgate, BMI) (2:15) CHARACTER 15

CHRISTMAS

GALATIANS

★★★★ Birth of the King (Avenue, BMI) (3:18) —★★★★ Great Joy (Avenue, BMI) (2:28). KING 5831

TUCSON ARIZONA BOYS CHORUS

★★★★ Sing Noel (Plymouth) (1:55) —★★★★ Sleep Little Tiny King (Pro Art) (2:42). UNITED ARTISTS 682

BILL ROBBIN

★★★★ Rockin' Bells (Rise-Walmay, BMI) (2:10) —★★★★ White Christmas (Berlin, ASCAP) (2:15). PINK 708

CARLA THOMAS

★★★★ Gee Whiz, It's Christmas (East, BMI) (2:40) —★★★★ All I Want for Christmas Is You (East, BMI) (2:00). ATLANTIC 2212

TONI WINE

★★★★ My Boyfriend's Coming Home for Christmas (Screen Gems-Columbia, BMI) (2:44) —★★★★ What a Pity (Screen Gems-Columbia, BMI) (2:21). COLPIX 715

KIDDIE

NORMAN MACDONALD

★★★★ Merry-Go-Sounds at the Zoo (Terry, ASCAP). BOOK 101

JAZZ

'BIG' JOHN PATTON

★★★★ Along Came John (Groove, BMI) (3:00) —★★★★ I'll Never Be Free (Laurel, ASCAP) (2:40). BLUE NOTE 1889

JOE HENDERSON

★★★★ Blue Bossa (Dorham) (2:45) —★★★★ Record-a-Me (Remember Me) (Groove, BMI) (3:00). BLUE NOTE 1901

MILWAUKEE TOP D.J. JOINS CHI'S WIND



BOB LARSEN

CHICAGO — Bob (Coffee-head) Larsen, kingpin Milwaukee deejay, joined WIND here last week, part of a major shake-up at the top-rated Westinghouse Group W outlet.

Larsen takes over the 1-4 afternoon slot, formerly held by Perry Marshall, who moves to the all-night show. Bruce Lee, who was the all-night man, moves to the 8-midnight slot. Out is Thom Sherwood, who held the 8-12 slot. Sherwood was known to be having "rating problems," along with other disagreements with WIND's management.

The addition of Larsen gives WIND a powerhouse line-up of deejays, headed by Howard Miller, whose morning 6-10 show has the greatest listening audience of any show in the city. Besides Miller, Larsen, Marshall and Lee, WIND has Lee Rogers in the 10-1 slot and Dick Williamson in the afternoon 4-7 slot.

WIND has kept its top rating with a reasonably neutral middle-of-the-road music policy, happily staying free of battle between several other top 40 and r.&b. stations in the city.

Larsen is a 17-year radio veteran who originally hails from Chicago, where he was graduated from Austin High School in 1943. His radio career began with WJLS, Beckely, W. Va., in 1946. A year later he moved to WKOW, Madison, Wis., and a year after that to WEMP, Milwaukee.

Smith Succeeds C. J. Petrillo

CHICAGO — Frank Smith, composer and conductor, has been named music director of WBBM-CBS, succeeding the late Caesar J. Petrillo, who died recently. Smith has been with WBBM for 27 years and was assistant music director under Petrillo since 1947.

Between 1932 and 1937, Smith was active in Hollywood, scoring and conducting music for motion pictures. He also acted as conductor on numerous network radio shows, including "Fibber McGee and Molly" and the Gene Autry Show on CBS-Radio. He is a native Chicagoan.

SEASON'S BIGGEST CHRISTMAS SINGLE



Christmas Picks

"DO YOU HEAR WHAT I HEAR" (2:54)
 [Valleydale BMI—Regney, Shayne]
 "THE LITTLE BELL" (2:35) [Valleydale BMI—Regney, Shayne]
 THE VALLEY YOUTH CHORALE (Felsted 8693)
 The Felsted label could have the leading Xmas deck this year with a wonderful reading by a kiddie chorus of a charming song, "Do You Hear What I Hear," comparable in its distinctiveness to "Little Drummer Boy," the established Yuletide number. Boys deftly make chimes sound on the flip portion.

The Valley Youth Chorus

DO YOU HEAR WHAT I HEAR

B/W *The Little Bell*

FELSTED - 8693

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OSSIE DAVIS in
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 with MIRIAM BURTON ALYCE WEBB CLEBERT FORD SYLVIA MOON JOE CALLAWAY
 Fran BENNETT James TROTMAN
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 "TALENT... PUTS BANG IN BIMSHIRE. An always pleasing... rousing score trips lightly over the corn-and-sugar fields... and the result is a very pleasant evening."—James Davis, DAILY NEWS

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 —Robert Coleman, DAILY MIRROR
 "LUSTY... ENJOYABLE... Burgie's music is in the island idiom... it is irresistible."
 —Norman Nadel, WORLD TEL & SUN
 "FINEST MUSICAL COMEDY. Moments currently on view in New York... infectionally buoyant."
 —Emory Lewis, CUE

HOT 100

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs including 'DOMINIQUE', 'LOUIE LOUIE', 'EVERYBODY', etc.

Table with columns: Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33-66 including 'IN MY ROOM', 'TWENTY-FOUR HOURS FROM TULSA', 'THE BOY NEXT DOOR', etc.

Table with columns: Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100 including 'SOMEWHERE', 'YOUNG WINGS CAN FLY', 'OUT OF LIMITS', etc.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z with publisher/licensee information.

Table listing songs A-Z with publisher/licensee information.

Table listing songs A-Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including 'WE SHALL OVERCOME', 'BABY'S GONE', etc.



Peter Paul and Mary

Sing
A Rather
Special Song
In A Very Special
Manner

Available In A 4-Color Sleeve

A' SOALIN'

#5402



the first name in sound
burbank, california

TOP 100

★ **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	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE SINGING NUN Philips PCC 203 (M); PCC 603 (S)	6	53	62	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	21	102	135	TODAY'S BEST—SOUNDS OF THE GREAT BANDS, VOL. 7 Glen Gray & the Casa Loma Orchestra, Capitol T 1938 (M); ST 1938 (S)	9
2	2	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	8	54	60	BANNED IN BOSTON Rusty Warren, Jubilee JGM 2049 (M); (no Stereo)	9	103	141	THE NEW CHRISTY MINSTRELS Columbia CL 2054 (M); CS 8854 (S)	55
3	3	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	14	55	46	LANGUAGE OF LOVE Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	15	104	106	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M); ST 1914 (S)	27
4	5	TRINI LOPEZ AT PJ's Reprise R 6093 (M); RP-6093 (S)	22	56	58	SURFIN' U.S.A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	33	105	108	BLUE GENE Gene Pitney, Musicor MM 2006 (M); MS 2006 (S)	4
5	6	ELVIS' GOLDEN RECORDS, VOL. 2 Elvis Presley, RCA Victor LPM 2745 (M); LSP 2745 (S)	14	57	73	THE IMPRESSIONS ABC-Paramount ABC 450 (M); ABCS 450 (S)	16	106	121	THE WHAM OF THAT MEMPHIS MAN Lonnie Mack, Fraternity F 1014 (M); F 1014 (S)	3
6	10	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	16	58	51	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	87	107	109	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	66
7	4	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	86	59	52	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	37	108	112	BLUE BASH Kenny Burrell & Jimmy Smith, Verve V 8553 (M); V6-8553 (S)	3
8	13	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	10	60	55	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	65	109	83	PETER NERO IN PERSON RCA Victor LPM 2710 (M); LSP 2710 (S)	15
9	7	WEST SIDE STORY Sound Track, Columbia OL 5670 (M); OS 2070 (S)	112	61	57	JOHNNY Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	17	110	102	HEAVENLY Johnny Mathis, Columbia CL 1361 (M); CS 8152 (S)	221
10	12	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	48	62	56	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	24	111	64	KNOCKERS UP Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	162
11	15	WASHINGTON SQUARE Village Stompers, Epic LN 24078 (M); BN 24078 (S)	7	63	68	SCARLETT O'HARA Lawrence Walk, Dot DLP 3528 (M); DLP 2528 (S)	19	112	117	THE VERY BEST OF CONNIE FRANCIS MGM E 4167 (M); SE 4167 (S)	7
12	9	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	36	64	71	ROCKIN' THE BOAT Jimmy Smith, Blue Note 4141 (M); BST 8-4141 (S)	6	113	119	CHUCK BERRY ON STAGE Chess LP 1408 (M); (no Stereo)	17
13	14	PAINTED, TAINTED ROSE Al Martino, Capitol T 1975 (M); ST 1975 (S)	10	65	54	THE GREAT ESCAPE Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)	13	114	120	FRANK FONTAINE SINGS LIKE CRAZY ABC-Paramount ABC 460 (M); ABCS 460 (S)	17
14	11	THE JAMES BROWN SHOW King R26 (M); S 826 (S)	25	66	69	HERE'S LOVE Original Cast, Columbia KOL 6000 (M); KOS 2400 (S)	6	115	123	TODAY'S ROMANTIC HITS—FOR LOVERS ONLY Jackie Gleason, Capitol W 1978 (M); SW 1978 (S)	2
15	19	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	35	67	70	THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S Count Basie, Reprise R 6070 (M); RP-6070 (S)	22	116	133	THE SURFARIS PLAY Decca DL 4470 (M); DL 74470 (S)	3
16	17	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081 (M); LSD 1081 (S)	34	68	72	LET'S GO Ventures, Dolton BLP 2024 (M); BST 8024 (S)	16	117	81	SEVEN STEPS TO HEAVEN Miles Davis, Columbia CL 2051 (M); CS 8851 (S)	14
17	20	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	8	69	76	ELLA & BASIE Ella Fitzgerald & Count Basie, Verve V 4061 (M); V6-4061 (S)	9	118	93	TIME OUT Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	152
18	18	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	60	70	75	MALA FEMMENA & CONNIE'S BIG HITS FROM ITALY Connie Francis, MGM E 4161 (M); SE 4161 (S)	9	119	79	SEVERAL SHADES OF JADE Cal Tjader, Verve V 8507 (M); V6-8507 (S)	12
19	16	ROBERT GOULET IN PERSON Columbia CL 2088 (M); CS 8888 (S)	9	71	89	THE BEST OF JOAN BAEZ Squire SQ 33001 (M); SQ 33001 (S)	4	120	86	CALL ON ME Bobby Bland, Duke DLP 77 (M); (no Stereo)	23
20	30	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	17	72	59	THE BEST OF THE KINGSTON TRIO Capitol T 1705 (M); ST 1705 (S)	80	121	126	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	59
21	34	LITTLE DEUCE COUPE Beach Boys, Capitol T 1998 (M); ST 1998 (S)	6	73	96	MANTOVANI MANHATTAN London LL 3228 (M); PS 328 (S)	6	122	—	WE SHALL OVERCOME Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	1
22	24	MARIA ELENA Los Indios Tabajaras, RCA Victor LPM 2822 (M); LSP 2822 (S)	5	74	80	THE CLANCY BROTHERS & TOMMY MAKEM IN PERSON AT CARNEGIE HALL Columbia CL 1950 (M); CS 8750 (S)	5	123	97	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008 (M); SXG 5008 (S)	26
23	87	JOAN BAEZ IN CONCERT, PART 2 Vanguard VRS 9113 (M); VSD 2123 (S)	2	75	84	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	208	124	118	ELECTRODYNAMICS Dick Hyman, Command RS 856 (M); RS 856 SD (S)	6
24	23	SHUT DOWN Various Artists, Capitol T 1918 (M); ST 1918 (S)	23	76	78	PRISONER OF LOVE James Brown, King 851 (M); (no Stereo)	12	125	—	HOT ROD RALLY Various Artists, Capitol T 1997 (M); ST 1997 (S)	1
25	26	ANY NUMBER CAN WIN Jimmy Smith, Verve V 8552 (M); V6-8552 (S)	6	77	85	BIG FOLK HITS Brothers Four, Columbia CL 2032 (M); CS 8832 (S)	10	126	129	GREATEST AMERICAN WALTZES Connie Francis, MGM E 4145 (M); SE 4145 (S)	11
26	8	SINATRA'S SINATRA Frank Sinatra, Reprise R 1010 (M); RP-1010 (S)	11	78	105	CAMELOT Original Cast, Columbia KOL 5420 (M); KOS 2021 (S)	151	127	111	NIGHT BEAT Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)	14
27	37	MY SON, THE NUT Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	18	79	74	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 (M); SR 60611 (S)	23	128	142	SHIRELLES GREATEST HITS Scepter 507 (M); (no Stereo)	47
28	31	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	6	80	65	OLIVER Original Cast, RCA Victor LOCD 2004 (M); LSD 2004 (S)	59	129	132	SURF CITY & OTHER SWINGIN' CITIES Jan & Dean, Liberty LRP 3314 (M); LST 7314 (S)	19
29	—	SUGAR SHACK Jimmy Gilmer & the Fireballs, Dot DLP 3545 (M); DLP 25545 (S)	5	81	92	I AM THE GREATEST Cassius Clay, Columbia CL 2093 (M); CS 8893 (S)	10	130	130	PREVIN IN HOLLYWOOD Andre Previn, Columbia CL 2034 (M); CS 8834 (S)	3
30	38	BLUE VELVET Bobby Vinton, Epic LN 24068 (M); BN 24068 (S)	19	82	77	IN DREAMS Roy Orbison, Monument MLP 8003 (M); MLP 18003 (S)	18	131	—	THE BIG SOUNDS OF THE DRAGS Capitol T 2001 (M); ST 2001 (S)	1
31	27	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	76	83	63	SEPTEMBER SONG Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)	13	132	113	WASHINGTON SQUARE The New Band of Spike Jones, Liberty LRP 3338 (M); LST 7338 (S)	4
32	25	THE FREEWHEELIN' BOB DYLAN Columbia CL 1986 (M); CS 8786 (S)	15	84	99	LIGHTS OUT, SWEET DREAMS Bert Kaempfert & His Orchestra, Decca DL 4265 (M); DL 74265 (S)	3	133	137	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound 5007 (M); 8855 (S)	29
33	33	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	19	85	82	GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005 (M); MS 2005 (S)	20	134	136	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691 (M); LSP 2691 (S)	24
34	22	LAWRENCE OF ARABIA Sound Track, Colpix CP 514 (M); SCP 514 (S)	42	86	90	THE WORLD OF MIRIAM MAKEBA RCA Victor LPM 2750 (M); LSP 2750 (S)	5	135	128	HEAT WAVE Martha & the Vandellas, Gordy 907 (M); (no Stereo)	4
35	36	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	37	87	91	BROTHER JACK McDUFF LIVE Prestige PR 7274 (M); ST 7274 (S)	6	136	127	CRISS CROSS Theolenious Monk, Columbia CL 2028 (M); CS 8828 (S)	3
36	41	GOLDEN HITS OF THE 4 SEASONS Vee Jay LP 1045 (M); SR 1045 (S)	15	88	67	I WANNA BE AROUND Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	37	137	140	MORE Vic Dana, Dolton BLP 2026 (M); BST 8026 (S)	5
37	28	WIPE OUT Surfaris, Dot DLP 3525 (M); DLP 25525 (S)	19	89	61	THIS IS ALL I ASK Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	17	138	145	SO MUCH IN LOVE Tymex, Parkway P 7023 (M); (no Stereo)	20
38	39	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	84	90	66	GREAT SCENES FROM GERSHWIN'S PORGY & BESS Leontyne Price & William Warfield, RCA Victor LPM 2679 (M); LSP 2679 (S)	11	139	144	WONDERFUL! WONDERFUL! Lawrence Walk, Dot DLP 3552 (M); DLP 25552 (S)	2
39	42	ANNETTE'S BEACH PARTY Vista BV 3316 (M); STER 3316 (S)	9	91	98	CRY BABY & 11 OTHER HITS Garnet Mimms & The Enchanters, United Artists UAL 3305 (M); UAS 6305 (S)	4	140	—	MARIA ELENA The 50 Guitars of Tommy Garrett, Liberty LHM 13030 (M); LSS 14030 (S)	1
40	21	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M); VSD 2097 (S)	107	92	114	THE SONGS I LOVE Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)	13	141	125	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2693 (M); LSP 2693 (S)	26
41	32	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); (no Stereo)	68	93	95	FOOL BRITANNIA Various Artists, Acappella AC 1 (M); (no Stereo)	9	142	—	CURB YOUR TONGUE, KNAVE! Smothers Brothers, Mercury MG 20862 (M); SR 60862 (S)	1
42	43	SUNNY SIDE! Kington Trio, Capitol T 1935 (M); ST 1935 (S)	18	94	110	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	35	143	124	BUDDY HOLLY STORY Coral CRL 57279 (M); (no Stereo)	153
43	50	CHAD MITCHELL'S TRIO SINGIN' OUR MIND Mercury MG 20838 (M); SR 60838 (S)	6	95	101	WEST SIDE STORY Original Cast, Columbia OL 5230 (M); OS 2001 (S)	166	144	104	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 35001 (M); AMS 88001 (S)	56
44	40	HOW THE WEST WAS WON Sound Track, MGM 1E5 (M); 15E5 (S)	35	96	116	THE BEST OF THE CHAD MITCHELL TRIO Kapp KL 1334 (M); KS 3334 (S)	12	145	146	LITTLE TOWN FLIRT Del Shannon, Big Top 1308 (M); LPS 1308 (S)	26
45	45	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675 (M); SR 60675 (S)	52	97	94	NUMBER 1 HITS, VOL. 1 Billy Vaughn, Dot DLP 3540 (M); DLP 25540 (S)	6	146	130	WONDERFUL WORLD OF JULIE LONDON Liberty LRP 3324 (M); LST 7324 (S)	4
46	44	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2007 (S)	94	98	103	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	45	147	—	JOSE JIMENEZ IN JOLLYWOOD Bill Dana, Kapp KL 1332 (M); KS 3332 (S)	1
47	100	MORE TRINI LOPEZ AT PJ's Reprise R 6103 (M); RS 6103 (S)	2	99	88	MORE (Soul Surfin') Kal Winding, Verve V 8531 (M); V6-8531 (S)	19	148	—	CONCERT FOR LOVERS Ferrante & Teicher, United Artists UAL 3315 (M); UAS 6315 (S)	1
48	48	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	13	100	107	DEEP PURPLE Nine Tempe & April Stevens, Afro 156 (M); SD 156 (S)	4	149	—	CHECKERED FLAG Dick Dale & His Del-Tones, Capitol T 2002 (M); ST 2002 (S)	1
49	29	MONDO CANE Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	22	101	122	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009 (M); RP-1009 (S)	26	150	150	SHANGRI-LA Percy Faith & His Orchestra, Columbia CL 2024 (M); CS 8824 (S)	9

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Tradesters Pay Tribute To Veteran Danny Engel

CINCINNATI — Some 150 members of the music, radio and TV trades, many from out of town, gathered at the plush Lookout House, Covington, Ky., Tuesday night (3) to pay tribute to the nationally known song plugger, Danny Engel, in celebration of his 50th year in the music business, the last 38 as traveling rep for Chappell Music of New York. Occupying the place of honor with Danny was his wife Beryl.

Following the dinner, Jack

Victor Inks Sam Cooke

NEW YORK — Sam Cooke and RCA Victor Records have concluded contractual negotiations that guarantee the singer a long-term exclusive deal with the label.

Cooke, who has been with RCA Victor since 1960, is currently riding his eighth consecutive hit (12th position on Billboard's "Hot 100"), "Little Red Rooster," culled from his "Night Beat" album (on Billboard's LP chart for 13 straight weeks).

Chattahoochee Buys 2 Masters

HOLLYWOOD — Mrs. Ruth Conte, head of Chattahoochee Records, has purchased two new masters: "Who Needs You," by Bobby Paris and "Ebony," by the Naturals. The latter disk was bought from Del Chapman of Boise, Idaho, while the Paris disk was made locally.

Remington, WKRC program director, toast-mastered the proceedings and held speech-making to a minimum. More than 50 congratulatory wires were received from those unable to attend. Entertainment highlight was the comedy and straight pianistics of Russ David, of Budweiser commercials fame and for the last 25 years musical director of KSD-TV and radio, St. Louis. He also succeeded in bringing Danny to the mike to warble a pair of old standards. To climax the night's activity, the Engels were presented with a check to apply on a round trip to Europe, which they plan to make next summer.

The idea for the Engel celebration was nurtured by Nick Albarano, regional promotion manager for Epic Records out of Chicago. Handling arrangements for the affair was a committee made up of Tom Gelardi, Capitol, Detroit; Hugh Dallas, Columbia, Detroit; Chuck Moore, Columbia, Cincinnati, and Lee Fogel, Cleve-Disk, Cincinnati.

Among the out-of-towners who came in to honor Danny were Irving Brown, executive vice-president of Chappell Music, New York; Barney Fields and Erwin Barg, Chicago; Mr. and Mrs. Russ David, St. Louis; Solly Solomon, Pittsburgh; Max Callison, Fort Wayne, Ind.; Mr. and Mrs. Al Chotin, Bert Press, Julian Miller II and Mr. and Mrs. Milton Mandell, all of St. Louis; Mr. and Mrs. Joe Bettman, Dayton, Ohio; Harriet Kass, Chicago; Nick Albarano, Chicago; Tom Gelardi, Detroit, and Hugh Dallas, Detroit.

MUSIC AS WRITTEN

NEW YORK

The Bobby Darin Fan Club is raising money with the co-operation of MARCH (the new charitable organization formed by women in the music business) for Christmas gifts for the children of the University Settlement House on Rivington Street, here. Bobby has asked his fans not to send him Christmas or birthday gifts but rather to contribute that money to local charities. . . . The Thelonious Monk concert at Philharmonic Hall scheduled for this past Friday (29) has been re-scheduled for December 30. . . . Periscope Records has moved to a new location in Brookline, Mass.

CINCINNATI

Pianist Gardner Benedict, who for years led his own show and dance band in local theaters and niteries, has closed at the Tappery in the Hotel Netherland Plaza to take up similar duties at Suttmiller's in Dayton, Ohio. . . . Capitol's Max Callison, in from Fort Wayne, Ind., Tuesday (3) to attend the dinner party honoring vet song plugger Danny Engel. He capped the stay here with a visit to old friend Larry Vincent, pianist-comedian, now in his seventh week at the Rendezvous 'neath the Fountain Square Hotel. Max was accompanied by Fraternity Records president Harry Carlson and wife Louise, and the writer. Vincent long has operated his own label, Pearl Records.

Charlie Rich has just concluded an extended swing through the Middle West and East to plug his new Groove re-

lease, "Big Boss Man" b.w. "Let Me Go My Merry Way," and returned to his home town, Memphis. On his stop-off here, Charlie was squired around the deejay beat by Charles J. Boyd, vet RCA Victor field rep. . . . John Jossey, regional manager for Capitol Records out of Cleveland, in town last week for a powwow with local Capitol branch sales manager Bill Dawson. . . . Chuck Moore, promo man for Columbia here, finalized a tie-in with the local Coke people last week, whereby purchasers of a pre-selected list of Columbia Christmas albums will receive free a six-pack of Coca-Cola. Albums on the list are those of Johnny Mathis, Andre Kostelanitz, Leonard Bernstein and Mormon Tabernacle Choir plus "Holiday Sing-Along With Mitch" and "Christmas With Coniff." Promo covers the Cincy area only and runs for 10 days, starting December 13. . . . The Travelers 3 (Charlie Oyama, Pete Apo and Dick Shirley) are in the midst of a three-weeker at the Riverside, Reno, Nev.

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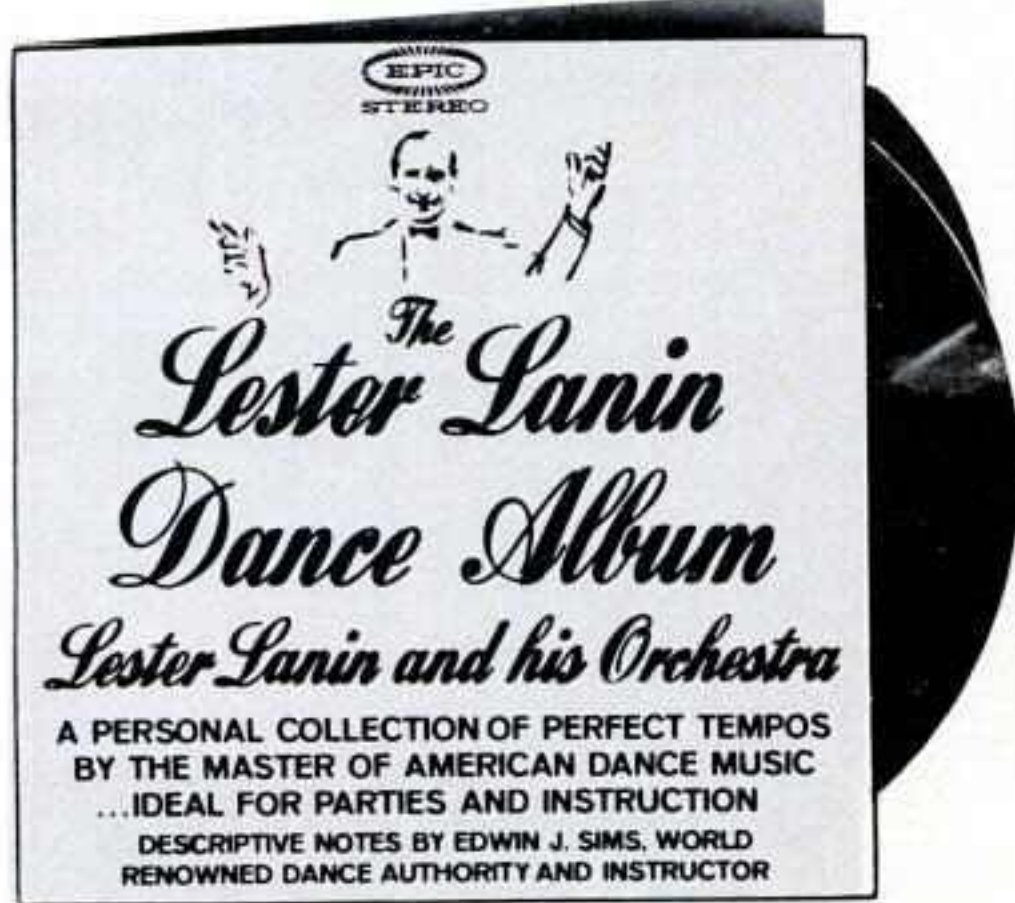
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Billboard HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	—	DOMINIQUE	The Singing Nun (Philips)
2	2	DO YOU LOVE ME	Brian Poole (Decca)
3	1	YOU'LL NEVER WALK ALONE	Geri and the Pacemakers (Columbia)
4	3	ROYAL TELEPHONE	*Jimmy Little (Festival)—Crown
5	8	DANCE ON	Kathy Kirby (Decca)—Alberts
6	14	PAINTED, TAINTED ROSE	—Al Martino (Capitol)—Sandy
7	13	HOOTENANNY HOOT	Sheb Wooley (MGM)
8	5	WASHINGTON SQUARE	Village Stompers (Epic)—Chappells
9	7	LIVING A LIE	—Al Martino (Capitol)
10	—	24 HOURS FROM TULSA	Gene Pitney (United Artists)—Belinda
11	—	THE CRUSHER	The Atlantics (CBS)—Southern
12	4	I (WHO HAVE NOTHING)	—Shirley Bassey (Columbia)—Chappells
13	6	SUGAR SHACK	Jimmy Gilmer (London)—Alberts
14	9	BLUE BAYOU	—Roy Orbison (Allans)
15	10	MARIA ELENA	—Los Indios Tabajaras (RCA)

BRITAIN

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

This Week	Last Week	Title	Artist
1	1	SHE LOVES YOU	*Beatles (Parlophone)—Northern Songs, Ltd.
2	3	DON'T TALK TO HIM	*Cliff Richard (Columbia)—Shadows-Belinda Music
3	2	YOU'LL NEVER WALK ALONE	*Geri and the Pacemakers (Columbia)—Williamson
4	8	YOU WERE MADE FOR ME	*Freddie and the Dreamers (Columbia)—Feldman Music
5	6	SECRET LOVE	*Kathy Kirby (Decca)—Harms-Witmark
6	5	I'LL KEEP YOU SATISFIED	—Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
7	4	SUGAR AND SPICE	*Searchers (Pye)—Welbeck Music
8	7	BE MY BABY	—Ronettes (London)—Belinda Music
9	12	MARIA ELENA	—Los Indios Tabajaras (RCA)—Latin American Music
10	9	BLUE BAYOU	—Roy Orbison (London)—Acuff-Rose
11	—	GLAD ALL OVER	*Dave Clark Five (Columbia)—Ivy Music
12	10	I	*Shirley Bassey (Columbia)—Shapiro-Bernstein/Beim
13	14	IT'S ALMOST TOMORROW	*Mark Wynter (Pye)—Macmelodies
14	17	I ONLY WANT TO BE WITH YOU	*Dusty Springfield (Philips)—Springfield Music
15	18	TWIST AND SHOUT (EP)	*Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.
16	23	MONEY	*Bern Elliott and the Fenmen (Decca)—Dominion Music
17	13	BLOWN IN THE WIND	—Peter, Paul and Mary (Warner Bros.)—Blossom Music
18	11	MEMPHIS TENNESSEE	—Chuck Berry (Pye Int.)—Jewel Music
19	—	WITH THE BEATLES (LP)	*Beatles (Parlophone)—Northern Songs/Jaep/Frank/Dominion/Jewel/Leeds Music
20	15	DO YOU LOVE ME	*Brian Poole and the Tremeloes (Decca)—Dominion Music
21	—	DOMINIQUE	—Singing Nun (Philips)—Flamingo Music
22	—	HUNGRY FOR LOVE	*Johnny Kidd (HMV)—Leeds Music
23	24	BEATLES, VOL. 1 (EP)	(Parlophone)—Northern Songs, Ltd./Shapiro-Bernstein/Aldon Music
24	16	THEN HE KISSED ME	—Crystals (London)—17 Saville Row Music
25	—	COUNTRY BOY	*Heinz (Decca)—Mirror Music

26	26	THE FIRST TIME	*Adam Faith (Parlophone)—Freddie Poser
27	18	FOOLS RUSH IN	Rick Nelson (Brunswick)—Cavendish Music
28	27	DEEP PURPLE	Nino Tempo & April Stevens (London)—Robbins Music
28	19	YOUR MOMMA'S OUT OF TOWN	*Carter-Lewis (Oriole)—Southern Music
30	—	I CAN DANCE	*Brian Poole and the Tremeloes (Decca)—George Wiener Music

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	Title	Artist
1	1	YOU'LL NEVER WALK ALONE	Geri and the Pacemakers (Columbia)—Williamson
2	2	BLUE BAYOU	—Roy Orbison (London)—Acuff-Rose
3	4	MEMPHIS, TENNESSEE	—Chuck Berry (Pye)—Jewel
4	6	SUGAR AND SPICE	—Searchers (Pye)—Welbeck
5	3	THEN HE KISSED ME	—Crystals (London)—17 Saville Row
6	5	BOSSA NOVA BABY	—Elvis Presley (RCA Victor)—Hill and Range
7	10	SHE LOVES YOU	—Beatles (Parlophone)
8	—	GUILTY	—Jim Reeves (RCA Victor)—142 Music
9	—	I (WHO HAVE NOTHING)	—Shirley Bassey (Columbia)—Shapiro-Bernstein/Beim
10	7	IF I HAD A HAMMER	—Trini Lopez (Reprise)—Essex

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

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

FRANCE

(Courtesy Platennjeu, P. O. Box 43 Amersfoort)

This Week	Last Week	Title	Artist
1	4	OUKI KOUKI/PREMIERE SURPRISE PARTIE	—Sheila (Philips)
2	1	D'OU VIENS TU JOHNNY	—Johnny Hallyday (Philips)
3	10	IF I HAD A HAMMER	—Trini Lopez (Vogue)
4	2	NON JE NE REGRETTE RIEN/MILORD	—Edith Piaf (Columbia)
5	5	SI TU VEUX ETRE HEUREUX/PAUVRE PETITE FILLE RICHE	—Claude Francois (Philips)
6	3	I'M WATCHING YOU	—Sylvie Vartan (RCA)
7	9	LES TANTES JEANNE	—Gilbert Beaud (Columbia)
8	8	C'EST MA FETE	—Richard Anthony (Columbia)
9	—	REVIENS VITE ET OUBLIE	—Les Surfs (Festival)
10	—	SHAZAM	—The Shadows (Columbia)

HOLLAND

(Courtesy Platennjeu, P. O. Box 43 Amersfoort)

This Week	Last Week	Title	Artist
1	1	IF I HAD A HAMMER	—Trini Lopez (Reprise)—Bassart L. C.
2	—	SPIEGELBEELD	—Willeke Alberti (Philips)—Altona
3	3	IK HEB EERBIED VOOR JOUW GRIJZE HAREN	Gert Timmerman (Telefunken)—World Music & International Music
4	—	TOUS LES GARCONS ET LES FILLES	—Francoise Hardy (Vogue)—Basart
5	9	LASS MEIN HERZ NICHT	—Weinen—Imca Marina (Imperial)—Anagon Music

6	—	RED SAILS IN THE SUNSET	—Fats Domino (ABC)—Paramount—Melodia
7	—	LA BAMBA	—Trini Lopez (Reprise)—Basart L. C.
8	4	WLADIMIR	—Anneke Gronloh (Philips)—Altona
9	—	NIMM DEINE WEISSE GITARRE	—Gert Timmerman (Telefunken)—Basart
10	10	DE SCHOORSTEENVEGER	—(The Chimney Sweeper) Dikke Leo (Telstar)—Benolux

HONG KONG

(Courtesy Musica e Dischi, Milan)

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

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SABATO TRISTE	*Adriano Celentano (Clan)
2	3	E' ALL'AMORE CHE PENSO	—Francoise Hardy (Vogue)
3	2	SE MI VUOI LASCIARE	—Michele (RCA)
4	10	NON E' FACILE AVERE 18 ANNI	—Rita Pavone (RCA)
5	6	AMICO	—Don Backy (Clan)
6	5	TI CERCHERO	*Ricky Gianco (Jaguar)
7	9	T'AMO E T'AMERO	*Little Tony (Durium)
8	7	I WATUSSI	*Eduardo Vianello & i Flippers (RCA)
9	4	SE MI PERDERAI	*Nico Fidenco (RCA)
10	8	HEY PAULA	—Paul & Paula (Philips)
11	—	ADESSO NO	—Neil Sedaka (RCA)
12	12	ERI UN'ABITUDINE	—Andy Williams (CBS)
13	11	SEI FUGGITA DA UNA FAVOLA	—Joe Damiano (Bluebell)
14	—	LETTERA DI UN SOLDATO	—Domenico Modugno (Fonti)
15	14	CRISTINE	—Miss X (Stateside)

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	YUUIHI NO OKA	—Ishihara Yujiro & Asaoka Ruriko (Teichiku)—JASRAC
2	1	(YOU'RE) THE DEVIL IN DISGUISE	—Elvis Presley (Victor)—Aberbach
3	5	SHIROI SEIFUKU	*Hashi Yukio (Victor)—JASRAC
4	3	SHIMA NO BLUES	*Misawa Akemi & Matrina Stars (Victor)—JASRAC
5	4	YOGIRI NO BLUES	*Ishihara Yujiro (Teichiku)—JASRAC
6	6	HEY PAULA	—Paul & Paula (Philips); Paradise King (Toshiba)—Shinko
7	8	KOHKOU 3-NEN SEI	*Funaki Kazuo (Columbia)—JASRAC
8	9	LANA	—The Velvets (London)—No Sub-publisher
9	7	FIRST QUARREL	—Paul & Paula (Philips); Azusa Michiyo & Tanabe Yasuo—Shinko
10	—	SHINUMADE ISSHONI	*Nishida Sachiko (Polydor)—JASRAC

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MAGIA BLANCA	*Hnos. Carrion (CBS)—Grever
2	9	EL LECHERO	*Les Guerrilleras Hnos. Zaizar (Peerless)—Brambila

3	2	LET'S GET TOGETHER	—Haley Mills (Gamma)—Brambila
4	3	ENTREGA TOTAL	*Javier Solis (CBS)—Mundo Musical
5	5	PAHAPA-PAPA	—Rocio Durcal (Philips)—Pending
6	8	TEQUILA CON LIMON	*Los Juniors (Peerless)—Pending
7	4	THE GUNS FROM NAVARONE	—Al Caiola (Gamma)—Grever
8	7	GRACIAS	—Connie Francis (MGM)—Brambila
9	6	DESPEINADA	*Los Hooligans (Orfeon)—Reimsa
10	10	MEDIA VUELTA	*J. A. Jimenez (RCA)—Pending

NORWAY

(Courtesy Verdens Gang, Oslo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	DETROIT CITY	—Bobby Bare (RCA Victor)—No publisher
2	2	BOSSA NOVA BABY	—Elvis Presley (RCA Victor)—Belinda
3	5	DAGLIGLIV I FOLKEHJEMMET	*Ragnhild Michelsen/Rolf Just Nilsen (RCA Victor)—Arild Feldborg
4	3	IF I HAD A HAMMER	—Trini Lopez (Reprise)—Essex
5	1	GI MEG EN COWBOY TIL MANN	*Wenche Myhre (Triola)—Stockholms Musikproduktion
6	—	DON'T TALK TO HIM	—Cliff Richard (Columbia)
7	6	RED SAILS IN THE SUNSET	—Fats Domino (Karussell)—Norsk Notestik
8	—	500 MILES AWAY FROM HOME	—Bobby Bare (RCA Victor)
9	7	SUKIYAKI	—Kyu Sakamoto (HMV)—Imudico/Musikk-Huset
10	—	KEM HAR TATT MIN FENA	*Roger Engvik (Philips)—Gehrmans

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	YOUR LOVE IS MINE	—Jerry Vale (Columbia)—Mareco
2	2	BIG DADDY	*Celtics (Mabuhay)—Mareco
3	1	A MILLION THANKS TO YOU	*Pilita Corrales (Villar)—Mareco
4	6	DEAR LORD	*Conchita Penalos (Villar)—Mareco
5	8	BLUE VELVET	—Bobby Vinton (Epic)—Mareco, Inc.
6	4	YOU'RE A DEVIL IN DISGUISE	—Elvis Presley (RCA)—Filipinas
7	7	SUGAR SHACK	—Jimmy Gilmer & the Fireballs (Dot)—Mareco
8	—	WHAT KIND OF FOOL AM I?	—Andy Williams (Columbia)—Mareco
9	9	PERFIDIA	—Matadors (Colpix)—Fama
10	10	MORE	—Steve Lawrence (Columbia)—Mareco

SOUTH AFRICA

(Courtesy Utamatic, Tokyo)

This Week	Last Week	Title	Artist
1	1	SHE LOVES YOU	—The Beatles (Parlophone)
2	2	BOSSA NOVA BABY	—Elvis Presley (RCA)
3	3	DA DOO RON RON	—The Crystals (London)
4	4	IF I HAD A HAMMER	—Trini Lopez (Reprise)
5	5	SUGAR SHACK	—Jimmy Gilmer & the Fireballs (Dot)
6	6	IT'S ALL IN THE GAME	—Cliff Richards (Columbia)
7	7	NOT RESPONSIBLE	—Helen Shapiro (Columbia)
8	8	BLUE VELVET	—Bobby Vinton (CBS)

SWITZERLAND

(Courtesy Radio Basel, Switzerland)

This Week	Last Week	Title	Artist
1	1	ICH GEH NOCH ZUR SCHULE	—Manuela (Teldec)
2	2	ICH WILL 'NEN COWBOY ALS MANN	—Gitta (Electrola)
3	3	IM KLEINEN DORF AM RIO GRANDE	—Geschwister Leisman (Ariola)
4	4	ROPTE LIPPEN SOLL MAN KUESSEN	—Cliff Richard (Columbia)
5	5	NON, JE NE REGRETTE RIEN	—Edith Piaf (Electrola)

URUGUAY

(Courtesy Utamatic, Tokyo)

This Week	Last Week	Title	Artist
1	2	IL BALLO DEL MATTONE	—Violeta Rivas (RCA); Rita Pavone (RCA)—Curci-Fermata
2	1	RIO MANSO	—Ramona Galarza (Odeon); Julio Molina Cabral (Music Hall-Sondor)—Lagos
3	6	RIO DE LOS PAJAROS	—Anibal Sampayo (Calve); Jorge Cafrune (Antar)—Lagos
4	9	ACUARELA DEL RIO	—Cuatro para el Mundo (Tonodisc); Jorge Sobral (Disc Jockey-Antar); Los Fronterizos (Philips)—Tempo
5	3	DESPEINADA	—Palito Ortega (RCA); Manolo Munoz (Odeon); Tony Villar (CBS)—Korn
6	4	EL CAMALEON	—Chico Novarro (RCA); Pepe Reyes (Odeon); Carlos Argentino (Philips); Combo Camaguey (Clave)—Korn
7	—	REGALITO	—Ramona Galarza (Odeon); Rodolfo Zapata (Music Hall-Sondor)
8	5	LA TIERRA	—Violeta Rivas (RCA); Joe Sentieri (CBS); Frank Pourcel (Odeon); Los 5 Latinos (CBS); Little Peggy March (RCA); Betty Curtis (CGD-Clave)—Tempo
9	8	FRENTE AL MAR	—Mariano Mores (Susy Leiva); Anibal Troilo (RCA); Los 5 Latinos (CBS)—Smart
10	7	OYE NINA	—Enrique Guzman (CBS); Lalo Fransen (RCA)

Italian Disk Gain Second Only to TV

ROME — Next to TV, the phonograph industry made the greatest gains in its share of the \$384 million spent here for entertainment of all kinds.

Cinema holds 55 per cent and radio-TV 23 per cent of the market while the over-all grouping after sport and theater-opera which includes the disk business showed 11.6 per cent of the expenditures, a gain of 7.9 per cent. Records were actually up 4 per cent in their relative share of the over-all outlay.

Survey was made by Italian Society of Authors and Publishers which controls all ticket sales and entertainment tax collections.

BEATLES SCORE 2d MILLION

LONDON—The Beatles have notched up a second million seller—just a few days after the release of their new single "I Want to Hold Your Hand." Advance orders for the record had topped the 950,000 mark by the day of release—November 29. A week after issue EMI had sold 550,000 copies of the album "With the Beatles" but the company had to call back a number of the LP's after a faulty master—one of 40 used to press this release—caused complaints from fans whose copies 'jumped' on one track.

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International NEWS REPORTS

Norse Rib Politicos



OSLO—This is the cover from the Norwegian EP "Daglig liv i folkehjemmet" (translated "Daily Life in the Welfare State"). It is a satire on the political life in Norway not unlike Vaughn Meader's "First Family."

The EP has gotten wide play on the state-owned radio and has experienced heavy sales that have boosted it into the No. 5 position on the singles Top 10 this week only 12 days after its release.

The record is composed of short dialogs between actors representing Prime Minister Einar Gerhardsen and leading politicians. The script was written by Arild Feldberg, head of the Entertainment Department of the government radio NRK (Norwegian Radio Organization).

The EP is the brainchild of managing director Eilif Meyer at Nera A/S which is the RCA Victor affiliate in the country.

The picture shows Finn Gustavsen, leader of the Socialist minority in the Norwegian parliament, pulling a chair from under the prime minister, labor leader Einar Gerhardsen. The sign on Gerhardsen's chest reads: "Good Boy." In the background the conservative opposition is shown ready to present bills which point up the government's poor luck in passing legislation. (Interior political doings here put the conservative opposition, with the help of the Socialist minority, in control of the government for 28 days.)

The EP has been so successful that Nera is already planning a followup entitled "Juli i Folkehjemmet" ("Christmas in Our Welfare State"). This record will be given as a Christmas present to the country's Liberal leader, M. Roiseland—as Santa Claus.

AUSTRALIA

Starr, O'Keefe Get Gold Disks

By GEORGE HILDER
19 Todman Ave,
Kensington, Sydney, N.S.W.

Festival Records is presenting Lucky Starr and Johnny O'Keefe with gold records. O'Keefe for his chart topper "I'm Counting on You," and Starr for his hit "I've Been Everywhere." Starr is currently in Sydney for a brief holiday after a four-month stint Stateside. During his sojourn in America, a long-term contract was signed by the artist with Dot Records. Arrangements were made for Lucky's American masters to be released in Australia and New Zealand through his original record company Festival. The first single scheduled for release on December 2 were two sides cut under the direction of a.&r. man Jimmie Rodgers titled "Blisters"

b.w. "Poor Little Jimmy Brown." One of Sydney's top-rated teen-age shows, "Saturday Date," has recently gone national. . . . Two new items from the W & G catalog are a single by Johnny Chester titled "Forty Days" and an album of Melbourne jazz man Frank Traynor and His Jazz Preachers. . . . Astor Electronics of Melbourne has released its newly acquired label Audio Fidelity. The material, "The Brave Bulls," "Guitarra Flamenca" on the first release, has been available for quite some time via import selling at \$6. Now locally produced, the albums are selling for \$4.50. . . . Visiting Sydney and Melbourne for top-level discussions is A. J. Wyness, managing director of his Master's Voice, Ltd., New Zealand. . . . Chappells Music house has lifted the restriction of the musical "No Strings" due for presentation in Australia next year, the Capitol album of the original Broadway cast will be available next month. . . . Proof in the upsurge of country and western music continues when EMI artists Reg Lindsay and Slim Dusty combined their talent to present a four-hour sellout concert in the City Hall, Parramatta.

Belinda Music acquired for Australasia the world hit, "Dominiue."

BRITAIN

Dealer Unity Makes Strength

CHRIS HUTCHINS
News Editor,
New Musical Express

A new and powerful body has emerged by the formation of the Retailers Joint Record Council—a body comprised of representatives of three trade associations—the Gramophone Record Retailers Association, the Music Trades Association and the Radio and Television Retailers Association.

The RJRC has been formed for joint consultations with manufacturers and factors. Normally it will meet three times a year to discuss matters of policy and promotion appertaining to the whole industry but an action committee can be called at any time to deal with an emergency.

American plans have now been set for Britain's biggest-ever recording sensation, the Beatles. The group flies to New York on February 7 to make its debut on the "Ed Sullivan Show" two nights later. Immediately after their appearance the Beatles will tele-record another slot for use in the show later in the year.

The following morning the foursome will be interviewed by the New York press before flying to Miami Beach for a five-day holiday, and a rapid follow-up appearance on the Sullivan show on February 16. Fellow Liverpool group Gerri and the Pacemakers have had their Sullivan show debut brought forward to March 8.

American stars missing dates here have given several promoters big problems. Little Richard sailed back to New York before completing his schedule with Duane Eddy to receive treatment for an ankle injury. After making two television appearances and canceling a third, Gene Pitney flew home without undertaking a single date on the long ballroom itinerary set for him by Roy Tempest. Dee Dee Sharp was expected back to complete her schedule of ballroom and concert dates after flying home to see her ailing grand-

BRITISH RETAIL MAN LIKES DUTCH SET-UP

LONDON—Gramophone Record Retailers Association chairman Derek Sabin has reported to the association's executives on his trip to Holland to examine the Dutch recording industry. He told the executives that the pattern of disk trading in Holland might well serve as a guide to future development of the trade in this country.

In particular, Sabin commented on Holland's strict ruling regarding the exclusive supply of records to members of the country's retail organization and the vice-versa agreement whereby dealers could only purchase from members of the manufacturers organization.

He also told the GRR that there were only two "sale" periods each year during which dealers could sell records at prices below those set by the industry. Even then pop LP's had to be more than a year old and classical LP's more than two years old. The organization—which is preparing to further strengthen its position shortly by joining the National Chamber of Trade and Commerce—is looking closely into all aspects of Sabin's report and it may well prove influential in future policy decisions.

IN NORWAY

Success Spurs Local Disks

OSLO — Domestic product continues to hit here in Norway.

The political satire "Daglig liv i folkehjemmet" on RCA Victor this week moves up to No. 3 slot on the VG-charts in spite of the fact that the record is slightly more expensive than the ordinary 45 singles. At the same time the unusual disk "Kem har tatt min fena" also entered the parade as sung by a small town photographer Roger Engvik on the Philips label. The Polish-American polka was originally entitled "Who Stole the Keeshka."

Also for the first time in recording history here, a jazz locally made LP has been issued. The man behind the idea is Thor Dynna in Norsk Grammofonkompani, who produced the record with Johs. Berg. Roger Arnhoff Sound Studios did the stereo recording supervised by technician Svein Sundby. Eleven local jazz bands perform on the platter, which will be entitled "Metropol Jazz," named after

mother but she did not return and also had to be replaced on a major television show. Promoter Harry Dawson—who booked Dee Dee Sharp—has set up a three-week tour for the Ronettes commencing January 5. Dawson is hoping to arrange a booking on "Sunday Night at the London Palladium" for the group.

In association with Mercury, the William Morris Agency will handle the Caravelles' visit to America in the new year. Mercury has inked a deal to release the girls' next four singles and two LP's in the U. S. on its subsidiary label, Smash. . . . If his schedule permits, Rolf Harris will return to America toward the end of March for another stint at the Blue Angel, moving on to Mr. Kelly's in Chicago in mid-April. . . . Impresario Bernard Delfont has signed Anthony Newley to direct "Thin and Fat"—a new musical by Newley and his "Stop the World" co-writer Leslie Bricusse—here in the spring. The project replaces a pre-Broadway run in London of "Golden Boy" starring Sammy Davis. . . . Eartha Kitt is set for her third season at the Talk of the Town from September 14 to December 13 next year.

Visitors

During a short stay, Caterina Valente recorded an album "The Songs I Sang on the Perry Como Show" with accompaniment by Johnny Keating at Decca's studios. Disk is primarily for U. S. release, although it will subsequently be issued here. . . . Before returning to New York, Gene Pitney waxed two songs

the Metropol Jazz Club in Oslo. Two vocalists are featured on the record, Karin Krog and Laila Dalseth.

An unusual facet of the album's production was the fact that none of the musicians were paid, but will receive payment as the disk begins to sell.

under 20-year-old publicist Andrew Oldham's direction. The numbers were penned by the Rolling Stones—a hit-making group which Oldham handles. . . . Other visitors included Anders Holmstedt—in from SGA, Stockholm (for talks at EMI head office), Warner Bros. International director Bobby Weiss, and the vice-president of RCA International, Ltd. (Geneva), Dr. Peter Baumberger.

Ember Records boss Jeff Kruger has returned from Brussels where he inked a deal to release Barclay disks in Britain under his banner. Initial releases include albums by Maurice Chevalier and Charles Aznavour.

Johnny Mathis is coming to Britain next month and the night before he headlines ATV's "Sunday Night at the London Palladium" on January 5 Mathis will make a brave return to the panel of BBC-TV's "Juke Box Jury." He came in for some harsh criticism on his last visit after ruthlessly panning most of the records submitted to the jury and attacking several British artists. . . . Following the cancellation of a date in Germany, Garry Bonds flew to Britain to join the ill-fated Duane Eddy tour. Duane lost his Rebels from the tour following a Musicians Union ruling shortly after its start and Little Richard flew back to the U. S. before completing his schedule with the show. . . . Organist Roger Lavern, who was responsible for the haunting sound on the Tornados' three-million selling "Telesat," has formed

SUE MINA OVER PACT

ROME — Mina's effort to change her disk label has involved her in a lawsuit with Italdisc which is said to have paid her \$72,000 to renew her contract a year ago to last until May 10, 1965. The singer contends that the company did not live up to terms of the agreement. Italdisc has presented its story to all other Italian diskeries to urge them not to enter into a contract with the singer.



GETTING ACQUAINTED: Part of Philips' plan of bringing its far-flung affiliates and customers from around the world was implemented a short time back when the label brought Japanese dealers to Europe. They toured the Continent and England. The leader of the delegation, M. Ito, of Nippon Victor, is shown here with British arranger

own group, the Microns, following his recent split with the Tornados. Decca has just issued Lavern's first record with the Microns, "Christmas Stocking"—it's his own composition. . . . Broadway star Ethel Merman will undertake her first British cabaret stint at London's Talk of the Town for at least three weeks from February 19.

Johnny Dankworth wrote, arranged and scored the music for his ork's new Fontana album "What the Dickens"—all 15 tracks were inspired by places and characters in Charles Dickens' works. The LP will also get U. S. release on Fontana.

CANADA

CHUM Beefs Up Morning Air Spot

By WRAY RUTLEDGE

Station CHUM has a new morning mayor in Buffalo TV's **Jungle Jay**, who has had a top-rated TV show during the supper hour. Although the show was aimed at children, he acquired a great adult audience. CHUM, a solid No. 1 in the market for over five years, has slipped some in the past six months. The new morning man should beef up ratings in the 6 a.m. to 9 a.m. stanza.

Dave Mickie turned up this past month at CKCR in Kitchener, Ontario. This station's sister operation in Hamilton, CHIQ (for over a year a solid c.&w. operation), is now headed for the format radio plan.

"Dominique" reigns as the big seller, but some good comers are the Lenny Welch record, Del Shannon's "Sue's Gotta Be Mine," and Gene Pitney's "Twenty-Four Hours From Tulsa." The hottest new release around the country is "You Don't Have to Be a Baby to Cry," by the Caravells, and "Drip Drop" by Dion.

The unseasonable weather has had a very definite effect on the record industry as a whole. The first snow of the year has yet to appear which usually gets the record buyers looking and buying. . . . Personnel changes in the industry of late cover the exiting of Wray Rutledge from Universal-Continental, with future plans as yet unannounced, and the newly appointed promotion man for RCA Victor, Jack Ellis, has departed the Montreal office and will return to Toronto. Dennis Lapointe has exited the Montreal branch of Phonodisc again with plans as yet unannounced.

EIRE

Video Tape Holds Shows

By KEN STEWART
Irish Times, Ltd., Dublin

At a press conference in Dublin, Gunnar Rugheimer, the Swedish-born controller of programs of Telefis Eireann, outlined plans for the first quarter of 1964. He said they were hampered by lack of equipment, hav-

ing only two \$70,000 video-tape recorder units. Main news entertainment spot is Solo, featuring largely local names. The highly rated "Joe Linnane Show," which currently incorporates a talent contest, is to be extended to one and one-quarter hours. A record 53 per cent of programs will be home produced.

In view of the Clancy Brothers and Tommy Makem upcoming visit, the spectacular demand for their disks should continue for many months. Irish Record Factors chief Thomas Manahan told Billboard that his firm hoped to issue their Carnegie Hall LP before Christmas, in addition to three EP's. . . . Thomas Gorman, said to be representing an Irish London-based syndicate, flew in for negotiations which could result in Dublin's Olympia Theater becoming a ballroom. . . . Telefis Eireann producer James Plunkett and comedian-recording artist Jimmy O'Dea declined nominations in the 1963 Jacob's Television Awards. . . . Adam Faith's Christmas special for Irish television will include guest shots by Susan Singer, Brendan Bowyer and Dickie Rock, whose first single for Pye, "There's Always Me," is moving toward the chart. . . . EMI (Ireland), Ltd., issued "The Glory of Ireland," by Brendan O'Dowda, one of the top selling local singers.

GERMANY

Honor Doelle's 80th Birthday

By JIMMY JUNGERMANN
102 Ismaninger Street,
Munich 27

One of the grand old men of German light music celebrated his 80th birthday this month, Franz Doelle. His most famous standard is "Wenn Der Weisse Flieder Wieder Bluht," written in 1928, is available now in some 100 different recorded versions all around the world, under the title "When the White Blue Lilac Blooms Again" in the States and in England.

After a short time with the Barclay label in Paris, Marlene Dietrich returns to the EMI label. Consequently, her German labels will change from Ariola-Eurodisc to Electrola-Columbia.

Polydor released 10 LP albums on the Brunswick, Coral and MGM labels is offering a series "My Greatest Song." The featured artists are Marlene Dietrich, Peggy Lee, Al Jolson, Brenda Lee, Louis Armstrong, Bing Crosby, Ella Fitzgerald,

Connie Francis, Buddy Holly and Judy Garland.

Peter Kirchberger-Wallace, grand-grand nephew of Gen. Lewis Wallace, author of "Ben-Hur," is the newest of German singers. His first disk for the Ariola label will be "Black Riders of Idaho." . . . Paul Siegel has received the publishing rights in Germany for "Tender Years" from Shapiro-Bernstein.

To meet huge demand Teldec rushed out a special Elvis Presley catalog which offers for the German market 18 LP albums, 36 EP albums and 24 singles. This is the biggest catalog any foreign artist can offer in Germany.

HOLLAND

Folk Album Tied To Ceremonies

By SKIP VOOGD
Joh. Camphuystr. 189,
The Hague

Fitting in with the 1813-1963 150-year anniversary festivities, the Dutch Society for Folk Singing organized a "Week of Folk Singing" in November, some highlights being H.R.H. Princess Beatrix. Philips has released an LP under the title "A Nation That Sings."

Johnny Hallyday is one of the leading non-Dutch artists in Holland. His slow ballad, "Tes Tendres Annees" is climbing fast to the 100,000 mark. His new film, "D'ou viens-tu, Johnny?" (Where Do You Come From, Johnny?), will be premiered in the Dutch cities of Amsterdam and The Hague December 19.

Otto Vriezenberg, of L. C. Phonogram, has great commercial expectations of the most important song of Hallyday's film: "Pour moi la vie va commencer" (For Me Life Will Start Once More). . . . New discovery on the Dutch teen-age market is young singer Roek Williams with his accompanying group, the Fighting Cats. Roek wrote two numbers, "Jane" and "You Walked Away" (both in English), released on Fontana.

His Master's Voice's comedian Toon Hermans, known best for his recorded "One Man Shows," has been awarded with the Golden Badge of Humor at a big carnival-meeting in Valkenburg. . . . Bovema's Columbia label rushed out a Dutch version of Paul Kuhn's carnivalesque beer songs, sung by Rein van Amstel. . . . Liberty LP's by

HUNGARY

'Kiss Me Kate' In Hungarian

By PAUL GYONGY
Dere Kutca 6, Budapest

The Municipal Operette Theatre in Budapest held the first performance of Sam and Bella Spewack's production of Cole Porter's "Kiss Me Kate" with striking success. Janos Sardy and Zsuzsa Petress as Fred Graham and Lilly Venessi cast off old operetta habits and assimilated the musical comedy style. The whole production was thunderously applauded by a sold-out house. The score had to be adapted to the typical operetta orchestra of the theater, and Cole Porter is fortunate to have had arranger Ferenc Gyulagyal, adapt the composer's original score. Hungarian adaptation is by Tamas Ungvari, lyrics done by G. Gyorgy Denes.

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ITALY

Song Pioneer Buti Dies

By SAMPL STEINMAN
Piazza S. Anselmo 1, Rome

Carlo Buti, who is credited with "inventing" the modern Italian song, died in Florence at 61. Beginning with Florentine songs, he developed a style which has remained in vogue until the present day. His greatest period of activity was in the years between the wars but his

last work was heard in the 1956 San Remo Festival. His best known composition is probably "Violino Tzigano" (Gypsy Violin), which had a revival success three years ago.

Antonino Buratti, formerly of CAM, has joined the publicity office of Voce del Padrone. . . . Music inspired by Walt Disney films will again be the subject of a one-day event at San Remo December 23, with Giorgio Gabor, Edoardo Vianello, Gianni Meccia and Pino Donaggio offering compositions. . . . News of other artists who record for Clan is now printed on special foldout jacket used with every new 45 disk issued by the label. . . . First disk by Gigliola Cinquetti, winner of Castrocaro

Terme, will be one of San Remo's two new voices, has been issued by CGD.

Nilla Pizzi, one-time top pop in Italy, has returned from her retreat in Acapulco to spend a year in p.a.'s. . . . To promote latest disk of Peppino di Capri, Carisch is using designation "Peppino X 3," meaning potent to the third power. Disk is "Baby, Be My Baby." . . . TV's "Dream Fair," which has become the launching platform for new disks, is trying a double with "The Only Reason," presented by Milva in a new style and Clan's Don Backy in "I Am Alone." . . . Rita Pavone has been signed to star in an original TV musical comedy. . . . Odeon has come up with first

"Merry Christmas" LP featuring eight different vocalists and groups in 14 numbers. . . . Britta Martell of Germany sings in English and French on her latest Polydor release.

NORWAY

Adams Cutting Hit in German

By ESPEN ERIKSEN
c/o Verdens Gang, Oslo

Singer Ray Adams, who scored in Scandinavia with his recording of "Jag har bott vid en landsvåg" (I Have Lived by a Highway) this spring, will record the Swedish melody in German. Title will be "Heute Nacht" (Tonight), and he will use the same playback as in his original version. Fontana will issue the record.

Henry Skilbred, a singing barber performing in the country style, has recorded "Merry Christmas/Come Christmas" on Odeon in English, and it is clear that the record will have spins on BBC during a special international Christmas program. The children of NATO officers living in Norway also perform on the platter.

This winter's domestic hit looks like "Kem har tatt min fena," which has been recorded both by Norsk Phonogram and Nor-Disc. Phonogram has the original version by newcomer Roger Engvik, while the Vestland Duo sing on the Nor-Disc label. The tune is Polish-American with local words by Phonogram's a.&r. man Rolf Wesenlund. Label is Philips.

NEW ZEALAND

Wren Gives Hoot a Try

By FRED GEBBIE
Box 5051, Auckland, N. Z.

Harry Wren has announced that his Celebrity Circuit will bring 30 hootenanny artists to New Zealand early next year. Slated to appear for Wren are Johnny Cash, the Brothers Four, the Gateway Trio, Sheb Wooley and a return of Freddy Morgan. Local lads set to tour for the organization with the troupe include Bill and Boyd, Max Merritt and His Meteors, the Yomen (whose first release waxed under Morgan's direction has capped over 10,000 sales in Australia), and local lass Lynn Barnett. The New Zealand artists leave for Australia this month and all come from the stable of newly formed General Artists Bureau headed by Jim Haddleton.

Rumor has it that Harry Millers' next presentation will star top British group the Beatles.

NZBC has chosen to replace Colin Broadley and Ian Watkins' "In the Groove" with Lever Bros. Hit Parade compere Ted Thorpe and one-time "Groove" producer Kevin Moore, now residing in Wellington. "Groove" is the most popular teen TV-record show in New Zealand.

Top selling LP in New Zealand is the controversial "Fool Britannia." . . . Benny Levin, who first started the career of Howard Morrison here, will be associated with them once again next month when he plans to take them on yet another tour of New Zealand. Also to go with the boys are Bob Paris, Peter Posa and Fia Chaplin. . . . Singer Toni Williams flew in last week from Australia and cut five tracks for La Gloria, released now through Viking. These will come out next year on an LP.

Zodias Records, the local Auckland label, signed on as recording technician English sound man John Hawkins. So far he has cut sides with pop warbler Ray Woolf that would match up with any overseas waxings and given good original material could boost our releases of New Zealand bred artists overseas. Before cutting for Zodiac, John was with Cannon Records in England.

PUERTO RICO

Record Acts Herald Season

ANTONIO CONTRERAS
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Puerto Rico has an unusual crop of recording stars appearing at night clubs, hotels and dance places during the month of November.

Perez Prado arrived with a big orchestra and group of girl dancers. His dance-dates and theater appearances have been disappointing. . . . Joe Cuba with his small combo, in their first visit to Puerto Rico have taken the place by storm. Sales of their newest SEECO album, "Diggin' the Most" are zooming. . . . Tito Guizar is always a favorite and has a legion of friends among Puerto Ricans. . . . Sarah Vaughan is opening in a few days at one of the plush hotels, in what I believe is her first appearance in Puerto Rico.

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Triangle Shows in Syndication

NEW YORK — Several new radio and TV shows are being offered stations by Triangle Program Sales, Walter Reade-Sterling and Overseas Broadcast Service, Ltd.

Triangle has released for syndication "Window on Washington," a daily series from Triangle's new bureau in the capital. The series, now being aired on the group's five AM outlets, features correspondent Ann Blair with interviews, straight commentary, and on-the-spot news coverage with emphasis on prominent people.

The 140 minutes taped each week are divided into five daily five-minute programs, plus one 15-minute special segment for

weekend use.

Another Triangle syndication offering is "Keiter Contacts," a daily radio interview series which features sportscaster Les Keiter. The program spotlights each day an off-the-record conversation with one of the big names from the world of sports.

Y. A. Tittle, Tony Trabert, Willie Mays and Bob Cousey comprise a typical week's guest line-up, each talking with Keiter by telephone in five-minute segments. Producer of the series is Tom Jones, newly appointed program co-ordinator for the station group.

Programs currently being offered by Triangle include both
(Continued on page 37)

SEGUE

Bob (Coffeehead) Larson, kingpin Milwaukee deejay (WEMP) joined WIND (Chicago) last week, part of a major shakeup at the Group W top-rater. Larson takes over the 1-4 afternoon slot formerly held by **Perry Marshall**, who moves to the all-night show. **Bruce Lee**, who was all-night man, moves to the 8 to midnight slot. Out is **Thom Sherwood**. Other WIND men are **Howard Miller** (6-10 a.m.), **Lee Rogers** (10-1) and **Dick Williams** (4-7).

"Here's Hider," new morning show debuting today (9) on WINS (New York) stars former WMEX (Boston) air personality **Ed Hider**. Hider replaces **Dick Clayton**.

Frank Smith has been named music director for WBBM-CBS, Chicago. Smith succeeds the late **Caesar J. Petrillo**, who died two weeks ago. Smith was appointed assistant music director, under Petrillo, in 1947. During this time he continued as conductor of the WBBM Orchestra.

Joe Grady, long time Philadelphia radio personality, appointed operations manager of WPEN AM-FM (Philadelphia). . . . **Anthony J. Cortese** appointed director of community affairs at KQV AM-FM (Pittsburgh).

Norman Roslin, program director of WJRZ (Newark) named executive assistant to the presi-
(Continued on page 37)

Asks N. Y. Stations to Credit Each Other

NEW YORK—Several radio stations here have gone on record in recent weeks with a policy of mutual support and recognition.

Mark Olds, general manager of WINS, in a letter to the general managers of the major New York stations, has asked that stations give on-the-air

credit to other stations for original reporting.

Olds pointed out that stations expect and receive proper attribution in print when New York newspapers and national wire services pick up news originally broken on radio and TV.

"It is an ironic fact, however, that radio and TV stations seldom credit each other. . . . This slighting of broadcast news sources by other broadcasters can only work against future growth, status and effectiveness of electronic news," he said.

A memo to all WMCA newsmen from news director Roger Turner said: "If a story is used
(Continued on page 37)

HOOTS TAKING A GOOD GRAB OF CLEVE. FOLK

CLEVELAND — This city is rapidly becoming the land of folk singing and of the hootenanny, with sessions springing up in many Cleveland hotels and restaurants. The demand for 12-string guitars is strong.

Two radio stations—WXEN-FM and WZAK-FM—devote their entire time to broadcasting folk. In addition, nationality music is heard on three Cleveland AM stations—WDOK, WERE and WJMO—on Saturdays, with WDOK being the oldest station to become interested in such programs. Fourteen languages and nationalities are represented in the repertoire of WXEN, and WZAK, a newer station, beams out with 13 nationality programs. Sundays find WDOK broadcasting eight nationalities musical programs and WERE with five. All of Cleveland's stations give some time to the songs familiar to Cleveland's 21 nationalities.

From this rock-bed of good music has come folk singing in six night clubs, usually with one night reserved for the purest hootenanny. College students and high schools have a number of gathering places in Cleveland, Cleveland Heights and Parma. Cleveland's Ted Browne, now gaining national fame, is a favorite at Holiday Inn on Brookpark Road, and at Western Reserve University Student Christian Union, hootenannies draw capacity crowds.

Jack Epstein, who has run a novel music emporium on Prospect S.E. for 25 years, says that when he first went into business the trumpet and trombone were the rage; then came the string orchestras and electric guitar fad and in turn came the techniques of Les Paul and Mary Ford. Upsurges in accordion playing with a wave of massed accordion bands have given way, along with bongos and Calypso music, to the 12-string guitar, the use of cheaper "cousins" of the guitar, the lute, zithers, mandolins and balalaikas.

PROGRAMMING NEWSLETTER

Contests Strong Audience Builders

By **BILL GAVIN**
(Contributing Editor)

"Are contests necessary?" Many harassed station managers are asking this question. One put it this way. "These contests and giveaways are bleeding me white. With the money they cost I could put in all new turntables and tape recorders, hire another disk jockey, and raise everybody's pay 5 per cent."

Then why continue the contests? "I'm afraid not to. The opposition runs 'em, too. If I stop, he'll pull ahead in the ratings. Of course, maybe we could hold our own without them. We used to. But now I don't dare risk being clobbered."

Perhaps this attitude is not typical, but it is expressed by a good many managers with whom I've talked. Listening to radio as one travels from city to city, one hears disk jockeys telling their listeners: "It pays to listen." The favorite contests, of course, are those that require extended listening, in order not to miss important clues to buried treasure, or your name or phone numbers, or license number, or you name it.

Bribery, some have called. Unbelievers can be heard saying, "You can't buy an audience." Or: "As soon as the big prize is awarded, all those extra listeners tune in another station." Comparatively few good music stations use contests as station promotion. Contests and games are most heavily exploited by top music and news stations. One program director of a good music station told me that contests would "cheapen our public image."

Audience Builder

The facts of experience are too obvious to be ignored. In practically every city on which I have any information, contests are being used as a successful device for building audience. Hardly a month goes by but what we hear of a station that has moved into rating leadership as a result of contest promotion. The top 40 operator who looks down his nose at the audience-building power of the contest is still living in the dark ages of radio.

"Our whole concept," said a manager who was just embarking his station on a well budgeted and well planned series of contests, "is that the



Radio-TV

PROGRAMMING

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

VOX JOX

By **GIL FAGGEN**



BELATED BEST WISHES, JACK! WCBS early-morning personality Jack Sterling is all smiles after receiving a specially decorated birthday cake in honor of 15 years with the CBS owned station. Jack made his debut in November 1948, filling the early-morning time formerly occupied by **Arthur Godfrey**. Jack is assisted on his show each morning by the

Sterling Quintet, consisting of **Mary Osborne**, guitar; **Andy Fitz**, clarinet; **Tryee Glenn**, vibes; **Buddy Jones**, bass; and **Tony Aless**, piano.

ON TOUR: Lovely Brunswick recording artist, **Demetris Tapp**, recently dropped in for a visit with WKWK deejay **Bob Campo** to plug her "Lipstick Paint a Smile on Me" in the Wheeling area.

Capitol's **The Lettermen** appeared recently at Siene College in Albany, N. Y. While in town the boys visited with **Cliff Korradi** of WOKO.

FOR THE BIRDS: WJRZ's (Newark, N. J.) early bird, **Dick Partridge**, gave away 25 of his namesakes for Thanksgiving during a station contest.

CHRISTMAS IN THE AIR: **Paul Coburn** on his morning show on KWIC (Salt Lake City) is asking listeners to send in original hand drawn and made Christmas cards. Owners of the most original are receiving LP awards.

WHLI AM-FM (Long Island) has scheduled a series of 10 special programs for the Christmas and Chanukah seasons, according to **Jerry Carr**, vice-
(Continued on page 37)

Lofthus Heads Gamble Corp.

STOCKTON, Calif. — Ort J. Lofthus has been named president of the Joseph E. Gamble Broadcasting Corporation of Stockton and two affiliated organizations in Sacramento and Lemoore, Calif., succeeding the late Joseph E. Gamble, who died of a heart attack here November 29.

Gamble was the principal owner of stations KJOY, Stockton; KJAY, Sacramento; KLAN, Hanford and Lemoore, all in California. Each of three separate corporation has selected Lofthus as president.

Lofthus has been general manager of Station KJOY since 1953. Prior to that time he managed the KCMJ sales department in Palm Springs, Calif. (KCMJ was at that time a Gamble property, but was sold in 1954.)

new listeners who tune us in because of the contests will like what they hear: our music, our news and our disk jockeys. We've just revamped our music policy and brought in a couple of good new jocks. We're spending good money to persuade people to give our new sound a fair trial. We're gambling that a majority of them will stay with us when the contests are over." (As a matter of fact, he won his gamble, and his station has been a solid No. 1 in the market for the past six months. Tomorrow, who knows?)

Disk jockeys sometimes complain of the amount of time they have to take away from their music in order to recite the contest rules and to promote it as required. Their contention is that cutting down on their music will lose as many listeners as they gain. And yet, some of the most successful contests, in terms of rating gains, have required the greatest amount of air time to handle. In all known cases, these long-winded contests have offered maximum prizes. We might assume that the bigger the reward, the greater the amount of air time that can profitably be devoted to it.

Small Cash Outlay

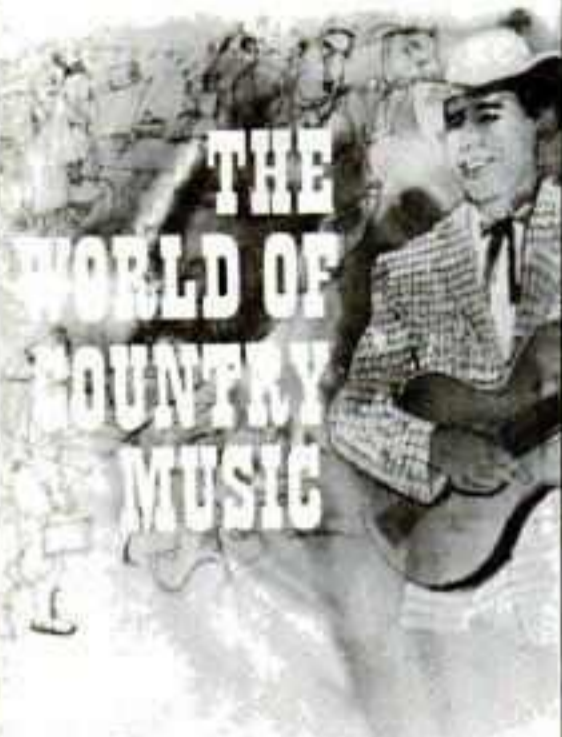
Smaller contests can often be conducted at a minimum cash outlay. "Trade-outs" provide free commercial schedules in exchange for cars, TV sets, hi-fi sets, furniture, etc. Lesser prizes are frequently "paid" for simply by a favorable mention of the brand name or source of supply. Cash prizes, on the other hand, come out of the bank account; they are the most expensive, and they are usually most potent.

It is not news that contests are attractive to large numbers of people. They have been used for many years as circulation builders for newspapers and magazine, to say nothing of being used as an inducement for people to buy a product, or to visit a merchant's place of business, in order to qualify for the big prizes.

In radio, however, there is a special attractiveness about taking part in a contest—a sort of continuing excitement. It is different from mailing an entry and then waiting until the results are announced. Some executives feel that the very act of participating in an activity of the station's makes listeners more personally friendly to it. It is claimed that one of the most powerful influences on building and holding an audience lies in participation in its activities.

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READY-TO-GO PROGRAMMING

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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	6
2	2	I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921	11
3	3	YOU DON'T HAVE TO BE A BABY TO CRY, Caravelles, Smash 1852	7
4	5	SINCE I FELL FOR YOU, Lenny Welch, Cadence 1439	8
5	7	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	3
6	12	POPSICLES AND ICICLES, Murmaids, Chaffahoochee 628	4
7	4	WASHINGTON SQUARE, Village Stompers, Epic 9617	13
8	—	TALK BACK TREMBLING LIPS, Johnny Tillotson, MGM 13181	6
9	10	HAVE YOU HEARD, Duprees, Coed	6
10	9	LIVING A LIE, Al Martino, Capitol 5060	8
11	11	WIVES AND LOVERS, Jack Jones, Kapp 551	7
12	14	MIDNIGHT MARY, Joey Powers, Amy 892	6
13	15	KANSAS CITY, Trini Lopez, Reprise 20236	5
14	6	TWENTY-FOUR HOURS FROM TULSA, Gene Pitney, Musicor 1034	9
15	8	MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216	13
16	13	500 MILES AWAY FROM HOME, Bobby Bare, RCA Victor 8238	11
17	18	TURN AROUND, Dick & Deedee, Warner Bros. 5396	4
18	19	STEWBALL, Peter, Paul & Mary, Warner Bros. 5399	3
19	—	THAT LUCKY OLD SUN, Ray Charles, ABC-Paramount 10509	2
20	—	PRETTY PAPER, Roy Orbison, Monument 830	1

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 15, 1958

- 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
- Beep Beep, Playmates, Roulette
- Smoke Gets in Your Eyes, Platters, Mercury
- Lonesome Town, R. Nelson, Imperial
- It's Only Make Believe, C. Twitty, MGM
- I Got Stung, E. Presley, RCA Victor
- The Chipmunk Song, D. Seville & the Chipmunks, Liberty

POP-10 Years Ago December 12, 1953

- Rags to Riches, T. Bennett, Columbia
- Ebb Tide, F. Chacksfield, London
- That's Amore, D. Martin, Capitol
- Ricochet, T. Brewer, Coral
- Vaya Con Dios, L. Paul-M. Ford, Capitol
- Eh Cumpari, J. La Rosa, Cadence
- You, You, You, Ames Brothers, RCA Victor
- Changing Partners, P. Page, Mercury
- Oh Mein Papa, E. Calvert, Essex
- Santa Baby, E. Kiff, RCA Victor

RHYTHM & BLUES-5 Years Ago-December 15, 1958

- Lonely Teardrops, J. Wilson, Brunswick
A Lover's Question, C. McPhaffer, Atlantic
Nobody But You, D. Clark, Abner
Whole Lotta Loving, F. Domino, Imperial
Try Me, J. Brown, Federal

- Queen of the Hop, B. Darin, Atco
It's All in the Game, T. Edwards, MGM
It Don't Hurt No More, N. Brown, Savoy
Please Accept My Love, B. B. King, Kent
Smoke Gets in Your Eyes, Platters, Mercury

GREAT FALLS, Mont. — Allen L. Donahue and George J. Buzzas, outdoor theater operators have purchased the local radio station KMON. Purchase price was not disclosed but it was estimated at more than \$250,000.

LOUISVILLE ANNIVERSARIES

LOUISVILLE—WAVE radio and TV, simultaneously observed their 30th and 15th years on the air the week of November 26-30. Both stations aired salutes from broadcast and civic leaders, including NBC board chairman Robert Sarnoff and NAB president Leroy Collins. Both stations have been NBC affiliates since hitting the air.

THE LEADER IN THE OLDIES FIELD



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

Triangle Produces 30-Hour Marathon Christmas Show

PHILADELPHIA — Triangle Stations will air a specially produced Christmas marathon program to begin at 6 p.m. December 24 and run through midnight December 25.

Produced on tape by Jerry Donohue of Triangle's WFIL here, the program is called "The 30 Hours of Christmas" and is subdivided into six thematic segments:

"It's Beginning to Look a Lot Like Christmas" famous Christmas readings and drama (6-11 p.m.); "O Holy Night," religious music (11 p.m.-2 a.m.); "Here We Come A-Wassailing," carols (2 to 6 a.m.); "On Christmas Day in the Morning," stories and songs for children (6 a.m.-noon); "We Father Together," music and prose for

family (noon-6 p.m.) and "There's No Place Like Home for the Holidays," pop songs associated with the season (6 p.m.-midnight).

Triangle will make the program available for syndication next year.

JOAN BAEZ IN CONCERT PART 2
VANGUARD RECORDS

INDIANAPOLIS GETS A NEW 5,000-WATTER

INDIANAPOLIS — There will be new voices on the airwaves in Indianapolis after the first of the year.

WNDY, a newly licensed 5,000 watter is scheduled to begin broadcasting January 1. Tom Howard is general manager.

WFBM, the Time-Life station, will begin active affiliation with the CBS radio network Sunday, January 5.

Jos. E. Gamble Heart Victim

STOCKTON, Calif. — Joseph E. Gamble, 46, owner of Stockton radio Station KJOY and two other Northern California stations, died November 29 in the El Dorado Street office of the local station, the victim of a heart attack.

Gamble and his family moved from Stockton to Sacramento earlier this year after he opened a new station, KJAY, in the capital city. He was also the principal owner of Station KLAN in Lemoore, Calif.

Gamble entered the broadcasting industry in 1950 with the purchase of Station KCMJ in Palm Springs, Calif. He has since owned and operated stations KJAX in Santa Rosa, Calif., and KWIP, Merced, Calif.

Surviving are his widow, Virginia; a daughter, Virginia Lee; a son, Joel; four brothers and six sisters.

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VOX JOX

• Continued from page 35

president in charge of programs. "Christmas in New York"—a 90-minute special will be aired 4:30 to 6 p.m. Sunday, December 15, featuring live music with WCB's Johnny Andrews, Stuart Foster and Lynn Roberts. Ted Steele is host.

A half-hour series of programs entitled "Christmas Fantasy" is being aired on WGN radio (Chicago) November 29 through Christmas Eve. The series features choral and orchestral Christmas music performed by some of the world's finest groups.

WJZ-TV's (Baltimore) well-known tramp, Lorenzo, has been

awarded to a lucky kid at the second annual "Toys for Tots Bowl," which pitted the WJZ-TV "Big Ones" against the "Fumbling Finks" of WFBR radio. Lorenzo will help the lucky youngster trim his Christmas tree.

The senior citizens of Hartford will be guests of WHNB-TV at a Christmas Party at the Loew's Theater. Channel 30 personalities will be on hand to extend a holiday welcome and distribute gifts at the sneak preview December 12. Colonel Clown will be the host at a similar party for the youngsters scheduled for December 26.

KDKA's Reg Cordic recently threw a highly successful movie premiere to raise funds for Pittsburgh's Children's Hospital.

Videotaped and ready for Christmas viewing at KRON-TV (San Francisco), is "Santa Rides Again," a winning entry in the station's recent TV script writing contest conducted by Channel 4 among the Bay Area's little theater groups.

NEWSMAKERS: Jim Rupert, formerly with WTHS-TV, joins WIOD (Miami) news staff.

KGBS (Los Angeles) newsman, Alan Lisser, recipient of Golden Mike Award for best over-all news analysis from Southern California Broadcaster's Association.

Newsman Peter Wells, former WICC (Fairfield, Conn.) assistant news director; Reginald W. Laite, WIS (New York) editor, and Robin Turkel, former New York newspaperman, join WCB radio news staff.

SEGUE

• Continued from page 35

dent. Roslin will supervise and coordinate all station advertising, contests, promotions, public relations and publicity.

Gerald M. Goldberg, public relations director at WINS (New York) appointed to the new post of director of public relations and special projects for the Group W station.

Zeke Jackson is host of a five-hour show, Saturday nights, on Pittsburgh's WZUM.

Credit Each Other

• Continued from page 35

on any newscast which was originally developed by a radio or TV station, don't hesitate to credit with call letters the station responsible."

WMCA has on several occasions received editorial support from WINS on its editorial stands although the stations are fiercely competitive.

Furthering the broadcasting industry's togetherness image in Gotham was the backing of WBAI-FM by WQXR, the New York Times station.

WBAI has been under investigation by the FCC recently over an issue that could take the Pacifica-owned station off the air. The Commission has requested that the foundation's directors fill out questionnaires about possible Communist affiliations.

Competitor WQXR editorialized criticizing the FCC's investigation of the Pacifica Foundation, which often presents discussion programs at the extremes of the political spectrum.

RADIO REVIEW

Ella Goes on With a Live One

New Yorkers were given a Thanksgiving holiday musical treat with the airing of a 30-minute live Ella Fitzgerald spectacular by WNEW, radio, 11:30 to noon.

Produced by Dave Pound, Ella sang five tunes backed by

an 18-man orchestra. The whole thing was kept breezy and informal by host William B. Williams who chatted with the vocalist between numbers.

WNEW is among the handful of stations across the nation that takes the time, effort and financial kick to present live music and artists interestingly. The only dampener in the show was Williams' over-laudatory approach to Miss Fitzgerald. That is a common problem for all who so much respect her.

GIL FAGGEN

Triangle Shows

• Continued from page 35

radio and television packages available through the Triangle Program Sales office headquartered in New York at 320 Park Avenue.

Fred Robbins' interview program, "Assignment Hollywood," currently aired on WNEW, New York, Each Sunday from 8 to 10 p.m., will be syndicated in a five-minute format. The shows guest such luminaries as Elizabeth Taylor, Sophia Loren, Richard Burton, etc., recorded on location, in Hollywood, New York, Europe, on stage at theaters and niteries.

Overseas Broadcast Services, Ltd., is handling the syndication.

The Pamela Mason show, a West Coast television discussion program, has been acquired for national distribution by Walter Reade-Sterling, Inc. Now in its second year on Los Angeles stations, the show is a daily, hour-long program in which Miss Mason interviews celebrities, discusses matters of interest, or talks with people with interesting personal stories or achievements.

Walter Reade-Sterling with offices at 241 East 34th Street, New York, will syndicate the program on a five-day-per-week basis.

HOT JINGLE BELLS IT'S CHRISTMAS



B/W
"It's Getting Mighty Close to Christmas" by Christopher Bell

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"TAKE A LOOK AT ME"
PEACOCK 1928
JAMES DAVIS'
"BLUE MONDAY"
DUKE 368
FOUR GREAT NEW SPIRITUALS!!
"HEAVENLY VISION"
AND "IN MY DISTRESS"
THE AWAKENING ECHOES
PEACOCK 3002
"IF YOU EVER NEED THE LORD"
AND
"YOU'RE GOING TO MISS ME"
BROOKLYN SKYWAYS
PEACOCK 3003
"TALK TO JESUS"
AND "JESUS SAVES"
THE HARDEMAN SINGERS
PEACOCK 3004
"RUNNING FOR JESUS"
AND "CHILD OF THE KING"
THE HIGHTOWER BROTHERS
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PEACOCK 3007
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2809 ERASTUS STREET
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JFK
MAY 29, 1917
NOV. 22, 1963

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- CHARLOTTE . . . MANGOLD
- MILWAUKEE . . . JOHN O'BRIEN
- CINCINNATI . . . A & I
- CLEVELAND . . . GREAT LAKES
- OKLAHOMA . . . OKLAHOMA RECORDS
- PHILADELPHIA . . . SAUL LAMPERT
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3-M Enters Tape Duplicating Set-Up

ST. PAUL — The 3-M Company (Minnesota Mining and Manufacturing Company) has entered the business of duplicating and distributing cartridge tapes for its line of slow-speed cartridge tape recorders under special licensing agreement with record manufacturers.

Initial licensing arrangements under the new set-up were concluded last week with ABC-Paramount and that firm's companion label, Westminster. The 3-M firm is also negotiating similar contracts with other firms and expects to conclude several other deals prior to the end of the year. Earlier, a single album deal was concluded with Warner Bros. Records for Bing Crosby's "I Wish You a Merry Christmas," cartridges of which are now available in stores.

Thus, 3-M's takes its place with other tape licensing, duplicating and distributing firms such as Ampex' United Stereo Tapes, Thompson Ramo Wooldridge's Bel Canto and Pete Fabri's Musictapes in the pre-recorded tape business. The sole difference is that 3-M's will produce and distribute tapes only in the narrow-width, slow-speed cartridge form designed for its own line of cartridge recorders.

The 3-M firm already has agreements with Musictapes for some of the lines it represents and with Columbia Records. In these cases, however, 3-M's does only the duplicating with other firms handling their own distribution.

U. S. Sales Up by Edge, Horne Says

LOS ANGELES — Consumer electronics sales enjoyed a 4 per cent growth during the current year, according to preliminary statistics now available. In a speech prepared for delivery here at the annual mid-year meeting of the Electronic Industries Association, EIA president Charles F. Horne asserted that the consumer electronics field grew this year despite an apparent leveling off in 1962 and despite the inroads of foreign competition.

Figures now available indicate that consumer electronics sales hit \$2.5 billion, to account for better than a 16 per cent share of the total electronics take. Horne mentioned color TV, smaller screen black and white

(Continued on page 39)

MUSIC TAPES OUT WITH 43

CHICAGO — Music Tapes has brought out its biggest single new release of four-track, pre-recorded tape to date—43 separate selections. At the same time, the firm is making dealers a special Christmas offer of one free Christmas tape for every 10 catalog or new release tape orders.

The two Christmas tapes, neither of which can be bought, feature organists George Wright and Richard Purvis. The new release, taken from the Hi Fi, Everest and Concertapes catalogs are all listed at \$7.95, with the exception of one twin-pak, which carries a \$9.95 tag.

Music Hall Makes Debut As Showcase

NEW YORK — Radio City Music Hall, world's largest theater, makes its bow as an industrial showcase next year, when it will be the site of Philco's annual new products presentation. The firm's 1965 electronics line will be presented next May to 5,000 dealers and distributing personnel.

A feature of the presentation will be the incorporation of the Music Hall's familiar Rockettes, ballet company and symphony orchestra. The private showing,

(Continued on page 39)

The 3-M Revere-Wollensak tape recorder sales organization will handle sales for the pre-recorded cartridges, through nearly 600 outlets now handling the cartridge recorder line.

The firm is entering this phase of the business, according to D. H. Boyd, marketing manager of Revere-Wollensak Division because "many record companies can't afford to pioneer in cartridge distribution. Cartridge tapes go to many outlets which aren't traditional record stores—such as camera shops."

Expected early in January are at least 30 tapes with additional product to be offered regularly thereafter.

EQUIPMENT NEWSLETTER

Another Viewpoint on Dating

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

A MANUFACTURER'S VIEW: In my column of November 23, I presented some arguments in favor of the concept of dating home electronic product by model year. This week we have a cogent and persuasive rebuttal from the articulate Albert Leon, advertising, sales and promotion and public relations director of Symphonic Radio & Electronic Corporation.

As an extremely knowledgeable executive of one of the largest phonograph manufacturers, Al's opinion carry a great deal of weight. His letter to this column is reprinted in full:

DEAR DAVE:

I know I can be numbered among your most loyal readers, in both Billboard and in Television Digest. I know, also, that regarding your Billboard column, which is usually one of opinion and not of straight news reporting, I ordinarily agree with your position. Since I have, at times, taken the time to express this agreement to you, I feel a certain license in now expressing disagreement. It is with regard to your article entitled "How About a Date? Asks Sol," appearing in the November 23d edition to which I take exception.

Let me first establish, that I am no more familiar with Sol Polk's reasons for wanting manufacturers to date their merchandise than you indicate you are. My argument, then is addressed to you and not to Mr. Polk, who I recognize to be one of the most successful merchandisers of our times, and whose judgment, I am sure, is ordinarily quite sound.

I think, first of all, we have to question the parallel that you drew between the consumer electronics industry and the automobile industry. We are similar only in that we manufacture hard goods for ultimate consumer use. Beyond that, the parallel ceases. I will also point out to you that the automobile industry is unique in the manner in which it dates merchandise. The annual ritual of model change-over is, at this point (or at least so I have been told by people in the automobile fraternity), literally a situation from which they cannot extricate themselves, no matter how much they may want to. They are on the wrong side of the tiger's tail, and the annual model ceremony is one to which they must, by tradition, conform.

I also point out to you that automobiles are among the few consumer items (if, indeed, there are any others) that have any substantial amount of trade-in value, on an established open market. But let's forget the automobile industry. Let's talk about the consumer electronics industry.

All of us in it can be proud of the fact that it is, without doubt, THE industry which has developed, and continues to develop, improvements in the art at a pace beyond that maintained by any other industry group. These improvements do not take the form of inconsequential face-liftings—they are in the nature of real "blood and guts" technological breakthroughs. By these very developments, and by their incorporation in new products, our industry does not need the superficial device of dating. Merchandise is dated by its very incorporation (or lack of it) of these improvements. And by virtue of the fact that,

even though the companies in our industry operate within the scope of what we call "private industry," a good many of its products come under regulation and examination by such agencies as the Federal Communications Commission, public awareness of these new developments is generated.

MANUFACTURERS, therefore, for their very survival, must continue to update their product, with or without date identification on these products. A product that is not current in its technological structure will fail to sell even if it has a new model year date on it—a product that is current in its technological structure will sell even if it has last year's model date on it. The consumer, obviously, is interested in only one thing—that the product he purchases measures up to his needs and that it incorporates, to his requirements, the newest in technology. Model year identification in no way guarantees that this will be so.

Let us consider an inevitable, and unfortunate, side effect of model year dating. As you know, all manufacturers make production commitments in accordance with their best sales forecasts, and in accordance with the cyclical factors prevailing in our industry. It is a project no less than Herculean, to hope to have production and sales balance out as new line introductions are due. A product, frequently, does not need changing or, for that matter, even face-lifting. There is no reason, if technology and styling meet current needs, why a manufacturer, just to meet the forced requirements of new model year designation, should therefore be compelled to make changes in such products. His own market awareness will dictate his need, or lack of it.

TO PUT MANUFACTURERS in the position of forced dating really means that the corollary, forced obsolescence, must occur. And forced obsolescence does neither the manufacturer, the distributor, the dealer, and most of all, the consumer, any good. It simply means that unnecessary developmental and distribution costs must be added into the price paid by the ultimate consumer for a presumed new product—which really isn't new, but only "window-dressed." On the other hand, if new products are introduced only when technology and styling warrant it, then the burden of developmental and distribution costs would be lessened—the manufacturer, the distributor, the dealer and, most of all, the consumer, would be benefited.

It is my sincere belief that the amount of product available at so very few dollars, as is the case with consumer electronic products, and the potentially long life, in consumer use, of these products, and the potentially long life, in consumer use, of these products, put our industry in a position of which we can be proud.

Our products are initially relatively inexpensive to buy. Our products give long service. Our products, during their period of use, both educate and amuse. They continue to incorporate real improvements by the very existence of competition.

So, too, is there improvement in products in all other areas; major appliance, housewares, etc. The marketplace still serves to separate the men from the boys. Why force upon our industry and others (the combined production efforts of all of whom are the envy of the world), an arbitrary and unnecessary device such as model year dating?

That's what Albert Leon wrote.

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Coast Chain Starts Selling Components

HOLLYWOOD—The Music City chain of four retail outlets in the Los Angeles area has begun to sell audio components in addition to disks, musical instruments and package hard goods.

"We've kind of grown into the component field," Clyde Wallich, Music City's president told Billboard. "Our first component department was opened at our Lakewood store, our downtown Los Angeles department is also in operation, our Hollywood store's department has just been completed and an audio department was built into our just-opened Torrance store."

While offering such quality names as Fisher and Pilot, Wallich explained that he was aiming at what he called "a package unit, take home audience." He says his salesmen put a system together for a customer but they do not offer any installation service.

"The component houses offer much more elaborate services," Wallich admitted, but emphasized that he was not interested in competing with these specialized stores.

Wallich classified all component sales as "technician's sales," meaning his normal audio technicians were filling the roles of salesmen. Wallich noted that the component end of the music biz was an area he'd been delinquent in. He said his stores were carrying equipment running the entire price gamut, including a \$1,500 Fisher rig.

"We put the equipment together and the customer plugs it in at home," Wallich stated. "We're not interested in getting into the technical end of the business." He admitted that the public's reaction has been slow in taking advantage of the new department, but felt that as Music City became known as a component equipment center, business would perk up.

KIDS FIND OUT

What to Do With Oldies

SOUTH BEND, Ind.—When youngsters here get tired of their old records, they don't throw them away. They bake them, paint them, crimp the edges and in a host of other ways turn them into attractive center pieces and wall plaques.

The project was dreamed up by Bob Hatfield of the O'Brien Paint Corporation, whose product naturally is used in the artsy-craftsy carryings-on. It was kicked off with a group of 9-13 year-olds at the Christian Reformed Church here and caught on immediately.

O'Brien now thinks he has something: a record decorating contest to be sponsored by record stores, as a means of promoting traffic, promoting interest and getting rid of a lot of old music besides.

Music Hall Debut

• *Continued from page 38*

according to Philco merchandising manager, Dan R. Cavalier, will be made Saturday morning May 23, prior to the theater's regular daily program.

The production will be staged in conjunction with Philco's World's Fair dealer meeting, the firm's first national dealer conclave since its takeover by the Ford Motor Company. Philco exhibits, incidentally, will be an integral part of Ford's Fair exhibit.

Harry Owens' Biggest Since
"SWEET LEILANI"
HAWAIIAN PARADISE

New releases:

ALFRED APAKA Capitol
BANJO BARONS Columbia
AL CAIOLA Victor
WEBLEY EDWARDS Capitol
GEORGE WRIGHT Dot

And a ROYAL Salute to
BILLY VAUGHN
 and his
Dot Gold Record Award Album
BLUE HAWAII
 featuring three great
 Harry Owens melodies

HAWAIIAN PARADISE
SWEET LEILANI COCONUT GROVE

ROYAL MUSIC PUBLISHER
 14238 SUNSET BOULEVARD
 PACIFIC PALISADES, CALIFORNIA

Three Little Words That
 Say B-I-G Hit!

BON-DOO-WAH
 C-287

THE ORLONS

THE BIG ONES ARE
 ON CAMEO/PARKWAY



Alive today

Mrs. Ellen Gruber of Milwaukee is one of 1,200,000 Americans cured of cancer because they went to their doctors in time. Many cancers are curable if detected early and treated promptly.

That's why an annual health checkup is your best cancer insurance.

AMERICAN CANCER SOCIETY
 This space contributed by the publisher

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 BETWEEN \$401 and \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	9/14/63 Issue	6/15/63 Issue		
1	1	1	Magnavox	47.4
2	4	6	Fisher	14.3
3	4	3	RCA Victor	8.8
4	—	—	Motorola	6.8
5	2	7	Zenith	6.4
6	—	—	Pilot	6.0
			Others	10.3

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.

9/14/63 Issue: Curtis Mathes (3); Packard Bell (6); Telefunken (6).

6/15/63 Issue: Curtis Mathes (2); Clairtone (4); Electrohome (5).

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.

MERCURY-WING—Expires December 15, 1963. Started October 15, 1963. Sales Power Program. One free with four purchased on classical only. Pop not included.

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.

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.

U. S. Sales Up

• *Continued from page 38*

TV, FM stereo and developing demand for AM/FM auto radio as factors in the growth pattern. The phonograph business, Horne said, remains good with

a rise noted this year in both units and value, to reach "5.-600,000 instruments with a factory value of \$460,000,000." Looking ahead, Horne forecast a dip in black and white TV dollars and units next year as imports increasingly penetrate the domestic market.

NEW DEALER PRODUCTS

Tandem Clock



Motorola's Tandem AM clock portable radio is now being made available in a special gift pack, suitable for all-season merchandising, beginning with Christmas. Pack includes a case for the radio, battery and earphone. Accessories and Tandem radio are inserted in hinged, facing compartments which fold into a neat box. Colors of the gift pack are olive and turquoise. Radio model is available in medium blue or beige at a suggested list of \$44.95.

Metronome First

The first transistorized metronome has been introduced by the Seth Thomas Division of the General Time Corporation, the nation's first and only manufacturer of key-wound metronomes. The battery-powered device employs an adjustable sound selector and offers a precise metronomic click. The unit has a sealed movement, eliminating service problems and includes a brushed gold dial. Available in mahogany or walnut cases, the unit retails at \$24.95.

Send for Price List

"45" RPM SPINDLE ADAPTORS

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

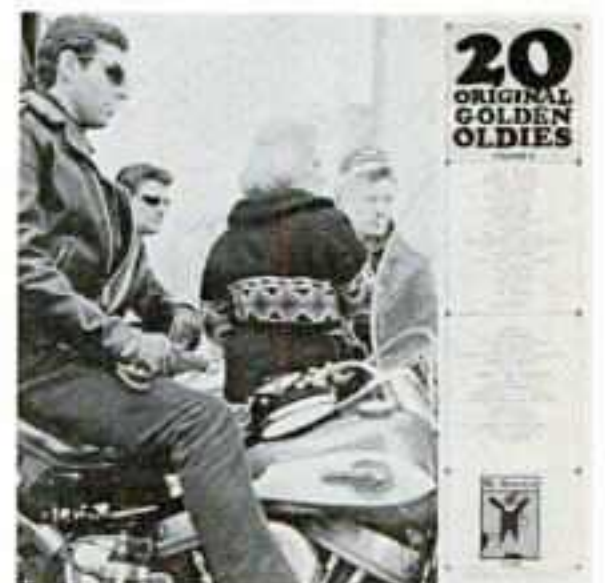
Genuine original manufacturers' equipment in all standard and shorty models

Write or call today for complete catalog and price schedule.

DIALTRONICS

240 Market St. • Paterson, N. J. L.Ambert 5-2211

THE LEADER IN THE OLDIES FIELD



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

RELIABILITY—QUALITY
RECORD PRESSING
 Originators of the Patented rim drive; thick-thin type record
RESEARCH CRAFT CO.
 1011 NORTH FULLER
 HOLLYWOOD 46, CALIF.

Performance and Profits

... in background music are yours with reliable VIKING tape cartridges.



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

Cartridges With Clear Plastic Cover			
Single coated tape standard loop	M4 to 375'	M6 to 850'	M8A to 1700'
Double coated tape moebius loop	to 275'	to 600'	to 1200'

Write Sales Manager For Information

IF IT'S USED WITH TAPE IT'S MADE BY VIKING



VIKING OF MINNEAPOLIS, INC.

9600 Aldrich Avenue South, Minneapolis, Minnesota, 55420

Your assurance of Quality in Tape Components

The TOP Version—
The ONLY Version Since 1948
**"YOU'RE ALL I
WANT FOR
CHRISTMAS"**

words and music by
Seeger Ellis & Glen Moore

recorded by
BING CROSBY (Decca) single;
FRANKIE AVALON (Chancellor)
LP; FRANKIE LAINE (Columbia)
LP; HUGO WINTERHALTER (Co-
lumbia) LP; EDDIE FISHER (Vic-
tor) single; JOHNNY DESMOND
(MGM) single; FRANKIE LAINE
(Mercury) single; THE ORGAN
ORCHESTRA (Victor) LP; and
many others.

published by
PORGIE MUSIC CORP.
(BMI)
1619 BROADWAY, N.Y. 19
(CI 6-3864)

**THE LEADER IN THE
OLDIES FIELD**



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

**SEND US YOUR TAPE . . .
We do the rest! •
COMPLETE SERVICE — ALL SPEEDS,
PROCESSING, PRESSINGS, LABELS,
MASTERS.**

SONGCRAFT

1650 B'way, N.Y.C. 19 (212) CI 7-8177

The Pack & Wrap Make Boston Rack Healthy, Wealthy & Wise

• Continued from page 3

Jersey and Pennsylvania; Pomero-y's, Pennsylvania; Richards, Miami; Hecht, Baltimore; Barker's, New Orleans and Texas, and Turnstile, King's and Stop and Shop, New England.

All this takes an organization and Steen has that, too, with 47 outside employees and 80 in the warehouse at suburban Woburn. An idea of just how big the operation is can be had by a look at a few figures. Right, now, the plant is processing 1,000 copies daily of "Domini-que," by the Singing Nun. Every five minutes, 17 hours a day, six days a week, an order is processed, for a total of 2,040 separate orders a week.

This is just in records. The firm is also expanding in pre-recorded stereo tapes, needles and to a growing, but still minor degree, in musical instruments, particularly guitars. Now the Recordwagon staff is taking a long look at music instruction books as the next possible commodity to be offered.

Steen believes that close to half of all records sold this year will have been moved through self-service. The package and the Cryovac film wrap, therefore, become of maximum importance in catching the impulse buyer. At the Recordwagon plant, any disk received in any other type of wrap is stripped down to the cover and given the Cryovac Y film treatment. This is done through a set-up consisting of a conveyor which feeds records through a ma-

chine at the rate of 30 a minute —1,800 per hour for film wrap processing.

The operator feeds the records to the conveyor which carries them through the packaging chamber. Within the chamber the top and bottom webs of film feed from twin rolls, cover the record and are automatically cut and sealed. The now packaged disks then enter a shrink tunnel where the film is shrunk tightly to the jacket. The oper-

ator's assistant in the two-man team fills cartons with the wrapped disks.

Steen, who is also president of the National Association of Record Merchandisers, feels that "It's simply a matter of time before all records will be packaged by the film cover technique. Record companies themselves will have to go into it if self-service continues to grow and we feel self-service will account for half of all sales this year."



ONE OF RECORDWAGON'S modern, full-line locations, at the J. M. Fields store, Hazlett, N. J. All disks shown in racks have clear, high-sheen, overwrap which, besides protecting records from theft or damage, increases impulse buying, according to Cecil Steen, Recordwagon president.



AT THE RECORDWAGON warehouse, only one operator is required to load disk packages into the Cryovac SA-1 machine, which then automatically overwraps, trims, seals and shrinks the film skin-tight at a rate of 1,800 units per hour.

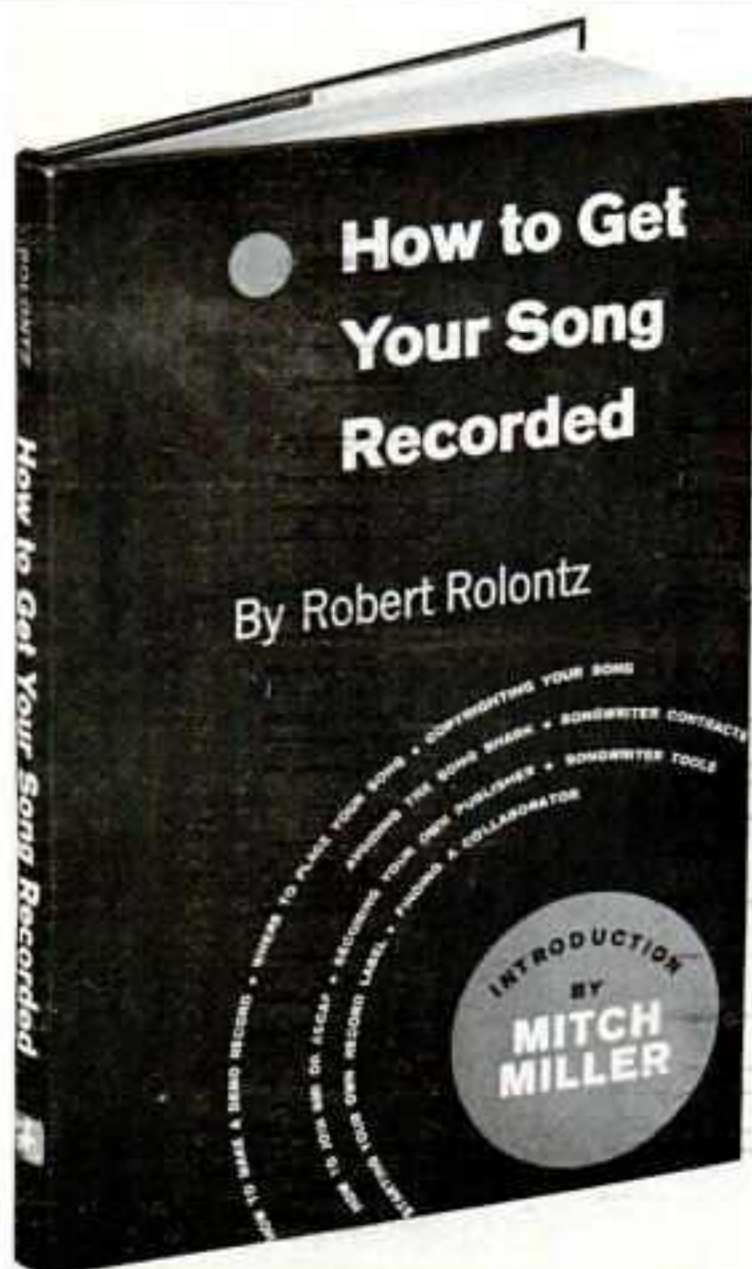


Cecil Steen, RECORDWAGON PRESIDENT, pictured at his busy Boston headquarters, credits proper packaging for self service as a key factor in his firm's achievement of doubled sales volume each year since 1960.

News Briefs . . .

A book-length biography of **General David Sarnoff**, board chairman of Radio Corporation of America, has been published by Encyclopedia Britannica Press as part of its "Great Lives" book series for young adults. The story of the immigrant boy of nine who rose to the top spot of RCA is told under the title "Putting Electrons to Work—David Sarnoff," and it's written by **John Tebbel**.

Wheaton Industries, Inc., of Addison, Ill., producer of electronic components, radios and phonographs for private label manufacturers, has acquired a 40,000 square-foot manufacturing plant in Windsor, Ill., from the B. & G. Woodworking Company, according to **Joseph Reinhardt**, Wheaton president. . . . Electronic Publishing Company of Chicago, has prepared a 184-page Sound Equipment Guide for De Mambro Radio Supply Company of Boston. The book contains detailed information on the high fidelity, stereo and public address equipment of more than 90 manufacturers.



**A VITAL
NEW
BOOK
IN THE
MUSIC
FIELD**

Whether you are a "pro" or a beginner, this book is must reading.
Contents include:
• Your Song and What to Do With It • How to Make a Demo Record
• Protecting Your Song and Yourself • The Songwriter and Performing Rights Societies • Starting Your Own Record Label • On Being a Songwriter Plus: • List of Active Record Companies • Leading U. S. Music Publishing Firms • Wholesale Record Distributors in the U. S. • Recording Studios

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WRITE FOR FREE BROCHURE.
DEMONSTRATION RECORD
COMPANY
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Box 3404, 5th. C Lincoln, Nebraska

USED COIN MACHINE EQUIP- MENT, PARTS AND SUPPLIES

MISCELLANEOUS

MOSS PACK #11

TONY BENNETT
TED HEATH & HIS MUSIC
PETER, PAUL & MARY
JOHN GARY
THE HIGHWAYMEN

Look for the

MONEY-MAKING

Announcement in this issue, page #43

For Your
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INTERNATIONAL COIN MACHINE DIRECTORY

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Dept. 525, Billboard
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THE COMPANY THAT REALLY GOES
after more business can get more busi-
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Classified Mart is a proven economical
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and the list grows with every mail.
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Record Source International
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antique interchangeable Swiss 4-Cylinder
Music Box with Organ, Bells with Bird
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NATIONALLY KNOWN RECORD COM-
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Tapes, Names, Semi Names, General,
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"HOW TO GET YOUR SONG RECORDED"

Whether you're a "pro" or a be-
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Contains information on:

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- The Songwriter and Performing Rights
Societies
- Starting Your Own Record Label.

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Recording Studios and Wholesale Record
Distributors of the U. S.

Written by Bob Rolontz, former
music editor of Billboard and ex-
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30,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service tool. Free
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700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully modernized,
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Special interest in pre-World War I
material. Will pay top price for
acceptable specimens.

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in Billboard

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Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
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• Minimum size sold is 1/2", approximately 35 words; 1"
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time. Advertisements 2" or larger set in boxed style.

• If box number is used, allow 10 words for number and
address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy: _____

Company Name _____ Authorized by _____
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City _____ Zone _____ State _____
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

165 W. 46th St. 1520 N. Gower St. 188 W. Randolph St.
New York, N. Y., 10036 Hollywood, Calif., 90028 Chicago, Ill., 60601

BOB BLUNDRED RESIGNS MOA POST

ACCA Undecided On Selling Out

NEW YORK—Patrick L. O'Malley, president of the Automatic Canteen Company of America, said the company was undecided as to sell the manufacturing end of the business (Canteen makes the Rowe AMI line of automatic phonographs and the Rowe vending line) and concentrate on operating. Speaking before the New York Society of Security Analysts here Monday (2), O'Malley disclosed that he was approached by "three of the country's foremost manufacturers who asked if we would sell." He said that two of them are not now in vending and the third is in vending "only in a very minor way."

While O'Malley did not identify any of the firms it's been a poorly kept industry secret that Westinghouse was investigating seriously the possibility of going into a full-line vending manufacturing operation.

Westinghouse, which makes a bottle vending machine, had hired Charles Brinkmann to head its automatic merchandising division. Brinkmann is a former Rowe and Canteen official.

O'Malley had this to say about the possible spin-off of Canteen's manufacturing facilities:

Must Meet Price

"In view of the turnout in manufacturing and the bright future we visualize in the newly introduced equipment, we have

(Continued on page 49)

Automatic Gross Hits \$250 Million

CHICAGO—Automatic Canteen Company of America reported consolidated gross sales and other income of \$250 million for the fiscal year ended September 30, 1963, a 10 per cent gain over the comparable period in 1962.

Patrick O'Malley, president,

(Continued on page 50)

What Are Qualifications Of MOA Chief Executive?

CHICAGO — What are the qualifications needed to be managing director of Music Operators of America? Of course, there is no rule, but for those interested, here is the background that Bob Blundred used to successfully pull the association up by its bootstraps when he took over some 18 months ago.

The former managing director is 42, married, and has a background of some 15 years in organization management. From 1953 to 1962, he was managing director of the Screen Process Printing Association, and previous to that served as director of the Washington office of the American Bakers' Association and the American Municipal Association. He has also been a consultant for the International Franchise Association and an assistant secretary of the Hammond (Ind.) Chamber of Commerce.

Blundred was graduated cum laude from Syracuse University in 1943 and was awarded his master of science degree the following year. He did additional graduate work in political and social science at the University

Coin Machine

OPERATING

• MUSIC MACHINE PROGRAMMING
• DOUBLE PLAY DISKS

• RECENT STEREO RELEASES
• BULK VENDING

Blundred Cites Progress Made in Administration

Following is the full text of Robert Henry Blundred's letter of resignation addressed to Lou Casola, president of Music Operators of America:

"Dear Lou:

"Please accept this letter as my resignation from the Music Operators of America. I would like this action to be effective soon after the first of the year to assume new responsibilities.

"The basic and original purpose of my MOA employment has been accomplished. This purpose was to recommend and install ways and means of rebuilding the association. They have been applied with the following results:

- "1. An increase in the number of firms exhibiting at the 1963 MOA convention.
- "2. An increase in the membership of the association.
- "3. Establishing a closer working relationship with record manufacturers.

"In addition to these three major accomplishments, I have spent considerable time in traveling on legislative matters, visiting members in their own back yards, helping to organize and strengthen State and local organizations, and developing new MOA programs and services for the good of the industry.

"These suggested programs and services include a survey of contracts and court decisions affecting the relationship between operators and locations, a contest to find potential talent record companies could audition, a program to interest commercial banks in the business and credit potential of our industry, and a service permitting record companies to utilize a select list of MOA operator members in conducting market research.

"All of these duties have greatly increased the amount of time away from my family. The resulting momentum of the expanded scope and activity of the association will require MOA staff personnel to be on the road even more in the future. For this reason, the interests of the association and my family can best be served by a replacement more able and willing to travel.

"With this letter go my best wishes for the continued success and progress of MOA and the industry.

"Sincerely,
"Robert H. Blundred"

of Illinois and George Washington University and was a faculty member at Syracuse, Illinois and Rutgers.

Blundred is also a graduate of the American Society of Association Executive's Institute

for Association Executives and is now studying for a graduate degree. He is the author of books on municipal civil defense programs and the relationship between municipal and federal governments.

Takes Similar Position With Outdoor Group



ROBERT HENRY BLUNDRED

CHICAGO — Robert Henry Blundred, managing director of Music Operators of America and a chief architect in the association's most successful recent convention in years, resigned last week after a tenure of some 18 months.

Blundred leaves to assume the post of executive secretary of the International Association of Amusement Parks, a top-level position in the outdoor amusement industry. Lou Casola, MOA president, said there would be no immediate successor.

Casola said he was "shocked and deeply disappointed." He noted that Blundred had done "a tremendous job—he'll be very hard to replace." Casola said he was even setting up a weekend meeting with Blundred in an effort to persuade him to stay.

Exec Committee to Decide

If Blundred does leave, however—and at this point it is virtually certain his resignation will stick—his successor will be decided upon by the MOA executive committee. This group is

(Continued on page 50)

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

Now... a regular operator service for 33 1/3 stereo singles . . . especially produced from Best Selling LP's.
TOP ARTISTS . . . TOP SONGS . . . ALL LEADING LABELS

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

To: RSI, MOSS Division
165 W. 46th St.
New York, N. Y., 10036

Please send _____ MOSS
pre-packs (5 singles each)
at \$3.50 per pack.

My check in the amount of \$ _____
is enclosed. (PAYMENT MUST
ACCOMPANY ORDER)

Company Name _____

Address _____

City _____ Zone _____ State _____

Signature _____ Title _____

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

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

SELECTIONS	ARTIST	MOSS RELEASE #11 LABEL	ALBUM TITLE
(1) Got Her Off My Hands (2) Young and Foolish	Tony Bennett	Columbia	This Is All I Ask
(1) Sentimental Journey (2) Tumbling Tumbleweeds	Ted Heath & His Music	London	Satin Strings and Bouncing Brass
(1) Freight Train (2) Quit Your Lowdown Ways	Peter, Paul & Mary	Warner Bros.	In the Wind
(1) Once Upon a Time (2) Ebb Tide	John Gary	RCA Victor	Catch a Rising Star
(1) Roll On, Columbia, Roll On (2) The Tale of Michael Flynn	The Highwaymen	United Artists	Hootenanny With the Highwaymen

**JUKE BOX DISTRIBUTORS
. . . ONE-STOP**

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write immediately to RSI, MOSS Division, 165 W. 46th St., New York, N. Y., 10036.

• Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling LP—as selected by Billboard's Program Director.

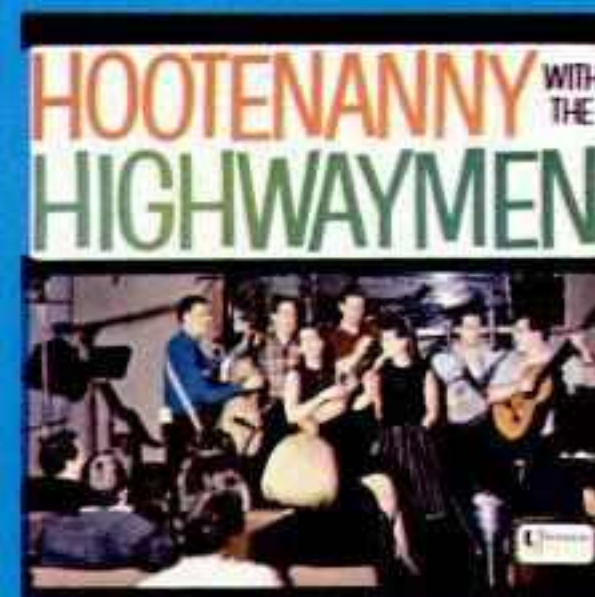
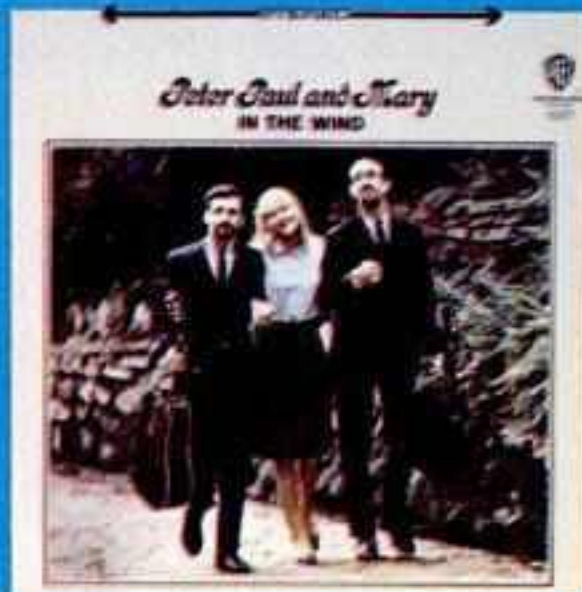
• Each MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.

• Distribution will be handled through Record Source International (RSI)—a division of Billboard.

• Every two weeks a new MOSS Pre-Pack of 5 stereo 33 1/3 singles will be announced in these pages.



Best of Stereo



Selected Album Hits

NEW

Rowe AMI Top Talent Tune display spectacularly presents your new money-making stereo service, prompts customer play with colorful album covers in miniature. Album covers and special title strips come complete with each MOSS 5-Pack you receive.

MOSS PACK #11 10 SELECTIONS

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THIS IS ALL I ASK • COLUMBIA •
TONY BENNETT
Young & Foolish

Sentimental Journey
SATIN, STRINGS & BOUNCING
BRASS • LONNIE
TED HEATH & HIS MUSIC
Tumbling Tumbleweeds

Freight Train
IN THE WIND • WARNER BROS. •
PETER, PAUL & MARY
Quit Your Lowdown Ways

Once Upon a Time
CATCH A RISING STAR • RCA •
JOHN GARY
Ebb Tide

Roll On, Columbia, Roll On
HOOTENANNY WITH THE
HIGHWAYMEN • UNITED ARTISTS •
THE HIGHWAYMEN
The Tale of Michael Flynn

MUSIC OPERATORS! GIVE YOUR LOCATIONS THE MUSIC THEY WANT

This great new money-making service is brought to you by Record Source International and your Rowe AMI distributor. The Music Operators Stereo Service (MOSS) gives you a special 5-pack of ten selected singles, picked by Billboard's ex-

perts from the top Albums. Ten top cuts on 7", 33 $\frac{1}{3}$ rpm records, delivered to you every two weeks at the going one-stop rates. You can't beat it. Remember, too, this is in addition to the Top Talent Service your Rowe distributor offers.



PLAYED ON THE NEW ROWE AMI TROPICANA

Features galore. Smart new styling—clean, low, slim, elegant, dramatic. All the gorgeous sound of stereo in one self-contained unit. "Three-in-One" programming so you can change from 200 to 160 or 100 selections right on the spot. Location-pleasing features like full-width personalization display. Quality features like a diamond stylus good for 50,000 plays. Versatility features like the new, silver stepper that permits use with competitive wall boxes. Features that add up to the sound of money—for you.



ROWE AC MANUFACTURING

The Merchandise Mart, Chicago 54, Illinois

SEE YOUR ROWE AMI DISTRIBUTOR
FOR THE FULL DETAILS TODAY—OR
WRITE RECORD SOURCE INTERNATIONAL,
165 W. 46TH ST., NEW YORK 36, N. Y.



BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

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Wms. Major League.....	\$425.00
C.C. All Star.....	375.00
Wms. Official.....	245.00
Wms. Shortstop.....	225.00
Wms. Four Bagger.....	125.00
Wms. King of Swat.....	95.00
Bally Heavy Hitter.....	150.00
Un. Yankee.....	175.00

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Bally Sharpshooter.....	\$245.00
Ge. Circus.....	225.00
Ge. Gun Club.....	245.00
Ge. Rifle Gallery.....	125.00
Wms. Titan.....	375.00
Wms. Crusader.....	225.00
C.C. Ray Gun.....	245.00
Midway De Shooting Gallery.....	225.00
Midway Shooting Gallery.....	175.00
Un. Pirate.....	175.00
Un. Carnival.....	125.00
Ex. Pop Gun.....	195.00
Ex. Treasure Cove.....	125.00

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C.C. Pro Hockey.....	\$375.00
C.C. All Star Hockey.....	375.00
Midway Ski Fun.....	225.00
Midway Target Gallery.....	245.00
C.C. Twin Hockey.....	175.00
Southland Speedway.....	525.00
Bally All Star.....	125.00
C.C. Basketball Champ.....	145.00
Mto. Cross Country.....	195.00
Bally Spinner.....	100.00

**MONROE COIN
MACHINE EXCHANGE, INC.**
2423 Payne Avenue
Cleveland 14, Ohio
Superior 1-4600



Coast Collections Drop During Mourning Time

By SAM ABBOTT

LOS ANGELES — Coin machine distributors and operators paid homage to the late President John F. Kennedy, joining with other firms and businesses in this area that observed Monday (25) as a day of mourning.

Although some distributors were open for business, they did so because plans could not be completed for closing, owing to the suddenness of the death. Firms that were open, however, brought in staffs, in some instances only skeleton crews, and offered time off to attend memorial services held throughout the Southland.

Collections were affected by the fact that a large number of places, particularly, bars and taverns, were closed. The Alcoholic Beverage Control had requested bars to observe the day of mourning. Some opened after the funeral services in Washington, with the opening set at 6 p.m., Pacific Coast Time, by others.

Wurlitzer Closes

The offices of the Wurlitzer branch and Paul A. Laymon, Inc., were closed. Clayton Ballard, manager of the first-named firm, said that he took it upon himself to close on the basis of respect for the late President. Charles Daniel of the Laymon firm said that the decision to remain closed on Monday was made on Sunday.

R. F. Jones Company was unable to reach its entire staff to notify them of plans to close. Simon Distributing Company was open but urged its staff

members to attend memorial services.

In the operating field, Walt Hemple of First National Music in San Fernando said "there was no business." He explained the bars in the area were closed and those that were open did little or no business.

"This was so new to me, I did not know what to do," Hemple explained. "We just said that those who wanted to work could do so. It was like a Sunday around the place, but I am glad to see that we have a country like this that still shows respect for its leaders."

Glenn Wolcott of LaCrescenta said that collections from music were down but games revenues held well. "The mood was low," Wolcott said. "Of course, we never saw anything like this before—and I hope we never see it again." He said that he made a few telephone calls and found that only a few beer taverns were open and that a bowling alley had closed until 5 p.m.

In Long Beach, Charles Koski made a few telephone calls to his locations, mainly to ascertain the change situation as the banks had been closed since Friday evening. "It was pretty quiet," Koski declared. "Some closed all day and some opened at 6. I think they were very good in observing the day."

Merle Holmes of Valley Vendors in Glendale said that he found a "lot of the bars closed." When asked how his collections for the weekend had stacked up, Holmes said, "There just wasn't anyone around."

Minn. Juke Boxes Stilled As Twin Citians Mourn

By ROY WIRTZFELD

MINNEAPOLIS—Juke boxes stood silent here in near deserted or empty taverns for the weekend after the President's assassination. On Monday, the day of the funeral, bars in the Twin Cities remained closed by voluntary action until late in the afternoon.

Operators have not yet had an opportunity to check actual collections during this period, but all agreed that, in view of the tragedy, their machines received little play. They agreed, too, it would have been unseemingly for matters to be otherwise.

Tavern keepers checked noted that from the first shocking

news on Friday, their clientele declined rapidly. Patrons who came were most interested in watching the television reports and there was "absolutely no music," several owners commented.

Memorial church services, which were announced immediately, drew heavy attendance in both cities, and these continued over the weekend until the heavy mourning of Monday.

Bars are closed in Minnesota on Sundays, by statute.

By Monday evening, business began a slow return, but it was midweek before the pace of living, including bar attendance and machine playing, began making a comeback.

Hub Juke Box Takes Drop During Days of Mourning

By CAMERON DEWAR

BOSTON — In this home of slain President Kennedy the populace generally retreated to its homes last weekend, but mourning did not run deep enough to close some of the locations. Movie theaters closed Friday through Monday and reopened Monday night. Legitimate houses were dark until Tuesday evening. But for the men of the music machine industry the tragic event fell heavy and none stirred to police his route over the long weekend.

This was the story from Boston down through Cape Cod. None of the operators ventured out and all of the help stayed off

the job through Monday night.

The general opinion of operators was that there would only be a matter of \$20 to \$30 less in the week's gross, and while the weekend was the time of greatest business, most agreed that it was a small sacrifice indeed considering the sorrowful occasion.

Pull Plugs

The Massachusetts Liquor Dealers Association had asked all barrooms and liquor dealers to close down and the few bars which remained open had pulled the plugs from the juke box wall boxes. Where music was heard in restaurants it was

(Continued on page 50)

SALESMAN WANTED
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German Phono Exports Recover From '62 Slump; See New Gain

COLOGNE—West Germany's phonograph exports have recovered from the sharp falloff in 1962 and this year will post sales not far below the 1961 figure of 10,115,000 Deutsche-marks (about \$2,525,000).

The year 1963 has been a period of consolation for the German coin machine industry and preparation for the big trade drives ahead. All factors considered, the trade is reasonably well satisfied with 1963.

Not only did phonograph exports recover, but game exports posted further gains to continue the year-by-year rise in German game sales abroad.

1964 Bright

The 1963 pattern points to continued gains in 1964. The forecast is for further recovery of phonograph exports, probable record exports of games, and increased sales in the U. S. market. On the home front, the trade expects the German market to mark time while the fate of the European Common Market is finally resolved, as it must be next year.

The year 1963 registered only modest gains on the domestic operating front. There are no concrete figures available, but it is estimated that the total number of machines (phonographs) in operation increased by about 1,500, from 55,000 to around 56,500. Equally important, the modernization and upgrading of equipment continued at the 1962 pace, if not faster.

For 1963, phonograph exports are expected to rise from 5,649,000 Deutsche-marks for 1962 to around 8 million Deutsche-marks. Phonograph exports for

the nine months of 1963 ending September 30 totaled 5,872,000 Deutsche-marks. These figures compare with total 1961 phonograph exports of 10,115,000 Deutsche-marks.

Steady Gains

By contrast with the cyclical path of phonograph exports, games have posted small, steady gains year after year. Totals are still modest, but the trend is upward. In 1961 total game exports (including payouts (Spielautomaten) which the Germans lump statistically with amusement games (Unterhaltungsautomaten) amounted to 4,277,000 Deutsche-marks; in 1962 to 4,728,000 Deutsche-marks, and in the nine months of 1963, 3,786,000. For the full year, game exports are expected to top 5 million Deutsche-marks for the first time ever.

This year has marked the first decade of West Germany's coin machine industry, and Germany's achievements in this brief period are amazing when it is taken into consideration that this nation prior to 1953 had never produced phonographs or U. S.-style coin games.

Army Gets Credit

If any single organization can take credit for the German trade's birth, it is probably the U. S. Army, which introduced the Germans to the juke box through the snack bars and service clubs it established for the occupation troops.

U. S. servicemen brought German guests to these establishments, and the German guests were immediately fascinated by the phonographs sited there. This

began in 1946, almost immediately after the war, and by 1953 the public demand in Germany for phonographs was so great that U. S. equipment began to enter the German market and German businessmen organized

(Continued on page 50)

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- Country & Western**
GEORGE JONES—The Ballad Side of
George Jones Mercury

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

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From London Album "Satin Strings and Bouncing Brass"

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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.

EUROPEAN NEWS BRIEFS

Elect Van der Wege

ANTWERP—Alex Van der Wege, one of Belgium's leading coin machine experts, has accepted leadership of a new trade organization christened the Syndicat Belge de l'Automatique (S.B.A.).
Van der Wege's organization will work closely with the trade group U.P.I.A. in Belgium's southern provinces. Van der Wege has expressed confidence that the S.B.A. soon will become one of the leading trade organizations of its type on the Continent.
The S.B.A. is divided into sections embracing separate facets of the coin machine trade, providing blanket representation for the entire trade.
Van der Wege was for many years the president of the

U.B.A., another Belgian trade organization.

Uniform Status

FRANKFURT — A leading German coin machine distributor has translated the German love for wearing uniforms into increased profits and shop morale by putting the firm's employees into distinctive uniforms.
Globus Automaten has designed special coveralls and smocks emblazoned with a globe and the firm's emblem. Employees love the uniforms, which they claim give them special status on the German labor market.
And patrons "like the idea of doing business with a firm with a clear and present image," according to Globus executives. (Continued on page 50)

Background Music Listeners In for Steady Yuletide Diet

By SOLOMON R. KUNIS

NEW YORK—It's beginning to sound a lot like Christmas, and the background music business is contributing its share of the Yuletide din. Starting this week, listeners can count on a steadily increasing diet of Christmas carols interspersed with their regular background music. The strains of Noel Joyeux will reach their peak on December 25, and then mercifully disappear for another 11 months.

Programming this seasonal feast of Christmas tunes is a fairly complicated task. Each of the major background music companies has its own method of programming for the holiday season, which is determined largely by the way in which its musical selections are prepared and distributed.

The Seeburg Corporation, for example, has a special Christmas library service which is made available to its distributors about the middle of November. This library, like Seeburg's regular background music program, consists of 25 records operating at 16 2/3 r.p.m., with 40 selections on each record.

The first 12 disks in the Christmas library include one Yuletide melody in every 10 selections. Records 13 through 24 play a Christmas tune every fifth selection. The last disk in the set provides Christmas music only—an hour and a half of straight seasonal serenades.

The detailed programming is left to the taste and discretion of the subscriber. Normally he will play the first 12 records for a week or so after Thanksgiving. By the middle of December, he

may switch over to the next 12 records, with their higher concentration of Yuletide songs. Finally, just before Christmas—if his nerves can stand it—he can elect to play only Disk 25 and ply his customers with a continuous helping of "White Christmas" and "Silent Night."

National Sound Systems, which distributes background music programs to its subscribers on magnetic tape cartridges, also prepares a Christmas tape library. Unlike the Seeburg programs, however, National's Christmas tunes are not interspersed with its regular background music.

The seasonal melodies are all recorded on separate tape cartridges which come in two sizes, providing either two or four hours playing time. Three types of Christmas cartridges are available to subscribers. One consists of religious music only, while a second provides secular Yuletide tunes. The third type contains a mixture of secular and religious songs.

A more intricate means of programming Christmas music is employed by Muzak, which transmits its regular background music from tapes over leased telephone lines or by FM multiplex broadcasts. The programs are normally reproduced on Muzak's standard playback units at the central transmission studio of each franchiser. However, each studio is also equipped with a supplementary playback unit for reproducing Yuletide music or other special programs.

Muzak's Christmas music for this season was recorded last July, and the tapes were distributed to its franchisers by the

middle of November. The Christmas tapes, which carry about four hours of appropriate seasonal music, are not played continuously but are interspersed with the regular Muzak programs.

The intermingling of general background music with happy holiday tunes is accomplished automatically by means of a control tone, which is inserted immediately before the last selection in each 15-minute segment of the regular program.

This control tone mutes the final selection and permits the standard playback unit to run silently to the end of the quarter-hour period.

At the same time, the signal starts the supplementary tape unit and allows it to play one Yuletide number. After approximately two and a half minutes, a control tone on the Christmas tape switches the system back to the main playback unit in time to resume the next 15-minute cycle.

The control tones are actuated by four program selector switches on the control panel of the main playback unit. Each switch controls one of the four 15-minute segments of an hour's programming. The switches may be set by the franchiser for any or all of the quarter hours, depending on his needs.

Most franchisers begin the holiday season on the Monday after Thanksgiving with only one selector switch on, to provide one Christmas song every hour. An additional switch is turned on each succeeding week, so that the maximum of four Yuletide selections are played every hour in the last week before Christmas.

U. S. Coin Exports Holding Up

NEW YORK—United States exports of automatic phonographs and coin games for July, while considerably short of June's \$3,118,542, are still considerably ahead of the 1962 figure for the same month.

During July, some 5,544 units valued at \$2,556,840 were shipped out of the country, with juke boxes accounting for \$1,077,047 of the total; used juke boxes accounting for \$276,394, and amusement machines accounting for \$1,203,399.

For the first time, Switzerland was the major purchaser of U. S. equipment, topping the traditional leaders, Belgium and West Germany.

The Swiss bought 215 new juke boxes, valued at \$173,356. The previous month, Switzerland bought 96 new juke boxes valued at \$80,049.

Swiss purchases of used phonographs amounted to 140 units valued at \$109,900. In terms of dollars, the Swiss led in this department.

Just why Swiss purchases topped those of West Germany and Belgium in July is a mystery. Few juke boxes or games are transshipped from Switzerland, and the Swiss population is far below that of the major Western European countries. The ratio of juke boxes to population in Switzerland is the highest in Europe, but that still doesn't explain July's amazing performance.

West German purchases slumped from \$461,300 to \$382,377 in July, while Belgian purchases dropped from \$649,236 to \$380,917.

With the exceptions of Canada, Japan and Venezuela, all of the top 15 buyers in July were Western European nations.

Coin Machine Exports

July 1963

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Switzerland	215	\$ 173,356	140	\$109,900	253	\$ 123,119	608	\$ 406,375
West Germany	331	215,392	28	8,215	280	158,770	639	382,377
Belgium	322	271,863	185	45,958	194	63,096	701	380,917
United Kingdom	82	53,270	62	15,868	715	215,775	859	284,913
Canada	264	153,190	—	—	233	79,773	497	232,963
Japan	80	54,981	116	36,145	215	100,152	411	191,278
France	—	—	6	2,970	273	118,050	279	121,020
Italy	54	42,428	5	4,200	368	64,154	427	110,782
Finland	54	40,176	—	—	63	23,546	117	63,722
Norway	—	—	—	—	72	55,366	72	55,366
Greece	—	—	42	9,790	153	33,525	195	43,315
Denmark	—	—	—	—	103	37,025	103	37,025
Venezuela	—	—	—	—	85	34,058	85	34,058
Netherlands	14	11,662	—	—	42	14,435	56	26,097
Sweden	5	3,827	—	—	44	15,714	49	19,541
Other Countries	68	56,902	180	43,348	198	66,841	446	167,091
Totals	1,489	\$1,077,047	764	\$276,394	3,291	\$1,203,399	5,544	\$2,556,840

BULK VENDING

Talk '64 Program At WVMOA Meeting

LOS ANGELES—The Western Vending Machine Operators Association discussed its 1964 program at the regular monthly dinner meeting at the Blarney Castle here recently.

President Preston Coombs conducted the session with Eugene Zola, WVMOA secretary and attorney, reporting on the finances and outlook for increased funds this coming year. Zola said that dues will be due and payable the first of the year. Members are to be billed for dues.

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OAK STAND

Oak Shipping 6-Way Stand For Machines

CULVER CITY, Calif.—Oak Manufacturing Company is now shipping the Oak Tree-6, a six-way stand that holds that many Acorn vending machines of any size and which can be assembled with four Acorn machines, Sid Bloom, a company official, announced here.

The Oak Tree-6 requires only 1 1/4 square feet of floor space and weighs 30 pounds. The stand stands an over-all of 50 inches and the upper row of machines do not have to be removed to service the lower ones. The base, 13 by 16 inches, has wheels mounted on the back, facilitating the movement of the complete unit.

According to Bloom, the unit can be assembled and ready for use in five minutes. Shipping weight is 45 pounds.

Price Bows 2 New Items For Capsules

ROSLYN, N. Y. — Two new 10-cent items, the Gorilla and the Little Bitsees, have been released by Paul Price Company this week.

Molded of the same lifelike plastic as the company's Scare-Ems, both items come in quality capsules, guaranteed not to come apart in the machines.

The Gorilla is a detailed reproduction of the real thing, capable of standing and has arms that may be folded.

Little Bitsees consists of 10 miniatures of rabbits, cats, dogs and other small animals. They are all reproduced in detail, with hand-painted eyes, nose, mouth, etc. In addition, all are in various humorous poses and can stand.

Colorful labels are available for the Little Bitsees.



JOHN T. COLLINS, pioneer vending figure and president of Mid-Hudson Canteen Corporation, Poughkeepsie, N. Y., was last week-elected a director of Automatic Canteen Company of America. He is a director and officer of several firms and a past president and director of the New York Automatic Vending Association.

Miller Back on Job

GRAND RAPIDS, Mich. — Bill Miller, of Miller-Newmark Distributing Company here, is back on the job after a brief illness. Miller is getting a lot of company, what with operators calling on him to wish him well and congratulate him on the new Miller-Newmark building which the firm took over recently.

Miller handles the new Rowe-AC Tropicana juke box and the Chicago Coin lines of games.

MIKE MUNVES WINS TROPHY

CHICAGO—The Mike Munves Corporation was awarded the Henry A. Guenther Trophy for the "most meritorious exhibit dealing with games or penny arcade equipment at the annual convention of the International Association of Amusement Association of Amusement Parks" held at Chicago's Sherman House last week. Munves had some two dozen individual pieces in his booth, all attractively put together.

COINMEN IN THE NEWS

Los Angeles Angles

Clayton Ballard, manager of the Wurlitzer branch here, and his wife, Garna, returned over the weekend from Mexico City. . . . The many friends of Ruth Hemple, wife of Walt Hemple of First National Music in San Fernando, will regret to hear of her serious illness. Hemple is recovering from a broken ankle and is looking forward to getting a low cast around January, which will permit him to put the wheel chair aside.

Bill Wolcott, who tours with shows during the summer in Wisconsin and the Midwest, is visiting his brother, Glenn, at his home in LaCrescenta. . . . Long Beach operator Charles Koski is back on the job following a short vacation at his mountain cabin. . . . Ed Wilkes and Don Edwards of R. F. Jones Company returned from a successful trip up the Pacific Coast. . . . Adolph Obeso and his wife were in town from Encinitas, Baja California. . . . R. J. Jones was in town from San Francisco and spent the weekend in Palm Springs.

SAM ABBOTT

Boston Briefs

Si Redd, Redd Distributing Company, has returned from a two-week visit to Mexico and on the way spent Thanksgiving Day with his mother in Mississippi. He also looked up old friends in Philadelphia, Miss., where he got his start in the coin business, and some customers in New Orleans. Frank LeBlanc of Redd's is back from a successful trip to the West Coast selling Geipen coffee units and Cinch shoe-shine vendors. . . . The Western Massachusetts Music Guild holds its 12th annual Christmas party this week at the Schinn Inn in Chicopee. The affair has expanded from a small group

to a large, well-attended event attracting music men from many neighboring associations. Among those going up from Boston will be Bob Jones, Redd's sales manager.

Bill Schwartz, new Seeburg distributor here, is proud of his new one-stop, which he said is in full operation with a complete line of Seeburg's Little LP's and full stock of 45's. He's also finding a good response to his latest piece, the Seeburg-Bally coffee machine. . . . Jack Rooklyn of Sydney, Australia, a recent visitor in the coin field, landed in Pittsburgh and into the hospital where he underwent a serious operation. He is recovering nicely now.

Bob Jones has set up an export company of his own which may come under the Eastland Bill requirements. He calls it the ARJAY Export Company. . . . A happy event is in the offing for Brookline operator Harold Bond. His wife lost a baby this year and the couple and all their friends are praying that this time they can start their longed-for family. . . . Melo-Tone Vending Company, Inc., Somerville, has instigated a profit-sharing system for its employees.

Al Penni, Marblehead operator, is engaged to be married. . . . Dave Gropman, General Automatic Vending Company, Belmont, was given a 19th wedding anniversary party by his friends this week. As diversification to his music route, Dave has opened a Gourmet automatic vending unit and will add to it. He also is starting a chain of rack and cue establishments with one going and more to follow. . . . Israel Spector, Melo-Tone Vending, is in Florida for the winter where he'll spend most of his time on the golf course. CAMERON DEWAR

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Coin Machine Participation in Chicago Park Show on the Wane

CHICAGO—The large, annual Outdoor show here last week was the most successful ever, but from the coin machine standpoint it was only a shadow of its former self.

Nearly 200 exhibitors showed every conceivable type of outdoor equipment to amusement park owners and operators from around the world. The giant three-floor show at Chicago's Sherman House was a miniature amusement park in itself.

Attendance was at an all-time high, and about all that was lacking for real, authentic River-view or Disneyland flavor was a few thousand moppets with balloons and sticky candy climbing over the rides.

Coin Exhibits Off

As it is, the show was filled with buyers and amusement industry traders, and for the newly named International Association of Amusement Parks (formerly National Association of Amusement Parks, Pools & Beaches) it was a banner convention to celebrate a new name.

For the coin machine industry, however, the show wasn't what it used to be. Once a gathering place for the coin-operated indoor amusement industry, the conclave for the past few years has been restricted more and more to those in the outdoor amusement area.

Among the most newsworthy items was the ironical signing by the IAAP of Bob Blundred, managing director of Music Operators of America (see separate story). Blundred will serve in a

similar capacity with the park association.

Some dozen coin machine firms exhibited, but with the exception of Exhibit Supply, which showed some card venders and a laminating machine, the equipment was primarily in the outdoor field.

Mike Munves showed its full line of miscellaneous amusement machines, Philadelphia Toboggan its skee ball game, J. F. Frantz its line of penny and nickel games, Taylor Engineering its Fast Draw, Standard Harvard its Metal Typer, International Mutoscope its photo machine and ride, and Western Trails its moving rides.

A more detailed description of each exhibit follows:

Miscellaneous Pieces

Mike Munves: Time Trials auto-racing game manufactured by Southland Engineering, selling at \$745; Kissing Kupid "question" game selling at \$195; Talking Horse which also bucks, \$395; shoeshine machine with automatic polish applicator,

\$349.50, and Dessert Hunter gun, with moving target and timed shots at \$495.

Philadelphia Toboggan Company: Traditional Skee Ball game.

J. F. Frantz: Line of penny and nickel "kicker-catcher" games; nickel models list at \$82.50, penny at \$77; nickel mechanical gun listing at \$225.

Taylor Engineering Company: Top Gun fast-draw game, listing at \$1,250.

Standard Harvard Metal Typer, Inc.: Line of identification tab punchers listing at \$440.

International Mutoscope Corporation: Pony Cart rocking arcade piece, priced special at \$450 during the show, \$595 regular; Plastic card laminator, priced \$97.13; and Photo machine, \$2,450.

Western Trails: Line of five coin-operated traveling kiddie rides. All the games buck, offer music and go around a tiny, circular track. Included are: Horse, \$1,375; Space Ship, \$995; Frog,

Coin Machine Old-Timers Chew Fat at Park Show

CHICAGO—The annual Outdoor show may not be the drawing card it was for coin machine operators and distributors some dozen years ago, but it still gets a few of the regulars in town to talk business.

Last week the crew gathered

Tuesday and Wednesday in the suite of Bill Kane, distributor of a new Kwik-Flip television remote control unit.

John Billotta, of Syracuse, served refreshments, while Sam Kolber and Joe Kline, of First Coin Machine Distributors, talked business with Gil Kitt of Empire Coin Machine Exchange.

Before you knew it, they were joined by Joe Simon, Chicago, and Jack Simon, Los Angeles. In another part of the room sat Larry Galante, Long Island; Frank Swan, New York; Joe Ash, Philadelphia, and Bud Lorie, Santa Monica, Calif.

Also coming in and out were Fred Berger, Pittsburgh; Jack Garliner, Rochester; Norm Goldstein, Cleveland, and Jack Bess, Roanoke, Va. Greeting them all was Nick Biro of Billboard. And of course there were the wives. It was all a pleasant gathering and served to kick off the holidays in style.

Franchise Plan To Be Offered By Mike Munves

CHICAGO—A national operator franchising system for shuffleboard games around the country is being put together by the Mike Munves Corporation.

Although still in the planning stage, Munves plans to set up complete shuffleboard amusement halls in key cities. The shuffleboards will be supplied American Shuffleboard Company.

Rough plans for the franchising set-up were unveiled by Joe Munves at last week's giant outdoor show at Chicago's Sherman House. Munves hopes to attract coin machine operators into the business.

The shuffleboard halls will be housed in modern buildings, built specifically for the purpose. Munves even spoke of fast prefab-type construction. He said it was an ideal diversification step for coin machine operators. Price for the package has not been announced.

\$1,050; Dino, \$1,325; and Gemini Flying Saucer, \$995.

Exhibit Supply: New X500 2-cent card vender, counter type, push-pull, holding 1,000 cards. Price is \$49.50 and 1,500 cards are offered free. Fifty five different series' of cards are offered; Scenic card vender, vending in any price combination, vacuum delivery, priced \$99.50; Plastic card laminator, \$149.50; and Model 412 2-cent vacuumatic card vender, selling at \$73.50 with 3,000 free cards.

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Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.68
Cashew, Butts	.65
Peanuts, Jumbo	.45
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-Bio Gum, 72 ct. .32
Maltette, 100 ct., per 100 .35
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Rain-Bio Ball Gum, 100 ct. .34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
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LEADING TRADE FIGURES helped organize a New England music operator association at a recent Boston meeting. Left to right: Irwin Margold, sales manager of Trimount Automatic Sales; Bob Blundred, managing director of the Music Operators of America; Mrs. Millie McCarthy, president of the New York State Coin Machine Association, and Bob Jones, Redd Distributors.

Boston Operators Organize

BOSTON — Local music machine operators, unorganized for five years, are scheduled to meet this week and set up an operator group for the Greater Boston area.

Last week at a meeting of operators from all parts of New England a temporary group of officers was set up to make plans for a formal gathering. This meeting was called by Bob Jones, sales manager for Redd Distributing Company and local member of the MOA's board of directors.

At that time a plan was made to co-ordinate the efforts of all operators in Massachusetts, New Hampshire, Maine, Vermont and Rhode Island (Connecticut has its own organization). Mrs. Millie McCarthy, president of the New York State Music Operators Association, spoke on the merits of such organizations and how they have assisted the operators in her State, together with the benefits of local groups working in conjunction with the State association.

Blundred Speaker

Also present as a speaker was Robert Blundred, managing director of MOA, who recounted the accomplishments of MOA and of its efforts to defeat the Celler Bill which would impose a drastic hardship on operators throughout the country.

After the talks, it was decided by the meeting that an organization should be formed, known as the Coin Machine Association of New England, with presidents and vice-presidents in the five areas as well as a secretary-treasurer to help organize the group.

Russell Mawdsley, Russell-Hall, Inc., Holyoke, Mass., was elected temporary president of the five-State group with these temporary vice-presidents: Vermont, Bill Arrison, Chester; New Hampshire, Dino Dinoti, Granite State Music Company, Manchester; Northern Maine, Robert Lyons, Lyons Music Company, Skowhegan; Southern Maine, Edford Campana, Springvale; Rhode Island, Chris Caragianis, Newport Music Company, Newport; Boston area, Saul Robinson, Paramount Music Company, Roxbury; Massachusetts, Ray Barker, Wayland Amusement Company, Ayer, and temporary secretary-treasurer Russell Mawdsley.

Named as temporary president of the Boston chapter was

David J. Baker of Melo-Tone Vending Company, Somerville, with Saul Robinson as temporary secretary-treasurer.

Contributions

In order to begin the work of the groups, contributions were collected in the amount of \$175, with a pledge of \$50 from the Western Massachusetts Music Operators Guild. A number of operators who were unable to attend because of the brief notice of the first meeting have indicated that they will be present at the next meeting.

Also in attendance at last week's meeting were Irwin Margold, Trimount Automatic Sales Corporation (AMI); Bill Schwartz, W. S. Music Distributing Company (Seeburg); Al Levine of Music & Vending Company (Rock-Ola), and Jim Hunter of the Wurlitzer factory branch.



RECENTLY HONORED for his charitable work at the dedication of Philadelphia's new Therapeutic Nursery School at St. Christopher's Hospital for Children was Dave Rosen, center, president of David Rosen, Inc., Philadelphia Rowe-AMI distributor. Making the presentation was Joe Silverman, right, president of the Philadelphia Amusement Machine Operators Association. Also honored was Jerry Gaghan, left, of The Philadelphia Daily News.

chicago coin's

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Pinball Case in Spotlight As Ohio Awaits Decision

COLUMBUS, Ohio — Pinball machines were very much in the news and in Ohio this week, as a decision by Franklin County Common Pleas Judge Henry Holden was imminent and interest centered on pinball legislation in Zanesville and Middletown.

Judge Holden has had under advisement the case which followed State Liquor Director Donald D. Cook's announcement last March that all pinball machines of all types must be removed from taverns regardless of proof that they were being used for gambling.

Cook was immediately enjoined by 19 lessors of coin-operated amusement devices from putting his order into effect. One liquor permit holder, Wilber S. Wolf, operating the Six Mile Inn, at Cincinnati, asked the court to determine whether all coin-operated devices come under the State Liquor Commission's pinball regulations and if they do, whether the regulation is valid. Meantime, Zanesville City

Council has adopted an ordinance banning pinball devices and in Middletown, where similar legislation was enacted, owners of 26 pinball machines which were confiscated have sued to get them back. K & K Music, Inc., Middletown, and Pioneer Vending, Inc., Cincinnati, also seeks \$10,000 in damages in the suit filed in Hamilton County Common Pleas Court.

Seeburg Buys Bottle Vending Manufacturer

CHICAGO — The Seeburg Corporation last week added another vending property to its already sizable holdings with the acquisition of the Cavalier Corporation, Chattanooga, manufacturer of Coca-Cola bottle vending machines.

Cavalier will be operated as a division of Seeburg, with all production and business continuing to be centered in Chattanooga. Management and policies will also remain the same.

William G. Raoul, president of Cavalier, will be chief executive officer of the new division and a vice-president of Seeburg. He and Joseph H. Lane, Cavalier board chairman, will also serve on the Seeburg board.

Raoul indicated that Cavalier will continue to manufacture bottle venders exclusively for Coca-Cola. The Seeburg-Cavalier move was billed as a merger with no financial details announced.

Central Moves to Larger Quarters

COLUMBUS, Ohio—Central Ohio Coin Machine Exchange, one of the Midwest's largest coin machine distributorships, has moved to new and larger quarters at 315 East Fifth Avenue here.

Central is factory distributor for United, Midway, Fischer and Valley. The firm also handles a number of vending lines. The new quarters will house complete display, service and parts facilities. Sam Solomons, coin machine veteran, heads the firm.

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Red Tape Drives Vending Men From Clifton, N. J.

CLIFTON, N. J.—Municipal red tape, combined with an excessive license fee, is driving bulk vending operators away from this North Jersey community.

Here's what it takes to operate bulk vending machines in Clifton:

The operator must file with City Hall a detailed application blank for each location, with a diagram of the store. The application must be approved by the Health Department and the Fire Department. After the approvals, it is re-submitted to

City Hall and then presented before the City Council.

If the Council, which meets twice a month, approves the application, the operator may place his equipment on location. The fee is \$5 per year per penny machine.

If the operator wants to add an additional machine to one of his locations, he must go through the whole procedure.

Harold Folz, Folz Vending, who operates throughout the East, said this policy is discouraging operators from moving into or expanding in Clifton.

Rolfing Named Wurlitzer Dir.

CHICAGO — William A. Rolfing, vice-president of Wurlitzer's DeKalb (Ill.) division, was last week elected a director of the parent firm to fill a vacancy caused by the resignation of C. E. Jarchow.

Wurlitzer directors also elected Walter R. Benson, DeKalb sales manager, a vice-president; Walter L. Allen, divisional controller, Holly Springs, Miss., assistant secretary, and Irene C. Witkowski, secretary to the president, assistant secretary of the company.

Rolfing is a graduate of Williams College and did post graduate work at Northwestern University. He is a registered C.P.A. and served with the Navy during the Korean War. Benson has been an employee of Wurlitzer for 28 years and is active in numerous industry committees.

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NAVY

MOSS Puts Out 11th Issue To Distributors

NEW YORK—Music Operators Stereo Service this week released its 11th five-pack to Rock-Ola, Rowe AMI and Wurlitzer distributors as well as to one-stops.

Selections, all taken from best-selling 33 stereo albums, include bands from Tony Bennett's "This Is All I Ask" on Columbia, Ted Heath's "Satin, Strings and Bouncing Brass" on London, Peter, Paul and Mary's "In the Wind" on Warner Bros., John Gary's "Catch a Rising Star" on RCA Victor and the Highwaymen's "Hootenanny With the Highwaymen" on United Artists.

All selections are singles, with one band from the album on each side. This brings to 55 the number of stereo singles now available on the MOSS program.



CHICAGO COIN'S new Spotlite shuffle alley features six new games, including Spotlite, which is played without pins (the pros call it shadow bowling). Other games (played with pins) include Regulation, Add-A-Frame, Flash-O-Matic, Step-Up and Dual-Flash. Shipments began last week.

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NATIONAL METHOD!

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QUEEN OF DIAMONDS	\$150
MISS ANNABELLE	150
HIGH DIVER	165
LIGHTNING BALL	165
UNIVERSE	165
WORLD BEAUTIES	175
FOTO FINISH	250
CORRAL	275
EGGHEAD	275
TROPIC ISLE	295
SLICK CHICK—Special	295
2-PLAYERS	
SEVEN SEAS	\$215
CAPT. KIDD	215
MELODY LANE	225
MERRY-GO-ROUND	275
LANCER	350
ALOHA	365
PREVIEW	375
SWING ALONG—Special	395
4-PLAYERS	
CONTEST	\$210
SWEET SIOUX	225
OKLAHOMA	365
GAUCHO	WRITE

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3 G-80 Sel.	1 K-120 Sel.
1 H-120 Sel.	1 Lyric 100
1 I-120 Sel.	2 Cont. II—100
1 I-200 Sel.	7 Mod. L—200

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Many W80 Wall Boxes

WURLITZER 2 1900

SEEBURG
1 V-200 1 A-100

N. J. Coin Assn. Accepts Dists.

NEWARK, N. J.—Some 15 members of the newly formed New Jersey Council of Coin Machine Operators met at the Hotel Essex House here Thursday (5) at an organizational session.

The group, composed of representatives of local coin machine associations throughout the State, voted to admit distributors to membership.

Distributors present and elected to membership were Herman Halpern and Dave Stern, Seacoast Distributors, Elizabeth; Oscar Parkoff, Atlantic-New York, Newark Branch, and Irving Morris, Newark.

The next meeting is scheduled for January 2 at a place to be announced.

Mar-Tab in Deal for New Phono Route

MIAMI—Mar-Tab vending, a subsidiary of Castlewood International Corporation, has bought the 165-location route of Automatic Vendors of Miami, Inc., for nearly \$400,000.

The purchase involved all the music machines and games in the operation. Max Lebow and Agostino Amato, who head Automatic Vendors, will devote full time to their cigaret machine operation.

Mar-Tab now operates more than 1,000 automatic phonographs and 800 games in Florida. The firm is also a major vending machine operator.

According to Sol Tabb, Mar-Tab president, the firm will buy additional routes within a 300-mile radius of Miami.

VALUES GALORE!

MUSIC

2 AMI-H-120. Ea.	\$285.00
5 AMI-I-120. Ea.	350.00
1 AMI-J-120	400.00
1 AMI Conf. 2-200	595.00
1 Seeburg AY100	750.00
1 Wurlitzer 2100	195.00
1 Wurlitzer 2150	195.00
1 Wurlitzer 2000	150.00

PIN GAMES

2 Fiesta. Ea.	\$120.00
2 Hi Divers. Ea.	110.00
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
2 Gushers. Ea.	90.00
2 Universe. Ea.	120.00
1 Crossword	100.00

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Distributors Wanted

ACCA Undecided on Selling Out

Continued from page 42

a valuable profit center going which will demand a commensurate price. Since almost anything is for sale at the right price, I can only say that if any of the three meet the price, sound business judgment will dictate the answer.

"One of the factors which inclined us even to consider an offer was the stature of the companies who are interested in buying. There are some to whom we would not sell under any circumstances, no matter how inflated their offer.

"But any of the three prospects who have talked with us would enhance the image of the entire industry by their entry into vending. There is no need to elaborate on this than to note that one is judged by the company he keeps, and all three are fine companies indeed. Any one of them would add strength and stature to the vending industry."

Juke Box Sales
O'Malley said that the firm's juke box sales in fiscal 1963 topped the previous year's sales more than 25 per cent, and that the Tropicana line, introduced in October, has been met with enthusiastic response by

both manufacturers and distributors.

He added that sales of the Rowe AMI background music unit, which plays 60 hours of music from six endless tape cartridges, will bring more music machine operators into the background music business.

KIDDIE RIDES		ARCADE EQUIPMENT	
Auto Test	\$400	Bally Fun-Phone	\$175
Bally Little Champ	270	Bally All Star	125
Bally Fire Engine	370	Crane	110
Bally Red Hot	370	Cross Cross Hockey	175
Bally Western Express	400	Goalee	95
Bally Speed Boat	370	Harv. Metal Typer	195
Boat Ride	250	Ingo Floor Grip	65
Big Bronco	270	Jet Pilot	75
Chuck Wagon	400	Foot Vibrator	125
Cow Pony	400	Lord's Prayer	150
Champion Horse	370	Motorama	175
Donald Duck	225	Midway Red Ball	125
Elsie the Cow	200	Pro Basketball	295
Fire Engine (All Tech)	400	Road Racer	275
Highway Patrol	570	Space Age	175
Helicopter	570	Sidewalk Engineer	110
Junior Jet	150	Silver Gloves	125
Kamel Ride	\$470	Ten Pins	125
Lightning Horse	270		
King's Choo-Choo	225		
Moon Rocket	570		
Meteor Hot Rod	225		
Motorcycle	300		
Miss America Boat	270		
Model T Ford	370		
Moon Rocket	570		
Midget Racer	400		
Indian Scout	570		
Old Smokey	250		
Pony Express	150		
Red Nose Reindeer	200		
Round World Trainer	370		
Satellite	570		
Space Ship	250		
Sandy Horse	325		
Sitdown Driveyourself	350		
Scientific Boat	300		
See Saw Clown	200		
Twin Merry Go Round	270		
Toonerville Trolley	350		
Twin Horse Stage			
Coach	400		
Turnpike Auto Test	650		
Tusko Elephant	470		

MUSIC

Seeburg 100-Sel. Wall Boxes	\$19.50
Seeburg 160-Sel. Wall Boxes	55.00
Seeburg 200-Sel. Wall Boxes	39.50

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- Un. Duplex, 16' 175.00
- Un. Advance, 16' 200.00
- Bally ABC Tournament... 75.00

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Above prices preferably in quantity. Prices do not include delivery or crating. Crating, if desired, \$35.00 to \$50.00 extra.

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2 Circus Rifle	225.00
2 Cross Fire	150.00
3 Crusaders	250.00
2 Hercules	250.00
1 Invader	95.00
2 UN Pirate Guns	125.00
1 Wm's Polar Hunt	150.00
1 CC Riot Gun	495.00
2 World Fair Rifle Gallery	445.00
12 Midway Shooting Pistol	195.00
2 Wm's Safari	150.00
2 CC Shoot the Clown	350.00
1 UN Sky Raider	150.00
2 Gonco Sky Gunner	95.00
2 Gonco Sky Rockets	95.00
4 Titan Gun	250.00
4 Vanguard	225.00
2 Gonco Rifle Gallery	95.00
2 State Fair	125.00
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2 Long Range Rifle	395.00

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Bob Blundred Quits MOA Post; Joins Park Org as Exec. Sec'y

Continued from page 42

headed by J. Harry Snodgrass, chairman, and 11 officers of the association.

Blundred cited excessive travel and increased time away from his family as the reason for his resignation. "For this reason, the interests of the association and my family can best be served by a replacement more able and willing to travel," he said in his letter of resignation.

In the past 18 months, the MOA managing director has been on the road frequently, attending State and local association meetings to spread the MOA gospel.

Schedule Meet

Casola noted that MOA has a board meeting scheduled for January 17 and that the association would likely postpone action until that time. He also suggested the possibility of moving the date of the board meeting up to the first week in January.

Casola said he had absolutely no idea who the successor could be. He noted that when Blundred was named, MOA felt it wanted a person from outside the industry, one who had no ingrained enemies or problems to overcome. He said he didn't know if the executive board would still feel this way, but he assumed so.

Blundred set no departure date, but he told Casola that he would "not leave MOA in a lurch." Blundred's assistant, Bonnie York, said she would stay on as long as the association wanted her to.

Expect 60-Day Delay

Blundred's successor may not be named for another 60 days. With the holidays around the corner, a meeting before the first of the year is unlikely.

When the association's previous managing director resigned almost two years ago, MOA waited several months before it made a selection. Presumably, the same careful screening process would have to be conducted.

At that time, in addition to all the preliminary screening, the executive board met twice, for several days each time—before it settled on Blundred. Casola said he would like to hold the executive committee and board of directors meetings at or about the same time. He noted it would be unfair to ask the members to make separate trips for both.

Blundred has been handling all the administrative functions of running the association with main emphasis on convention

German Exports

Continued from page 44

phonograph operating enterprises on the U. S. pattern.

With the market obviously there, German manufacturers organized phonograph production, and German expertise in electronics and miniaturization at once paid off.

Phonographs proliferated amazingly on the domestic market, by 1959—in the space of only six years—numbering around 50,000. Since then, the German trade has been consolidating its gains, and the German market for the time being has become primarily a replacement market.

Exports have been going through a similar consolidation phase from the record phonograph exports amounting to 13,306,000 Deutschemarks in 1959 (which compared with 9,389,000 Deutschemarks in 1958).

planning and membership expansion. Legislative problems have been handled by George Miller, legislative counsel and founder and past-president of the association.

Casola termed Blundred's departure a "great loss to the industry." He said he had worked "very closely with Bob," and that his departure "is a great shock to me."

He particularly singled out Blundred's work in "coming in new to the industry only some 18 months ago, and putting together one of the most successful conventions this association has ever had." Casola said he thought Blundred had a great future with MOA.

Blundred—together with Casola and Snodgrass—was credited with eliminating much of the antipathy that MOA has been faced with over the past few years. Prior to the last convention, three of the nation's four juke box manufacturers (Seeburg, Rock-Ola and Wurlitzer) boycotted two previous conventions in protest over MOA leadership.

The last convention was the first in four years where all four of the nation's phonograph manufacturers were represented. Distributor and operator attendance was likewise at a high, and MOA was generally deemed to be the strongest it's been in recent years, if not all time.

Following Blundred's membership activities, the association announced a membership figure of close to 1,000, the highest ever publicly declared by MOA. (Prior to last year, MOA had a policy of not giving out such information.)

Although not publicly announced, the MOA managing director post is thought to be worth in the neighborhood of \$15,000 plus expenses.

The executive committee which will decide Blundred's suc-

Hub Juke Box Takes Drop During Days of Mourning

Continued from page 44

the thin, gay rhythm of background music systems.

"Business just had to fall off in a situation like this," said Harold Bond, Brookline operator, "and no one would want it any other way." But, he said, it will be a couple of weeks before he'll know just how the gross was affected, since he keeps a two-week tally on his route.

Sam Baker of Melo-Tone Vending Company of Somerville had similar feelings on the matter. "It's the least we could do," said Sam, "and little enough at that." He said he was sure no one wanted to be anywhere but in front of his television set to get the latest information and pictures, and in a time like this music machines seemed pretty small potatoes.

All of Baker's men stayed home and he was of the opinion that it would have been too bad about any location that wanted service during the terrible tragedy.

Ralph Lackey of Larel Music Company, Roxbury, and Dave Gropeman of General Automatic Vending Company, Belmont, expressed almost identical views. Lackey was on his way to New York and immediately gave instructions to halt all operations.

EUROPEAN NEWS BRIEFS

Continued from page 45

The Globus big orange globe emblem is famous throughout Germany.

Surveys show that status-inspiring uniforms are often decisive in luring workers in today's labor-short German economy.

French Threat

NICE—Coin machine operators in the south of France are battling a proposed hike in the price of cafe aperitifs. Operators warn that a price increase could

Canteen Gross

Continued from page 42

said 1963 income after taxes is expected to be approximately 63 cents per share against 9 cents per share in 1962. The 1963 net income figure includes a 9-cent nonrecurring income from the sale of the company's plastics division.

O'Malley noted that "without exception every division of the company turned in increased sales and profits for fiscal 1963. Our projections for fiscal 1964 clearly indicate a continuation of this trend," he said.

O'Malley said foreign operations have also shown a substantial improvement on the past eight months, both in route operations and manufacturing, and the present fiscal year should find this trend continuing.

cessor is made up of members from around the country. Besides Chairman Snodgrass and Casola, members include the following MOA officers: John Wallace, secretary, Oak Hill, W. Va.; James Tolisano, treasurer, St. Petersburg, Fla., and the following vice-presidents—Al Denver, New York; Howard Ellis, Omaha; Frank Fabiano, Buchanan, Mich.; Les Montooth, Peoria, Ill.; Norman Gefke, Sioux Falls, S. D.; James Hutzler, Martinsburg, W. Va.; Clint Pierce, Brodhead, Wis., and Lou Ptacek, Manhattan, Kan.

severely damage the trade and even put some operators out of business.

Operator concern is not with the aperitif as such but with the fact that under France's never-ending system of music copyright payments the amount of the royalty is calculated on a per-machine basis according to the size of the city, the number of seats in the cafe—and the average price of aperitifs. If the price of aperitifs go up, the royalty fee goes up in sympathy.

Eltec Sales Drive

WEST BERLIN—The West Berlin phonograph manufacturer Eltec is planning a big sales drive in Britain for its new 1964 models.

The new Eltec models will be exhibited at trade fairs in Britain, including that at Blackpool and from trailer showrooms. Gainsmead Company of Reading is spearheading the Eltec sales drive in the United Kingdom.

New models are the Eltec 100-selection console and the Eltec M100, a smaller version of the console. Eltec has developed a flourishing export program based on the machine's economy of operation and simplicity of servicing.

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Bally Tournament	\$ 85.00
Bally Big Inning	95.00
Bally Target	165.00
United Chief Shuffle	65.00
C.C. Championship Shuffle	65.00
United Mercury Shuffle	75.00
CC Player's Choice	135.00
CC King Bowler	195.00
CC Queen Bowler	265.00
CC Red Pen Shuffle	165.00
Wms. Pinch Hitter	195.00

Phonos—Wall Boxes

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Wurlitzer 2300	445.00
Seeburg 200 Sel. WB	35.50
Wurlitzer 5210 WB	49.50
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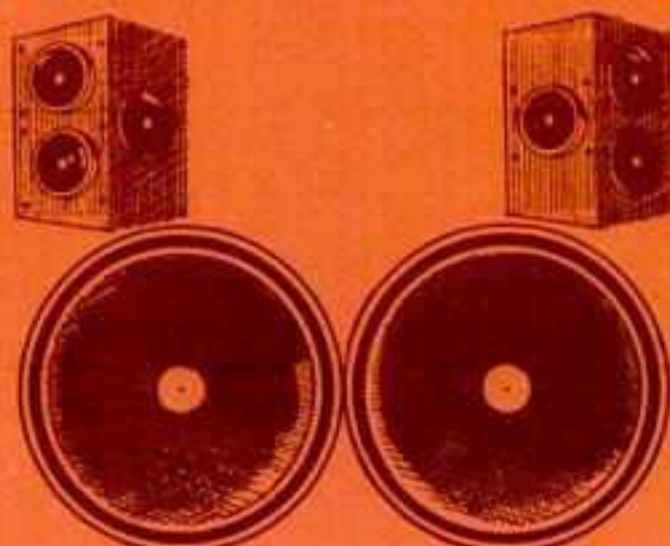
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ROCK-OLA



Rhapsody II



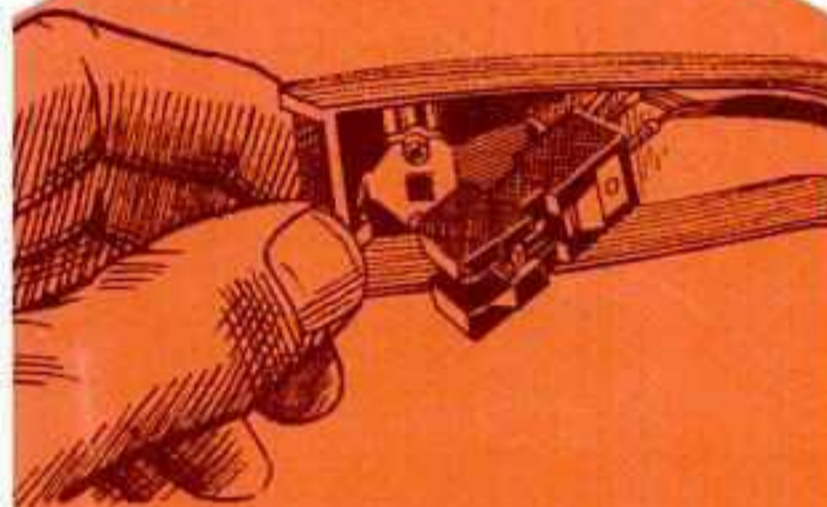
Full-Dimensional Stereo-Sound



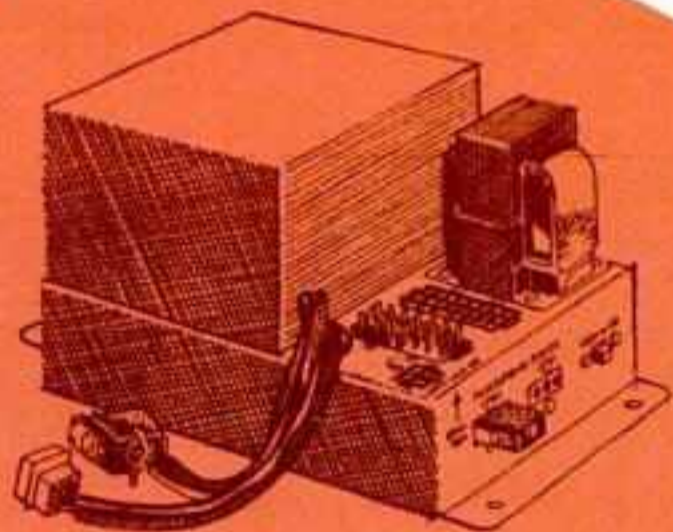
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NEW ROCK-OLA Money Counter



Snap-in Cartridge Assembly



NEW Common Receiver



Capri II

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It is this kind of design and engineering which has made it common knowledge that Rock-Ola is the big name for top profits!

See the new Rhapsody II and Capri II now at your Rock-Ola Distributor's.

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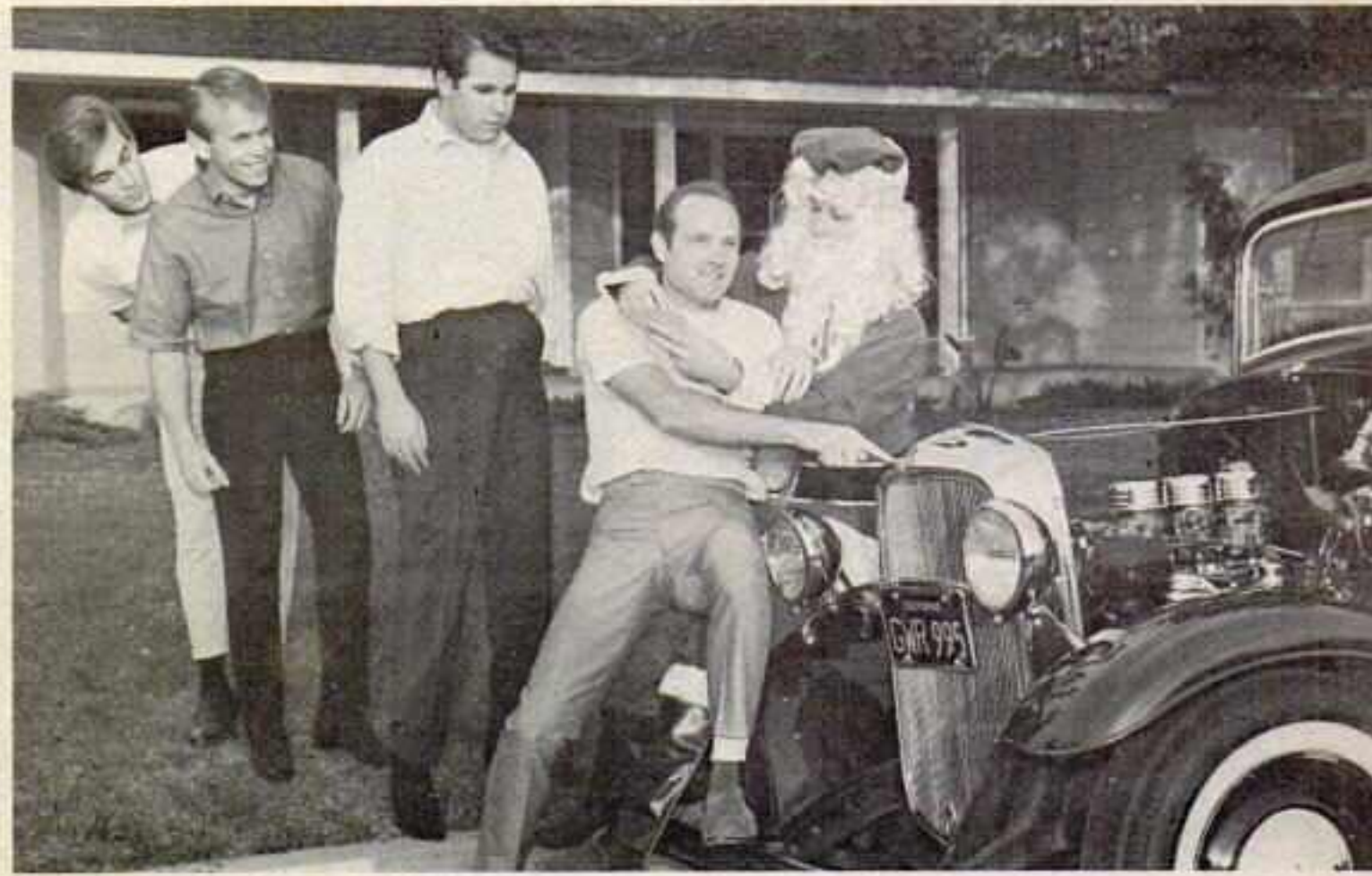
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Billboard Photo Gallery OF NEWSMAKERS



AT COUNTRY MUSIC JAMBOREE IN BALTIMORE: During the annual affair, which broke all records this year, guests backstage at Station WBMD included (left to right) Carl Brenner, station's general manager; Tex Ritter, president of the CMA; Helpful Harriet, of WBMD, and Chuck Bernard, president of the Country Music Network.



PROMISES, PROMISES: The Beach Boys await their turn to make their pitch to Brian (Santa) Wilson, group's leader. Seems Mike Love is interested in Santa's hot-rod sleigh. Latest single by group, on Capitol, is, coincidentally, "Little Saint Nick," which was composed and arranged by Brian.



IN THE CATSKILLS: At the Concord, Neil Sedaka and his manager, Ben Sutter (left), confer with the entertainment director, Phil Greenwald, following successful date there. The RCA Victor artist was just awarded five-year contract for holiday appearances at resort.



MUSIC MEN AND A NEW MUSEUM: Representing the music industry on the Hollywood Museum committee are Al Bennett (right), president of Liberty Records, who was elected chairman, and Mike Maitland, president of Warner Bros., who serves as co-chairman. Committee plans to raise \$250,000 for museum.



PROGRESS REPORT: Dave Dudley (left) checks progress of his latest Mercury single, "Last Day in the Mines." With artist is Cracker Jim Brooker of WMIE, Miami.



HICKORY-PYE PAIR: Concluding negotiations for the Hickory label to be released in Great Britain through Pye Records are (left to right) Pye's head, Mr. Drummond; Wesley Rose, president of Hickory; Louis Benjamin, managing director of Pye, and Teddy Holmes of Chappells Music.



COMPOSER IN MADRID: Dimitri Tiomkin discloses plans to Billboard correspondent Raul Matas. Tiomkin will tour Spain soon with Barbra Streisand and variety show. Scene is a dinner at the Samuel Bronston studios in Madrid.



COAST BASH FOR COSBY: Warner Bros.' recording comic Bill Cosby (left) was given party on occasion of opening at the hungry i. Here he shakes hand with Dean Webber of KSFO, San Francisco. In the center is Joe Smith, national promotional director for Warner Bros.

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