

Industry Left With Question Marks

Speculation on About FCC, FTC Policy Shifts

By MILDRED HALL

WASHINGTON—The nation's capital slowly went back to business last week after the tragic shock of the death of President John F. Kennedy. Speculation inevitably began as to what changes would be made in personnel and in policy, in government agencies and departments. Of particular interest to the record and broadcast industries are possible changes in the FCC, broadcast regulatory arm, and the Federal Trade Commission, which watches over advertising and business practices.

In general, it is fairly widespread belief here that President Lyndon B. Johnson will not encourage as much stiff regulatory action as the former leader of the New Frontier. Johnson's personal philosophy is known to favor letting industry regulate itself to the furthest extent possible, rather than having government jump in at the first sign of trouble.

No Change at FTC

At the FTC, no change or delay in the setting up of guidelines for the record industry is expected by Chalmers Yarley, who heads the Commission's Bureau of Industry Guidance. The status quo remains as it was before last week's tragic event. Informal talks will continue with industry to map out a set of guides that all can live with. The Guidance Bureau chief hopes to have a set of suggested rules ready for discussion by industry representatives by the beginning of next year.

(This is assuming, of course, that there are no top-to-bottom changes in the Federal Trade Commission. Chairmen of regulatory agencies are presidential appointees and subject to change when there are changes in ad-

(Continued on page 6)

DECEMBER 7, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

Don Bohanan to New Post in Big Realignment at Liberty

HOLLYWOOD—Liberty Records, in a major executive realignment move, last week elevated national sales manager Don Bohanan to the newly created post of marketing director. The move places under Bohanan's supervision such key departments as sales, promotion, merchandising, production, publicity and advertising. Heretofore, these had operated independently.

Phil Skaff, Liberty's executive vice-president, stressed the importance of the organizational change as a means of throwing greater sales and promotional strength behind Liberty's product as a result of a co-ordinated effort of the departments.

Bohanan is a veteran of more than a decade in the record industry, bringing to his new post a rich background in the various fields now coming under his direction.

Service Points

He joined Liberty more than five years ago as field representative in Detroit, and soon thereafter (1959) was moved to the label's Hollywood headquarters as the firm's national sales manager. During the period that he had been at the label's sales helm, the firm had shown continuing yearly increases in its sales volume.

Bohanan entered the record business in his native Cincinnati as a salesman for King Records. He later became a branch manager for the firm in Cleveland. He moved to Detroit in 1956 to join Coral Records, becoming branch manager for Coral in the Motor City. Later, he was pro-

moted to Midwestern divisional sales manager, basing his operations in Detroit. Bohanan resigned his Coral post to join Liberty.

First Move

Bohanan's first move after his appointment as Liberty's marketing director was in promoting two of his sales department executives to key posts in his new marketing team. These were Lee Mendell, who was elevated to manager of LP sales from his former spot as West

Coast divisional sales manager, and Bob Fead, who was placed in charge of singles records. Fead previously served as Southern division manager, and more recently as head of one-stop sales.

Under Bohanan's new organization, he will direct the functions of Ken Night's production department, national promotion chief Ted Feigin and his staff, advertising - merchandising director Bill Neiman, and national publicity director Norman Winter's staff.

EDITORIAL

To Our New Leader

IN THE nation's period of trial following the death of President John F. Kennedy, the sorrow of the populace has been tempered by the fact that a strong hand has grasped the reins of leadership. President Lyndon B. Johnson has silenced all speculation. He will carry on in the progressive tradition of his predecessor and will very likely go on to become a great President in his own image as well.

Speaking for the music-record business, and the allied cultural arts, we know we express the dearly held view of many that the new President bring to the arts the same measure of understanding and support displayed by the previous administration.

This is important not only for the nation's intellectual and artistic growth, but is also vital to its international image.

We are a nation of merchants and manufacturers; a nation of scientists and teachers; of farmers and intellectuals; of dreamers and pragmatic people.

We are also a cultural community, with a heritage of music and dance and theater.

May our government continue its cognizance of this fact.

Dealers Feel It's Too Early For Predicting

By BARRY KITTLESON

NEW YORK—The effect on the record business of the sorrowful turn of events last week in Dallas has left a large question mark in the minds of dealers. The late President's death, coupled with the subdued hubbub of the Thanksgiving holiday has not given dealers much on which to base any solid predictions this soon.

Most dealers have adopted a wait-and-see attitude, but offered some of their thoughts on the situation. Their views might be tempered with their natural inclination to compare the coming holiday season with the same period last year, during which two industry phenomena brought on an unprecedented business boom. (A survey of the larger markets appears on page 6.)

Business was reported at a virtual standstill for the week following the tragedy, but a representative of Doubleday expressed the feeling that there would be back-to-normal conditions by the beginning of this week (2). She based her prediction on the completeness with which the nation expressed its grief.

"The American public displayed a tremendous sense of participation in the face of this awful situation. It is my feeling that they will be equally resilient. People are stunned by death, as witnessed their reaction to the President's assassination. When a tragedy such as this hits us unexpectedly, our ultimate reaction is to value life all the more. I expect we'll adopt a new positive attitude by this experience."

It was the opinion of Dave Rothfeld of Korvette's that there has, on the other hand, been a sobering affect upon the public. "Things have been tempered, especially in the pop and rock and roll areas. Things could, however, pick up very quickly if some hot product, like the "Singing Nun," were to be released now."

A TIME TO WEEP . . . AND A TIME TO MOURN . . .

NEW YORK—Play on the nation's 450,000 juke boxes was back to normal Friday (29), but for a 72-hour period last week few Americans had the stomach to listen to the mechanical music makers. Automatic phonograph and game collections last weekend and Monday (25) were scanty, as millions of Americans stayed by their television sets to watch the news developments and to view the funeral of President John Fitzgerald Kennedy. Even when surface normality was restored Tuesday (26), the gaiety commonly associated with taverns and restaurants was muted. And when patrons put their coins in the juke box, they did so in an almost mechanical manner. For a full report on how the tragedy affected the coin machine industry, see the Coin Machine Section.

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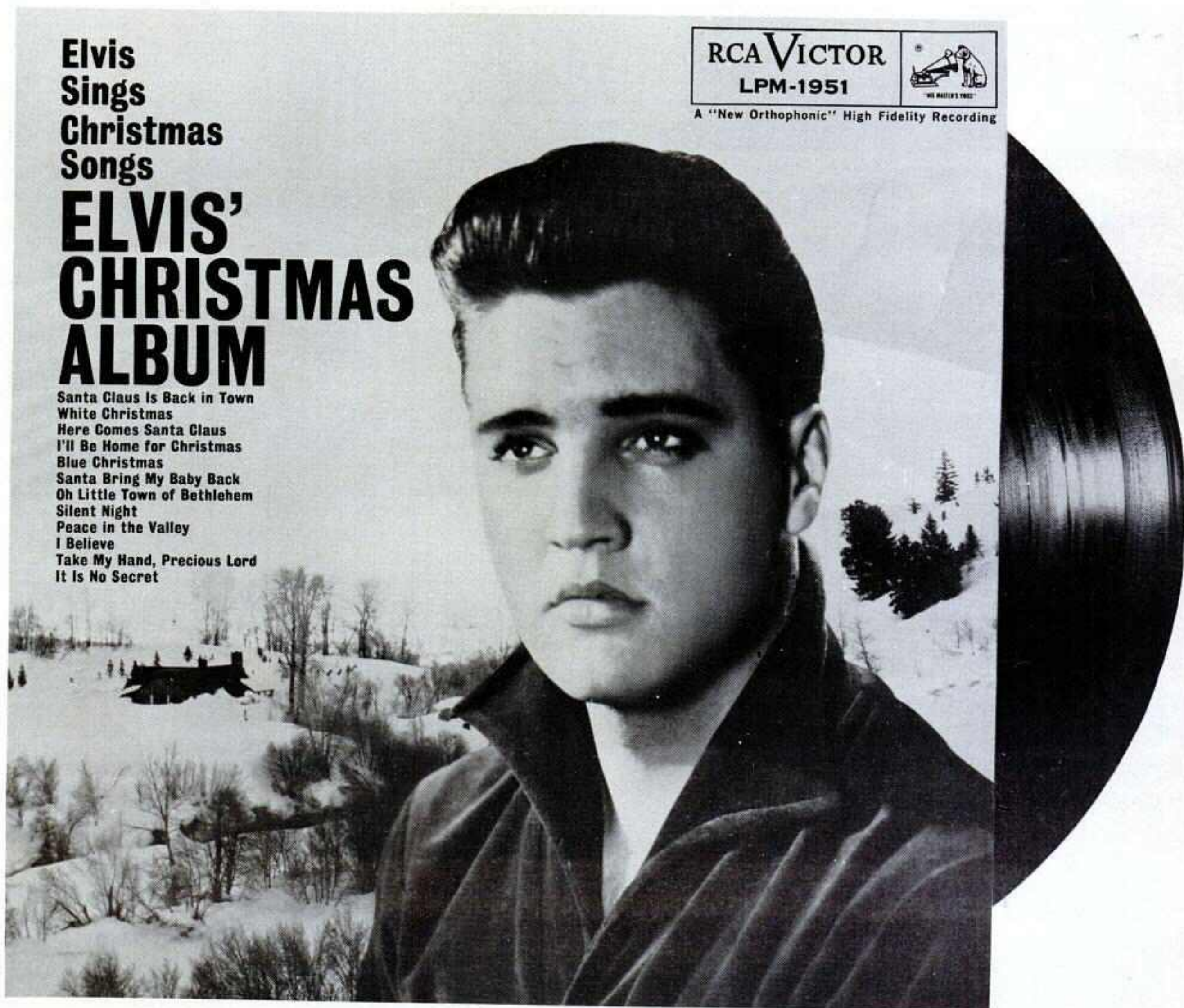


NEW JOB FOR DON: Al Bennett, Liberty president; Don Bohanan, newly appointed marketing director; Phil Skaff, executive vice-president; Hal Linick, vice-president.

Heading for **\$2,000,000** in sales

ELVIS'

CHRISTMAS ALBUM



**Elvis
Sings
Christmas
Songs**

**ELVIS'
CHRISTMAS
ALBUM**

Santa Claus Is Back in Town
White Christmas
Here Comes Santa Claus
I'll Be Home for Christmas
Blue Christmas
Santa Bring My Baby Back
Oh Little Town of Bethlehem
Silent Night
Peace in the Valley
I Believe
Take My Hand, Precious Lord
It Is No Secret

RCA VICTOR
LPM-1951

A "New Orthophonic" High Fidelity Recording

LPM-1951
RCA VICTOR

TM&©
The most trusted name in sound

BENNETT APPRAISES PRESIDENT'S SPEECH

HOLLYWOOD — President Johnson's strongly worded speech before a joint session of Congress last Wednesday (27) will have an equally strong affect on the nation's economy, which may be translated into healthy sales for the record biz, believes Al Bennett, Liberty's president and erstwhile Wall Street observer.

"If President Johnson had announced any drastic changes in any of the late President Kennedy's policies, I believe we would see a sharp business setback," opined Bennett, who recently negotiated for the purchase back of Liberty from Avnet Electronics.

"Now that President Johnson has stated he will press for a tax cut, this will have a tremendous affect on the nation's economy. Any time we've got a firm economy, the record business is in good shape. Since we're basically a leisure-time product, we're always one of the first to feel any financial setback, but with more money in circulation, the record industry

can see more optimistic times."

Bennett said he is convinced that the "leisure industries" would continue to be the growth industries as the economy goes up. "It is getting to the point where unions cannot continue to demand pay increases and they will have to ask for a shorter work week, which will also help our industry," Bennett proffered. "People will have more leisure time on their hands and more money to spend. I'm most optimistic about the future."

Enoch Light Plans Singles Splurge

NEW YORK — Enoch Light, chief of Command Records, has been quietly crystallizing his singles operation and intends to release between 24 and 36 singles annually. Light, who is already screening talent, will use his current album distrib and sales set-up for his singles line—and his present foreign affiliates. The exec, whose percussion albums and other a.&r. developments have made record history, said: "I don't know any way to success other than hard work—one must live with a record; and

promotion is as important as the record itself.

Light's singles operation will be a broad one from an a.&r. point of view — embracing pop and its various facets, such as folk, and also jazz. Light will also acquire masters from outside sources. "We'll do whatever the market indicates," he said.

Surveying the record business generally, Light expressed the hope that the industry is on the verge of sanity and proper thinking. "There is a greater need for merchandising than ever before. We are trying to inculcate our distributors and dealers with this idea" said Light.

"The rack jobber, big discounter and traditional dealer should not give his prime display space to cut-out merchandise. If a record is a flop at \$3.98 it will be a flop at any price... just as a flop Broadway show won't sell at any price... The record business is the entertainment business," he said.

Oops!

NEW YORK—A Capitol Records ad in last week's issue of Billboard, promoting Bobby Darin's "Be Mad Little Girl," erred in terming the disk a production of T. M. Music, Inc. Capitol has pointed out that the disk was produced by Capitol and that Darin is a Capitol artist.

SOMETHING FOR THE GIRLS

They're Making Their Move To Take Over Hot 100 Chart

By REN GREVATT

NEW YORK—Female artists are making their strongest impression on the Hot 100 single chart in many months, with four of the current top seven records involving feminine performers. Particularly interesting is the fact that nine of this current crop of acts present on the chart are there for the first time.

It is true, of course, that the girls have been making a strong comeback for several years, but that area of the pop scene seems now to have taken on even more vitality. In the late 1950's era of the hard

part of a mixed vocal group or by themselves, without male vocal companions. In several of these, namely Ruby and the Romantics and the Essex, a girl is the key performer with the males limited to a supporting backup group role.

Girl artists then began making a renewed dent on the charts as supporting background singers, a practice which is still very much in effect. But the backgrounding led to feature efforts by girl groups. The Cookies, on Dimension Records, and the Crystals on the Phyllis label, are examples of groups who started their careers in supporting roles, only to become lead attractions themselves.

Strongest in Years

Eventually, with the emergence of the so-called Philadelphia and Detroit sounds, as evidenced by such groups as the Marvelettes and the Orlons (composed of a basically female sound of three girls and one boy) the femme contingent assumed its strongest position in the chart derby in many years.

One strong indication of this is the fact that of 20 records that have hit the No. 1 Hot 100 spot so far this year, 11—more than half—involve girls either as

Stevens, after a week in the top position, held on this week at No. 11.

Another act new to the charts is the Dixiebelles on the Nashville-based Sound Stage 7 label, with "Down at Papa Joe's." Among the other new femme acts showing well and all but one of which are moving upward, are the Murmaids with "Popsicles and Icicles" on Chatahoochee; Shirley Ellis with "The Nitty Gritty" on Congress; the Secrets on Philips with "The Boy Next Door"; Betty Everett on Vee Jay with "You're No Good"; "Dumb Head," by Ginny Arnell on MGM, and "Hey Lover," by Debby Davale on Roulette.

Hot Entries

Currently in the top seven are the same Dale and Grace ("I'm Leaving It Up to You") as runner-up of the week; Lesley Gore ("She's a Fool"), No. 5; and a new British girl duo in their first excursion on the charts, the Caravells, with "You Don't Have to Be a Baby to Cry," in the seventh spot. The brother-sister act of Nino Tempo and April

Gals Make It

And the girls are making the hits today, not with a single type of styling. The range is broad and includes a raft of material ranging from "Dominique," to Joan Baez' "We Shall Overcome," to Lena Horne's biting "Now," to the frank statement of teen-age fact, "I Have a Boyfriend," by the Chiffons on Laurie.

NEW YORK—The European record industry is seeking new ways to sell records. A few of the labels have experimented with the record club system, but others, which find this a good way of selling only specialized merchandise, are seeking ways of putting more and more records before the public. A few record executives mentioned racks as a future possibility.

Rack jobbing as a method of operation would take a far different form in Europe than it does in the United States. Since both distribution (and to a lesser

extent retailing) of records is done by many manufacturers themselves on the Continent and in England, there would be no independent rack jobbing as it is known in the U. S., overseas sources say.

Racking methods would probably include manufacturer leasing of space and disk concessions in stores that do not ordinarily handle records. Such places as drugstores, hardware and notions outlets and grocery operations of one sort or another were mentioned most often.

A key word to overseas manu-

facturers is "impulse." After surveying the American record scene, many disk executives in Europe are intent upon capturing those sales that are made quickly and impulsively. And they have seen that these sales are most often made in operations where the customers browse shops for items in a variety of categories.

Fierce competition between the relatively few labels in each European country makes it near-possible for any independent rack operation to take root. What most disk men in Europe see is a rack in a conspicuous shop position which would hold cream merchandise of their own and affiliated labels.

Each company would stock and take inventory of its own rack, and pay the store a percentage for the space required. This, as overseas observers see it, would open up new outlets for the selling of records while allowing the labels to keep a tight rein on sales.

Worth a Look

None of the foreign label executives who have mentioned such racking operations would say that they were ready to go ahead with such plans immediately. Most mentioned it just as a possibility worthy of study. Such disk men also don't want to antagonize independent dealers and their associations. A good many men in the global record business believe that such rack operations are inevitable in the long-range view.

Colpix Signs 3 New Acts

NEW YORK — Colpix Records has announced three new signings, according to Don Kirshner, executive vice-president of the music and record division of Columbia Pictures-Screen Gems TV. The three include 16-year-old Toni Wine, the Girlfriends and Artie Kaplan.

Miss Wine, in addition to being a recording artist, is an arranger-composer as well. She's a co-writer of "Only to Other People," latest release by the Cookies on the companion Dimension label. Her own disking debut will feature "My Boyfriend's Coming Home for Christmas," a song she also wrote.

The Girlfriends, Gloria Goodson, Nannette Jackson and Carolyn Willis, are from Los Angeles, and have done vocal backgrounds for various other artists. Kaplan, a saxophonist, will be heard first on a single of "Theme From the Victors."

Mike Maitland On Europe Tour

HOLLYWOOD—Mike Maitland, Warner Bros.' president, is on a two-week European tour to talk with licensees in England and France and to see the recently acquired play "Rugantino" in Rome.

Maitland will meet with Vogue reps handling Warner's in France, Pye officials who handle Reprise there and British Decca officials.

"Rugantino," which is done entirely in Italian, will have its Broadway debut next February with sub-titles flashing above the stage. The play has a trial run in Toronto in mid-January.

Deejay O'Brien Signed by UA

NEW YORK—United Artists Records has signed WMCA's morning deejay Joe O'Brien to an exclusive disk pact. The label has also added to its roster the Tucson (Ariz.) Boys' Chorus, for albums and singles. These signings followed an earlier announcement of the long-term renewal pact of H. W. (Pappy) Daily as the label's country a.&r. producer.

Daily, who has brought to the firm such artists as George Jones, Melba Montgomery, Judy Lynn and Kathy Dee, has literally put the label on the country music map in the last several years and further expansion is now planned. This includes the immediate opening of a Nashville office by Daily for UA. Daily will commute from Nashville to his home base in Houston, with Tommy Jackson serving as full-time Nashville assistant.

With respect to O'Brien, one of the deejay's pet gimmicks is the use of a trick "second" voice, that of "Benny" on his shows, and his initial album will feature the character. Store and school appearances are planned in the area by O'Brien.

Kostelanetz Off On Europ'n Tour

NEW YORK—Andre Kostelanetz, long-time Columbia artist-conductor, who recently was re-signed to a long-term renewal contract, leaves on a European promotion tour Monday (2). The first stop on the junket will be Stockholm.

While there, he'll conduct an all-Gershwin concert with the Swedish National Radio Orchestra. Soloist in the performance of Gershwin's Concert in F will be Sixten Ehrling, recently appointed conductor of the Detroit Symphony.

The balance of the Kostelanetz itinerary includes Paris (8); Brussels (11); Frankfurt (12); Madrid (14); Milan (19), and Rome, on the same day.

Europe Eyes the Rack Jobber



JERRY LEWIS, left, as he appeared on recent Steve Allen show.

SESAC OFFERS STATIONS 10% DEDUCTIONS

NEW YORK — Paul Heinecke, president of SESAC, music licensing firm, has sent a letter to all of its radio and TV station licensees inviting them to deduct 10 per cent from their license fee for the month of December, Billboard has learned. "In recognition of your unselfish efforts during those four dark days that shook our nation, SESAC is making this offer," the Heinecke letter said.

Epic Names Billy Sherrill To A&R Post

NASHVILLE—Epic Records has named Billy Sherrill to the post of a.&r. producer here, according to Dave Kapralik, director of pop a.&r. Sherrill replaces Jerry Kennedy, who recently ankleed the Epic scene here to return to the Mercury fold under Shelby Singleton. Sherrill will be responsible to Bob Morgan, Epic's executive a.&r. producer, and will handle assignments for both Epic and Okeh. Among the artists whose diskings he'll supervise are David Houston, Jime and Jesse and the Virginia Boys, Stan Hitchcock, Obrey Wilson, Shirley Ray and Linda Brannon. Before joining Epic, Sherrill was manager and chief engineer of the Sam Phillips Recording Studio in Nashville.

Deejay Tripp In Hollywood

HOLLYWOOD—Peter Tripp, former New York and San Francisco deejay, has joined KGFJ as its 9 a.m. to 1 p.m. air personality. He replaces the vet jazz disk jockey Johnny Magnus, who has joined KMPC as its midnight-to-6-a.m. man. Tripp formerly toiled for KYA, San Francisco, and had been with WMGM, New York (now WHN), and was involved in the payola investigations of several years ago.

ROSA Sets Next Meet in New York

NEW YORK — The Record One-Stop Association will hold its next meeting at the Americana Hotel here. The two-day affair will take place January 11 and 12. According to ROSA President Irv Perlman, the meeting will be limited to one-stop members and non-members.

Disney Up With Surprise Smash In 'Incredible Journey' Sound Track

HOLLYWOOD — A tale about two dogs and a cat is providing Disneyland Records with a surprise smash in its "Incredible Journey" sound track LP. As part of the \$1.98 story-telling series, the album was released almost two months before the film's debut three weeks ago. Combining sound effects with Rex Allen's narration, the story of the three animals making their difficult journey across country is obviously appealing to Disney's young customers.

Philly Station Says It Won't Replace Personnel

By GIL FAGGEN

PHILADELPHIA — WIBG general manager John T. Conway last week replied to the request from Georgie Woods, representing the NAACP Broadcasters Committee, that the station immediately hire three Negro airmen (Billboard, November 30). Conway said that it would be unfair to present personnel to replace them without just cause. The letter went on to say that the station has not in the past, nor will in the future, discriminate as to race, creed or color in hiring. Conway wrote that WIBG air personnel has been selected for ability to please the station's audience and on past on-air experience. Conway's detailed letter had little or no effect on the course to be taken by the NAACP in Philadelphia which still plans to picket the station and boycott its advertisers. "We still maintain that WIBG should hire a disk jockey, an announcer and a newsman," said Woods. "We don't care how

they meet the demand... they could hire Negroes if they were really sincere, they could find a way," Woods said. Woods said that the NAACP does not wish the station to fire any personnel, just hire three additional Negro airmen. The local NAACP selected the Storer-owned 50,000 watter as its test station because of WIBG's dominant rating position in the market and its large Negro audience. The NAACP also pointed out that the station plays primarily records featuring Negro talent "and should therefore give back to the race what it gets from it." "We feel it is easier to crack one station, rather than all 14. However, we will eventually get around to all stations here," said Woods.

Steve Allen's Own Notion of LP Plays

By ELIOT TIEGEL

HOLLYWOOD — "No artist appearing on our show has ever asked us to plug his album. We feel it's important to expose new product to our audience, so we do it ourselves. It adds prestige to an artist when we can say, 'this is his latest album.'" That's the way Steve Allen, composer, arranger, pianist, vocalist and late night host of his own TV show, feels about exposing his guests' new LP's. "Usually we have to ask the performers to bring along their new album to show on camera," Steve told Billboard in his Vine Street offices. Several years ago, after the payola scandals had broken, it became taboo to plug a product on an FCC-regulated medium. Today, the climate is much more relaxed. The Allen madcap entertainment feature is currently syndicated in 46 markets by Westinghouse Broadcasting Company and is pitted against the sit-down talkathon "Tonight" show on NBC.

Performers Perform

The basic difference between the Allen and "Tonight" shows, according to Allen, is that on his program the guests all perform, whereas on the "Tonight" show guests often sit and chat with Johnny Carson.

Allen is going into his second year as head of his syndicated program. After the first year of trials and tribulations, the bespectacled musician-humorist came to the conclusion that the acts which work best are those with a feel for comedy. Whereas he does present the best of the pop and jazz field, he will not use these performers in his comedy skits if it embarrasses them.

Loose Format

Disk artists such as Bill Dana and Louis Nye fit perfectly into his free-for-all format. Allen and producer Milt Hoffman know what disk artists are making noise and often invite them on the program. Tony Bennett, Trini Lopez and Bobby Vinton are examples.

"We're aware that a good percent of our audience is comprised of college and high

school students," Steve noted, "and we try to present artists who are their favorites, even if we sometimes don't dig the acts ourselves."

"Many times the artists themselves ask to appear on the show because they know it's a fun program, money's not the prime reason," Hoffman said. Allen show pays a \$265 scale rate to all performers.

Hoffman said that George Shearing may shortly be appearing on the show.

"Shearing refuses to go on live TV," he said, "because the producers say, 'You've got a minute and a half to play, George,' and he refuses to work in that format. We told him he'd have more time."

Operating with a \$50,000 weekly budget, Allen and his staff create five 90-minute shows a week. Allen, a Dot recording artist, purposely plays down his own piano playing despite a continual onslaught of mail asking for just the reverse.

"Because of the great pace of our show, I feel that playing the piano two or three times a week is sufficient," Steve said.

Since signing with Dot several months ago, Allen has had two singles successes, including his current chart item, "Cuando Calienta El Sol," Vols. I & II of "Funny Fone Calls" and a soon-to-be-issued "Steve Allen Sings" LP.

Marks Going Big in Yule Catalog Push

NEW YORK—Johnny Marks, head of St. Nicholas Music, Inc., has scheduled a heavy promotion of its holiday catalog. A big campaign has been set in behalf of the Brenda Lee Decca perennial, "Rockin' Around the Christmas Tree," which is being released worldwide.

Marks' great standard, "Rudolph the Red-Nosed Reindeer" has 15 new recordings including versions by Johnny Mathis on Mercury; the Platters, Mercury; Kostelanetz, Columbia, and the Crystals, Phyllis. Now in its 15th year, "Rudolph" has sold over 37,500,000 records and over three million sheet music copies. The technicolor short featuring the song will again be shown here and abroad.

"I Heard the Bells on Christmas Day," with 19 different versions, has been done this year by Bert Kaempfert, Decca; Dick Leibert, RCA Victor; Robert Rheims, Liberty, etc.

Other Marks copyrights will also receive exploitation.

Golden Has English Side For the Nun

NEW YORK — Golden Records has announced release of a new low-priced (\$1.98) album containing the first all-English version of the 12 songs of the Singing Nun. The Music of Soeur Sourire will have English lyrics written by Noel Regney and these will be printed on the back liner. Artist on the LP is Susan Stein, folk singer and actress.

The label is also issuing a 29-cent single containing two of the tunes, the hit, "Dominique" and "Yous Les Chemins." Golden spokesmen said advance orders for both the LP and single are the highest for the firm's since the "Davy Crockett" period eight years ago.

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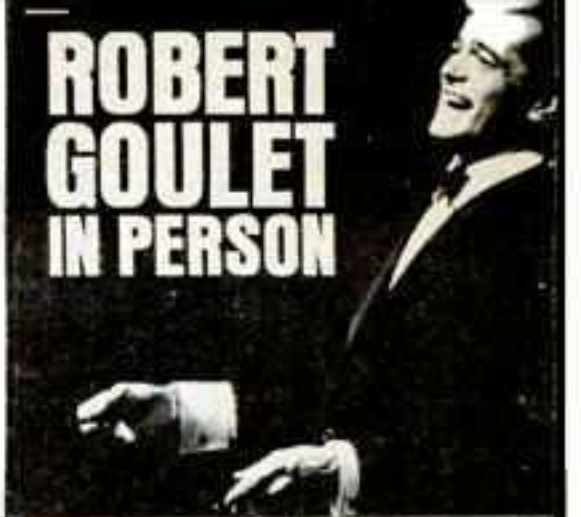
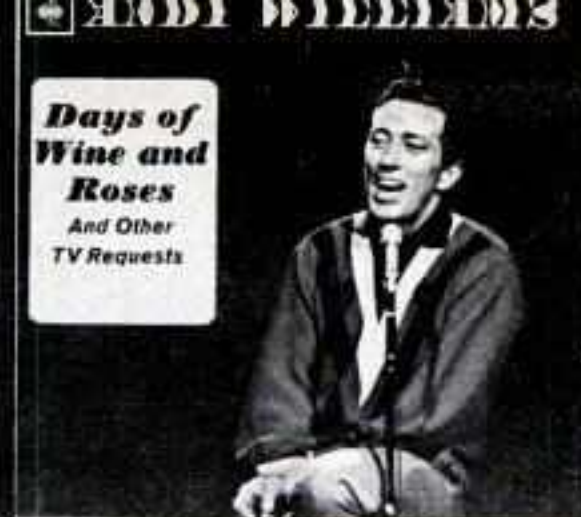
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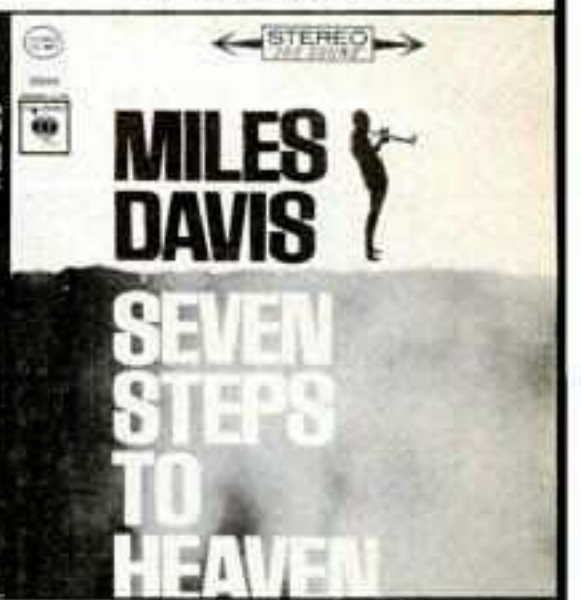
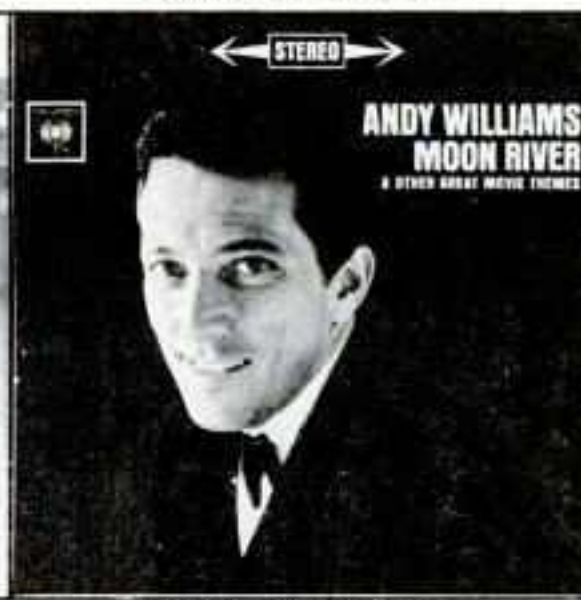
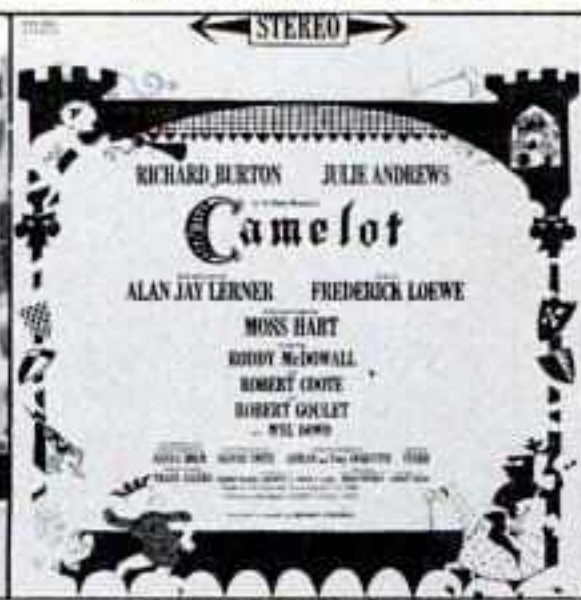
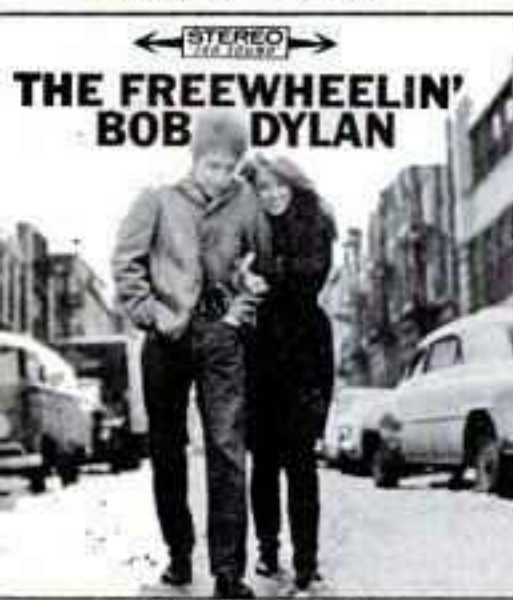
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CL 2015/CS 8815

OL 5670/OS 2070

CL 2043/CS 8843

CL 2088/CS 8888



CL 1986/CS 8786

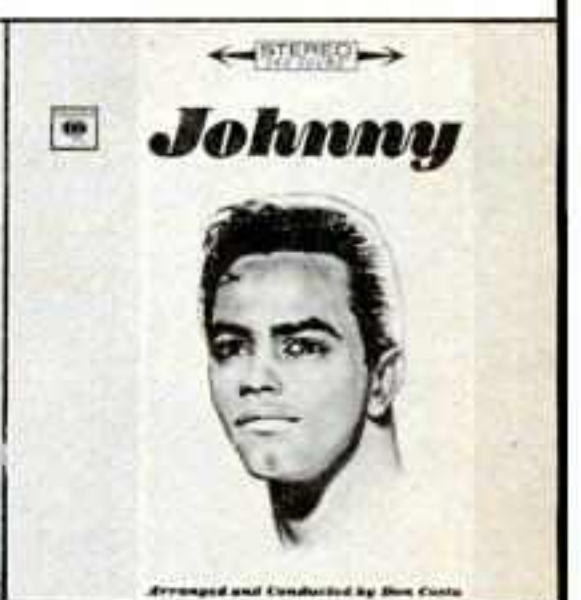
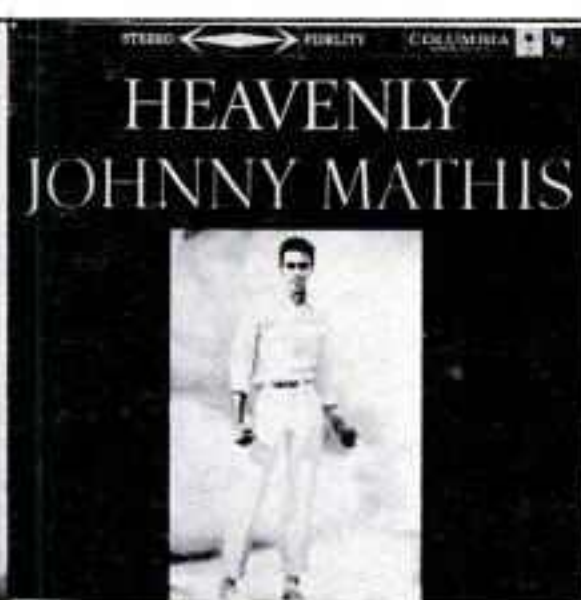
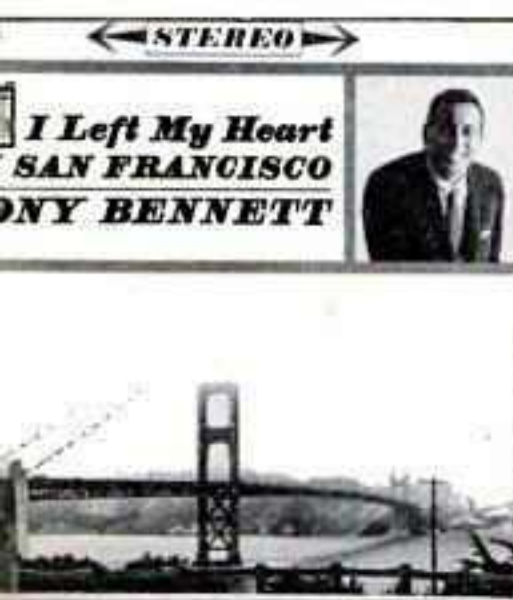
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CL 2000/CS 8800

CL 1809/CS 8609

CL 2051/CS 8851



CL 1869/CS 8669

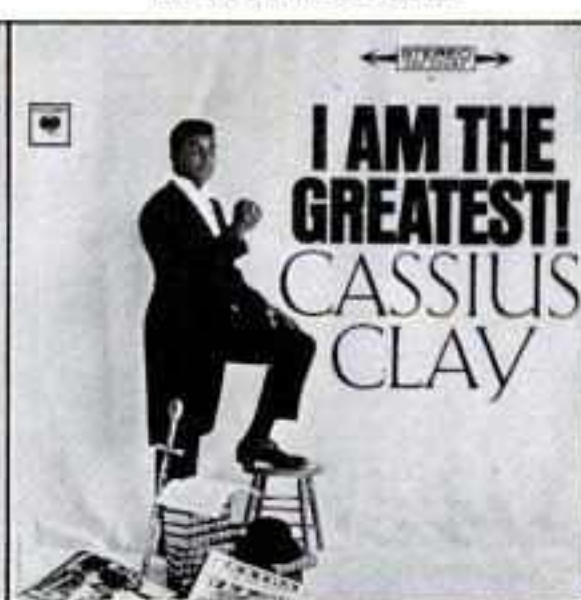
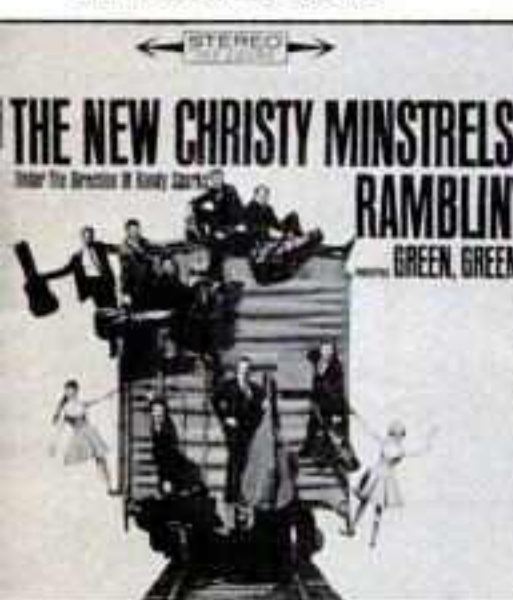
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CL 1351/CS 8152

CL 2033/CS 8833

CL 2024/CS 8824

CL 2044/CS 8844



CL 2055/CS 8855

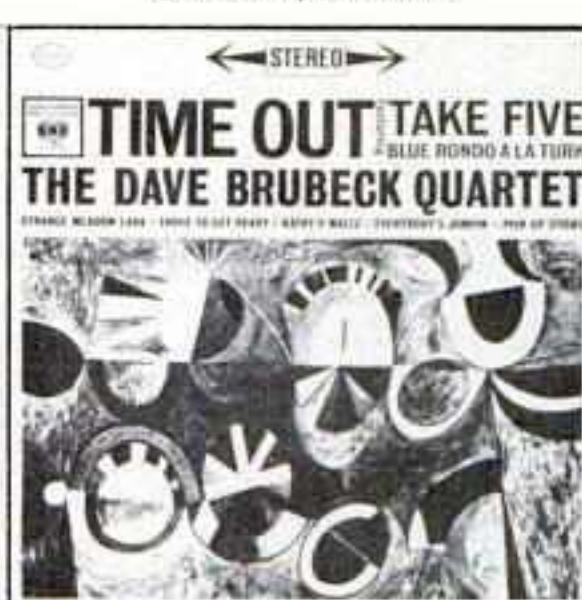
CL 2022/CS 8822

CL 2093/CS 8893

CL 2053/CS 8853

CL 1931/CS 8731

CL 1872/CS 8672



CL 1950/CS 8750

KOL 5450/KOS 2020

CL 2016/CS 8816

CL 1397/CS 8192

CL 2007/CS 8807

CL 1133/CS 8634

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Gay White Way Takes On Dark Look on Black Weekend

By JACK MAHER

NEW YORK—The sudden and stunning events of Friday (22), and the aftermath of the assassination of President John F. Kennedy in Dallas, left this city's music and entertainment business paralyzed and sorrowing.

Record shops, Broadway theaters, moving picture houses and night clubs closed for one, two or three days of mourning. Some disk dealers are known to have closed their shops in Brooklyn and Queens Friday afternoon (22) after the President's death was confirmed and did not reopen until Tuesday (26).

Weekend entertainment business losses were estimated at from 35 to 50 per cent, but few shop keepers and Broadway producers complained about the loss of business in the light of events.

Many disk dealers reached this week were still recovering from the shock of events, and they noticed a sharp upsurge in the buying of patriotic and religious records. A number of requests came in for recordings of the late President's speeches. It is understood that at least two albums of these are on the way (see separate story).

Dark Nights

The assassination caused the canceling of all sorts of entertainment programs, Friday, Saturday, Sunday and Monday. Broadway darkened its houses on two nights. Some 24 legitimate theaters canceled performances on the Friday night and then again on the Monday night, official day of mourning.

Out of town, three incoming shows canceled Monday night performances. Two of them are musicals, the highly rated Noel Coward musical "The Girl Who Came to Supper," in Philadelphia and "Hello, Dolly" starring Carol Channing in Detroit.

Those classical concerts that were held offered subdued musical programs. A jazz concert for the benefit of the Student Non-Violent Co-ordinating Committee at Carnegie Hall Saturday (23) became, at least in part, a memorial concert for the late President.

Subdued Tone

Disk jockey Mort Gega and Lutheran minister Reverend John Gemsel, who shared emceeing chores for the show, kept things on a fairly subdued level. Shelley Berman read a tribute to the late President he had written called "The Coatless Man." Bruce Gordon, an officer in the organization that benefited from the concert, also spoke of the fallen leader.

Many concert performances were canceled and those that were not were altered radically in programmatic matter. The tone

JFK MEMORIAL RECORDS RELEASED TO STORES

NEW YORK—Three John F. Kennedy memorial albums and one single were released by record manufacturers late last week.

A 20 Century-Fox LP entitled "The Presidential Years, 1960-1963," is a documentary record of some of the key words uttered by President Kennedy. The label called on the facilities of Fox Movietone News for the recordings of such Kennedy speeches as his nomination acceptance, inaugural address, the steel crises, Cuba Birmingham, and his final address at Fort Worth the day the President was shot.

Documentaries Unlimited, a Long Island City firm, has released an album entitled "JFK—the Man—the President," narrated by New York air personality Barry Gray.

The album runs the gamut of Kennedy history, including the actual news bulletin and news coverage of the assassination.

Premiere Albums will begin shipment on Monday (2) of an album entitled "John Fitzgerald Kennedy—a Memorial Album," which was produced by radio Station WMCA. It, too, is a collection of the late President's speeches, including the inaugural address in its entirety. Proceeds from the sale of this album will be donated to the Joseph P. Kennedy Jr. Foundation, which is primarily concerned with the problems of mental health.

The only single released so far is a recording by Brother Thurman Ruth and the Harmonizers on Savoy Records, entitled: "That Awful Day in Dallas."

Los Angeles Had a Tough Week

By ELIOT TIEGEL

LOS ANGELES — President Kennedy's death cut sharply into the retail record business here.

Clyde Wallichs, president of the Music City chain, reported

for almost all entertainment during the tragic weekend was exemplified by Mary Martin who spoke briefly before a matinee performance of "Jennie" Saturday (23). In what she called her first pre-curtain address to an audience, Miss Martin said: "We in show business are schooled in the discipline that 'the show must go on.' But, having seen the First Lady of our land, the new President and the new First Lady showing their courage and sense of duty to carry on, we have all learned a great lesson. I cannot ask you to forget, but perhaps we can help each other for the next few hours."

business was one third off at his four stores. The Music City stores were open Friday, Saturday and Sunday. Wallichs said approximately one third of his total business is done on Saturday and Sunday.

Mary Vaughn, manager of Record Discount Center's Hollywood store, reported that sales were slower than normal during the Friday through Sunday period.

At the nine May Company stores, sales were "bad" on Friday evening, but were reported as being "quite brisk" Saturday. "Sales were comparable to any good Saturday," she stated.

In the Beverly Hills area, Joseph Sachs, head of Sachs Music, quoted sales as being 50 to 60 per cent off for both Saturday and Sunday.

Floyd Ray of United Record Distributors, which services 585 dealers, said business fell off 50 per cent on Friday. He said he'd heard that business on the

CHICAGO REBOUNDED AFTER THE TRAGEDY

By NICK BIRO

CHICAGO — The record industry here was rebounding slowly following the tragic events of the past weekend but for most of the city's dealers, one-stops and distributors it's been a period to forget in more ways than one. Sales were off by as much as 50 to 75 per cent and many stores were closed altogether. Coupled with the Thanksgiving holiday, it's been seven days with sales barely above the zero point.

The one bright spot in everything is an optimistic outlook for the future with most dealers predicting a business spurt immediately following the Thanksgiving holiday. But this is only a guess, and most were saying they'd wait and see.

Biggest reaction here came Friday (22) evening, immediately following the President's assassination. Many of the stores were open but customers were nonexistent. Most dealer reported sales "completely stopped."

By Saturday, sales picked up slightly and those stores open Sunday did a little business. Monday, however, virtually everyone was closed, and it was not until Wednesday (27) that the traffic was starting to come back.

At Singer One-Stop, Fred Sipiara reported sales off by about 60 per cent. By the middle of the week, sales were start-

ing to "rebound somewhat," but slowly, he said.

"Tuesday's orders, which would reflect our weekend business, were very small, and I don't really expect things to be back to normal until Saturday (30) after Thanksgiving."

One interesting thing, incidentally, which Sipiara as well as the other record industry traders mentioned, is that there was no particular pickup of religious or classical music, such as was played by all radio stations over the weekend.

One possible exception is E. J. Korvette, where Laverne Greco said she was starting to do some Christmas business — primarily in the religious rather than pop field. She reported action on such material as the Roger Wagner Chorale on Capitol, the Mormon Tabernacle Choir on Columbia and the Messiah on all labels. However, Korvette, too, felt the drop-off of business over the weekend with sales down by as much as 35 to 40 per cent. Friday, the percentage was closer to 100 per cent off, Laverne Greco said. She didn't expect business to return to normal until the weekend after Thanksgiving.

Miss Greco, who also handles

(Continued on page 8)

Speculation on About FCC, FTC Policy Shifts

• Continued from page 1

ministration. Such top-level changes sometimes carry down quite deeply into the ranks of agency administrators who may not want to follow differing policies of a new chairman.)

The events of the past week will probably kill any possible chance of action this session on the Celler bill to end the juke box royalty exemption. This legislation, long hoped for by music interests, and still being bitterly fought by juke box operators, has been lying untouched in the House Rules Committee since passage by the House Judiciary Committee last summer.

Urgent matters of national defense and civil rights will undoubtedly keep the bill out of action for some time. In the meantime, juke box forces will sound out every possible hope they can find in the changed administration in an attempt to stave off the performance royalty.

At the Federal Communication Commission, Chairman E. William Henry, recently even more unpopular than usual with broadcasters because of his insistence that FCC regulate and limit broadcast commercial time, may not find the going too good under the changed regime. Successor to Newton B. Minow, and devoted to the same kind of reforms as his Kennedy-appointed predecessor, Henry may not be able to get along with a new President who has a background of business life, and also a sound knowledge of broadcast business problems. Lyndon B. Johnson has a number of broadcast properties, in his wife's name, but actually known to be administered under the close supervision of Johnson himself.

retail level was off 70 per cent, noting he hadn't heard from one dealer Tuesday morning, which was highly unusual. He said his business was usually perking with re-stocking orders during the early part of the week. This week, nothing.

Jack Lewerke, head of Merit Distributors, said his firm just about closed down Friday afternoon and was shut tight Saturday. "When we got the word of the President's death, we didn't feel like working," he said, "so we just sat around listening to the news. I don't think I waited on two people all day."

In the tape machine field, Ernest Van Leeuwen of Magnetic Records, said that business on Saturday was a "little slower" than usual. His store is usually closed on Sunday.

In all cases, retailers honored President Johnson's request for a national day of mourning on Monday. At mid-week they were hoping for a quick pick-up to carry them into a successful weekend selling period.

Merit in for Krupp in Jazz

HOLLYWOOD — Merit Distributors is taking over the accounts formerly handled by Krupp Distributing in West Texas, Arizona and New Mexico. Promotion Manager Red Baldwin has been visiting cities in these States lining up local representatives, reported Merit's President Jack Lewerke.

Merit handles Atlantic-Atco, Argo, Checker, Chess, World Pacific, Contemporary and Elektra. Krupp, it is understood, will continue to handle his other labels, but is giving up the jazz lines to Merit, which has built its reputation in this field.



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Fox Movietone News

Fink LP Stirs 'Em Up on Coast

By ELIOT TIEGEL

HOLLYWOOD—Fink Records (honest), the "Prison of Socrates" and two Greek coffee house owners have caused a stir among Balboa High School folk fans and are currently making waves along top 40 radio row and in the retail outlets.

Everything centers around a Fink LP released in October, "Tim Morgon at the Prison of Socrates" which was initially meant to sell at the Balboa coffee house bearing that name, but was sold directly by club owners Ted and Jerry Nikas to the Music City chain, with the LP becoming a hot item there.

Now, with 3,000 LP's sold in the Los Angeles area and Ned Herzstam, who arranged for the custom pressing, arranging national distribution, the Nikas brothers plus many of Morgon's fans are attempting to have the 21-year-old vocalist played on the key pop stations, KFWB and KRLA.

The Nikas brothers then rounded up petitions signed by teenagers who had packed the coffee house during the summer, and high school kids were understood planning a full-scale invasion of the two stations replete with picket signs demanding that the single be aired.

According to John Barrett, veep at KRLA, he and many of his people feel the single is very good and are just now considering it. "Its chance of being played is very good," Barrett told Billboard last week. "We've frankly quite flattered that the kids have such high regard for our station that they wanted to picket us to play the

single. They have a perfect right to picket, but it wouldn't cause us to break our policy." KRLA airs singles showing local and national sales strength.

At KFWB, Program Director Jim Hawthorne said he didn't think the single was any good. He was reported to have been infuriated at the thought of pickets marching in front of his station demanding airtime for a performer.

"We won't have anything to do with any promotion which coerces us and places us under duress," Hawthorne said.

Hawthorne explained that picketing procedures in order to gain airplay "wasn't fair to the other 100 people using the regular system of having a record brought to their attention." The outlet picks records for airplay by committee.

When the LP was sold to Music City last month, it became the No. 5 best selling LP at the retail chain. Herzstam revealed that both Liberty and Warner Bros. had sought to buy the LP from the Nikas brothers. Warners had offered a \$3,000 advance, it is understood, but wanted to eliminate the Fink monicker, which the brothers refused to do.

Last week as the Balboa teen-agers waited by their radios for the first turntable spins, Herzstam was busy signing distrib. His first outlets include Hart in Los Angeles, Stone in San Francisco, Mutual in Boston, Cleve Disk in Cleveland, All State in Chicago, Essex in Newark, Superior in New York, and Tops in Miami. Albums were being offered at \$1.89 and the single at 46 cents, f.o.b. Los Angeles.

Folk Stuff to Pick Up This Season, Says Magazine

NEW YORK—Folk-oriented, young-adult themes will be used increasingly this winter in TV, radio and print advertising, according to Sponsor Magazine.

A national radio spot campaign for Stokely-Van Camp promotes that firm's food products with hootenanny-type music. A number of top brewers are picking up the bouncy folk strains for beer commercials. Breck Shampoo has a current campaign tied to a self-liquidating premium record album.

Sponsor also reports that Herb Strauss, radio-TV director for North Advertising, is possibly the only broadcast ad man on the agency circuit who has a record album in the folk field to his credit—"Folk Music for People Who Hate Folk Music," on the Riverside label. Ironically, however, Strauss admits that he has "no plans" for hootenanny-type commercials at North . . . and he's soon to record another folk LP.

Points for Salesmen in Pilot Plan

NEW YORK—Pilot Radio Corporation has unveiled a special sales incentive plan for franchised dealers and their salesmen. Program, which is known as "Project Gemini," features a bonus plan with point totals redeemable for gifts.

Salesmen earn specific points for each Pilot console sold and bonus points will also be awarded, retroactive to the first sales made under the incentive plan. As the regular point total mounts, bonus points also mount and are added to the salesman's total. Salesmen can select from a list of more than 2,000 prizes including silverware, clothes, watches, typewriters, furniture, cameras, sporting goods and home accessories. The plan will be in effect until July 31, 1964.

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Settle 'Hey Paula' Case Out of Court

BROWNWOOD, Tex. — Jill Jackson has settled her problems out of court with Major Bill Smith whose company recorded her hit record, "Hey Paula."

Miss Jackson had filed a damage and injunction suit in 48th District Court in Fort Worth against Smith, contending that he used the name of the singing team of "Paul and Paula" without her consent.

Chicago Rebounds After Tragedy

Continued from page 6

the book department at Korvette, noted, too, that any books by or about the late President were completely sold out—as a matter of fact were since last Saturday.

Music Box One-Stop with stores in Chicago, Denver, Dallas, Atlanta, Los Angeles and San Francisco, reported sales off by about 50 per cent. In fact, in Dallas the Music Box outlet was closed both Saturday and Monday following the President's death.

Jim O'Dwyer, Music Box president, said he hoped things would be back to normal by Monday (2).

Music Box, as all one-stops, was particularly hit hard by the closing of the post offices, since most business is done by mail-order. However, as O'Dwyer said, even the stores open and doing business didn't bother to reorder until Tuesday or Wednesday.

Polk Brothers, with some 12 large discount outlets in the area, reported it was doing business "but slowly." Sam Warsawsky, head of the firm's record department, said Friday was completely dead, Saturday and Sunday "fairly good," but Monday he was again closed

LISTS THREE NEW GRAMMYS

HOLLYWOOD—Most Promising New Classical Recording Artist, Best Original Score From a Film or TV Show and Best Album Notes are three new Grammy Award categories announced last week by John Scott Trotter, Academy's national president.

and by Wednesday still was not back to normal. Warsawsky said he expected things to pick up immediately after thanksgiving.

CHRISTMAS RECORDS

CHRISTMAS SINGLES

Prior to Friday (22) Christmas singles picked up slightly as compared to the previous week, but still most dealers expected Christmas sales to begin after Thanksgiving weekend. However, when radio resumed its normal programming Tuesday (26) there seemed to be an upsurge in Christmas music play. Part of this probably due to easier introduction of regular records after the tragic weekend just past. Below is a list of NINE best selling Christmas singles. This chart will run for the next four issues. As sales increase so, too, will the number of records reported expand. Note: All new Christmas product has not necessarily had the time required to be reflected.

| POS. | LAST WEEK | TITLE, ARTIST, LABEL, NUMBER |
|------|-----------|--|
| 1 | 1 | WHITE CHRISTMAS, Andy Williams, Columbia 42894 |
| 2 | 2 | LITTLE DRUMMER BOY, Harry Simeone Chorale, 20th Century-Fox 429 |
| 3 | 4 | JINGLEBELL ROCK, Bobby Helms, Decca 30513 |
| 4 | 3 | YOU'RE ALL I WANT FOR CHRISTMAS, Brook Benton, Mercury 72214 |
| 5 | — | THE CHIPMUNK SONG, David Seville & the Chipmunks, Liberty 55250 |
| 6 | 5 | PLEASE COME HOME FOR CHRISTMAS, Charles Brown, King 5405 |
| 7 | — | RUDOLPH THE RED-NOSED REINDEER, David Seville & the Chipmunks, Liberty 55289 |
| 8 | — | JINGO JANGO, Bert Kaempfert, Decca 31560 |
| 9 | — | WHITE CHRISTMAS, Bing Crosby, Decca 23778 |

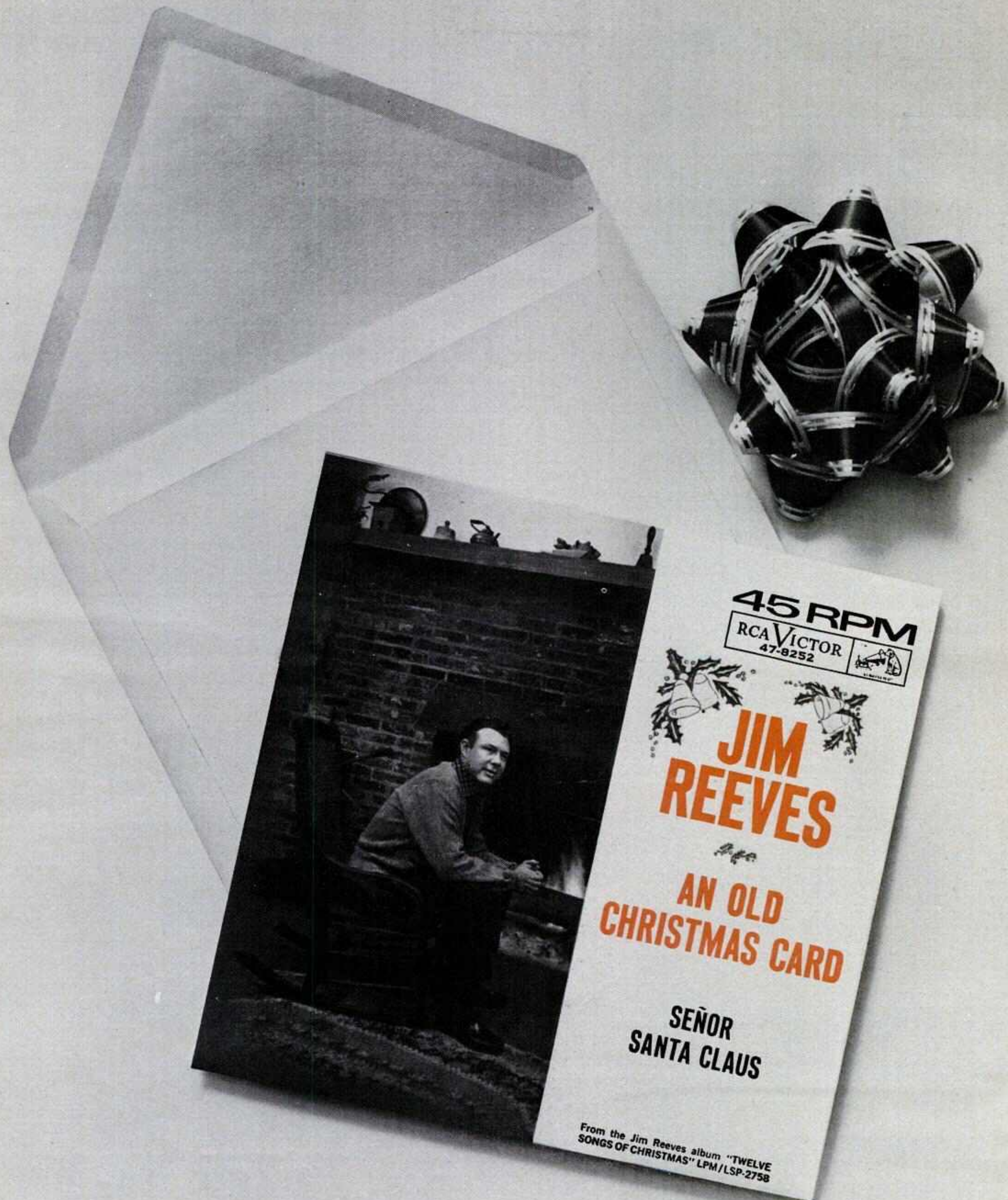
CHRISTMAS ALBUMS

Christmas LP's still moving out much faster than Christmas singles. The best selling Christmas LP is registering almost double the strength of the top Christmas single. Below is a list of the 12 best sellers plus six others also reflecting sales activity. This chart will expand as the Christmas LP sales increase. This chart will run for four more issues. Note: Many new Christmas packages have not yet had sufficient time to necessarily be reflected here.

| POS. | LAST WEEK | TITLE, ARTIST, LABEL, NUMBER |
|------|-----------|---|
| 1 | 1 | ANDY WILLIAMS CHRISTMAS ALBUM, Columbia CL 2087 (M); CS 8887 (S) |
| 2 | 5 | LITTLE DRUMMER BOY, Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S) |
| 3 | 3 | SOUND OF CHRISTMAS, Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S) |
| 4 | 4 | MERRY CHRISTMAS, Bing Crosby, Decca DL 8128 (M); DL 78128 (S) |
| 5 | — | SEASON'S GREETINGS, Perry Como, RCA Victor LPM 2066 (M); LSP 2066 (S) |
| 6 | 2 | MERRY CHRISTMAS, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S) |
| 7 | — | WE WISH YOU A MERRY CHRISTMAS, Ray Conniff, Columbia CL 1892 (M); CS 8692 (S) |
| 8 | — | THIS CHRISTMAS I SPEND WITH YOU, Robert Goulet, Columbia CL 2076 (M); CS 8876 (S) |
| 9 | — | CHRISTMAS HYMNS & CAROLS, Robert Shaw Chorale, RCA Victor LM 2139 (M); LSC 2139 (S) |
| 10 | — | CHRISTMAS WONDERLAND, Bert Kaempfert, Decca DL 4441 (M); DL 74441 (S) |
| 11 | — | ELVIS' CHRISTMAS ALBUM, Elvis Presley, RCA Victor LPM 1951 (M) and/or LOC 1035 (M); (No Stereo) |
| 12 | — | CHRISTMAS WITH THE CHIPMUNKS, VOL. 2, David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S) |

OTHER CHRISTMAS LP'S RECORDING SALES

Christmas Song, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
 Holiday for Teens, Paul & Paula, Philips PHM 200-101 (M); PHS 600-101 (S)
 Merry Christmas From Jackie Wilson, Brunswick BL 54112 (M); BL 754112 (S)
 Mormon Tabernacle Choir Sings Christmas Carols, Columbia ML 5222 (M); (No Stereo)
 Four Seasons' Greetings, Vee Jay 1055 (M); S1055 (S)
 Silent Night, Lawrence Welk, Dot DLP 3397 (M); DLP 25397 (S)



SPECIAL CHRISTMAS DELIVERY

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IN CHICAGO

Show Goes On—But in Fine Taste

An act with any less class than Andy Williams, Henry Mancini and the Osmond Brothers would have had a very bad time of it here last Saturday (23) evening at Chicago's large Arie Crown Theater. It was barely 24 hours after the tragic assassination of President John F. Kennedy and the city was in deep mourning and shock. Already the Friday evening per-

formance had been canceled, but after a great deal of soul-searching, Williams, Mancini and impresario Frank Fried decided to go ahead with the Saturday show.

Every seat in the 5,000-capacity theater was filled, and to everyone's everlasting credit it was a performance in altogether good spirit and taste. Mancini opened the evening with nary a mention of the incredible Dallas episode—in retrospect, none was necessary. His 40-odd piece concert orchestra played "Theme From Mr. Lucky," a medley of David Rose's hits, and so subtly did Mancini pick up the audience's mood that

the humorously done "Stripper" drew instantaneous applause. It opened the way for Mancini to sit down at the piano and "... justify 15 years of piano lessons," with "Days of Wine and Roses," ending with a medley of Academy Award winners and a number that, as Mancini said, was "a little out of my present style, but perhaps tonight has a very special meaning, 'The Stars and Stripes Forever.'"

Williams came on after a brief intermission and his complete sincerity and frankness as a performer seemed most appropriate for the evening. He slowly warmed up with "Sweetest Sound," "Days of Wine and Roses," "Never on Sunday" and "Hawaiian Wedding Song," to where the audience spontaneously joined in clapping time to his old favorite, "In the Summertime." The Osmond Brothers are a delightful quartet of youngsters whose medley of oldies provided just the right change of pace for the evening. Chicago was even treated to the "first official appearance" (according to Williams) of the fifth and smallest Osmond Brother, who broke everyone up with a solo version of Williams' own "You Are My Sunshine."

Williams has matured tremendously as a performer. His singing has always been excellent, but last Saturday he added to this, great feeling, heart, timing, a sense of propriety and a sense of communication with everyone. He shared with the audience its tremendous sense of loss over the tragic events of Friday evening, and his was an effort to help as best he could. In his own words: "I must say we had a little problem deciding whether to perform or not. If we've just succeeded in giving you a couple hours of pleasure in this otherwise terrible weekend, it was all worthwhile." In the opinion of this reviewer, it certainly was. **NICK BIRO**

PERCUSSION STUFF

Record Session Intriguing Time

Dick Schory, RCA Victor's percussion-sound specialist, recorded his 10th album for the label at a combination recording session and concert that drew some 1,500 enthusiasts to Chicago's Orchestra Hall.

The session was particularly interesting in that at least one of the tunes, "Catwalk," was recorded from scratch; i.e., the musicians started out cold with the lead sheets, built their arrangements, made various changes, and finished with the final version which went on wax. For the audience, accustomed to concerts but not actual recording sessions, it was an intriguing experience.

Schory is the young man (not yet 30) who started the "percussion-sound" craze several years ago with an album having the improbable title of "Bang Broom and Harp." He's since recorded a slew more and his 20-piece Percussion Pops Orchestra is one of the few concert bands that still takes to the road in full force a la the old bus-riding bands of yore.

The newest Orchestra Hall album has the prosaic though descriptive title of "Dick Schory in Concert," and features such percussionists as Bobby Christian, Joe Morello (both of whom also record separately), Gary Burton and Duane Thamm. Among the selections are "Elephant Walk," "Greensleeves," "South Rampart Street Parade," and a take-off on the Mexican bull ring titled "Bully."

Schory is an interesting combination of showman, orchestra leader, arranger and recording artist. His concert provides a fascinating and unusual evening. If audience reaction to the concert is any indication, the album should be a smash.

NICK BIRO

McGuire Girls Hit by Thieves

BOSTON—The McGuire Sisters will remember Boston as the place where they lost \$37,300 in furs and jewelry while singing at Blinstrub's Village. Thieves made off with the loot from the rooms of Christine and Dorothy at the Sheraton Plaza Hotel last week (24). The room of the third sister, Phyllis, also was ransacked, but nothing was taken. She was the only sister with insurance. A false key apparently was used to gain entry to the three rooms.

Christine lost \$12,000 in gems and furs, including a \$2,500 black seal coat, a \$4,000 mink coat, a \$2,500 chinchilla stole, a \$2,500 mink stole and \$500 in costume jewelry. Dorothy lost a \$7,500 sable coat, a \$3,500 chinchilla cape, a \$300 hat, a \$5,500 platinum wristwatch, a \$5,500 diamond bracelet and two strands of pearls valued at \$3,000.

Billy Daniels In Hollywood

HOLLYWOOD — Veteran showbiz entertainer Billy Daniels has formed his own record company, World Wide Stars, and is releasing his first single, "Season's Greetings" backed with "Holidays."

The internationally known singer has set Louie Jackson as his a.&r. chief and will utilize his son Bruce in a promotional capacity. Daniels told Billboard he plans using the diskery initially for a series of single releases and is interested in signing new talent, citing two English performers, David Clark and Lisa Smith.

Daniels' label is being distributed in Los Angeles by Sid Talmadge's Record Merchandisers with the young company just setting its national distribution.

PP&M 1ST LP TOPS MILLION

HOLLYWOOD — Warner Bros. has sold more than a million albums of its first Peter, Paul and Mary package reports Joel Friedman, diskery's merchandising director. Figures cover domestic sales only and do not take into account Columbia Record sales.

TV GUEST APPEARANCES BY RECORD TALENT

DECEMBER 2-8

(All Times Eastern Standard)

- MONDAY 2—CLANCY BROTHERS & TOMMY MAKEM
The popular Irish imports will be featured on the Danny Thomas Show (CBS-TV, 9-9:30 p.m.).
- MONDAY 2—MOLLY BEE, KING SISTERS
The young song stylist and vocal trio will be among the guests on the Westinghouse tape-syndicated Steve Allen Show.
- TUESDAY 3—MAURICE CHEVALIER, JACQUELINE FRANCOIS, PHILIPPE ENTRE-MONT, THEODOR UPPMAN, JANET PAVEK, DUKES OF DIXIELAND
All will perform on the bi-weekly Bell Telephone Hour (NBC-TV, 10-11 p.m.).
- TUESDAY 3—NANCY AMES
Liberty's beautiful folk singer will offer songs on the Steve Allen Show.
- WEDNESDAY 4—JO STAFFORD, THE BIG THREE
Both acts will be seen on the Danny Kaye Show (CBS-TV, 10-11 p.m.).
- WEDNESDAY 4—GENE McDANIELS
The artist will be on the Steve Allen Show.
- THURSDAY 5—SAMMY DAVIS JR.
Davis will be a guest on the Edie Adams Show (ABC-TV, 10-10:30 p.m.).
- FRIDAY 6—MONIQUE VAN VOOREN
Shapely actress-singer will be one of the guests on the Jack Paar Show (NBC-TV, 10-11 p.m.).
- FRIDAY 6—MORT SAHL, MARIAN MONTGOMERY
The topical comic and the lovely jazz vocalist will be featured on the Steve Allen Show.
- SATURDAY 7—CHAD MITCHELL TRIO, VAUGHN MEADER, VILLAGE STOMPERS, SERENDIPITY SINGERS, BROCK PETERS, JOE & EDDIE, JOAN TOLLIVER
All will make appearances on the Jack Linkletter-hosted Hootenanny Show (ABC-TV, 7:30-8:30 p.m.).
- SUNDAY 8—BUDDY GRECO
Young singer will appear on the Ed Sullivan Show (CBS-TV, 8-9 p.m.).

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

ARTISTS' BIOGRAPHIES

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



THE SECRETS (Phillips)

PERSONAL MANAGER: Redda Robbins. **NAMES:** Kragen Gray, Jacie Allen, Carole Raymond, Pat Miller. **HOME TOWN:** Cleveland. **BACKGROUND:** The four young girls met while in their freshman year in high school. Each belonged to a variety of musical groups in school and decided to team up, giving performances at several school functions, dances and home parties. The encouragement of friends and teachers alike brought them to the attention of Redda Robbins, a local personal manager, who had established such groups as the Bobbi Pins and the Visions. Mrs. Robbins kept the girls on a stringent work schedule, perfecting their act, until she decided they were ready for a local night club debut. Critical acclaim led to more club dates in the area. At one of them, a group of Phillips executives were present, and immediately arranged for a recording contract with the girls. They were flown to New York to cut their first single, which has headed toward the top of the charts ever since.

LATEST SINGLE: "The Boy Next Door," is No. 39 on Billboard's Hot 100 this week.

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Irene Reid will begin a two-week engagement at the Living Room in New York City Monday (2). . . . Headliner at Buffalo's Town Casino this week is young Bobby Vinton. . . . Roy Hamilton is at the Surf Club in Revere Beach, Mass., this week. . . . Johnny Tillotson opens (3) at the Mardi Gras in Baltimore.

MIDWEST

Comic George Kirby will be at the Americana Supper Club in Cleveland this week. . . . Touring the Midwest are Earl Wrightson and Lois Hunt, who include

in their itinerary this week the Lyceum Theater in Minneapolis (2-4), Northern Illinois University Center (5), and County High School Auditorium, Warren Pa. (7).

WEST

Just back from Europe, Brook Benton opens at Basin St. West in Hollywood on Wednesday (4) where he'll be playing through December 23.

CANADA

Oscar Peterson will be on stage at the Casa Loma in Montreal through Sunday (8).

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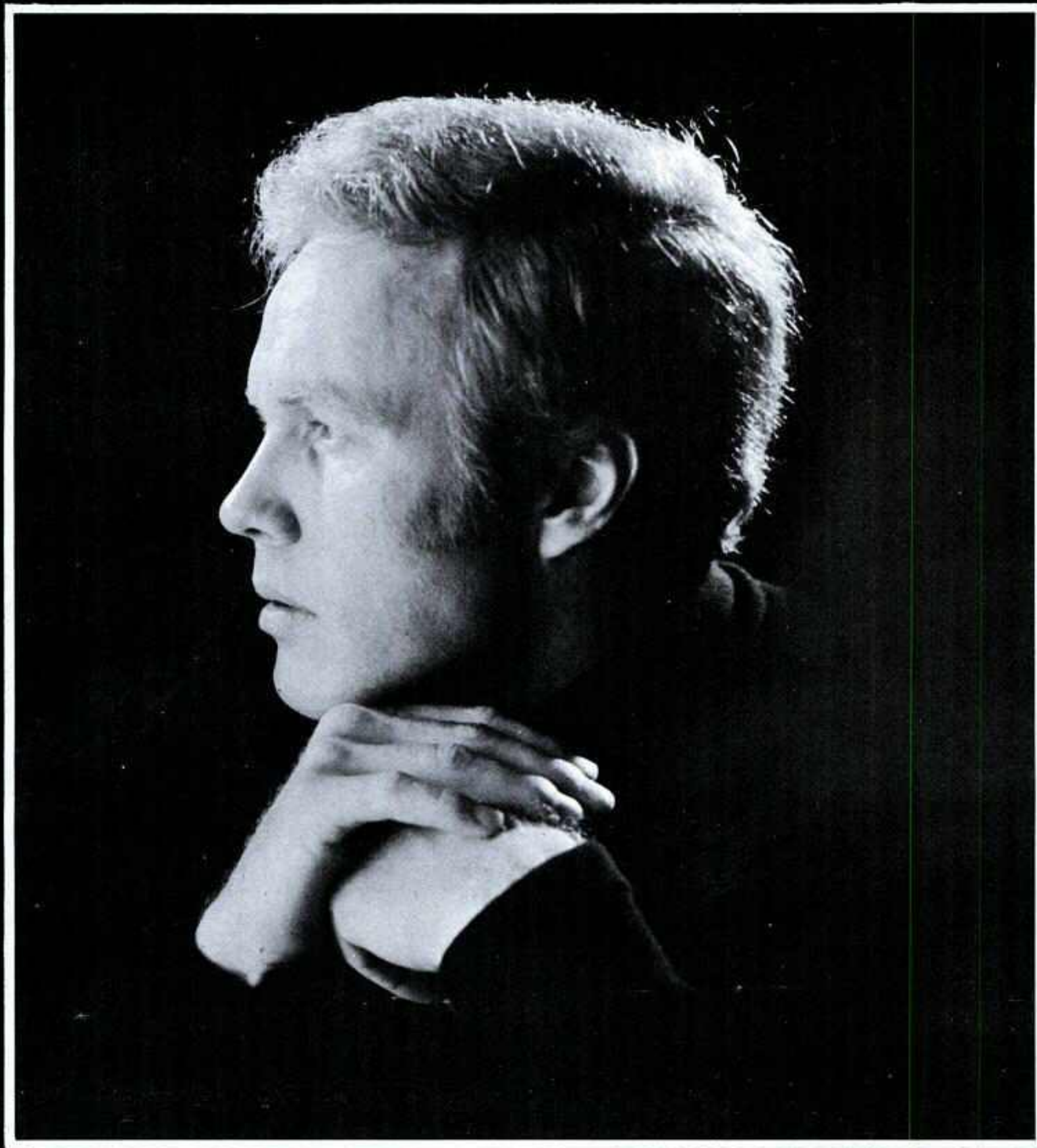
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HARVE PRESNELL

The Most Exciting Big Voice In Popular Music Today!



Sings

CHARADE

Henry Mancini's newest hit, from the forthcoming motion picture "Charade"

K 13189

MGM Records Presents the debut of a new singing star and a new song classic! Watch for Harve Presnell's first album, *The World's Greatest Love Songs*, coming soon on MGM Records!

Watch for Harve Presnell in MGM's blockbuster musical, "The Unsinkable Molly Brown," starring Debbie Reynolds.



MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

Why Not More Happy Tunes?

"Why not more happy tunes? Don't they sell? Have they really had a chance?"

"One of the comments most often heard by the c.&w. disk jockey is: 'Why are all the songs we hear so sad?'"

"I know that most of our songs are taken from actual situations in life. I know that the events in any person's daily life which are likely to have the most emotional impact are tragic events, but there is happiness in most lives, too."

"Look at the current c.&w. Top 40. About 80 per cent of the songs have as their theme the triangle situation in which one, or both, of the central characters is married, and one, or both, sings about the tragedy and unhappiness of illicit love."

"Granted, this situation happens often enough in real life to make Dr. Kinsey blush, but even in these situations, surely, there must be some happiness, at least at first. Every love affair that ends in tragedy must have started as a love affair that gave the participants enough joy to make them want to sing a happy song."

"Happy songs do sell. 'Sixteen Tons,' 'Jambalaya,' 'Let Old Mother Nature Have Her Way,' 'Hey, Good Looking,' 'The Battle of New Orleans,' and others are songs that are not depressing."

"In the 13 years that I have spent as a c.&w. disk jockey, I know that I have had to actively search each day for enough happy tunes to balance a program so as not to leave the listener with the feeling that suicide is the only way out."

"There are some happy songs, yes, but not enough. If there were more happy songs the disk jockeys would play them, and I'll just bet you my left wisdom tooth the record buyers would buy them."

**BASHFUL BOBBY WOOTEN,
KAYO, Seattle, Wash.**

Bill Clifton On World Tour

LONDON—Bill Clifton, well-known country music artist, has arrived in Great Britain on the first leg of a world tour which will span five continents and 27 countries. Clifton is accompanied by his wife, Sarah Lee, and their five children.

The schedule in Great Britain includes television and radio exposure through both BBC and ITV, as well as an itinerary of personal appearances which will reach as far north as Scotland and into both Northern and Southern Ireland. In addition, Decca Records is planning a campaign to promote the several Clifton albums now available on their London label, and plans to add a single release to the catalog soon.

The Cliftons will make their home in Sevenoaks, Kent., while touring Britain and the Continent. In the summer of 1964 their schedule will take them to South Africa for two weeks. Other major countries to be visited include India, Japan, Australia, New Zealand and Canada.

Hess Forms All-Star Four

NEW YORK—Jake Hess, tenor who has been with the Statesmen Quartet since its inception more than a decade ago, is leaving that group to form a group of his own. The new group, titled Jake Hess and the Imperials, is an all-star quartet and includes, in addition to Hess who is the lead singer, the following:

Gary McSpadden, baritone, formerly with the Oak Ridge Boys; Arman Morales, bass, formerly with the Weatherford Quartet; Sherril Nielson, tenor, formerly with Speer Family, and Henry Slaughter, pianist and emcee, formerly with Weatherford Quartet.

Hess exits the Statesmen Quartet early in December.

At press time, the newly formed group was not yet committed to a record label.

COUNTRY MUSIC CORNER

By BILL SACHS

Mac Wiseman, following a three-week engagement with a hootenanny-type show at the Mint in Las Vegas, is slated to return there for a repeat late in December. . . . Lattie Moore, now working under the guidance of Key Talent, Nashville, is currently working a string of p.a.'s through the Midwest. . . . Dave Dudley hops into Nashville early this week for his first album session for Mercury. . . . Bobby Dyson, writer relations director for Newkeys Music, Nashville, left Thursday (28) for South Africa to guide John Loudermilk on a personal-appearance tour and to keep an eye for business for the Newkeys firm. It marks Dyson's third visit to South Africa.

Millie and Dolly Good, the Girls of the Golden West, have
(Continued on page 14)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 12/7/63

| This Week | Last Week | Title, Artist, Label & No. | Weeks on Chart |
|-----------|-----------|--|----------------|
| 1 | 1 | LOVE'S GONNA LIVE HERE 12 Buck Owens, Capitol 5025 | 12 |
| 2 | 6 | NINETY MILES AN HOUR (Down a Dead-End Street) 7 Hank Snow, RCA Victor 8239 | 7 |
| 3 | 4 | TALK BACK TREMBLING LIPS 25 Ernest Ashworth, Hickory 1214 | 25 |
| 4 | 7 | THE MATADOR 5 Johnny Cash, Columbia 42880 | 5 |
| 5 | 3 | COWBOY BOOTS 10 Dave Dudley, Golden Ring 3030 | 10 |
| 6 | 2 | MOUNTAIN OF LOVE 8 David Houston, Epic 9625 | 8 |
| 7 | 8 | 500 MILES AWAY FROM HOME 7 Bobby Bare, RCA Victor 8238 | 7 |
| 8 | 5 | 8 x 10 16 Bill Anderson, Decca 31521 | 16 |
| 9 | 10 | THANKS A LOT 11 Ernest Tubbs, Decca 31526 | 11 |
| 10 | 17 | CALL ME MR. BROWN 11 Skeets McDonald, Columbia 42807 | 11 |
| 11 | 11 | MAKE THE WORLD GO AWAY 18 Ray Price, Columbia 42827 | 18 |
| 12 | 25 | BEFORE I'M OVER YOU 4 Loretta Lynn, Decca 31541 | 4 |
| 13 | 13 | TELL HER SO 12 Wilburn Brothers, Decca 31520 | 12 |
| 14 | 19 | BEGGING TO YOU 2 Marty Robbins, Columbia 42890 | 2 |
| 15 | 15 | WILD, WILD, WIND 5 Stonewall Jackson, Columbia 42846 | 5 |
| 16 | 19 | THOSE WONDERFUL YEARS 5 Webb Pierce, Decca 31544 | 5 |
| 17 | - | LET'S INVITE THEM OVER 1 George Jones & Melba Montgomery, United Artists 635 | 1 |
| 18 | 24 | IF THE BACK DOOR COULD TALK 4 Webb Pierce, Decca 31544 | 4 |
| 19 | 26 | TROUBLE IN MY ARMS 5 Johnny & Janie Mosby, Columbia 42841 | 5 |
| 20 | 30 | WHAT'S IN OUR HEART 2 George Jones & Melba Montgomery, United Artists 625 | 2 |
| 21 | - | B. J. THE D. J. 1 Stonewall Jackson, Columbia 42889 | 1 |
| 22 | 12 | YOU COMB HER HAIR 22 George Jones, United Artists 578 | 22 |
| 23 | 16 | FADED LOVE 13 Patsy Cline, Decca 31522 | 13 |
| 24 | 22 | HAPPY TO BE UNHAPPY 17 Gary Buck, Petal 1011 | 17 |
| 25 | - | JEALOUS HEARTED ME 1 Eddy Arnold, RCA Victor 8253 | 1 |
| 26 | 14 | I CAN'T STAY MAD AT YOU 9 Skeeter Davis, RCA Victor 8219 | 9 |
| 27 | 18 | SOMEBODY TOLD SOMEBODY 3 Rose Maddox, Capitol 5038 | 3 |
| 28 | - | PEEL ME A NANNER 1 Roy Drusky, Mercury 72204 | 1 |
| 29 | 29 | LET ME OFF AT THE CORNER 2 Dottie West, RCA Victor 8225 | 2 |
| 30 | - | THE GREATEST ONE OF ALL 1 Melba Montgomery, United Artists 652 | 1 |

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Station KSON, San Diego, Calif., has changed to an all-country format, with Eddie Briggs as program director. . . . Record promoter Little Richie Johnson is working on new releases by Faron Young, Warner Mack, Margie Singleton, Jimmy Martin and Roy Drusky and invites deejays to write in for samples. Address him at Box 3, Belen, N. M., and put your request on your station letterhead. . . . Also available to country jocks is the new one on the Epic label by Jim and Jesse and the Virginia Boys, coupling "Lascassas, Tennessee" and "Drifting and Dreaming of You." For a copy write to Jim and Jesse, Box 425, Prattville, Ala. . . . Jocks missed in the mailing on "Pen and Paper," Jerry Lee Lewis' new one on the Smash label, are asked to

contact Pat Edwards, Raleigh Music, 817 16th Avenue, South, Nashville.

A plea for records from the artists and diskeries comes from Jim Shelton, commercial manager of KVLV, Fallon, Nev. Shelton has been spinning c.&w. on KVLV the last six and a half years and presently conducts "Jim's Jamboree," heard four hours a day, six days a week. Jim says KVLV is 5,000 watts, 60 miles east of Reno, and cuts a wide swath through Reno, Sparks, Carson City and Lake Tahoe. He says record distribution is slow in that area and he receives some of them after they've been on the charts and off again.

Tom Nichols, program director at KJWH, Camden, Ark.,
(Continued on page 14)

#1 RECORD IN THE COUNTRY DALE & GRACE

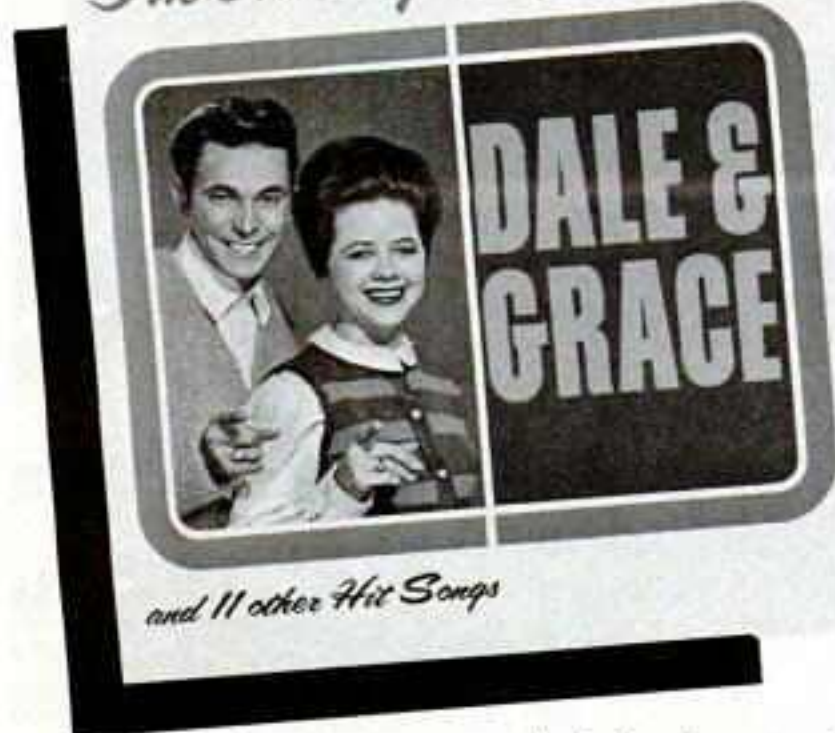
"I'm Leaving It Up To You"

NOW



THE HOTTEST
NEW ALBUM!

"I'm leaving it up to you"



LP 100
MONO.

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.



CALL YOUR DISTRIBUTOR FOR OUR LIBERAL DISCOUNT PROGRAM. STOCK UP NOW FOR THE CHRISTMAS SEASON.



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**“Maria Elena”
LPM/LSP-2822
now a
hot-selling
album**

**order it today!
RCA VICTOR**

 The most trusted name in sound 

LOS INDIOS TABAJARAS



MARIA ELENA



* MARÍA ELENA * MARAN CARIUA * LOS INDIOS DANZAN *
** A LA ORILLA DEL LAGO * MOONLIGHT SERENADE **
** BAION BON * PÁJARO CAMPANA * STAR DUST **
TERNURA * AY MARÍA * VALS CRIOLLO * JUNGLE DREAM

COUNTRY MUSIC CORNER

• Continued from page 12

emerged from retirement after 14 years to record several albums for Ed Manney, of Manco Records, Fort Worth. The albums contain much of their own material. The girls' initial release on the Manco label is a Yule platter coupling, "Christmas," by Jenny Lou Carson and Eddy Arnold, and "Christmas Secret," written by Millie and Dolly with Bill McCluskey Jr., now a captain with the Air Force in Germany. Born in Muleshoe, Tex., Millie and Dolly began their careers at KMOX in St. Louis in the early 30's, and later moved to XER

in Mexico, and then joined the WLS "National Barn Dance" in Chicago. Still later they entertained for a time on WJZ and the Blue Network from New York, before joining Red Foley, Margaret Lillie and other country artists on WLW, Cincinnati, in 1937. They retired in 1949. Millie husband, Bill McCluskey Sr., is a veteran executive with the Crosley Broadcasting Company in Cincinnati.

George Riddle, now working as a single after three years with the George Jones show, hopped into Nashville early last

week for a United Artists session under the guidance of the veteran Pappy Daily. . . . Frankie Miller has engineered his release from United Artists to record again for Starday, where his greatest success was achieved with "Blackland Farmer." His new Starday disk couples "A Little South of Memphis" and "Too Hot to Handle," with Slick Norris handling the special promotion. . . . Jim Reeves will see himself as an actor for the first time Wednesday (4) when he, his wife, Mary, RCA Victor execs and officials of the Jamie Uys Film Company gather in New York for a private showing of "Kimberly Jim," in which Jim stars and which was filmed in Johannesburg, South Africa,

last spring. The film, now showing all over South Africa, has its United States premiere next April.

Carolina Charlie and the Four C's, staff band at WCMS radio, Norfolk, Va., recently played for the Virginia Beach Automobile Dealers Association at the Allen B. Sheppard Convention Center, Virginia Beach, Va., for the third year in a row, D'Arcy Records co-operated by issuing Charlie's new release, "Shiney Red Cadillac," in time to tie in with the show. . . . Kathy Dee, who has a new United Artists release coming up in mid-December, is working personals in the New England area this week, winding up Saturday (7) as a guest on Eddie Zack's "Hayloft Jamboree" at Witschi's Arena, Providence, sponsored by Station WRIB.

Tex Williams' new Liberty Records platter, waxed at the recent conclave in Nashville, makes its bow December 26. Sides are "Long John" b.w. "Late Movies." . . . Coy Werley and the Travelers, of San Diego, Calif., are current in the Circus Room of Art's Roaring 20's in El Cajon, Calif. . . . Slim Rhodes, on radio and TV in the mid-South the last several years, has a new album release on the

WITH THE COUNTRY JOCKEYS

• Continued from page 12

writes: "We need all the country records we can lay our hands on. KJWH has been on since August and we have a shortage of suitable material." Tom conducts a four-hour morning show, five days a week, and also uses considerable country material in his pop programming, particularly at night. . . . Walt Breeland has available copies of the following new releases: "You Took My Happy Away," by Willie Nelson; "Rose City Chimes," by Bobby Garrett; "The Fallout," by Eddie Noack; "How Long Will You Win," by Clay Allen, and "I'll Always Love You," by Wiley and Jessie Barkdull. Deejays needing copies may write to Breeland at 8708 Ruthby Street, Houston, Tex., 77017.

Cotton Town Jubilee label titled, "The Rhodes Show on the Road."

BUY 6 --- GET 2 FREE

DECEMBER 2 THROUGH DECEMBER 31, 1963

ENTIRE CATALOG OF:

BROTHER JACK McDUFF

INCLUDES THE "LIVE" CHART HIT ALBUM

- MONO & STEREO
- 7274—LIVE!
 - 7265—SOMETHING SLICK
 - 7259—SCREAMIN'
 - 7228—MEETS THE BOSS (GENE AMMONS)
 - 7220—GOODNIGHT

- MONO ONLY
- 7199—THE HONEYDRIPPER
 - 7185—TOUGH 'DUFF
 - 7174—BROTHER JACK

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203 S. Washington Ave. Bergenfield, N. J.

"TEENAGE LETTER"

Jerry Lee Lewis

b/w "SEASONS OF MY HEART" SUN #384

Jerry Lee Lewis With Linda Gail Lewis

Sun Records 639 Madison Memphis, Tenn.

A RED HOT HIT



Potent!



CLIFF RICHARD
"IT'S ALL IN THE GAME"
5-9633



ADAM WADE
"CHARADE"
5-9639

100% SALES APPEALING!





Leonetti has the next dance!



"SOUL DANCE"

8251

c/w "Somebody Loves You"

**A cool new tempo! A hot fast-moving hit!
Tommy Leonetti's single "Soul Dance" is
starting to waltz up the charts. Order now!**

RCA Victor

 The most trusted name in sound 

HOT 100

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



Table with columns: Wks. Ago, Title, Artist, Label & Number, Weeks On Chart. Lists top 50 songs including 'DOMINIQUE', 'I'M LEAVING IT UP TO YOU', 'EVERYBODY', 'LOUIE LOUIE', 'SHE'S A FOOL', etc.

Table with columns: Wks. Ago, Title, Artist, Label & Number, Weeks On Chart. Lists songs 51-100 including '500 MILES AWAY FROM HOME', 'QUICKSAND', 'BABY DON'T YOU WEEP', etc.

Table with columns: Wks. Ago, Title, Artist, Label & Number, Weeks On Chart. Lists songs 101-200 including 'BE MAD LITTLE GIRL', 'YOU'RE NO GOOD', 'GIRLS GROW UP FASTER THAN BOYS', etc.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing publisher-licensee information for songs A through Z.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including 'DID YOU HAVE A HAPPY BIRTHDAY', 'WE BELONG TOGETHER', 'LOUIE LOUIE', etc.

STILL ON A WINNING STREAK!

THE TYMIES

setting
a new
mood in



"SOMEWHERE"

P-891

THE BIG ONES ARE ON CAMEO/PARKWAY

nted material

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

DRAG CITY . . .
Jan & Dean, Liberty 55641

★ 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.

NO REGIONAL BREAKOUTS THIS WEEK

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

THE JAYNETTS
SNOWMAN, SNOWMAN, SWEET POTATO NOSE
(Winlyn, BMI) (2:36)—Tuff 374

Here's a seasonal item from the "Sally, Go 'Round the Roses" group. It's got a soft compulsive sound that swings in easy fashion with strong backing. The flip is an instrumental of "Snowman, Snowman, Sweet Potato Nose" (Winlyn, BMI) (2:36).

POP SPOTLIGHT

TONY BENNETT
THE LITTLE BOY
(A.I.M., ASCAP) (2:14)—Columbia 42931

Slow, tender ballad sung by Tony here that has production, backing and an important message. The flip is "The Moment of Truth" (Morris, ASCAP) (2:22).

C.&W. SPOTLIGHT

FRANKIE MILLER
A LITTLE SOUTH OF MEMPHIS
(Starday, BMI) (2:28)—Starday 655

Here's a mighty fine country side that has that "Blackland Farmer" sound. It's in the country tradition and should score in rural areas. The flip is "Too Hot to Handle" (Starday, BMI) (2:28).

C.&W. SPOTLIGHT

LINDA FLANAGAN
HOLD ON TO HAPPINESS
(Tree, BMI) (2:00)

THE KEEPER OF THE KEY
(Vidor, BMI) (2:34)—Decca 31569

Two great sides from this new country lass. The first is a big barroom side that should be a stunner on the juke box circuit. The second side is a touching ballad of adoration. Lots of potential both ways.

POP SPOTLIGHT

BURL IVES

TRUE LOVE GOES ON AND ON

(Frank, ASCAP) (2:58)—Decca 31571

Here's a lovely ballad sung by Ives that has the lilting three-quarter sound. This one should be a big juke box favorite and get wide play on all sorts of radio format stations. The flip is "I Wonder What's Become of Sally" (Advance, ASCAP) (2:58).

POP SPOTLIGHT

CLYDE McPHATTER

DEEP IN THE HEART OF HARLEM

(January, BMI) (2:49)—Mercury 72220

McPhatter comes through with a highly emotional reading of a slow, drama-ballad fraught with social significance. Side can be expected to get wide r.&b. play then zoom popward. The flip is "Happy Good Times" (Olimac, BMI) (2:29)

POP SPOTLIGHT

BABY JANE & THE ROCK-A-BYES

GET ME TO CHURCH ON TIME

(Chappell, ASCAP) (2:24)—Spokane 4004

Smart, groovy reading of the Lerner-Loewe "My Fair Lady" tune. Side has the contemporary group sound with the gal way out front and strong beat. The flip is "Half Deserted Street" (Mellin, BMI) (2:25).

POP SPOTLIGHT

THE BROTHERS FOUR

HOOTENANNY SATURDAY NIGHT

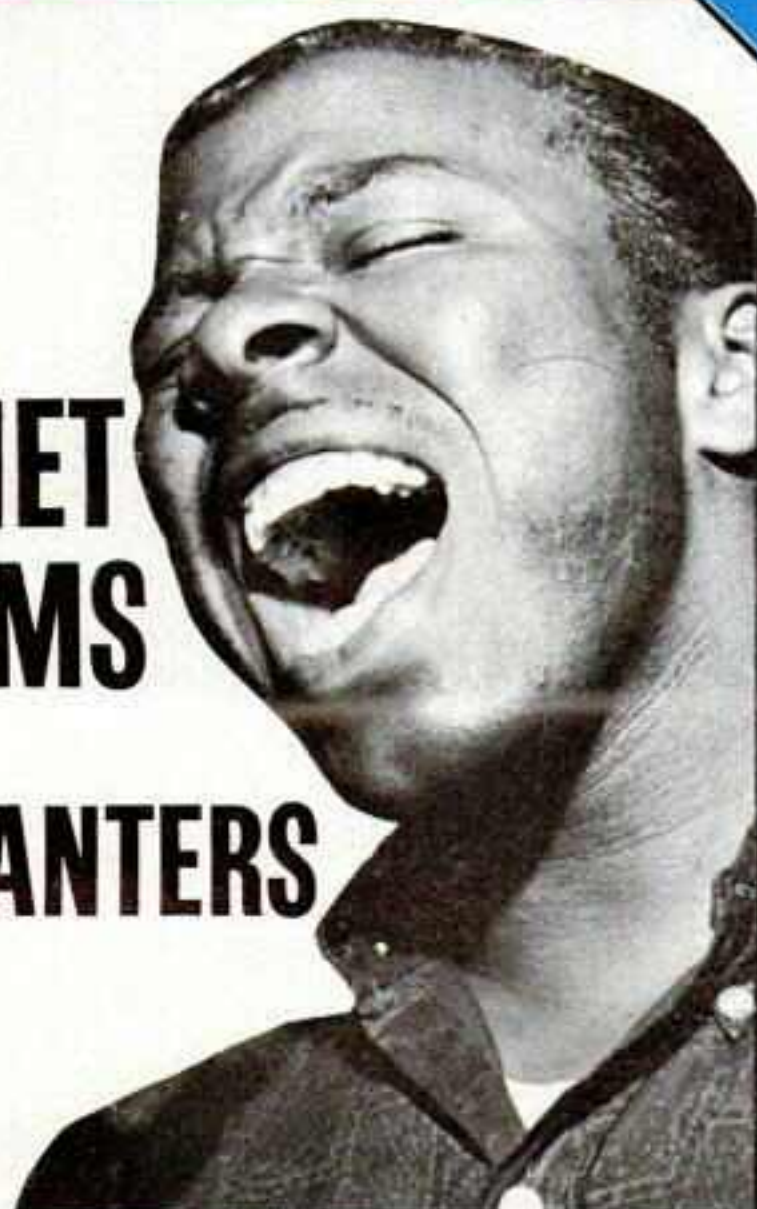
(Saunders, ASCAP) (2:15)—Columbia 42927

Here's a big sounding folk-type item that has high spirits and dubbed track of stomping and clapping that adds the reel hoot sound. The side should get much play and could go a long way. The flip is "Across the Sea" (Frigate, BMI) (2:50).

UNITED ARTISTS RECORDS

BIG HOLIDAY

GARNET MIMMS AND THE ENCHANTERS



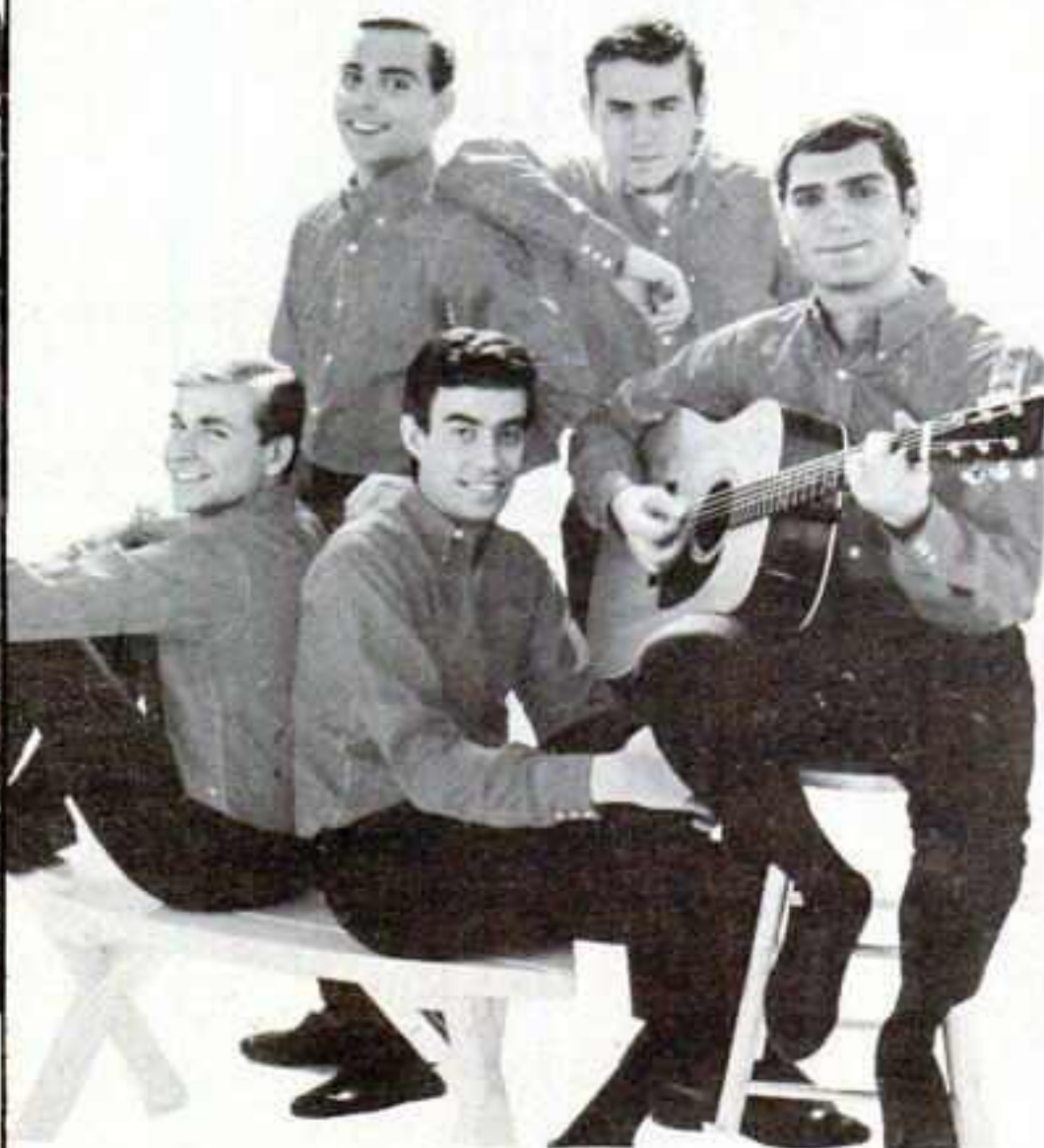
"BABY, DON'T YOU WEEP"

AND

"PRECIOUS LOVE"

UA 658

JAY AND THE AMERICANS



ZOOMING UP!

"COME DANCE WITH ME"

UA 669

THE EXCITERS



"DO-WAH DIDDY"

UA 662



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

JOHNNY CRAWFORD

★★★★ Judy Loves Me (Screen Gems-Columbia, BMI) (2:07)—★★★★ Living in the Past (Contento-Dragonwyck, BMI) (2:37). DEL-FI 4231

SUNNY GALE

★★★★ Too Bad For You (T.M., BMI) (2:00)—★★★★ I'm Telling My Heart (One O'Clock, BMI) (2:05). CANADIAN AMERICAN 163

SPIKE JONES

★★★★ Green, Green (New Christy, BMI) (1:57)—★★★★ The Ballad of Jed Clampett, (Carollintone, BMI) (2:21). LIBERTY 55649

THE STAPLE SINGERS

★★★★ Wish I Had Answered (Staples, BMI) (2:47)—★★★★ Blowin' the Wind (Witmark, ASCAP) (2:26). RIVERSIDE 4568

JOHNNY NASH

★★★★ Town of Lonely Hearts (Valley, BMI) (2:25)—★★★★ It's No Good For Me (Valley, BMI) (2:30). GROOVE 0026

THE ROUTERS

★★★★ Snap, Crackle and Pop (Wrist, BMI) (2:13)—★★★★ Amoeba (Marathon-Tallormade, BMI) (2:13). WARNER BROS. 5403

BOBBY COMSTOCK

★★★★ Run My Heart (Picturetone, BMI) (2:13)—★★★★ I Can't Help Myself (Percom-Palmina, BMI) (2:33). LAW 224

AL CAIOLA

★★★★ Burke's Law Theme (Four Star Television, BMI) (2:40)—★★★★ Smoke Signal (Alpane, ASCAP) (1:54). UNITED ARTISTS 677

RONNIE DIO

★★★★ Mr. Misery (Percom-Palmina, BMI) (2:43)—★★★★ Our Year (Bae, ASCAP) (2:37). SWAN 4165

ELTON ANDERSON

★★★★ The Crawl (Parts 1 & 2) (Kamar, BMI) (2:55 & 2:23). LANOR 516

RONNIE AND THE HI-LITES

★★★★ High School Romance (Jildana, ASCAP) (2:39) —★★★★ Uptown-Downtown (Jildana, ASCAP) (2:12). WIN 252

BETTY JOHNSON

★★★★ What's the Matter, Little Girl (Integrity-Nancy, ASCAP) (2:24) —★★★ Wednesday's Child (Integrity-Nancy, ASCAP) (2:21). WORLD ARTISTS 1014

JIMMY SLONE

★★★★ Wedding Bells (Kahn, ASCAP)—★★★★ The Girl With the Flaxen Hair (Nor Va Jak, BMI), TOWNE HOUSE 104

NARVEL FELTS

★★★★ Mountain of Love (Vaughn, BMI) (2:10)—★★★ The End of My World is Near (Hall-Clement, BMI) (2:35). GROOVE 0029

THE SHOWMEN

★★★★ Valley of Love (Jarb, BMI) (1:59)—★★★ Let Her Feel Your Kiss (Jarb, BMI) (2:25). AIRECORDS 334

JOHNNY LYTLE TRIO

★★★★ The Village Caller (Jazz Standard, BMI) (2:42)—★★★ Solitude (American Academy, ASCAP) (2:54). RIVERSIDE 4570

THE DELCOS

★★★★ Just Ask (Mishawaka, BMI) (2:28)—★★★★ Still Miss You So (Mishawaka, BMI) (2:28). SOUND STAGE 7

THE BURNING SLICKS

★★★★ Midnight Drag (Jury, ASCAP) (2:19)—★★★ Hard Drivin' Man (Jury, ASCAP) (2:18). RIVERSIDE 4571

DODIE STEVENS

★★★★ Does Goodnight Mean Goodbye (Screen Gems-Columbia, BMI) (2:23)—★★★ Sailor Boy (T.M., BMI) DOLTON 88

JOHNNY FITZMORRIS

★★★★ Wah-Pa-Pa-Pa (Ridgeway, BMI) (2:14)—★★★ These Two Arms (Camarillo, BMI) (2:42). COLUMBIA 42925

PETE FOUNTAIN

★★★★ Marching 'Round the Mountain (Two-Beat, BMI) (2:45) —★★★ Sugar Bowl Parade (Two-Beat, BMI) (1:51). CORAL 65577

FREDDY KOENING & THE JADES

★★★★ One Last Teardrop (Ka-Boo, BMI) (2:16)—★★★ Hey, Clarice! (Ka-Boo, BMI) (2:23). VALERIE 225

FREDDIE HOUSTON

★★★★ I Gotta Move (Maureen, BMI) (2:14)—★★★ Chills and Fever (Twilight-Maureen, BMI) (2:39). OLD TOWN 1153

SHONA AND THE PARTY LIGHTS

★★★★ Nice Guy (Claridge, ASCAP) (2:24) —★★★ Miracle Maker (Claridge, ASCAP) (2:26). CHICORY 1601

SCOTT ENGLISH

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

THE KIM SISTERS

★★★★ We're Going Back Together (Pamper, BMI) (2:39) —★★★ Blueberry Pie (Acuff-Rose, BMI) (2:21)

BARRY McGUIRE

★★★★ One by One (In, ASCAP) (2:22) —★★★ Town and Country (In, ASCAP) (2:02). HORIZON 4

NICK NOBLE

★★★★ Main Theme From "The Cardinal" (Chappell, ASCAP)—★★★ Flying Over Rainbows (Studio, BMI) (2:40). CHESS 1879

CHRISTMAS

NINA & FREDERIK

★★★★ Mary's Boy Child (Schumann, ASCAP) (2:46) —★★★★ Little Donkey (Chappell, ASCAP) (2:38). LAURIE 3079

JACK SCOTT

★★★★ There's Trouble Brewin' (Hazel Park, BMI) (2:20)—★★★★ Jingle Bells Slide (Hazel Park, BMI) (2:08). GROOVE 0027

LLOYD PRICE

★★★★ Auld Lang Syne (Prigan, BMI) (3:21)—★★★★ Merry Christmas Mama (Prigan, BMI) (2:56). DOUBLE L 728

JIM REEVES

★★★★ An Old Christmas Card (Southern, ASCAP) (2:44)—★★★ Senor Santa Claus (Western Hills, BMI) (2:20). RCA Victor 8252

ARTHUR LYMAN GROUP

★★★★ The Little Drummer Boy (Arvee, BMI) (2:20)—★★★ We Three Kings (Arvee, BMI) (1:45). HI FI 5083

SASCHA BURLAND & THE SKIP-JACK CHOIR

★★★★ Have Yourself a Merry Little Christmas (Feist, ASCAP) (2:11) —★★★ The Chickens Are in the Chimes! (C-Hear Services, BMI) (2:59) RCA VICTOR 8277

FRANK SINATRA

★★★★ Have Yourself a Merry Little Christmas (Feist, ASCAP) (2:36)—★★★ How Shall I Send Thee (2:49). REPRISE 243

JACK HALLORAN SINGERS

★★★★ What Can I Give Him (Webster-Blen, ASCAP) (2:28)—★★★ The Christmas Star (Webster-Blen, ASCAP) (3:00). REPRISE 245

COUNTRY

LEFTY FRIZZELL

★★★★ When It Rains the Blues (Painted Desert, BMI) (2:45)—★★★★ Saginaw, Michigan (Tree, BMI) (3:00). COLUMBIA 42924

BOBBY SYKES

★★★★ I Should Start Running (Starday, BMI) (2:40)—★★★★ Good Girl Bad (Starday, BMI) (2:35). STARDAY 654

CLYDE MOODY

★★★★ Nobody's Business (Starday, BMI) (2:20)—★★★ Waltzing in the Arms of a Friend (Starday, BMI) (2:27). STARDAY 653

RHYTHM & BLUES

SONNY BOY WILLIAMSON

★★★★ Trying to Get Back on My Feet (Arc, BMI) (2:07)—★★★ Decoration Day (Arc, BMI) (3:02). CHECKER 1065

JIMMY NELSON

★★★★ Tell Me Who (Longhorn, BMI) (2:20)—★★★ Her Last Bye Bye (Longhorn, BMI) (2:12). CHESS 1877

SPIRITUAL

GOLDEN TRUMPETS

★★★★ Working Below (Excellorec, BMI) (2:24)—★★★★ We All Need Jesus (Excellorec, BMI) (2:18). NASHBORO 795

RADIO FOUR

★★★★ On My Journey Now (Babbs, BMI) (2:45) —★★★★ Believe Every Word He Says (Excellorec, BMI) (2:31). NASHBORO 797

THE SILVER BELLS

★★★★ Some Day You'll Miss Me (Excellorec, BMI) (2:33)—★★★ Lord Stop By Here (Excellorec, BMI) (2:53). NASHBORO 798

BONITA CANTRELL

★★★★ I Must Tell Jesus (Excellorec, BMI) (2:35)—★★★★ God's With Me Every Day (Excellorec, BMI) (2:31). NASHBORO 794

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GENE THOMAS



"BABY'S GONE GOODBYE"

UA 640

FERRANTE & TEICHER

AND THEIR ORCHESTRA

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"CRYSTAL FINGERS"

UA 660



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ALBUM REVIEWS

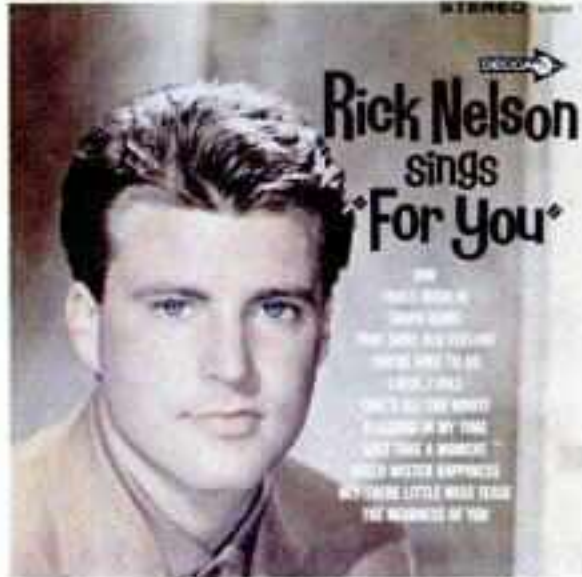


Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



POP SPOTLIGHT
RICK NELSON SINGS "FOR YOU"
 Decca DL 4479 (M); DL 74479 (S)

Following hot on the heels of his current hit single is this package designed to please young and old alike. Included is Nelson's current smash, "Fools Rush In" and a generous serving of tunes to please the younger set such as "Hey There Miss Tease" and "That's All She Wrote." Jim Haskell's chorus and orchestra back the artist on four tunes.



POP SPOTLIGHT
DOWN MEMORY LANE WITH DEE DEE SHARP
 Cameo C 1074

One of the most talented thrushes on the pop scene today, Dee Dee Sharp sharpens up 12 contemporary oldies-but-biggies. Melodies featured are "Tossin' and Turnin'," "My Prayer," "Stay" and "Goodnight My Love," among others. LP should receive heavy air play with most pop stations spotlighting hits of the past each day.



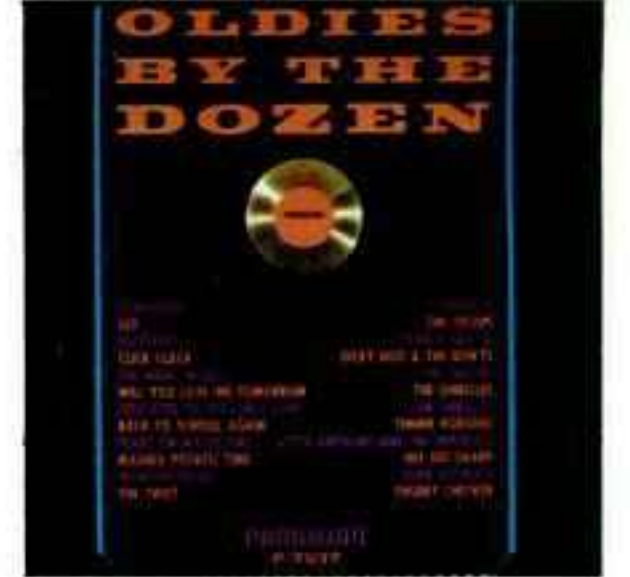
POP SPOTLIGHT
THE TOP HITS OF 1963 SUNG BY BOBBY RYDELL
 Cameo C 1070 (M); SC 1070 (S)

A smart piece of packaging here, including a brand-new album of Rydell singing other people's biggest hits of the past year, plus a copy of his big, new overseas single hit, "Forget Him," slipped into a pocket with a die-cut opening permitting the single label to be seen through the front cover.



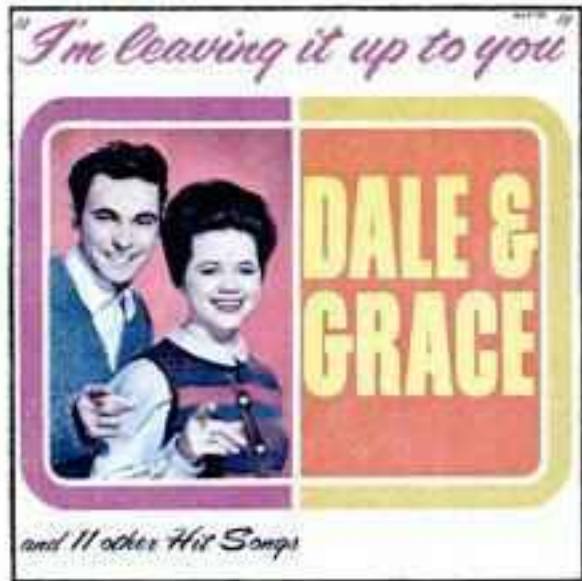
POP SPOTLIGHT
OLDIES BY THE DOZEN
 Various Artists. Parkway P 7037

Virtually every radio station today spotlights hits of yesteryear during its daily programming day. This concentration on oldies has created a demand among record buyers that is being met head on with this compilation of 12 former best sellers in the Parkway stable. A package that could take off.



POP SPOTLIGHT
FOR YOUR PRECIOUS LOVE...
 Impressions with Jerry Butler
 Vee Jay VJ 1075

The Impressions are currently riding high with the No. 5 best seller in the nation. Butler's single is on the way up as well. The combined performances of these two top sellers should be enough to make this package a hot chart contender, even though they are not together now and these are older performances.



POP SPOTLIGHT
I'M LEAVING IT UP TO YOU AND 11 OTHER HIT SONGS
 Dale & Grace. Montel MLP 100

The hot new boy-girl duo have hit the top spot on the singles chart for several weeks running now and here's a timely album that should quickly cash in on that success. With the lead-off item being the hit, the couple go on to "Hey Baby," "Let the Good Times Roll," "We Belong Together" and "Bye Bye Love," among others.



POP SPOTLIGHT
LET ME SING
 Brenda Lee. Decca DL 4439 (M); DL 74439 (S)

Miss Lee is in top form singing a fine collection of standards and contemporary ballads. The best selling thrush tackles with ease and facility such ballads as "Night and Day," "You're the Reason I'm Living," "At Last" and "I Wanna Be Around," and two of her own hits, "Break It to Me Gently" and "Losing You." Powerful wax.



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

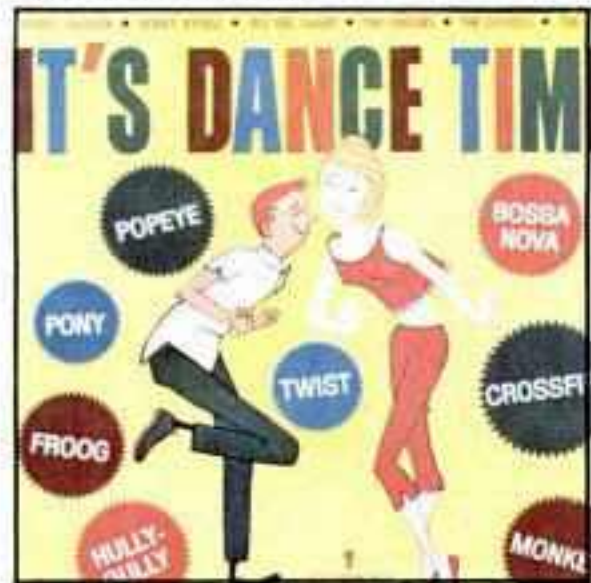
Pitney turns here to a group of folkish ditties having to do with various young ladies. It's a commercial approach in keeping with current trends. Titles include "Laurie," "Little Nell," "Melissa and Me," "Carrie," "Oh, Annie, Oh," etc.



POP SPOTLIGHT
McLINTOCK!
 Sound Track. United Artists UAL 4112 (M); UAS 5112 (S)
 The film is a hit (starring John Wayne and Maureen O'Hara) and the sound track should be as well. Frank DeVol has arranged the score with wonderful effect, suggesting the wide-open spaces. Score also offers the vocal efforts of supporting players Patrick Wayne, Stefanie Powers and Jerry Van Dyke on two of the tracks, "Love in the Country" and "Just Right for Me."

POP SPOTLIGHT
IT'S DANCE TIME
 Various Artists. Cameo C 1068

The king of the dance crazes, Cameo-Parkway, presents a collection of most of the popular dances on the current scene, sung by the artists that have made them famous. The selections run the gamut from the "Crossfire," as song by the Orlons, to a request to "Stop Monkeyin' Aroun'," by the Dovells. This package should be the rage of any party demand during the holiday party-throwing season.



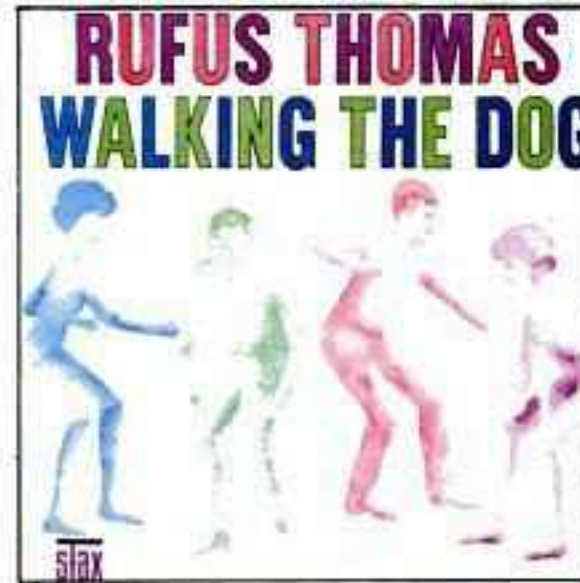
POP SPOTLIGHT
DOWN MEMORY LANE WITH THE ORLONS
 Cameo C 1073

That wonderful, rollicking gang of singers from the Philly scene turn to some great oldies associated with the r.&b. and early rock 'n roll era. With their usual great backings packed with excitement, they offer "Let the Good Times Roll," "Tonight, Tonight," "Stranded in the Jungle," "Casual Look," "Little Star" and "Lovers Never Say Goodbye." Good photo of the group on the cover has a lot of appeal too.



POP SPOTLIGHT
WALKING THE DOG
 Rufus Thomas. Stax 704 (M)

Rufus Thomas first clicked sometime back with a dance ditty called "The Dog." Now he's got an even bigger single in "Walkin' the Dog," and both these infectious outings are included in this new album. All the tracks have that catchy dance feeling about them. "Mashed Potatoes," "Ya, Ya," "Land of 1,000 Dances" and "I Want to Be Loved" are here, and with daughter, Carla Thomas, there's "Cause I Love You."



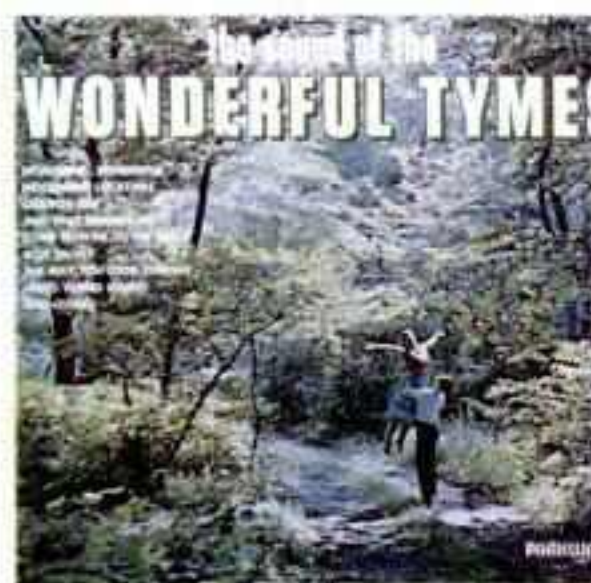
POP SPOTLIGHT
THE WONDERFUL SONGS OF FOLK
 Harry Simeone Chorale
 Mercury MG 20855 (M); SR 60855 (S)

Harry Simeone leads his chorale through a fine set of current best selling folk songs like "Blowin' in the Wind," "Four Strong Winds," "If I Had a Hammer" and "Don't Think Twice, It's All Right." The album could easily be a winner.



POP SPOTLIGHT
MISTY
 Lloyd Price. Double L DL 2303 (M); SDL 8303 (S)

Lloyd Price's most recent single, a "live" recording of Erroll Garner's "Misty," has revived him as a disk artist and in this album he follows the same success route of a live audience and some memorable tunes like "You're Nobody 'Til Somebody Loves You," "Sunnyside of the Street," "When I Fall in Love," etc. Could be a winner for the chanter-bandleader.



POP SPOTLIGHT
THE SOUND OF THE WONDERFUL TYMES
 Parkway P 7038 (M); SP 7038 (S)

The Tymes turn in some smooth and solid singing on this disk—a style that has become their trademark. Package includes their hit single "Wonderful, Wonderful," plus some great standards like "Chances Are," "Hello Young Lovers" and "Moonlight Cocktails." Should have strong sales appeal.



POP SPOTLIGHT
HIGH FLYING BIRD
 Judy Henske. Elektra EKL 241 (M)

Judy Henske is first among the present-day belters of folk songs. She attacks a song with a gusto and fervor of one who knows and feels of what she sings. Her wide acceptance as a performer in clubs and concerts no doubt is responsible for the heavy demand for her albums. A few of the tunes in this one are "Oh You Enigeneer," "Columbus Stockade" and "God Bless the Child."



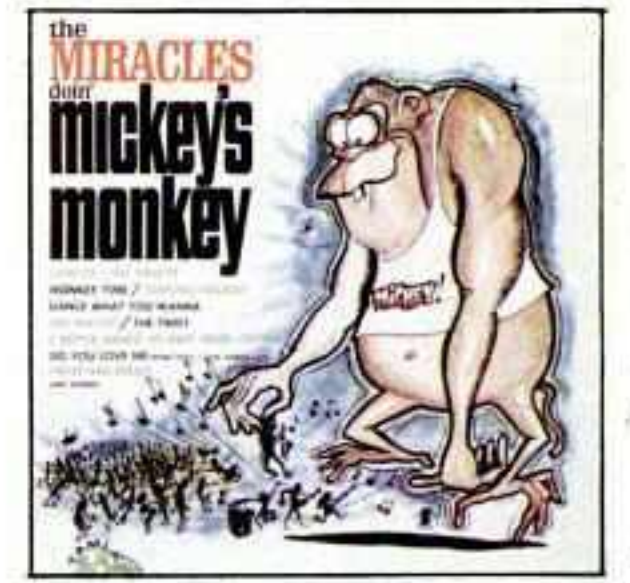
POP SPOTLIGHT
GOLDEN FOLK HITS
 Bobby Darin. Capitol T 2007 (M); ST 2007 (S)

Bobby Darin lends his gusto and bravado to a powerful line-up of contemporary folk hits. There's plenty of guitar and a full-voiced chorus backing him up. In stereo the two channels balance neatly among the guitars and group and Darin is extremely effective. Packed with potential.



POP SPOTLIGHT
HAVE YOU HEARD
 The Duprees
 Coed LPC 906 (M)

The Duprees have had a strong recent seller in "Have You Heard," and with that ditty kicking things off here, the quartet could have a strong album on their hands. The tunes include "Yours," "It Isn't Fair," "Exodus," "So Little Time" and "The Sand and the Sea," among others. Good wax that rates spins aplenty.



POP SPOTLIGHT
THE MIRACLES DOIN' MICKEY'S MONKEY
 Tamla 245

With a very cute cartoon cover to set the tone for the album, the Miracles do their recent hit, "Mickey's Monkey," plus a flock of other exciting dance sides. These include "The Twist," "The Watusi," "Twist and Shout," "Monkey Time," "Dancing Holiday" and "I Gotta Dance to Keep From Crying," among others. An album to watch.

TOP TIPS

★ 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.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 52 entries for the top chart.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 52 entries for the middle chart.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 52 entries for the bottom chart.



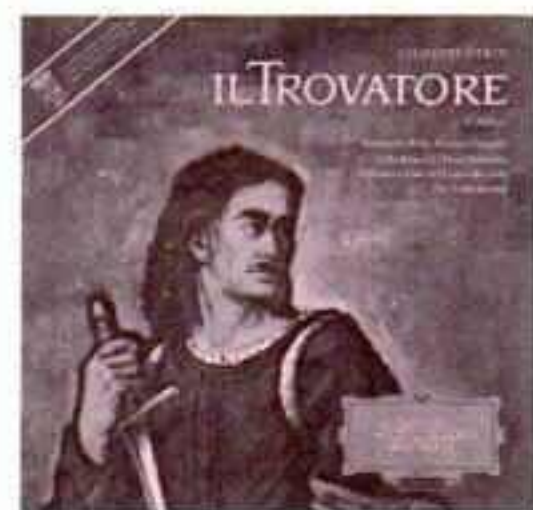
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SINGS

TRUE
LOVE
GOES
ON AND ON

31571

ALBUM REVIEWS (continued)

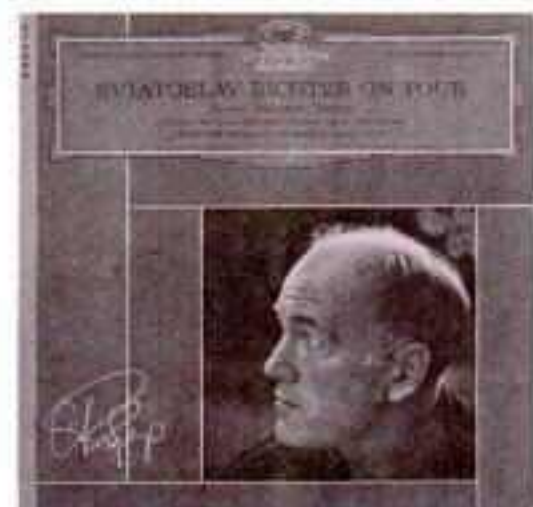
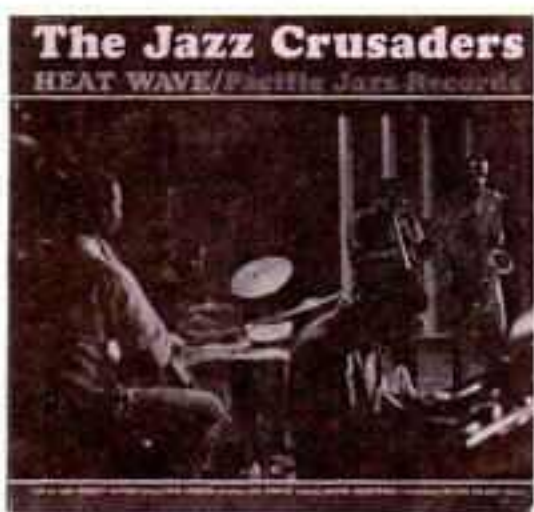


POP SPOTLIGHT
GOLDEN SOUVENIRS
 Various Artists. United Artists UAL 3317 (M); UAS 6317 (S)

Here's a real bucketful of goodies, some of them quite recent. LP contains tracks by a wide variety of artists with leading singles hit entries coming from the Exciters, "Tell Him," Gene Pitney's "True Love Never Runs Smooth," and Jay and the Americans, "Only in America."

CLASSICAL SPOTLIGHT
VERDI: IL TROVATORE
 Various Artists Deutsche Grammophon SLPEM 136277 (S)

The ever-popular Verdi opera "Il Trovatore" is performed by an outstanding cast including Antonietta Stella, Fiorenza Cossotto, Carlo Bergonzi, Ettore Bastianini and Tullio Serafin. A booklet of the opera highlights is also included. The chorus and orchestra of La Scala, Milan, backs up the cast. The stereo is especially well handled on this one.



JAZZ SPOTLIGHT
THE JAZZ CRUSADERS
 Various. Pacific Jazz Records PJ 76 (M)

The Crusaders are off and swinging again with a fine LP that has strong pop potential. The album is a smoothly paced set that features the tight, pushing group in a variety of material, at least part of which is culled from today's pop hits. "On Broadway" (the Drifters' hit) and "Greenback Dollar" (Kingston Trio) are two of the tracks.

CLASSICAL SPOTLIGHT
SVIATOSLAV RICHTER ON TOUR
 Deutsche Grammophon LPM 18 849 (M); SLPM 138 849 (S)

The Russian-born pianist has traveled the world over playing concerts. His concerts in the United States were well received by the public and critics alike and did much to popularize his name here. Richter's mastery is evident with his performances here of Chopin, Debussy and Scriabin. A strong package.



JAZZ SPOTLIGHT
TIMELESS
 Gerry Mulligan & Chet Baker Pacific Jazz PJ 75 (M)

Although Chet Baker is gone from the American scene he is far from forgotten as an all-time jazz great. Baker and Mulligan are joined by Chico Hamilton, Shelley Manne and others in 12 sides recorded back in 1953 when the Mulligan Quartet, featuring Baker, was at its peak of popularity. A trio of tunes spotlighted in this set are "Love Nest," "My Funny Valentine" and "The Thrill Is Gone." Top-drawer jazz that should be welcomed by one and all.

COUNTRY SPOTLIGHT
GEORGE JONES & MELBA MONTGOMERY
 United Artists UAL 3301 (M); UAS 6301 (S)

Here's a powerhouse album by this great country singing duo. Included are some of their latest c.w. chart items, such as "We Must Have Been Out of Our Minds" and "What's in Our Hearts." The album carries more than \$4 worth of heartache and should be a big seller on the rural markets.



JAZZ SPOTLIGHT
BAREFOOT SUNDAY BLUES
 Ramsey Lewis Trio Argo LP 723

Ramsey Lewis treats the music with great care, never allowing his piano to overwhelm the character of each tune. A strong blues feel permeates each selection and is particularly pronounced on the performance of "Lonely Avenue." Lewis also allows a move toward the gospel in his playing of "Salute to Ray Charles." The LP should find supporters among r.&b. devotees as well as jazz buffs.

CHRISTMAS SPOTLIGHT
CHRISTMAS WITH THE MIRACLES
 Tamla 236

Special holiday wishes package from the swinging vocal group from Detroit. The sound that has made the group and the label is used as a setting for some really well-known yuletide favorites like "White Christmas," "Santa Claus is Coming to Town," "Let It Snow" and "Winter Wonderland."

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

JOAN BAEZ IN CONCERT, PART 2
 Vanguard VRS 9113 (M); VSD 2123 (S)

MORE TRINI LOPEZ AT PJ's
 Reprise R 6103 (M); RS 6103 (S)

TODAY'S ROMANTIC HITS—FOR LOVERS ONLY
 Jackie Gleason, Capitol W 1978 (M); SW 1978 (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.

CURB YOUR TONGUE, KNAVE! . . .
 Smothers Brothers, Mercury MG 20862 (M); SR 60862 (S)

CHECKERED FLAG . . .
 Dick Dale & His Del-Tones, Capitol T 2002 (M); ST 2002 (S)

CONCERT FOR LOVERS . . .
 Ferrante & Teicher, United Artists UAL 3315 (M); UAS 6315 (S)

NIGHT TRAIN: THE OSCAR PETERSON TRIO . . .
 Verve V 8538 (M); V6-8538 (S)

HOT ROD RALLY . . .
 Various Artists, Capitol T 1997 (M); ST 1997 (S)

TWELVE STRING GUITAR, VOL. II . . .
 Folkswingers, World Pacific WP 1814 (M); ST 1814 (S)

WE SHALL OVERCOME . . .
 Pete Seeger, Columbia CL 2101 (M); CS 890 (S)

HOT ROD CITY . . .
 Various Artists, Vault LP 104 (M); (No Stereo)

BILL COSBY IS A VERY FUNNY FELLOW RIGHT
 Warner Bros. W 1518 (M); WS 1518 (S)

THE SOUND OF THE WONDERFUL TYMES . . .
 Parkway P 7038 (M); SP 7038 (S)

THE PAGE 7 . . . AN EXPOSITION IN POP MUSIC . . .
 Page Cavanaugh, RCA Victor LPM 2734 (M); LSP 2734 (S)

JOSE JIMENEZ IN JOLLYWOOD . . .
 Bill Dana, Kapp KL 1332 (M); KS 3332 (S)

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

MAKE THE WORLD GO AWAY . . .
 Timi Yuro, Liberty LRP 3319 (M); LST 7319 (S)

HERBIE MANN LIVE AT NEWPORT . . .
 Atlantic 1413 (M); SD 1413 (S)

MARIA ELENA . . .
 The 50 Guitars of Tommy Garrett, Liberty LMM 13030 (M); LSS 14030 (S)

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

IT'S A MAD, MAD, MAD, MAD WORLD . . .
 Sound Track, United Artists UAL 4110 (M); UAS 5110 (S)

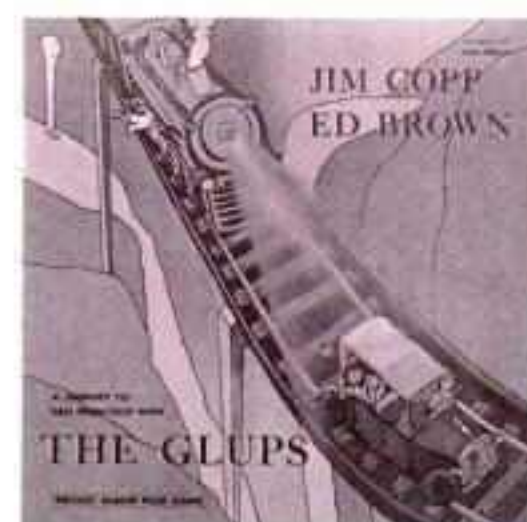
BRANDENBURG GATE: REVISITED . . .
 Dave Brubeck Quartet With Ork, Columbia CL 1963 (M); CS 8763 (S)

YOU CAN NEVER STOP ME LOVING YOU . . .
 Johnny Tillotson, Cadence CLP 3067 (M); CLP 25067 (S)



SPOKEN WORD SPOTLIGHT
SHAKESPEARE: THE COMEDY OF ERRORS (2-12")
 Marlowe Dramatic Society and Professional Players London A 4252 (M); OSA 1252 (S)

Shakespeare's first comedy is performed by England's Marlowe Dramatic Society and Professional Players. The two-EP package presents the play uncut and in stereo. The stereo does much to enhance the dramatic appeal and adds a dimension of realism that can only be matched by actually viewing the play. A booklet highlighting each scene is included. A fine gift for the theater lover, drama student and Shakespeare fancier.



CHILDREN'S SPOTLIGHT
A JOURNEY TO SAN FRANCISCO WITH THE GLUPS
 Jim Copp & Ed Brown Playhouse 606

An excellent package for youngsters from four years of age up. Copp and Brown relate the story of a family's trip cross country, effectively using different voices, sound effects and music. The tale is so well related that it will be difficult to get the kids away from the set. Besides the high entertainment quotient, there's much opportunity for the youngsters to learn about the country. Package includes a game which the whole family should find enjoyable. Highly recommended!



LOW PRICE POP SPOTLIGHT
DOMINIQUE THE SINGING NUN'S SONG
 Le Choeur des Enfants de Montmartre. Palace PST 767

Here's a 99-cent version of the current hit, "Dominique." Performed by Le Choeur des Enfants de Montmartre, it doesn't have the simplicity or charm of the hit version, but will invariably garner a good deal of sales—especially on racks. In addition to "Dominique," album includes such tracks as "La Marseillaise" and the "Ave Maria" of Schubert, as well as Gounod.



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 ROUTERS PLAY 1963'S GREAT INSTRUMENTAL HITS
 Warner Bros. W 1524 (M); WS 1524 (S)

Here's the instrumental group wailing and playing it pretty too on some of this year's most attractive tunes. The lads move quickly from surf, to folk and back, to play such hits as "Washington Square," "Marie Elena," "Memphis" and "Wipeout."

POP SPECIAL MERIT

HANK BALLARD'S BIGGEST HITS
 King 867 (M)

The multi-talented artist wails out with the songs that have made him famous. Included in the 12 cuts is Hank's famous "Twist," which achieved for him his due as a writer and performer. Among other top Ballard ballads are: "Let's Go" and "Finger Poppin' Time." The Midnighters are on hand to provide the background support.

POP SPECIAL MERIT

HERE'S LOVE
 Merrill Staton Voices Columbia CL 2099 (M); CS 8899 (S)

Merrill Staton is one of the top vocal arrangers on the current scene and as he has done with earlier albums on Epic he does a delightful mixed choral job here of the score from Meredith Willson's current "Here's Love." The chorus sings with piano, bass and drums accompaniment, a dozen tunes from the show, including "Pine Cones and Holly Berries" in medley form with an oldie borrowed from the score, "It's Beginning to Look a Lot Like Christmas." The latter has a chance of good air play in coming weeks.

(Continued on page 27)

Charlie Rich Ends Tour

MEMPHIS — Charlie Rich, recording star RCA Victor has been building up in recent months, returned to Memphis this week (26) after a 12-day tour of cities in the East and Midwest promoting his latest single, "Big Boss Man."

Rich appeared on the Dean Griffith record hop in Washington, the Buddy Dean TV show in Baltimore, the Mike Douglas TV show in Cleveland, and the Clark Race TV show in Pittsburgh.

Rich also made appearances in Milwaukee, Chicago, Indianapolis and Cincinnati. Rich was accompanied by his personal agent, attorney Seymour S. Rosenberg of Memphis.

Arbor Switch Date Dec. 1

HOLLYWOOD — December 1 is the date set for the take-over of Arbor Records by contractor Bill London, Jackie Mills, a.&r. head of the label, told Billboard last week. Attorneys are currently going over the label's books prior signing the final papers.

London is buying the controlling stock owned by Fred Astaire, whose dislike for rock and roll music is the prime reason he is unloading his stock. Mills is currently negotiating with several new pop artists and will shortly announce new acquisitions to the Arbor roster.

BIG 3 GETS OLYMPICS

NEW YORK — The Big 3 publishing firm has acquired the rights in the U. S. for the official music for the 1964 Olympic Games. Games will be held in Tokyo and will be handled overseas by Big 3 affiliates. An original Japanese version of the main song, "The Olympic Song" has been released here and abroad as sung by Kyu Sakamoto on Capitol and other EMI affiliate labels. English lyrics are being worked on by the Big 3.

George Curtiss Starts New Label

NEW YORK—A new label, Eurotone International, Limited, has been formed by George Curtiss, former president of Buckingham Records. The new label will specialize in international records exclusively. First release includes two Polish polkas, two Hungarian and one Lithuanian LP.

Distributors so far are Beta Records here; Alsam in Philadelphia; John O'Brian, Milwaukee; Record Distributors, Chicago; Eastern in Hartford, Conn.; John Penney, Boston; Fenway, Pittsburgh; Ideal Products, Newark; Marshall Enterprises, Baltimore, and MainLine in Cleveland.



CLIFF DROPS OVER: Epic Recording artist Cliff Richard, who was recently in the U. S. for the Ed Sullivan show, was the subject of a lot of attention at a cocktail party thrown in his honor. Among the guests were singers Teri Thornton and Georgia Brown, plus the sing-along maestro himself, Mitch Miller.

MUSIC AS WRITTEN

NEW YORK

Woody Herman and ork, currently blowing at the Metropole on Broadway, recorded a follow-up album to his chart-making "Encore" album this past Wednesday through Friday. Herman will continue to put an emphasis on top pop good music tunes played with a big band sound. Records were cut at A.&R. Studios. . . . New, larger location for Pan American Record Supply is on Kalmath Street, Denver. . . . Erroll Garner melody has been put to words by Eddie Heyman. It's called "No More Shadows." Heyman also was hired by Famous Music to put words to the Garner theme from "New Kind of Love." Tune has been retitled "All Yours."

Tenor saxist Bud Freeman did the score for NBC-TV special December 15 called "The Making of a Pro." . . . Allan Sherman was responsible for getting Bruce Howard on Stereodiddies label. . . . Lenny Welch moved to tour with the Army. He's booked for two years. . . . Ray Bolger, currently available on Armour Records disk "L'il Elfy," will appear in Macy's Thanksgiving Day parade. . . . Bob Gardiner, Mills Music ad and publicity man for past four years, goes into concert management and publicity at the end of the month. . . . Meredith Willson wrote special tune for the film version of his Broadway hit "The Unsinkable Molly Brown." Tune is called "He's My Friend" and the picture is an MGM release.

JACK MAHER

PHILADELPHIA

Local attorney Robert Borden, who has co-sponsored jazz and folk music concerts here in the past, makes his solo leap as a concert promoter in presenting Bill Crosby and the Big 3 at the Academy of Music on February 21; following on the same stage on April 24 with the Chad Mitchell Trio. . . . Jack Howard, who used to have his own Cowboy Records label some years back and has since been identified with the cowboy music and Western field as promoter and booker, teams with theater owner Ruben Shapiro to establish a combined Alden Records & Music Publishing Company.

Phil Jaye and Esther Halpern will headline the first "hootenanny" being staged at Temple University's Mitten Hall on December 14 under fraternity sponsorship.

MAURIE H. ORODENKER

HOLLYWOOD

Moonglow Records has signed three new artists and has readied debut singles for them all. Talent includes Tommy Mosley, Don Napoli and the Emeralds. Classical pianist Albert Ferber made his U. S. video debut Wednesday (20) on the Steve Allen show. . . . New members of Ted Feigin's Liberty promo staff are Gerry Lacoursiere in Detroit and Ed Kalica in Washington. . . . Warner Bros. pix has nine composers writing film scores. . . . Frankie Laine had trouble with his Italian in cutting "Don't Make My Baby Blue" for release in Italy, but breezed through the German and Spanish versions, according to his press agent.

ELIOT TIEGEL

Symphony Artists Get Raise in L. A.

HOLLYWOOD — Threat of cancellation of the 1963-1964 Los Angeles Symphony concert season was averted last week when the Southern California Symphony Association and AFM Local 47 agreed on new salary terms.

Minimum weekly salaries were upped from \$147.50 to \$157.50 for the current season; \$167.50 for 1964-1965 and \$185 the following year. Yearly minimums were upped from \$5,015 to \$6,840. A one-week vacation paid at the minimum scale was also provided.

The new contract extends the 1965-1966 season from 35 to 38 weeks. Current season opened Thursday (14), two days after the union membership ratified the Association's proposals. Talks had been going on for the past month, with the Symphony Association stating it felt the musicians should earn a higher wage, but emphasizing it hadn't the finances to warrant any increase.

Bill Nieman Weds

HOLLYWOOD — Bill Nieman, Liberty's ad director, and Edith Flott, United Air Lines employee, were married Wednesday (20) and then took off on a honeymoon trip to Southern Europe.

Headed for the Charts

Billboard Merit Spotlight

Winner: Up & Coming Instrumentalist Cash Box Annual DJ Poll. Cash Box Best Bet. Music Vendor Sure Bet.

"UNCHAIN MY HEART" JACK LA FORGE

UNCHAIN MY HEART Jack La Forge, his piano and orchestra. Mono. Stereo R-288 RS-288

Billboard Merit Spotlight Cash Box Jazz Pick of the Week. Music Vendor Sure Bet.

STEREO CHARLIE MARIANO

A PORTRAIT IN JAZZ Charlie Mariano Mono. Stereo R-286 RS-286 4 Stars—Downbeat

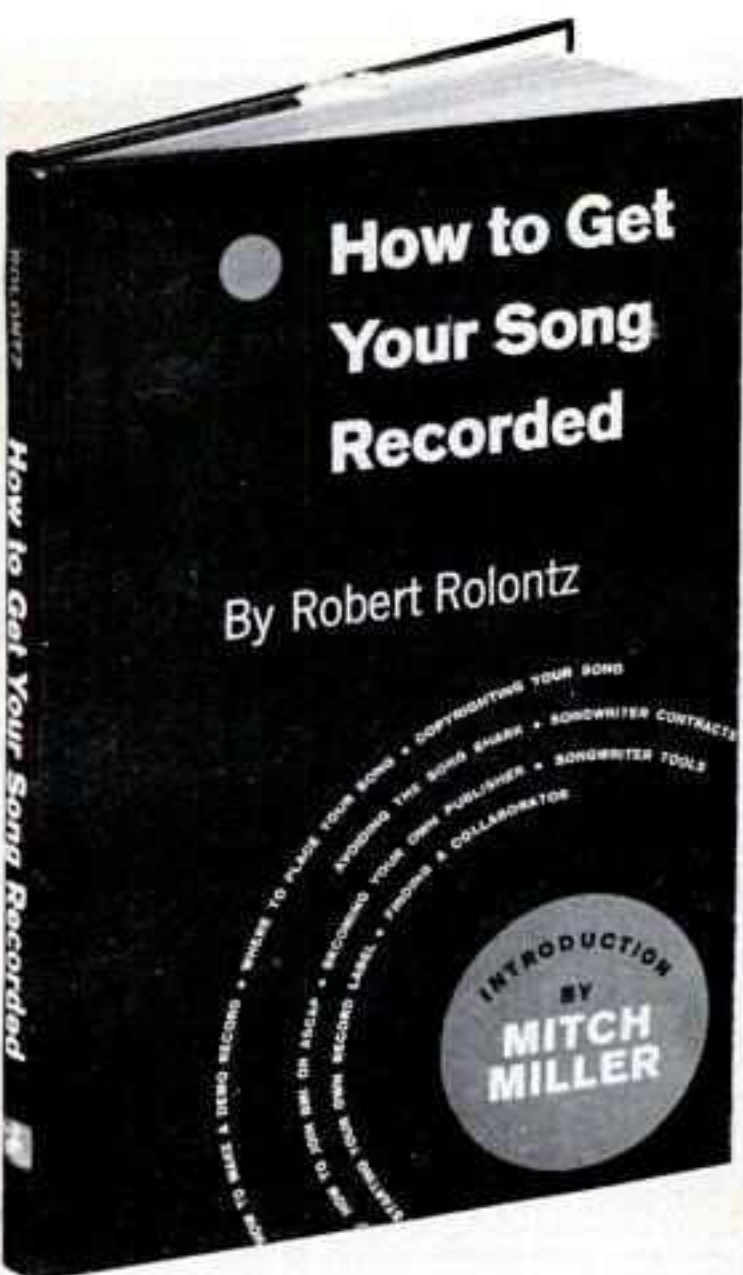
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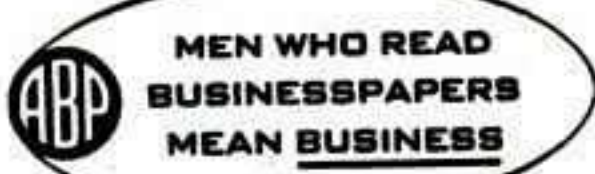
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THE CLICKETTES
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ALBUM REVIEWS

Continued from page 24

POP SPECIAL MERIT

SKI SURFIN'
Avalanches
Warner Bros. W 1525 (M); WS 1525 (S)

It just had to come—the blend of the surfing sound with that of the skier. In fact, the set is justified as the answer to what surfers do in the winter. The music is much in the surfing groove, with similar instrumentation, but softer and less brittle. The tunes are danceable and have the clear-cut surfer's beat. Titles include "Ski Surfin'," "Avalanche," "Along the Trail With You" and "Winter Evening Nocturne."

POP SPECIAL MERIT

SING A SONG WITH THE KINGSTON TRIO
Capitol KAO 2005 (M); SKAO 2005 (S)

Even without the voices of the Kingston Trio, which one might be led to expect were here from first glance, this collection of basic Kingston arrangements for the group's biggest hits, along with lyrics and guitar chords over the lyrics, could generate a good deal of interest among the die-hard fans. The idea is to sing-along with the backings or even lend your own guitar or banjo part to "Tom Dooley," "Worried Mind," "Greenback Dollar" and "Where Have All the Flowers Gone," among others.

POP SPECIAL MERIT

THE PHOENIX SINGERS IN CONCERT
Warner Bros. W 1522 (M); WS 1522 (S)

Several appearances on the ABC-TV "Hootenanny" show, plus numerous personal appearances, has done much to acquaint the public with this good vocal group. This, their second album, displays the group at its best, singing folk compositions such as "Goodnight Irene," "Joe Magaroc" and "By and By." A hootenanny sound is achieved through the live recording of the performance at Washington's folk bistro, the Shadows.

JAZZ SPECIAL MERIT

HUB-TONES
Freddie Hubbard. Blue Note 4115

Trumpeter Freddy Hubbard has come up with his strongest LP to date. His formidable technique is distinguished, but not without association with other great jazz trumpeters. He is joined by James Spaulding on alto sax and flute, Herbie Hancock on piano, Reginald Workman, bass, and Clifford Jarvis, drums. The group is well disciplined and performs well together. Featured are several Hubbard compositions and one standard, "You're My Everything."

JAZZ SPECIAL MERIT

IN THE TRADITION
Dave Von Ronk. Prestige Folklore 14001

Here is an album which will please jazz and folk fans alike. It's a combination of six examples of the superb jazz singing of Dave Von Ronk (and the swinging of the Red Onion Jazz Band) and six top examples of Dave's folk style. Songs like "Ace in the Hole," "Sister Kate," "Kansas City Blues," "See See Rider" are examples of the unity between jazz and Negro folk songs so vividly performed on this waxing.

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.

CLASSICAL SPECIAL MERIT

HOLIDAYS AROUND THE WORLD
Various Artists. Mercury-Curtain Up SR 9036 (S); MG 50361 (M)

A fine assortment of semi and classical songs presented by six very popular musical aggregations, Eastman-Rochester ork (Howard Hanson), Detroit Symphony ork (Paul Paray), Minneapolis Symphony and London Symphony orks (Antal Dorati), and Eastman-Rochester Pops, and Eastman Wind Ensemble (Frederick Fennell). Featured are "Christmas Festival," by Leroy Anderson; excerpts from "The Nutcracker," and "I Vespri Siciliani," by Verdi. A timely commercial package. Should make a fine gift.

CLASSICAL SPECIAL MERIT

BEETHOVEN: STREICHQUARTETTE
Amadeus Quartet. Deutsche Grammophon SLP 138537 (S)

Although there are several recent releases of this great Beethoven work by top classical artists, this four-LP package is an exceptionally fine one. The Amadeus Quartet performs with clarity and defined balance. A smartly illustrated booklet is included which delves (in German, English, French and Italian) into the why's and wherefores of string quartets and the Amadeus Quartet specifically. A collector's item.

FOLK SPECIAL MERIT

JUDY COLLINS #3
Elektra EKL 243 (M)

Judy Collins has yet to break out of the confines of the strictly folk field, but in this, her third set for the label, she does a lot of fine singing of urbanized folk songs, which could win her a bigger audience. She sings several Dylan efforts, including "Masters of War" and "Farewell," plus Bob Gibson's "Ten o'Clock, All Is Well" and a traditional or two like "Bull-gine" Engine" and contributes her own highly articulate liner notes as well. A lot of class here.

FOLK SPECIAL MERIT

PETE SEEGER/LIVE HOOTENANNY
Aravel AB 1006 (M)

Although there's a proliferation of Pete Seeger albums on the market, there appear to be enough folkknicks and Seegerites around to buy them. This LP features the controversial folk singer in concert in London. He sticks to non-political folk tunes and accompanies himself with guitar and banjo. Top-notch folk fare. Audience participation makes this a genuine hootenanny.

SPOKEN WORD SPECIAL MERIT

SCENES FROM SHAKESPEARE
Marlowe Dramatic Society and Professional Players. London 5787 (M)
London 5788 (M)
London 5789 (M)
London 5786 (M)

Here is a four-album series of scenes from Shakespeare performed by Cambridge University's Marlowe Dramatic Society. Included in the series are "The Comedies—Vol. 1"; "The Histories, Vol. 1"; "The Tragedies, Vols. 1 & 2." The various scenes, speeches and soliloquies included in each LP are arranged so that each presents an episode which possesses a dramatic unity of its own. Individual LP's, or the entire series will prove interesting to students of drama, Shakespeare enthusiasts, or just for relaxing listening.

COMEDY SPECIAL MERIT

SLAPPY WHITE AT THE CLUB HARLEM
Chess LP 1481 (M)

Slappy White, an alumnus of the Playboy circuit (he had an earlier album cut at the Playboy Club) is not quite as biting in his humor as Dick Gregory but it's cut somewhat from the same cloth. There is some material here taken from the integration movement, and some spots that are on the blue side, but his audience, at Atlantic City's "Club Harlem seems to dig it all the way, which could be reason enough to think he can score with living room audiences too.

RHYTHM AND BLUES SPECIAL MERIT

JIMMY REED SINGS THE BEST OF THE BLUES

Vee Jay VJ 1072
Reed continues as a powerful blues artist. Here he sings classic blues, including "St. Louis Blues," "Outskirts of Town" (both sides have been coupled as a single) and other notable blues. His fans will like the authentic, primitive vocal style.

RELIGIOUS SPECIAL MERIT

THIS I LEAVE YOU . . .

John Charles Thomas. Word W3276
Here is a great collection of treasured vault material—this time taken from master tapes of NBC, which for years carried the radio programs of the late, great baritone, John Charles Thomas. In these old, but remarkably well-preserved recordings, Thomas, with the aid of the King's Men Quartet, sings a group of favorites like "Church in the Wildwood," "O God Our Help in Ages Past" and "I Love to Tell the Story."



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

- BO DIDDLEY'S BEACH PARTY**
Checker LP 2988 (M)
- THE MUSIC OF LES BAXTER**
Don Tlare and His Ork Exotique. Mercury SR 60845 (S); MG 20845 (M)
- WHERE DREAMS COME TRUE**
Eddie Dunstetter. Capitol ST 1545 (S)
- THE SAN FRANCISCO BEAT**
Ernie Heckscher and His Fairmount Ork. Columbia CS 8886 (S); CL 2086 (M)
- BLUE HAWAII STEEL GUITAR**
Jerry Byrd. Mercury SR 60856 (S); MG 20856 (M)
- THE TWELVE STRING STORY, VOL. 1**
Various Artists. Horizon WP 1626
- THE TWELVE STRING STORY, VOL. 2**
Various Artists. Horizon WP 1635
- THE FUNKY 12 STRING GUITAR**
Translents, featuring Billy Strange. Horizon WP 1633
- SOUTH OF THE BORDER**
Caterina Valente. London-International TW 91292 (M); SW 992292 (S)
- HOOTENANNY BLUE GRASS STYLE**
Various Artists. Mercury SR 60857 (S); MG 20857 (M)
- THE FAMOUS ISLEY BROTHERS**
United Artists UAL 3313 (M); UAS 6313 (S)
- GOLDEN TREASURE CHEST**
Various Artists. United Artists UAL 3314 (M); UAS 6314 (S)
- 108 POUNDS OF HEARTACHES**
Bobby Scott. Mercury SR 60854 (S); MG 20854
- THE NEW WINE SINGERS AT THE CHICAGO OPERA HOUSE**
Jee Jay VJ 1071
- FOLK SESSION INSIDE**
The Country Gentlemen. Mercury SR 60858 (S); MG 20858 (M)

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Decca DL 74456 (S)

TEENAGE LOVE SONGS
Trini Lopez, King 863 (M)

COUNTRY

TRUCK DRIVER SONGS
Various Artists, King 866 (M)

RAILROAD SONGS
Various Artists, King 869 (M)

FOLK

DEAN de WOLF/FOLK SWINGER
Argo LP 4030

WORKOUT
The Knob Lick Upper 10,000, Mercury S R60852 (S); MG 20852 (M)

FOLK SONGS
Vic Bellamy, Lida L 34

SAN FRANCISCO BAY BLUES
Jesse Fuller, Prestige Folklore 14006

JOSH WHITE THE BEGINNING,
Vol. 2
Mercury SR 60821 (S); MG 20821 (M)

RHYTHM & BLUES

FOLK FESTIVAL OF THE BLUES
Various Artists, Argo LP 4031 (M)

JAZZ

NEVER LET ME GO
Stanley Turrentine & Various Artists
Blue Note 4129

STEEL GUITAR JAZZ
Buddie Emmons, Mercury SR 60843 (S); MG 20843 (M)

CHRISTMAS

MELE KALIKIMAKA (Merry Christmas)
Arthur Lyman, Life L 1018 (M)

LATIN AMERICAN

CANDELA
Luis Kalaff Y Sus Alegres Dominicanos, Remo LPR 1509 (M)

SACRED

VIC BELLAMY SINGS THE GOSPEL
Lida L 33

THE FLORIDA BOYS SING AT CARNEGIE HALL
Songs of Faith SOF 112

INTERNATIONAL

YIDDISH MAESTRO PLEASE
Feder Sisters, United Artists UAL 3227 (M); UAS 6227 (S)

TAVERN SONGS OF OLD LONDON
Stanley Holloway, Decca DL 74422 (S)

RELIGIOUS

THE LORD IS ONE
Chorus of the Israeli Temple of Milan, Bruno BR 15002

FOR GOD AND COUNTRY
Fague Springman, Word W 3154

SINGS A HAPPY SONG!
Cam Floria & the Continentals, Word W 3270

IN TIMES LIKE THESE . . .
J. T. Adams & the Men of Texas, Word W 3178

GOSPEL

LISTEN TO THE MORNING STARS OF SAVANNAH, GA.
Checker LP 10007 (M)

LOW PRICE POPULAR

MOST-REQUESTED ORGAN FAVORITES
Jack Ward, RCA Camden CAL 779 (M); CAS 779 (S)

CHILDREN'S

WALT DISNEY'S TALES OF UNCLE REMUS AND OTHER SELECTIONS
Various Artists, Capitol J 3265

LOW PRICE CHILDREN'S

WOODY WOODPECKER
Golden LP 112



THREE-STAR ALBUMS

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

POPULAR

HEARTACHES BY THE DOZEN
Champ Butler, Gillette LP 6334
AN AFFAIR OF THE HEART
Jason Blake, Epic LN 24070 (M); BN 26070 (S)

LIVE . . . AT "THE LOSERS"
Ann Richards with the Bill Marx Trio, Vee Jay VJ 1070

AIN'T THAT GOOD NEWS!!!
Ray Rivera, Merry-Go-Round FXM 718

HOOTENANNY HIT PARADE, VOL. 1
Cape Gay Trio, Boyd M 102

JAZZ

LOOK OUT LOOK OUT
Red Hold, Argo LP 696

CLASSICAL

MOZART: SYMPHONIES
Vienna Philharmonic Orchestra (Kertesz), London CM 9354 (M); CS 6354 (S)

FOLK

SING SONGS OF THE NEW LOST CITY RAMBLERS
Aravel AB 1005 (M)

SACRED

GOSPEL FAVORITES
The Tell Tale Singers, Aravel AB 1002 (M)

BAND

BAHAMAS POLICE BAND
OHB 6148/6149 (M)

SPIRITUAL

IN SERVICE
Metropolitan Baptist Church, Faith LP 1001

CHRISTMAS

THE TRUE MEANING OF CHRISTMAS
Don Reno & Red Smiley, King 874 (M)

POLKA

BAILANDO POLKAS
Martaachi Vargas de Tecalitlan, RCA Victor MKL 1525 (M); MKS 1525

Admiral Says Profits Up

NEW YORK—Admiral Corporation has reported increased sales and profits for the third quarter and for the first nine months of this year, according to Vincent Barreca, president. Increased civilian business has offset weaknesses in government electronic sales, Barreca said.

Earnings after taxes for the first three quarters were 78 cents per share, as against 23 cents per share last year. Profits after taxes for the third quarter were 18 cents per share this year, as against a substantial net loss for the period last year. Barreca said distributor to dealer movement of color TV has also shown gains with the firm's trail-blazing 11-inch portable, introduced earlier this year, back-ordered for the balance of 1963.

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HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 15 entries for Australia including 'YOU'LL NEVER WALK ALONE', 'DO YOU LOVE ME', 'ROYAL TELEPHONES', etc.

BRITAIN

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

Table with columns 'This Week' and 'Last Week'. Contains 26 entries for Britain including 'SHE LOVES YOU', 'YOU'LL NEVER WALK ALONE', 'DON'T TALK TO HIM', etc.

Table with columns 'This Week' and 'Last Week'. Contains 4 entries for Denmark including 'IF I HAD A HAMMER', 'MARCHEN TIL DRINA', etc.

DENMARK

(Courtesy Quan, Copenhagen)

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Denmark including 'IF I HAD A HAMMER', 'MARCHEN TIL DRINA', etc.

EIRE

(Courtesy Irish Times, Ltd., Dublin)

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Eire including 'YOU'LL NEVER WALK ALONE', 'BLUE BAYOU', etc.

FINLAND

(Courtesy Itta-sanomat, Helsinki)

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Finland including 'DEVIL IN DISGUISE', 'TANGO MERELLA', etc.

FRENCH (WALLOON)

BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for French (Walloon) and Belgium including 'IF I HAD A HAMMER/AMERICA', 'TU MENS MON AMOUR', etc.

HOLLAND

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

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Holland including 'IF I HAD A HAMMER', 'TES TENDRES ANNEES', etc.

HONG KONG

(Courtesy Kol Israel Broadcasting)

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Hong Kong including 'BOSSA NOVA BABY', 'WALKING PROUD', etc.

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Israel including 'IT'S ALL IN THE GAME', 'SAY IT WITH FLOWERS', etc.

ITALY

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

Table with columns 'This Week' and 'Last Week'. Contains 11 entries for Italy including 'SABATO TRISTE', 'SE MI VUOI LASCIARE', etc.

Table with columns 'This Week' and 'Last Week'. Contains 6 entries for Japan including 'ERI UN'ABITUDINE', 'THANNO VISTA', etc.

JAPAN

(Courtesy UTAMATIC, Tokyo)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 13 entries for Japan including 'DEVIL IN DISGUISE', 'YUUI NO OKA', etc.

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Mexico including 'MAGIA BLANCA', 'LET'S GET TOGETHER', etc.

NEW ZEALAND

(Courtesy Juke Box Magazine)

Table with columns 'This Week' and 'Last Week'. Contains 8 entries for New Zealand including 'JUDY JUDY JUDY', 'BLUE VELVET', etc.

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 6 entries for Norway including 'GI MEG EN COWBOY TIL MANN', 'BOSSA NOVA BABY', etc.

Table with columns 'This Week' and 'Last Week'. Contains 9 entries for Peru including 'RED SAILS IN THE SUNSET', 'SUKIYAKI', etc.

PERU

(Courtesy La Prensa, Lima)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Peru including 'MIRA COMO ME', 'SUKIYAKI', etc.

PHILIPPINES

(Courtesy Audiomusica)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Philippines including 'A MILLION THANKS TO YOU', 'BIG DADDY', etc.

SOUTH AFRICA

(Courtesy Juke Box Magazine)

Table with columns 'This Week' and 'Last Week'. Contains 8 entries for South Africa including 'DA DO RON RON', 'SHE LOVES YOU', etc.

SPAIN

(Courtesy Discomania Madrid)
*Denotes local origin

Table with columns 'This Week' and 'Last Week'. Contains 10 entries for Spain including 'AMOR DE VARANO', 'TELL HIM', etc.



SILVER BEATLES: Members of the Beatles, hottest British group, receive their two silver LP awards from EMI chairman Sir Joseph Lockwood for sales well over the 250,000 mark on each of their albums "Please Please Me" and "With the Beatles." The latter award was given two weeks ahead of the release of the LP. Advance orders stood at an unprecedented 345,000. At the same ceremony the group was given a miniature silver EP to mark sales of 400,000 for their first EP "Twist and Shout." The boys have racked up a total sale of over four million on the sum total of all singles, EP's and LP's.

U.N. LP Hit 1 Million Mark

OSLO—The "All-Star Festival" LP sale, the world over, was about one million copies. The net income to the world's refugees around \$1 million, said Stanley Wright, information officer to the UN high commissioner for the refugees in Geneva—during a TV program in Oslo.

Secretary general of the Norwegian Refugee Committee, Wilhelm S. Boe, told Billboard that in Norway the record was sold for 25 kroner (\$3.50), and the net income per record was 20 kroner (\$2.90).

The "All-Star Festival" sold around 55,000 copies in Norway. Large net income was possible because everybody—including the wholesalers and the retailers—refused to take any personal profit on the sales.

AUSTRALIA

'Matilda's Waltz' Whirls Industry

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

W & G caused quite a storm in Melbourne with the release of a completely new "Waltzing Matilda." Using the original lyrics, the vocal group, the Seekers, have recorded a new version to a new tune and Radio Station 3AK, the radio outlet of General Television Corporation, presented the disk with their weekly award. In one afternoon the station reports in excess of one thousand listener telephone calls requesting details of the song.

With the opening date announced for February of the musical "Stop the World I Want to Get Off," which will have its premiere in Melbourne, Essex Music has lifted the restriction of the music from December 2. English Decca scheduled the release of the original London cast doing selections from the show plus two singles by **Anthony Newley** and **Shirley Bassey**.

E.M.I.'s Capitol label has four new singles by **Bing Crosby**, **Andy Griffith**, **Kingston Trio** and **Bobby Darin**. . . . London Records has another single deal release from **Phyllis of Darlene Love's** "A Fine Fine Boy." Epic Records rush releasing their version of "Washington Square. . . . Philips rushed out "Dominique," by **The Singing Nun**, which is breaking out due to import air playing in all States.

The 20th Century-Fox recording by **Lena Horne** of the highly, controversial integration number "Now" seems set for a successful chart ride as import pressings of the number have received extremely favorable listener reaction. **Col Joye**, who recently created a Festival sales record with a package of oldies titled "Classics of Rock," is to release a second in the series aimed at the stomp field titled "Stomp Around the Clock."

Harry Wren is to promote Australia's first import Hootenanny Show through the Stadium circuit. Starring in the show will be **Sheb Wooley**, **Fredie Morgan**, the **Gateway Trio** and from New Zealand the **Yeomen**. Dates set for Sydney, December 6 and 7; Brisbane, 9; Adelaide, 10, and Melbourne, 11 and 12. For next year Wren says he has signed folksinger **Joan Baez**.

Belinda Music (Australia), Pty. Ltd. and associated companies and **Woomera Music** Pty. Ltd. (the publishing house of W&G records, Melbourne), announce the conclusion of a new agreement whereby original works obtained by either in their respective areas may be submitted to the other for consideration by the other States artists, and where records result through these activities the copyrights will be shared by the two houses. This is an important step in the breaking down of the "Iron Curtain" which is so often evident between Sydney and Melbourne, and a matter for great satisfaction for **Ron Gillespie** of W&G, and **Norman Whiteley** of Belinda, who negotiated this new kind of alliance, which can only be of tremendous help to Australian writers and artists.

ARC will be launching their Palette label next week. The label will be given local identification. ARC has released the new **Gene Pitney** single "Twenty Four Hours From Tulsa." . . . The **Kiwi Four**,

BLAME ANKA BOMB ON NEW PROMOTERS

BRUSSELS—The Paul Anka tour in Belgium was not a success, because the Belgian organizers who were amateurs had to do things in a rush. Anka himself was better than ever before and enjoyed a big success with his fans, although they don't seem too anxious to buy his latest record "Wondrous Are the Ways of Love." He will participate at this year's San Remo Song Festival.

Barclay Fetes Disk Dealers

BRUSSELS—The most important event of the last few months was without doubt the reunion of some 500 record dealers from all over the country in the Hotel Metropole here for a supper by candlelight, organized by **Eddie Barclay** at the occasion of the creation of his own company in Belgium, Barclay Franco-Belge.

Also present were Barclay artists **Gerard Mellet**, **Rachel**, **Le Petit Prince** (11 years), **Hugues Aufray**, the **Witchdoctors** (from England), **Evy** and top star **Jacques Brel**, and from the Belgian Barclay staff, **Peter Plum** (a.&r. man), commercial manager **Bral** (a well-known name in Belgian record business) and from the French Barclay staff, **Eddie himself**, **Fernandez** and **J. Souplet**. The show was presented by **Raoul St. Yves** and **Jean Martin** while speeches were held by **Eddie Barclay** and **Jacques Souplet**.

New Zealand instrumental group, have migrated to Australia and have settled in Sydney with a recording contract from EMI issued on the HMV label.

New Festival recording includes a new stomp disk by **Johnny O'Keefe** titled "Shake, Baby, Shake." **Jimmy Little** cut 12 tracks featuring inspirational religious numbers.

The first Liverpool song recorded locally by **Paul Wayne** on Leedon Records, "Don't Do That," by **Les Van Dyke**, has been banned by the Federation of Commercial Broadcasting Stations. . . . The disagreement between **Belinda Music** and **Tu-Con Music** over the control of the **Jobete Music Catalog** in Australia is at last resolved with **Belinda** getting most of the items. **Tu-Con**, however, retains "Do You Love Me," currently No. 1 in England by **Brian Poole**, recorded by English Decca and released in Australia by EMI.

Sven Liebeck, a.&r. for CBS, reports that he has signed **Jimmy Steward** to a long-term contract. **Steward** will be CBS's first local Country and Western artist.

BELGIUM

Discobel, Fonior Issue New Lopez

By **JAN TORFS**
Stuivenbergvaart 37, Mechelen

A while back this column reported that **Discobel** had re-

International NEWS REPORTS

U. K. FIRMS SAY STAMPS ARE OUT

By **CHRIS HUTCHINS**

LONDON — Two leading British record companies have joined the war which is currently flaring here over trading stamps. **EMI** and **Decca** have both issued statements to dealers reminding them of their obligation to sell records at retail prices—thereby banning the stamps.

The **EMI** statement reads: "The issue of gift trading coupons to any customer in connection with the sale of any of our

products subject to retail price maintenance conditions is a breach of those conditions since in our opinion the gift coupon is a reduction in selling price."

Decca has taken a similar line and the company's statement adds: "The company has a duty to all its dealers to see that there is no unfair competition and will therefore take proceedings in any case brought to its notice."

As yet **Pye** and **Philips** have not made their policy toward the trading stamps known.

leased **Trini Lopez'** "Jeanie Marie" on the **Imperial** label. This caused some trouble over here, for at the same time **Fonior** (the distributors of the London label) had already bought the rights for distribution of this record in Belgium. **Discobel** had imported the record directly from Holland where it was distributed under the **Imperial** label. Now **Fonior** sells it.

The first EP by **Trini Lopez** has been released through **Socodisc** taken from **Trini's** LP "At PJ's."

Records by **Adamo**, **Richard Anthony**, **Tony Bennett**, **Robert Cogoi**, **Cliff Richard** and many others have been put aside until better times will have arrived. It is believed that these records will be brought out shortly so that dealers can make them hits before the year end holidays.

Inelco introduced the famous **RCA Dynagroove** records. . . . Since all the **Buddy Holly** records are still doing fine, **Siemens** released six old singles at the same time. All these records disappeared from the catalog, but demand for **Holly** disks still increase; these numbers were brought back. An **Al Jolson** al-

bum with evergreens was also issued.

With his two latest records, taken from the picture "D'ou viens-tu, Johnny," **Johnny Hallyday** has again his place among the best sellers. "Ma guitare" and "Pour moi, la vie va commencer" are both hits. . . . Newcomers over here are "Heartaches" by **Ray Conniff** and **Billy Butterfield** on **CBS**, "Applejack" by **Jet Harris** and **Tony Meehan** on **Decca**, "The Grass Is Greener" by **Brenda Lee** on **Brunswick**, "She's a Fool" by **Lesley Gore** on **Mercury**, "Crossfire" by the **Orlons** on **Cameo-Parkway** and "You'll Never Walk Alone" by **Gerri and the Pacemakers** on **Columbia**.

RCA's "Christmas at the Ponderosa," the new album by the **Bonanzas** will be sold through the record dealers in the Flemish part of the country by a tie-in with **Zondagsvriend**, **Gazet van Antwerpen**, **Gazet van Mechelen** and **Gazet**, an important group of newspapers. **Willy Roelans** of **RCA** Belgium hopes to bring the "Bonanza" stars to Belgium on that occasion. Another **RCA**-recording star is expected very soon: **Little Peggy March**, who

SAN REMO FIELD NARROWED TO 30

ROME—Several surprises were contained in announcement of narrowing of San Remo entry list from 217 songs to 30. Another 10 will be dropped before the final entries are known. One notable casualty was **Renato Rascel** whose song is not on the list.

Still in the running is **Domenico Modugno** who intends to have France's **Henry Salvador** as his foreign counterpart; **Pino Donaggio** who will share with another French ace, **Gilbert Beaud**; **Gino Paoli** whose mate will be **Alain Barriere** also of France; **Tony Dallara** who will be backed up by **Ben E. King** from the U. S.; **Laura Villa** whose partner is Germany's **Peter Kraus**; **Milva** paired with France's **Dalida**, and last year's winner, **Tony Renis** who would like **Nat King Cole** to join him.

Among those whose songs are out of the running are the highly regarded **Peppino di Capri** and the trumpet favorite **Nino Rosso**. Those whose numbers have been eliminated may, however, still compete with other compositions. The final choice will be made by the **San Remo Casino** management for presentation on **January 30** and **31** with the finals on **February 1**.

will appear December 7 on TV's "Pro en Contra." . . . Peter Kreuder recorded for Palette "Tokyo 64" and hopes that this tune will become the official Olympic Game march. . . The R.T.B. (television) launched a new program: "Tube ou bide," in which new records are played to an audience and a jury. Teen-agers and pros have to decide whether the record will

be a hit or a miss. Roland Kluger of the World Music circuit is production consultant. Palette Records reports strong reaction and air play on the brand-new Monty Babson record, "Hava Nagila." . . . Will Tura's LP has just been released. Strong reaction on "Verlaten hartn gebroken hart." This title will be released as a single. After 13 more concerts, Will

Tura will go on with solo one-nighters. Intervox Music Companies moved to a new address in Antwerp and signed an exclusive recording contract with Jacques Raymond, one of Belgium's top talents. On the Discostar label another Intervox production has been released with big hopes for big sales: Will Sompel with "Cleopatra Hully Gully."

a two-week tour to London and Paris for talks about Gaze compositions with Decca EMI producer Norrie Paramor, Chappell, Edition Pigalle, Dr. Rolf Marbot and others. . . . Some 500,000 singles were sold by festival winning title "Ich will 'nen Cowboy als Mann" sung by Gitta on Electrola.

Paul Anka will tour through Germany from February 25 until March 15 and will earn \$37,500 for the 20 days. . . . Ariola-Sonopress changed the name of the company to Ariola-Eurodisc. . . . Maurice Chevalier will tour several cities in January. In Saarbruecken a new, big radio station will start January 1. It will only play light and dance music, and news and advertising spots. Musical director is Richard Krueger.

Werner Raschek, manager of the international pop repertoire department of Electrola, the German EMI associate, received a two-day visit from Jerome B. Thomas, international sales director of Liberty Records. Raschek also had talks with 20th-Fox's Steve Morris. . . . "Twist and Shout" with the Beatles released here on Odeon label and reached No. 22 on the German charts. "Washington Square" by the Village Stompers was released on Electrola label. . . . H. A. Kirsten is the new managing director of the Miller International Company in Hamburg. . . . Ariola-Eurodisc presents a subscription of the opera "Die Meistersinger von Nuernberg," by Richard Wagner in the opening performance of the National Theater in Munich. The subscription price is \$24.50 for a luxury album with five LP's. The album will be out on March 1, 1964.

EIRE

Trini Album Up, Single Runs Down

By KEN STEWART
Irish Times, Ltd., Dublin

Shortly before Pye released "Lonesome Traveler" as a follow-up to Trini Lopez' smash "If I Had a Hammer," Solomon and Peres issued "Jeanie Marie" on London, which was voted a "miss" on Gay Byrne's "Pickin' the Pops." Meanwhile, the Reprise album, "Trini Lopez at P.J.'s," is selling very well.

Telefis Eireann presented "The World of Benny Goodman," featuring the U. S. clarinetist's controversial visit to the Soviet Union. . . . "The One-Nighters," Peter Collinson's movie about Waterford's Royal Showband (of which recent Irish chart topper Brendan Bowyer is a member) will be seen in cinemas as a main feature.

GERMANY

Electrola Execs Make U.S. Tour

By CHRISTIAN TOERSLEFF
48 Uhlenhorster Weg
Hamburg 22

Dr. L. Veder, managing director, and A. Batzem, export manager of Electrola, returned from a two-week America-Canada trip. They visited, in New York and in Toronto, the newly established import organization which distributes German-made records with Electrola repertoire under the Odeon label. Veder also visited the Capitol headquarters in Hollywood and had talks with CBS, RCA Victor, MGM and Liberty.

The Teldec production by Paul Siegel with the Berlin instrumental group, the Magnets, have been released in the U. S. A. on London International Records. . . . Sabine Specht from Heino Gazes publishing company of Berlin made

HOLLAND

Dutch Pianist Wins Contest

By SKIP VOOGD
Joh. Camphuystr. 189
The Hague

Dutch pianist Mariette Van Wijk took the second prize at the Grand Concours International de Musique in Geneva. First prize was not awarded.



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By

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Miss Van Wijk is a student of Robert Casadesus.

Pia Beck is back in her native land after a tour of the States. She played with stars like Andrew Sisters, Louis Prima and Liberace and will appear in Rotterdam, Amsterdam, and Eindhoven and will also star in a TV show during the winter season. . . . Bovema president Gerry Oord and his son are on a visit of the States. . . . RCA Victor disks being given a good hearing in the country are Elvis Presley's "Bossanova Baby," the Los Indios Tabajaras U. S. hit "Maria Elena," Bobby Bare's "500 Miles," Little Peggy March cut her first German language single "Bobby Kusst Wunderbar," and these Dutch RCA artists also have new singles Eddy Denver and the Black Arrows. Rita Pavone is also getting top action on her disks.

Dutch versions of German hits provided a comeback trail for Annie de Reuver. The Liberty label is also getting good action from Eddie Cochran. Bovema pushes its own product on a sponsored radio show on the only commercial radio here, Radio Veronica. . . . A special LP has been issued to commemorate the 150-year anniversary of the Kingdom of the Netherlands. . . . Dutch Decca will release recordings of the Willis Brothers.

A few days after the special benefit concert in behalf of the survivors of the earthquake that destroyed the city of Dousadsj in Persia, Erroll Garner was special guest star again on a Dutch TV show entitled "Scala." During his stay in Holland, the film "New Kind of Love" was shown. Garner wrote the music for the show. . . . Phonogram welcomed German TV producers at the Singer Concert Hall at Laren. Phonogram's P.R.O. Jaap Stamer was host and introduced Dutch vocal top-talent to the producers of Freies Berlin, the W.D.R. and the N.W.D.R. Stamer told Billboard that the contact had resulted in several excellent contracts, "and," he added, "Germany shows a growing interest for Dutch musical talent." The latest TV appearance of the Dutch vocal duo The Blue Diamonds in Germany had resulted in strong sale of "Sukiyaki" in the German version.

In Holland Stateside now has The Shirelles, The Chiffons and The Four Seasons hitting. . . . Bovema's Atlantic label rushed out "Deep Purple," by the singing duo April Stevens/Nino Tempo. . . . Artone's subsid Funckler Records is working overtime to meet the terrific de-

mand for Trini Lopez' Reprise etchings, especially the single "If I Had a Hammer," and the hottest LP on the market "Trini Lopez at P.J.'s." . . . The Gordy-Motown-Tamla line, released by Artone's subsid Funckler Records, is definitely breaking through in Benelux. Especially records of Little Stevie Wonder, The Miracles and Martha and the Vandellas.

The secretary of the Holland Festival, Peter Diamond, told Billboard the 1964 Holland Festival will be held from June 15-July 15 and will be opened in The Hague. The Residency Orchestra will give some concerts, the Nederlandse Opera will present three operas.

The death of Edith Piaf has caused a strong demand in Europe for those recordings that made her famous in her earlier career. Columbia has again released some records and Philips released an LP album with such historic Piaf recordings like "Mon Legionnaire." The album (Les Grandes Chansons d'Edith Piaf) finds a ready market already in Holland, where Piaf was very much beloved.

ITALY

Carisch Named A.I.D.E.M. Prexy

By SAM'L STEINMAN
Piazza S. Anselmo 1, Rome

Alberto Carisch, head man of Southern Music Italiana, has been elected president of Italy's oldest association of music publishers, A.I.D.E.M.

CGD International, one of the two companies formed out of the old Sugar alignments of Compagnia Generale del Disco and galleria del corso, has issued its first catalog with numbers on 13 different labels hailing from Italy, France, England and U. S. These include Ascot, Cameo, Carlton, Derby, Everest, Festival, MGM, Palette, Parker, Reprise, 20th-Fox, United Artists and Verve. Label also handles Acuario, GC, CGD and Juke Box for export. Its first number on best seller lists is "The Hully Gully" by Chubby Checker.

Ri-Fi has put out a 45 with its three artists of the Zurich Festival, Cocki Mazzetti, Fabrizio Ferretti and Iva Zanicchi. . . . Henry Wright has recorded an Italian blues number, "Heaven in My Blood," for the sound track of "Nude World," forthcoming MGM film made here. . . . Jaguar, one of the newest labels, which has built up Ricky Gianco with three disks, is now featuring his musicians separately as the Satellites of Ricky Gianco. Their style is that of "The Shadows." Gianco meanwhile is recording his songs in French and German for Polydor. . . . Line Renaud is preparing her show, "Casino de Paris" for the Dunes of Las Vegas in Milan. . . . Recent Billboard award winner, "Sugar Shack" by Jimmy Gilmer and the Fireballs, has been brought out by Decca Italiana. . . . Pat Boone is singing the Modugno hit, "Si, Si, Si" on Italian records. . . . Nini Rosso's "Trumpet Lullaby" for Sprint is a salute to his first born. . . . Capitol has come up with Jackie Gleason's "Movie Themes." . . . Back after his activity in grand opera is Gilbert Beaud with "Au Reservoir" and "Too Handsome."

Paul Anka was in Rome to record a new series of numbers in Italian. . . . Armando Trovajoli, who scored the success of his stage musical "Rugan-

tino," has done the score of "The Monsters" for RCA Italiana. . . . Cetra has taken the famous record of Nilla Pizzi, who was the top name in pop singing a decade ago, and put out a reconstructed LP of her best known hits. . . . New Tony Del Monaco combo has begun recording for RCA. . . . Nicola Arigliano's "If You Wish" is the Italian version of the Ray Charles hit, "Take the Chains From My Heart." . . . A dance from Haiti, "Ay-Bo-Le," is being pushed by Fred Bongusto, whose latest Ri-Fi LP is just out. . . . Voce is the latest with an album of "Celebrated Neapolitan Songs," this time by Lucia Valeri.

Newest record club sponsored by Voce Del Padrone requires purchase of three disks a year and offers dividends on a point system depending on prices. First purchase provides for three records for the price of one. . . . Ri-Fi has three of its young artists on the RAI "Gran Premio" competition in persons of Iva Zanicchi, Antonella d'Agostino and Augusto Lannetto.

SPAIN

Musicians Get More Money

By RAUL MATAS
32 Ay Jose Antonio, Madrid 13

Musicians were granted a raise of \$2.33 per hour for recording sessions here. They were getting 140 pesetas per hour (\$2.33) and now they have a 280 pesetas (\$4.66) fee per hour.

Andre Kostelanetz will visit Spain before Christmas. . . . Dimitri Tiomkin announced his plans to bring a musical variety show here with Barbra Streisand as soon as possible. . . . Los Cinco Latinos will tour Spain again on June 1964, and Enrique Guzman will close 1963's shower of stars. . . . Coming up "Tell Him" in the Spanish rendition done by Luis Aguile (Odeon) in Barcelona. . . . "Hully Gully" is the local teen-age fever and Trini Lopez's "If I Had a Hammer" was recorded in Spanish by Los Tres Sudamericanos.

Disc jockeys here anticipate the Hot 100 through RSI of Billboard. Some labels complain because listeners immediately ask for the new records and dealers demand urgent releases. This is an old and unresolved problem for various companies. When they finally do launch the song the time has come for newer tunes. Spanish record buyers are getting up to date and being more and more demanding.

Dion DiMuci came here to promote his records with a couple of appearances on TV. Peter De Rougemont (CBS) also flew in and presided at a party offered by Hispavox. . . . Frankie Laine will also appear on Big Parade's TV show after the coming San Remo Festival where Laine will be a guest star. . . . Francoise Hardy will also come back to Spain next year. . . . Juan Carlos Mareco (Pinocho) comes back to Spain with a musical show headed by the Macke Mac's. . . . Fonogram pushing Polydor's Bert Kaempfert disk with "Danke Schon." . . . Belter claims its new equipment is the most up to date in Spain. . . . Siboney Trio represented Spain at the Disc Gala in Holland. . . . Rigual's tremendous hit "Cuando Calienta el Sol" won't be heard in Turkey by the hit makers because their Cuban passports are not honored in that land.

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SLEIGH RIDE

SCARLET RIBBONS

MILLS MUSIC, INC.
New York 19, N. Y.

Radio-TV PROGRAMMING

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

EDITORIAL

Free Broadcasting

We are extremely fortunate in this country to have a free broadcasting industry so responsive and dedicated to the needs of the people.

The tragedy that struck us all on Friday, November 22, proved with little doubt that our nation's networks and independent radio and TV stations know how best to serve the needs of the people without being told.

The total coverage of the heart-rending three and one half days was a triumph in modern communications.

Never have so many people relied so heavily and completely on the broadcast media for fast-breaking vital information of world-shattering importance. They were not disappointed.

The broadcasting industry was instantly responsive, throwing its full and highly competent forces swiftly into gear. Station and network personnel remained at their assignments around the clock. Most managed only brief periods of rest during the more than 80 hours of uninterrupted coverage. The fierce competition that pervades within the field was turned into a potent force of co-operation to bring the American people the facts they so urgently needed. Facilities were pooled, programs exchanged, and information centers established.

Radio and TV affiliates and independent stations subscribing to their own news services supplemented the networks' and other outstanding national coverage with exemplary programs and reports on the implications and ramifications of the death of President Kennedy on their own local communities.

Perhaps more than any other commercial industry in the United States, broadcasting sustained the greatest financial loss. Cancelled programs, the elimination of all commercials, added manpower and facilities and other costs for nearly three and one half days of continuous coverage will run into the millions.

It is befitting at this point that we make special note of the radio and television stations and their dedicated personnel in the beleaguered city of Dallas, who unswervingly and responsibly responded to the near overwhelming demands for more and more coverage and information from all over the country.

This triumph in communications was not the proud achievement of a handful of stations or the networks, but rather the unselfish massive response of the entire free and independent broadcasting industry to the call of the nation.

Rap Diskery Distribution In Service to Stations

ROBERT LATIMER

DENVER—There is a serious need for national-level conclave of record producers and broadcasting station heads on the matter of servicing stations properly, it was agreed by panelists on "Music Matters" at the Denver regional meet of NAB, November 21-22. Sitting in on one of the panel discussions were John Meagher of NAB; William Muncy of Warner Bros., Hollywood; Jimmy Adkins, KOA, Denver; Joe Kjar, KSL, Salt Lake City, and Russell Shaffer of KBOL, in Boulder, Colo.

Projected by Adkins was the sharp trend toward buying of records by major stations because of dissatisfaction with the service provided by record distributors or companies. Adkins stated that KOA, as a 50-kw. station, is planning to solve the problem of unwanted records by buying every disk programmed on the air.

Joe Kjar of Salt Lake backed him up with the statement that KOL is already doing just that. Both men agreed that records received as a service by distributors or companies are not generally in line with policy, that two-thirds of such records are useless, such as cheap comedy, live recordings of events, rock and roll, etc. Adkins pointed out that KOA will play no rock and roll whatever, and definitely does not go by the popularity charts, as would be the case with other stations. The only one to ensure selectivity as matters stand now is to buy all records, he said. He pointed out that

many small-town or rural area stations get no service at all, the distributor naturally preferring to send free records to those stations which give him the best play. Adkins cited Denver, with its 19 stations, 500 miles from the nearest major record producer, as typical, less than half of these receiving any record service whatever, and the others using only a small percentage of those received.

What is needed is some sort of standardized service, on an equitable basis, and better discrimination in the records provided, Adkins added. All members of the panel (Adkins sat in for Gene Gruff of KOA, originally scheduled) agreed that a confrontation of record manufacturers by all major stations in a national symposium is likely to be the only practical solution to the problem.

Even Shaffer, representing KBOL in Boulder, stated that no records were being accepted on free distribution; every disk used on his station is purchased.

William Muncy of Warner Bros. agreed that the problems were as outlined, and answered

(Continued on page 35)

Williams—KDKA's Man of Hour

(Another in a Series)

PITTSBURGH—Jack L. Williams has been program manager of KDKA radio since September, 1962. Williams was publicity director for the Pittsburgh 50,000-watt from June, 1955, through October, 1957, when he became advertising and sales promotion manager of WBZ radio, Group W's Boston station. For 18 months, before rejoining KDKA, he was assistant program manager of WBZ, specializing in documentaries and public service programming. He directed a staff of 12 in producing an average of two documentaries each month.

Williams has personally written and produced four docu-



JACK L. WILLIAMS

mentaries on Thoreau, two on mental health among children,

three on Suburbia, a number of "instant" new documentaries, and numerous "Program PM" features. He also introduced the "verticle documentary" technique at KDKA, five-minute public service production packages aired every hour on the half hour throughout the day. Honors have included the Freedoms Foundation Award, Ohio State University First Place Awards in both 1962 and 1963, Sigma Delta Chi Award for Public Service in Radio Journalism in 1963. As program manager of the nation's "first commercial" radio station, Williams oversees the programming of one of the most respected and influential broadcast stations in the world.

PROGRAMMING NEWSLETTER

New Ideas Busting Into Radio

By BILL GAVIN
(Contributing Editor)

Ideas about radio production have changed considerably during the past decade. The traditional concept of the producer, with his script and stop watch, has given way to new techniques in the production of record shows.

A few disk jockeys, in competition with big budget live programs, were forerunners of modern production. (Buffalo Bob) Smith at WNBC, Martin Block at WNEW, and Bill Randle at WERE were among the small band of pioneers in the field of adding new dimensions of sound, color, illusion and suspense to the pedestrian routine of broadcasting phonograph records.

Today, when music and news stations are competing primarily against each other, rather than against star-studded network shows, it is through production ideas and techniques that stations attain that degree of individuality that differentiates them from their competitors. Formula radio pretty generally combines hourly five-minute news, periodic temperature reports and weather forecasts, frequent (and seemingly incessant) references to the station call letters, and upward of a dozen records each hour. From 10 to 15 minutes per hour are devoted to commercials.

By far the largest amount of today's radio production is devoted to the presentation of these ingredients. Station identification is made musically via jingles. News is introduced by fanfares or jingles, and is occasionally interspersed with code or ticker sound effects, to create the illusion of world-wide and instantaneous coverage. Such features as the "discovery," and even time and weather, also have their own special themes and sound effects.

Production Outfits

Many of these production aids are pre-packaged by large production outfits that specialize in such things. New York and Hollywood, with their huge reservoirs of talent, provide the main sources of production packages, but non-unionized areas such as Texas offer lower costs plus frequently good results. In a few cases, the program director deserves much credit for creative ideas that go into the jingle package, but



generally the production company originates the ideas and syndicates them in noncompeting areas.

Packaged production aids have been standard for quite some time. More recently, the emphasis has been on local station production. A number of important stations now assign a full-time man to direct production. In addition, more emphasis is being placed on making individual disk jockeys responsible for production gimmicks on their own shows.

The station's production director is mostly occupied with recording station promotions and special features. He submits original ideas to his program director for handling contests, beeper phone interviews, on-the-spot tapes, and so on. More and more, the production director is being made responsible for what is loosely called, for want of a better name, the station's "public image."

Challenge in Future

The disk jockey, as his own production man, faces the biggest challenge in the years immediately ahead. It is impossible to speak of d.j. production skills without mentioning the legendary Frank Ward, now station manager of WVON, Chicago. Stories are still told of Frank's console of four or five turntables, his chest mike, his flawless cuing and timing, and how he scorned a chair—always working on his feet. Several d.j.'s of more recent vintage learned their trade by watching and listening to him.

One program director recently told me: "I don't want my jocks to ad lib a good new idea. If they think of it during today's show, I tell them to hold it off and work on it for tomorrow's show. That way, they always know how to handle it and whether it will really fit in."

This statement illustrates today's growing emphasis on the d.j.'s advance preparation for each show. The trend in today's radio, regardless of station music policy, is toward a greater accent on showmanship. The success of tomorrow's disk jockey is likely to be determined not by his voice or his selection of music, but on how he plans and presents each show. This medium, with tape cartridges, wild tracks, transcribed bridges and sound effects, offers him a wider range of flexibility and choice. How he selects and uses his materials will have much to do with his ability to attract a sizable audience.

Music and news are still, and will continue to be, radio's main ingredients. Production offers the plus values that can make the difference.

RADIO REVIEW

Gershwin Special a Class Show

NEW YORK — WNBC radio aired recently a four-hour salute to George Gershwin. The special was narrated by Wayne Howell and broadcast in two parts, two hours on two consecutive nights.

The extravaganza, produced by Lee Jones, WNBC's operations manager, told the story of the great composer with his own music and the recorded words of guest celebrities. Tracks of Ira Gershwin, Irving Berlin, Irving Caesar, Paul Whiteman, Fred Astaire, and others talking of Gershwin were used to enhance the show. Also featured was a rare recording of Gershwin him-

self playing his own "Rhapsody in Blue," plus a rehearsal scene of "Strike Up the Band" where Gershwin's voice was heard.

The show, which took Jones three months to research, write, record and edit, is loaded with the top Gershwin favorites as well as some of the composer's earlier songs which never became hits. Among these, "When You Want 'Em You Can't Get 'Em, and When You Get 'Em, You Don't Want 'Em," the first published Gershwin song.

Jones, who is currently working on similar specials on the music of Richard Rodgers, and other outstanding American

composers, is making the tapes available to any station requesting them. GIL FAGGEN

KENNEDY SHOW OFFERED AT NO STATION COST

NEW YORK — WLIB radio here put on a special 30-minute documentary entitled "Kennedy and the Negro" during last week's national crisis. WLIB is offering the special program to all stations at no cost.

The documentary has so far been requested by WABQ, Cleveland; WALK, Pittsburgh; WACK, Atlanta, and WDAS, Philadelphia.

READY-TO-GO PROGRAMMING

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

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

POPULAR

GOLDEN FOLK HITS—Bobby Darin (Capitol T 2007, ST 2007) "Mary Don't You Weep"

HIGH FLYING BIRD—Judy Henske (Elektra EKL 241) "Oh You Engineer"

CHRISTMAS

CHRISTMAS WITH THE MIRACLES—(Tamla 236) "Santa Claus Is Coming to Town" (Feist, ASCAP)

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 |
|-----------|-----------|--|------------------|
| Week | Week | TITLE, ARTIST, LABEL | Hot 100 |
| 1 | 2 | DOMINIQUE, Singing Nun, Philips 40152 | 5 |
| 2 | 1 | I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921 | 10 |
| 3 | — | YOU DON'T HAVE TO BE A BABY TO CRY, Caravelles, Smash 1852 | 6 |
| 4 | 3 | WASHINGTON SQUARE, Village Stompers, Epic 9617 | 12 |
| 5 | 5 | SINCE I FELL FOR YOU, Lenny Welch, Cadence 1439 | 7 |
| 6 | 6 | TWENTY-FOUR HOURS FROM TULSA, Gene Pitney, Musicor 1034 | 8 |
| 7 | 16 | THERE I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638 | 2 |
| 8 | 4 | MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216 | 12 |
| 9 | 8 | LIVING A LIE, Al Martino, Capitol 5060 | 7 |
| 10 | 9 | HAVE YOU HEARD, Duprees, Coed | 5 |
| 11 | 10 | WIVES AND LOVERS, Jack Jones, Kapp 551 | 6 |
| 12 | 19 | POPSICLES AND ICICLES, Murmaids, Chaffahoochee 628 | 3 |
| 13 | 7 | 500 MILES AWAY FROM HOME, Bobby Bare, RCA Victor 8238 | 10 |
| 14 | 14 | MIDNIGHT MARY, Joey Powers, Amy 892 | 5 |
| 15 | 17 | KANSAS CITY, Trini Lopez, Reprise 20236 | 4 |
| 16 | 15 | YOUNG WINGS CAN FLY, Ruby & the Romantics, Kapp 557 | 7 |
| 17 | 13 | THE MATADOR, Johnny Cash, Columbia 42880 | 7 |
| 18 | 20 | TURN AROUND, Dick & Deedee, Warner Bros. 5396 | 3 |
| 19 | — | STEWBALL, Peter, Paul & Mary, Warner Bros. 5399 | 2 |
| 20 | 18 | SHIRL GIRL, Wayne Newton, Capitol 5058 | 7 |

VOX JOX

By GIL FAGGEN

HURRAY! WMCA's (New York) morning mobster, **Joe O'Brien** shoved a hand grenade down the throat of the kid on the "more Park's Sausages, Mom" commercial (via sound effects) and pulled the pin. I'm for more violence TO commercials of this type!

KMO (Tacoma) is now sending their signal out 24 hours a day. Staffers are: **Harry Holland** (6-10 a.m.), newcomer, **Dave Perry** (10-3); **Tony Brooks** (3 to 5 p.m.), **Ed Evans** (5 to 10 p.m.), and **Lonnie Bell** (10-6) with his c.&w. marathon.

KWBE (Beatrice, Neb.) threw at "Coed Dance" (that's the kind I like) from their studios recently, featuring "Top 100 Music" (that's the kind I like, too). On hand were KWBE deejays: **Jerry Wanek**, **Dean Keachly**, **Jim Huttenmaier**, **Ron Sohl**, news director, **Chuck Warren**; program director, **K. R. Knowles**, and assistant manager, **Arlin Holle**.

vision Stations. Jones has served as executive program director for WFIL AM-TV, the Traingle Station in Philadelphia.

Mikki Martin to WARN (Ft. Pierce, Fla.) as program director.

Merle J. Levin named director of publicity and public relations for KYW radio (Cleveland, O.)



Steve Davis, formerly with KOL (Seattle), joins KEX that city for "Nightside" show aired 7 p.m. to midnight Monday through Friday.

CONGRATULATIONS: **Barbara Harriott** of WMCA's (New York) pr department who departs the station shortly to have a baby. Mrs. Harriott's replacement is **Barbara Caneva**. Franz and Marty have real fine taste.

Dave Shaw, KOBE (Las Cruces, N. M.) air personality writes that he has recently been married to **Jewel Scott** and needs wax (for his top 40 show).

SEGUE

G. Lee Hartsfield appointed vice-president and general manager of WTRY (Albany-Schenectady-Troy).

Jungle Jay Nelson has taken over as Radio CHUM (Toronto) Morning Mayor, replacing **Al Boliska** who has joined CKEY (same city) in wake-up slot.

Thomas B. Jones has been named to the newly created post of program co-ordinator of the Triangle Radio and Tele-

SAY YOU SAW IT IN BILLBOARD



For Christmas Sales: **3 GREAT NEW PHASE 4 LP's on**

Trademarks Reg. U. S. Pat. Off.



GREAT STRAUSS WALTZES

WERNER MÜLLER and his orchestra

Tales From the Vienna Woods; Acceleration Waltz; Roses From the South; You and You; The Kiss Waltz; Blue Danube; Vienna Blood; The Lagoon Waltz; The Emperor Waltz; Wine, Women and Song. The waltzes of Strauss have long been acclaimed as favorites throughout the world. Now, recorded in the magic of "phase 4" with maestro Werner Müller conducting his orchestra, we hear these sparkling waltzes with all the charm and brilliance as they have never been heard before. With a triple play combination such as STRAUSS-MÜLLER-PHASE 4 combined on one lp you are assured of **ONE OF THE MOST COMMERCIAL LP'S EVER RELEASED.**

Stereo: SP 44039

Mono: LL 3342



BIG BAND SPIRITUALS

TED HEATH and his music

All God's Children Got Shoes; Nobody Knows the Trouble I've Seen; Deep River; Swing Low; Steal Away; Joshua; Water Boy; Standing in the Need of Prayer; Sometimes I Feel Like a Motherless Child; Old Time Religion; Hold On; Ain't Gonna Study War No More. England's Big Band Boss, Ted Heath has in the past recorded everything from the classics to Latin-American rumbas. Now Ted has turned to the American Negro for inspiration and has come up with an lp featuring the best of the spirituals. Augmenting his regular band with singers and an organ and recorded in brilliant "phase 4", this will be an lp to play again and again. It's Ted Heath at his swinging best.

Stereo: SP 44036

Mono: LL 3325



THE SOUND OF SIGHT

Music for an experiment in imagination composed and conducted by RAY MARTIN

Introduction leading into Overture to end all Overtures; West-rama; Destination Space; A Whale of a Tale; Egyptian Epic; Hoodunnit?; Tearjerker; Cartoonik; Flagwaver. Possibly the most commercial record ever produced, this lp provides entertainment in every sense of the word. Basically a spoof on the music written for the movies, this lp features in music and sound effects, moods that "fit" movie plots such as the "Egyptian Epic", the "Great War Story", the "Adult Western", etc. . . . The listener will be amazed at the sound alone (which is stupendous even for phase 4), and be even more awed when he realizes that he can visualize his own story line as he hears the music. Every note is new, yet it all sounds so familiar. To fully understand this lp, read the inside liner notes, and then think about this idea in recordings. . . . It's never been done before, but after this you can be sure that there will be many imitations. Remember, we have it first.

SP 44040 stereo only

phase **4** stereo

See your London distributor for **SPECIAL TERMS**

Dealers Asked Their Interior Decorator IQ

How's Your "Interior Decorator" IQ? Do you know the difference between French provincial and Italian? Can the two go together in a decorative setting? How will they look with Contemporary or Early American?

What does this have to do with selling a stereo phono-graph? Plenty. This year the accent on furniture is stronger than ever. The music-phono dealer who wants to "one-up" his competition has to know something about the way manufacturers are wrapping electronics for the market-place.

It's not a bad idea. After all, some complete stereo radio-TV-phono consoles are tagged at the "over \$1,500 level. For many people, it's a major investment—like buying a late model car. As such, a big-ticket console

becomes the focal point of a living room; sometimes the other furniture in the room is bought to conform with the styling of the console. This, in short, is one big reason for stress-on-styling in the 1964 lines.

Stylings didn't always get such emphasis. In years past, radio-phonographs looked as if they were styled by engineers. Many of them, in point of fact, were. As a result, set makers were about three years behind the furniture manufacturers in furniture design and styling. By the time phono firms caught on to the fact that the public like mahogany, the furniture people were educating the public to limed-oak. And when phono-graphs were finally wrapped in limed oak, the taste had changed to oiled walnut. It was like a checker game in which the phono-graph makers were always losers. Something had to be done.

Something was done; electronic firms now employ top-drawer designer talent. It is true that, from time to time, one manufacturer or another would hire a big-name designer to style a line. Columbia, for example, once offered "designer pieces" styled by Paul McCobb. But in such a case, the designer wasn't a full-time employee devoting himself exclusively to phono design problems; it was a one-shot promotion. It recognized a problem without really getting to the heart of it. Today, furniture designers have new status in phono manufacture, however. They may not be on the same level as the electronics engineer, but they're considered heavyweights as boosting sales.

Music-phono dealers who visited the summer NAMM Show in Chicago were aware of today's design differences. Gone are the limed-oak boxes with a row of knobs and a square of grille-cloth. Gone are the case goods that looked like a phono-graph and could be nothing but a phono-graph.

Two major trends are worth noting. The first is the move to design a furniture piece that is meant to function as something other than a radio-phono—but which has the electronics tucked neatly away. Call it dual-purpose phono furniture. In this category, we find RCA and Philco with desk models. That's actually what they are; you can write on them, file away unpaid bills, etc., or you can listen to them when the mood strikes you. (And why haven't one or more of the manufacturers come up with a long-play premium disk titled "Music to Correspond By?"—or something in that vein.

Philco's desk unit, the Model 1700, goes a step farther. As illustrated recently in these pages, it also converts into a bench. Shorten the legs and put on a higher spindle back; you can write on it, sit on it or listen to it. Darned clever, these designers!

In addition, to its desk, RCA Victor again offers a hutch cabinet model. Aside from its usefulness in holding potted plants, bric-a-brac, books, and so forth, the hutch units have a sonic advantage. They get the speaker system up off the floor to a more listenable ear-level.

There's a rash of coffee-table radio-phonographs this year. They are offered by Sylvania, *(Continued on page 35)*

Victor Shoots For Prestige

NEW YORK—RCA Victor stereo will be promoted to higher income groups through a special "prestige" advertising campaign, based on a concert hall theme, according to Jack M. Williams vice-president, advertising and sales promotion, for RCA Sales Corporation.

"We are going to reach those who have the taste for higher priced stereo and fine furniture, the money to buy it, and the sophistication to enjoy all types of music from a fine instrument," Williams said.

High-priced "Victrola" stereo phonos and "top of the line" AM-FM-FM stereo radios will be featured in full page color and black and white ads in Harper's, Atlantic Monthly, Saturday Review, Cue, Time, New Yorker, Show, Town and Country, Ebony and Extension. Ads will also appear in national theater and concert magazines in 26 cities for the last months *(Continued on page 35)*

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Muntz Stereo Pak and Bel Canto Release Last-Minute Yule Tapes

NEW YORK—Muntz Stereo Pak and Bel Canto are among the pre-recorded tape producers announcing last-minute product releases designed to cash in on the Christmas selling period.

Under the slogan "More Music for Your Money," Bel Canto announced a series of single and twin-pack tapes for December release. Announced were twin-paks by the Smothers Brothers and Faron Young, from Mercury, the first tape release for both acts. In addition, from Mercury, the firm announced material by the Chad Mitchell

Trio, a number of tapes in Mercury's "Great Music Series," a tape version of the hit LP album "Bach's Greatest Hits," and a twin-pak from the Liberty stable, "The Wonderful World of Martin Denny."

Muntz Stereo Pak, of Van Nuys, California, (not affiliated with Muntz TV) has introduced an extensive series in its special continuous, tape-cartridge line, in prices ranging from \$3.98 to \$24.98, depending on playing time. Material comes from such labels as Mercury, Reprise, Philips and Hi Fi.

EQUIPMENT NEWSLETTER

FM Radio Really Catching Fire

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

HOW BIG IS FM? Much bigger than many people think. Many dealers, while realizing that FM's popularity is increasing and that there are many more models available today than ever before, have no idea of the magnitude of FM's universe.



Some do realize it, of course, and they're quietly plugging away, making a very good thing of it—at the expense of those who are virtually ignoring it. This latter group is losing out on the most rapidly growing segment of the home entertainment business.

This column may appear to be getting redundant, sometimes, in its espousal of FM. And I know it is true that there are some areas of the country which are so underserved by FM stations that there's still virtually no market. But the truth is this: FM radio is really catching fire. There's no stopping it now. The aggressive dealer who pushes FM and who demonstrates, can do very well with this high-ticket item.

NOW ALONG COMES a new set of statistics which shows that this year's FM market is at least one million sets bigger than most industry experts thought it was.

This survey, made recently by Television Digest, the weekly industry newsletter for consumer electronics and broadcasting executives, reveals that 1963's FM sales are running a full 60 per cent ahead of last year's, and indicates that another rise of at least 25 per cent is in the cards for 1964.

The conclusion of the survey was a "conservative estimate" that more than five million FM receivers will have been sold in the U. S. this year. This is at least one million higher than the generally accepted 1963 industry FM figure of four million — projected by Television Digest last January.

This figure of five million is seven times the number of color television sets which will have been sold in 1963. It's the equivalent of about one FM receiver—sold this year—for every 11 households in the U. S.

The estimate includes all types of "FM receiving devices" — in short, everything which can bring in an FM broadcast—from table radios to TV-FM combinations. Here's the breakdown of the 1963 estimates:

Domestically produced "straight radios," including table, clock and portable types, make up the biggest category, of approximately 1.7 million sets (up from 1,225,000 sets in 1962). Phonograph combinations which include FM tuners are next, with about 1.5 million units sold (compared with 1.2 million last year). The tabulation also includes 400,000 TV-phono combinations with FM (up from 280,000 in 1962), 350,000 high fidelity com-

ponent tuners and tuner-amplifiers (compared with last year's 300,000) and 200,000 automobile FM radios (up from 75,000). In addition there are at least one million imported FM radios and FM combinations — a category which has grown fivefold in the space of one year.

The grand total for 1963 thus is about 5,150,000 FM sets, up from about 3,280,000 last year, and compared with 2.4 million in 1962, some two million in 1960 and a little more than 1.5 million in 1959.

FOR NEXT YEAR, the publication predicts sales of at least 6.4 million FM receiving devices, with imports showing a larger increase than any other category. The projection for domestic table, clock and portable sets is an 18 per cent rise to two million sets, phono FM combinations going up slightly to 1.65 million, TV combinations unchanged at 400,000, component tuners rising to 410,000, and automobile FM radios to 350,000. Imports are expected to take a 60 per cent jump to 1.6 million.

The most surprising factor in the 1963 figures is the category of imports. It's common knowledge that FM radios have been coming in from Japan in ever-increasing quantities, but the size of the shipments was not generally known because no Japanese FM export figures are released. The new estimates are derived from total Japanese production of FM radios, which are made almost exclusively for export to the U. S., since Japan has no regular domestic FM radio broadcasting.

Those same Japanese sources estimate that as much as 90 per cent of that country's FM radio production is exported to the U. S., the import figure arbitrarily represents 70 per cent of Japanese FM production for the past 11 months — and therefore the actual figures could be considerably higher.

WHERE DOES FM STEREO STAND? The survey indicates that fully one-third of this year's five million FM receiving devices, or approximately 1.5 million of them, were equipped for FM stereo. This includes slightly more than one-half of all phono-radio and TV-phono-radio combinations and nearly three-fourths of all component tuners and tuner-amplifiers. No breakdowns are given for FM stereo table models or imports.

The projection for 1964 envisions only a small gain, in terms of percentage, for FM stereo. It is estimated that perhaps between 35 and 37 per cent of FM devices sold next year will be able to receive FM stereo. This works out to around 2.3 million sets.

While radio has become a more difficult product to sell because of increasing saturation, it's obvious from the new figures that sharply increasing percentage of radio sales is in FM. While total radio sales may well remain on a plateau, or even decrease, for the next few years, the proportion of sales represented by FM — with its higher profit margins—seems bound to continue to rise. What this means, in effect, is that radio is gradually changing from a quantity market to a quality market.



Can you afford to sell cheap needles?

Not unless you're independently wealthy, says Hendrik Van Stickler, Fidelitone's Quality Control Expert and diamond cutter. That slightly higher markup costs you plenty, particularly in customer goodwill. The best way to lose a customer is to sell him a needle that wears out fast and ruins his records. That's why it pays to sell top quality — Fidelitone quality. Take a tip from Van Stickler and specify Fidelitone — your customers will.



Fidelitone, Inc.
Chicago 26,
Illinois

Dealers' Interior Decorator IQ

Continued from page 34

General Electric, and Magnavox.

And there's even a window-

seat model — again by Philco. (They can lay claim to being the sit-downin'-est phonograph set-maker in the business.) So much for phonographs made to look like that they're not. The other major trend in consoles is toward longer, lower silhouettes — the lowboy look. Here, the designer is taxed somewhat harder. Tucking electronics away in an antique credenza, desk, or even a love-seat is comparatively simple. How do you design a stereophonic radio-phonograph console to reflect new attitudes toward furniture per se? The designers have come up with answers — and they are sound ones.

Typical and good is one from Zenith. Their "Sibelius" model has the long, low contemporary look meant to be appealing to today's young homemakers. But in this unit, they've kissed the grille-cloth good-bye. At either end of the "Sibelius," speakers are concealed behind wooden louvers. Close the louvers and the entire front of the cabinet is a smooth expanse of walnut. The cabinet could be a handsome repository for linens, silver, liquor, or what-you-will. Or it could be a phonograph. The point is this: However the cabinet function, it first of all is good furniture design.

The major step toward good design seems to be that of eliminating what we can call — for want of a better phrase — that "grille-cloth look." The louvers in the Zenith set are one solution. (And it's worth noting that the louvers also have another function: The path of the sound can be widened or narrowed by opening or closing the louvers.) Cane and rush are popular alternatives. In some cases, grille-cloth is used but, in addition to covering the speaker, as an element in the over-all design. Paradoxically, the more grille-cloth the designer uses, the less it is noticed.

One firm — RCA Victor — has produced a film on furniture styling. For dealers (and their salespeople) who haven't seen it, they also have a 16-page magazine on the subject, called "Speaking of Furniture." The preface to the book states that the purchase of a stereo console "is usually made by a husband and wife together."

"Each," says RCA Victor, "represents different buying interests. The man may want to know how the set functions, but the woman is more interested in how the set will look in her home. To close the sale, it's often necessary that you be able to talk intelligently about furniture styles as well as performance."

Dealers, today's path to profit is clear. The next time you see a husband and wife approaching the phono department together, think furniture. Think performance — but think furniture, too. That's what the set-makers are doing and they're doing it because they know it's good business.

Victor Prestige

Continued from page 34

of this year and early 1964. Programs at the Metropolitan Opera, Lincoln Center and Carnegie Hall will all carry the ads.

**THE TOP VERSION
THE ONLY VERSION**
Since 1948
**"YOU'RE ALL I WANT
FOR CHRISTMAS"**
(words & music by Seger Ellis & Glen Moore)
Recorded by:
FRANKIE AVALON...CHANCELLOR LP
BING CROSBY...DECCA single
FRANKIE LAINE...COLUMBIA LP
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b/w
**Christmas Dinner
Country Style**
BING CROSBY



Their Latest Smash

LITTLE MISS BLUE

c/w
RAINBOW

THE EMOTIONS

Exclusively
20th-Fox Records

HITSVILLE STRIKES AGAIN, AND AGAIN, AND AGAIN:

"I GOTTA DANCE TO KEEP FROM CRYING"

MIRACLES...TAMLA 54089

"WHEN THE LOVELIGHT STARTS SHINING THRU HIS EYES"

SUPREMES...MOTOWN 1051

"QUICKSAND"

MARtha & THE VANDELLAS...
GORDY 7025
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DETROIT, MICH.

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PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.
CREATED BY RESEARCH CRAFT CORPORATION
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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.

News Briefs...

Charles E. Wolf has been named vice-president in charge of manufacturing at Symphonic Electronic Corporation, according to Max Zimmer, president. Wolf joined the firm last March as director of operations. . . . The 1964 annual High Fidelity Show, originally scheduled for next spring in San Francisco's Cow Palace, has been canceled. Inadequate display space was given as the reason for the cancellation, by James Logan, show director. Logan said the Bay Area Decorators Show, held in conjunction with the hi-fi show in the past, has also been dropped.

Shift of the annual Music Merchants Trade Show, sponsored by the National Association of Music Merchants, from the Palmer House to the Hilton Hotel, Chicago, will make available 20 per cent more space for exhibiting of TV, radio, phonos and other electronic equipment, according to executive secretary of the NAMM Bill Gard.

Scott K. Shelton has become plant manager of the Chicago facilities of 3-M's Revere-Wolensak Division. Shelton, who started with 3-M in June 1951,

as a personnel trainee, will report to general manufacturing manager T. A. McCarran. . . . C. Gus Grant has been appointed vice-president, operations, of Ampex Corporation. He'll take responsibility for three Ampex divisions: video and instrumentation, marketing and consumer and educational products. Robert Weissmann takes over in Grant's former spot, manager of engineering for the video and instrumentation division.

Ampex has purchased the major assets of Allegr-Tech, Inc., Western division, Burlingame, Calif., maker of printed electronic circuit boards. Allegr-Tech will become the component operations department of Ampex video and instrumentation division and will continue to supply outside customers as well as Ampex' own needs. . . . Mathew N. Cinelli has been named manager of Philco's Consumer Products Division electronic plant in Philadelphia, according to Fred Meredith, general manufacturing manager. He replaces John McDowell, who has been assigned to Meredith's staff.

Disk Distribution

Continued from page 32

many questions on distribution and promotion of new records. He acknowledged that records logically go to those who give them best exposure, with no apparent changes in sight.

John Meagher feels that this subject should get top billing at the national convention, and will work toward scheduling a full panel representing both sides.

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THE NATIONAL FOUNDATION

THESE HITS ARE SELLING
ACROSS THE COUNTRY
BOBBY BLAND'S
"I CAN'T STOP SINGING"
DUKE 370
AL "T.N.T." BRAGGS'
"TAKE A LOOK AT ME"
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JAMES DAVIS'
"BLUE MONDAY"
DUKE 368
LITTLE FRANKIE LEE'S
"FULL TIME LOVER"
PEACOCK 1929
JOE HINTON'S
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SPINDLE
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Crescent • Garrard • Glaser-Steers
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Webcor
Genuine original manufacturers'
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Write or call today for com-
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low prices, samples, etc.

MULSON STUDIO
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CONWAY TWITTY
WITH A SURE HIT SINGLE
"GO ON AND CRY"
b/w
"SHE LOVES ME"
(She Don't Love You)
ABC 10507
ABC-PARAMOUNT
FULL COLOR FIDELITY

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A convenient market place for the best sources of equipment, supplies, services and personnel... serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

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wanted in nearly all major cities. If
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NEW 45'S, \$8 HUNDRED; FEW DUPLI-
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de14

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priced Mono and Stereo, such as Gene
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ARE NOW AVAILABLE
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FROM COAST-TO-COAST

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National Distributors for
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Wax National Record Promo Network,
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PROFITS DOWN?

Record racks by ART-PHYL are
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Priced for fast turnover with full
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See your distributor or write for
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published songs, tapes, masters, services
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Designed to help you reach markets
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MISCELLANEOUS

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niest collection of disc jockey one-liners is
published every other month at \$2.50 a
copy. Lucky you read this ad! Send us
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de7

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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"
70 words. All rates are for EACH advertisement, EACH
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Copy: _____

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

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Plus: List of Active Recording Companies,
Leading U. S. Music Publishing Firms,
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Distributors of the U. S.

Written by Bob Rolontz, former
music editor of Billboard and ex-
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Single copy \$2.50. Cash with order.
Send check or money order to
Watson-Gupilli Publications, Inc.,
Dept. 1128, 2160 Patterson St., Cin-
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WANT RECORDS—45'S, SURPLUS RE-
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Special interest in pre-World War I
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30,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service too! Free
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MISCELLANEOUS

For Your Copy of INTERNATIONAL COIN MACHINE DIRECTORY

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Cincinnati, Ohio, 45214
Price: \$1.00 per copy

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OPERATORS—
THERE IS
EXTRA
INCOME
IN THIS
MOSS
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MOSS PACK #10 ➤

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MERCURY • STEREO
New Mexico
- Bye Baby, Bye Bye
RSI • HERE COMES FATS DOMINO •
ABC-PARAMOUNT • STEREO
Forever, Forever
- Paradise
RSI • BACHELORS' PARADISE • ANN-MARGRET
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You're Nobody 'Til Somebody Loves You

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ONE-STOP... OR USE THIS CONVENIENT ORDER FORM
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Please send _____ MOSS Pack #10 at \$3.50 per pack
_____ My check in the amount of \$ _____ is enclosed.
_____ Please ship C.O.D.

Company Name _____

Address _____

City _____ State _____ Zip Code _____

Signature _____ Title _____

ALL PURCHASES ARE FINAL
THERE IS NO RETURN PRIVILEGE S101

Chicago Coin Machines Still

By NICK BIRO

CHICAGO—The coin machine business ground to a halt here following the tragic and bizarre series of events connected with the assassination of President John F. Kennedy. Radio and television sets were on almost continuously—from the first announcement of the news on Friday afternoon (22) to the end of the news coverage Monday evening.

Juke boxes and games were shut off as the city's attention turned elsewhere—first to the tragic scene in Dallas, then to the mournful culmination of that scene in Washington.

A spot check by this reporter of usually festive and carnival Rush Street—the Broadway of Chicago—disclosed an incongruous scene, one only possible because of the even more incongruous series of events which caused it.

Clubs Closed

Night clubs were closed, neon signs were dimmed, taverns were operating—but many only at half pace. Bands and combos

were silent. Friday was the worst evening as people just couldn't seem to even comprehend what had happened.

By Saturday, things picked up a little, but only a little. Monday was even slower as the Washington funeral occupied everyone's attention.

Only on Tuesday did locations start to return to normal and even then the return was gradual and deliberate. Juke boxes which had been turned to the wall, were again plugged in, but there was no rush to play them.

No Game Action

Games also were brought out, but again they stood idly by as patrons preferred to sit quietly over a drink and talk, or merely think.

A check with the trade showed that over-all collections were off as much as 50 per cent. The comments of Earl Kies, head of Apex Music Company, large Northwest-side operator, are typical.

"We know for sure collections will be affected—we can

judge by the service calls, they've been nil." Kies said his men were on the street Monday, but none had more than two calls all day.

"Many of the locations had out-of-order signs on the juke boxes," said Kies.

The Chicago juke box operator estimated that close to 80 per cent of his machines were down for the weekend and that his week's collections would be off from 30 to 35 per cent.

Back to Normal

He felt, however, that this was all temporary and that things would be back to normal within a week or two. Kies said the hiatus wasn't affecting his record buying in any way—"we have to keep new material on the machines regardless, we're going ahead as always."

Asked if he was putting any special material on the juke boxes to commemorate the President's death—such as religious hymns or the like—Kies said "definitely not." He said he didn't think it appropriate to play such material in taverns or lounges, "that's the sort of thing that's done in the home."

Joe Kline of First Coin Machine Exchange cut short a vacation in Mexico City because he "didn't want to be out of the country after what happened."

Kline said his office was closed Monday, and said he thought most of the city's distributors did likewise. "We still can't believe what happened," said Kline. "Our guys are just going through the motions."

"Lost Week"

Kline said that with the President's assassination last weekend and Thanksgiving coming a few days later, it was a "lost week" as far as the coin machine business was concerned.

Kline, still visibly shaken by the week's events, said he didn't know how "anyone in his right mind could put a coin into a juke box during the mourning."

He noted that he even asked his own servicemen who were playing juke boxes for repair purposes, to turn them off. "In another week or two, we'll be

(Continued on page 42)

Coin Machine

OPERATING

• MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
• RECENT STEREO RELEASES • BULK VENDING

JFK Tragedy Makes N. Y. a Ghost Town

NEW YORK—Though few operators here are complaining about it, most of them have had their worst weekend collections in recent years. Friday's (22) tragedy stunned the metropolitan area, as it did the rest of the nation and the world.

Normally, Friday and Saturday nights are the big money makers for Gotham tavern owners. And these are the evenings that get the heavy juke box and game play.

Taverns and restaurants, open for the most part, served the public in a perfunctory manner. Patrons dropped in for a quick snack, or to bolt down a drink. When they lingered, which wasn't often, they watched the television set. Few were in the mood to play the juke box or coin-operated games.

Ghost Town

Manhattan itself was almost a ghost town through the weekend and on Monday. The Broadway theaters were dark and all organized entertainment—with the exception of the Giants-Cardinals National League foot-

ball game—was canceled through Monday.

While business offices and shops could remain open Monday, few chose to do so. Less than 10 per cent of New Yorkers went to their jobs that day. Most of them stayed home and watched the ceremonies on television.

In the suburbs, collections were a fraction of what they normally would be, although the residential areas weren't hit as hard as Manhattan.

Exceptions

One operator reported that two locations in Forest Hills and Jackson Heights did "very yell" over the weekend, but these were the exceptions.

What little juke box play there was generally took place in neighborhood taverns. It was generally a case of the man of the house taking a short break and throwing a couple of dimes in the music machine.

By Tuesday night (26), things were back to normal as far as juke box and game play was concerned.

Mid-South Collections Dip In Tragedy Aftermath

By ELTON WHISENHUNT

MEMPHIS—The music and game business slowed to almost a standstill with operators and distributors in Memphis and the Mid-South grieving over the terrible national tragedy.

In the first few days after the assassination, a spot check of operators showed collections off more than 50 per cent.

"There is no cause for joy," said Paul Mauceli, owner of Paul's Novelty Co. at Greenville, Miss. "We are all sickened by this terrible thing."

Billy Harbin, Harbin Amusement Company, Memphis, and Luther Dickens, Dickens Amusement Company, Memphis, reported collections decreased from 50 to 60 per cent.

Everyone Is Mourning

"No one is playing the phonograph in these sad times," said George Sammons, president of

Sammons-Pennington Company, distributors. "Everyone is mourning."

Alan Dixon, general manager of S & M Distributing Company, operators and distributors, said business had dropped sharply. On Monday, for example, their busiest day of the week for Mid-South operators to come in for shopping, "Hardly a one showed up."

Four to Five Weeks

Sammons said he had talked with a number of operators and they believe it would be four to five weeks before business picks up again.

"The people are shocked beyond words," he said. In two or three weeks, he said, the Christmas holiday season would be at its peak, with people spending their money for Christmas gifts, and it will be January before business will show signs of picking up again.

News Stuns Industry Leaders

CHICAGO—The nightmarish events surrounding the death of President John F. Kennedy left everyone with a deep sense of shock and grief. For many, it took days to fully realize what had happened. Because we often associate events with where we were and what we were doing when they happened, Billboard interviewed a number of coin machine industry leaders for their immediate reaction. The comments represent the deep sorrow—and in many cases shame—that people feel.

Robert H. Blundred, managing director of Music Operators of America: "I was having lunch with George Miller (past-president of MOA) at the Celtic Cafe in the Sherman House (Chicago) when we first heard the news. It took about a half hour for everyone to believe it. I thought it was impossible for something like this to happen in today's society and for that reason I still can't believe it did happen. I just can't understand or appreciate an irrational act of this type."

Lou Casola, president of Music Operators of America: "I was having lunch at my club when one of the fellows walked in and said, 'the President's been shot.' We didn't believe it until someone turned on the television and we heard it on the air. We stayed glued to the set until we heard he died. I was completely horrified. It's a terrible tragedy. Of course, both our club and office were closed Monday."

Les Montooth, president of the Illinois Coin Machine Operators' Association: "I'm probably like a lot of other fellows, I didn't believe it. It

just didn't make sense. I was in the office when someone called to tell us. I thought it might be some sort of bad joke, until I turned on the radio and found it was true. I didn't think it possible that such a thing could happen in this day and age. One thing I would like to say, I thought the news coverage on everything was excellent—very tasteful. But I'm still in a haze. It's been kind of a lost weekend for us."

Art Weinand, J. H. Keeney & Company: "We were at the plant when our general superintendent came in. He's quite a kidder, and he asked, 'have you got a radio?' I said, 'no, why?' He said 'Kennedy's been shot. I didn't believe it.'

"When we turned on the radio and found it was true, we immediately turned on a couple of television sets. Of course, then everybody said he probably wasn't seriously hurt. When we heard he was dead, I was devastated. I don't think there was a soul alive that didn't feel bad. A man with his intelligence and perception wiped out—he could have lived another 30 or 40 years and contributed much."

"Like many people, he was appreciated more in foreign countries than by many people here. I think this is best illustrated by the mass said by Cardinal Francis Spellman at St. John Lateran Basilica in Rome (the Pope's private church) and by the Pope's statement that Kennedy will be remembered in the annual mass for prelates. I think this is the first time in history that a layman is included in such a mass. I also particularly admired Mrs. Kennedy—her conduct was laudible."

Cleveland Juke Boxes Silent as City Weeps

By BOB SUDYK

CLEVELAND—A crack of 21 guns echoed against the concrete and brick walls of the empty heart of this city Monday (25)—the national day of mourning... a lonely bugle called into the wake of this diminishing thunder... nothing

moved... there was no other sound... John Fitzgerald Kennedy had left us forever.

John Kennedy, who could turn out hundreds of thousands of Greater Clevelanders whenever he visited us, kept many thousands more at home at his death...

The city wept. Virtually all of this metropolis' business and industry closed down. Neon lights closed their eyes. Night clubs and cafes, restaurants and movie houses closed their doors. A few remained open but there were few inside...

Juke Boxes Silent

A number of bars remained open but coin operated games and juke boxes remained silent. One bar which served a few patrons honored our departed chief by displaying signs which read over the darkened juke box: "Will remain silent (today) in honor of our departed President—the management."

Most operators in the area reported this experience. The few drink spots that remained open pulled the plugs from the music machines. Radios and television sets kept their patrons informed of every detail of the assassination and the burial of the former President.

The area operators generally figured the take for the day to be but a fraction of the normal volume. "But who can be concerned about it at a time like this," said one prominent music man.

Joseph Abraham, president of Lake City Amusement, one of the oldest operators in terms of years in the business, reflected everyone's attitude con-

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Juke Box Play Ceases as Wis. Mourns

MILWAUKEE—Juke boxes stopped spinning Friday afternoon when the crushing news of the assassination of President Kennedy flashed over radio and TV sets. For the rest of the weekend Milwaukee's taverns remained somber and silent.

"There has never been anything to compare to this type of reaction. Everything halted completely when the news hit. The music stopped and it hasn't started up yet," reported Harold Opitz, Wisconsin Novelty Company, on Tuesday (26) morning. "There has been no gaiety around here for four full days. Some of our better stops said they had never experienced anything like it. A lot of our locations cater strictly to Negro clientele. When they are quiet, you can bet tavern business is quiet all over. Many of the tav-

(Continued on page 42)

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

| |
|---|
| BE TRUE TO YOUR SCHOOL BEACH BOYS, CAPITOL 5069 |
| IN MY ROOM |
| LODDY LO CHUBBY CHECKER, PARKWAY 890 |
| HOOKA TOOKA |
| BABY DON'T YOU WEEP GARNET MIMMS & THE ENCHANTERS, UNITED ARTISTS 658 |
| FOR YOUR PRECIOUS LOVE |
| I ADORE HIM ANGELS, SMASH 1854 |
| THANK YOU AND GOODNIGHT |
| STOP FOOLIN' BROOK BENTON & DAMITA JO, MERCURY 72207 |
| BABY YOU'VE GOT IT MADE |

Recent

STEREO RELEASES

for Music Operators

■ **SEEBURG LITTLE LP's**

Pop Vocal

NANCY WILSON—Hollywood—My Way....Capitol

Pop Instrumental

ERROLL GARNER—One World Concert.....Reprise

GUY LOMBARDO—Play a Happy Song.....Decca

Jazz/Rhythm & Blues

JIMMY WITHERSPOON/RED WEBSTER—Roots

.....Reprise

RED GARLAND QUINTET—

Red's Good Groove!.....Jazzland

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.

German Police Says Players Can Rig Fruit Machines

DARMSTADT, W. Germany—German police report that they have accumulated considerable evidence that it is possible to manipulate vintage fruit machines without actually tampering with the mechanism.

Police studies were undertaken because of the large number of fruit machines placed in U. S. military service clubs in West Germany. The U. S. military is operating upward of

2,000 fruit machines in West Germany.

There have been several recent cases in which fruit machines have been milked with uncanny efficiency by a few military club patrons. Two such recent cases involved an ex-GI, Daniel J. Robida, and a military policeman, Private First Class Harry Blackwell.

Police say there is evidence Robida has collected at least \$100,000 from fruit machines throughout Western Europe since 1956. In a demonstration for U. S. and German police authorities here, Robida took \$110 from U. S. military service club machines in 10 minutes.

Authorities say the secret is the way the handle is yanked in older machines. Robida was deported from Germany—not because of his winnings but because he entered the military service clubs, illegally. Blackwell, who rotated back to the U. S. recently, collected \$1,200 in a single session in Augsburg.



European Mfrs. Show Off Largest Number of Games Yet

BRUSSELS—European manufacturers are displaying the largest number of new games ever unveiled in a single year at trade shows on the Continent this autumn.

While major attention has been taken by the phonograph producers, the manufacturers of coin games have been working in the background against heavy odds to develop an industry competitive with U. S. imports.

The results are beginning to arrive. One of the most impressive exhibits is that of Etablissements Rallye of Nice, which has been displaying its full line of coin games at trade fairs in France this autumn.

Riviera Headquarters

Etablissements Rallye is an unconventional manufacturer with the slogan, "When the crowd goes one way, Rally goes the other." To begin, Rally has rejected the idea of operating from the Paris area or one of the French industrial districts outside Paris. Instead, Rally believes it is more important to bolster the morale of its working force with a gracious living environment—on the Riviera, at Nice.

From its Nice headquarters, Rally has concentrated on the development and production of

original product in preference to adapting somebody else's product to the French and continental markets.

The French firm produces a pinball, "El Toro"; a target game, "Fast Draw"; and a driving reaction test, Rallye France."

Novel Features

The pinball has several novel features; players compete against the score of the players prior to them, the final tally remaining on the board, and free balls can be earned as the game progresses.

"Fast Draw" exploits the universal continental fascination with the American West; the player is the "good guy" who shoots at "bad guys" who pop up from behind saloon counters and out of stagecoach ambushes.

Rallye France is a realistic driving reaction test, the player driving a simulated sports car on a course fraught with hidden traffic hazards.

This same trend toward the production of sophisticated games competitive with U. S. imports is also gaining in West Germany, the Continent's largest phonograph producer.

Bergmann Effort

The most successful German producer of games is the Th.

Bergmann & Company of Hamburg, which has developed a highly successful target game, Arizona, which is finding a literal world market. Demand for the game is outstripping production, for which new facilities have had to be created. Arizona, which fires lead pellets, is being introduced into the United States by Duncan Sales Company of Cleveland, which has been appointed U. S. national sales agent for Bergmann & Company. Trade experts here give Arizona the greatest chance for success of any postwar German coin machine export to the U. S.

N.S.M. at Bingen is having great success, too, with its reflex reaction test game, a product which has gained the firm considerable favorable publicity in the German press along with brisk sales. The Continent's largest coin machine producer (principally of payout machines) N.S.M. is pressing diversification, and games such as the reaction tester holds great promise for the firm.

Another driving game, "Der Kilometerfresser," has just been introduced by the Max Tiarks firm of Herford and its distribution has been taken over by the firm of Gebrueder Skriver of Hamburg. Driving games are peculiarly suited to the European temperament at the moment because of the tremendous surge in European automobile production and car ownership by the European masses.

Soccer Games

SATEM of Paris has just introduced a novel high-speed soccer game putting a premium on the player's fast reflexes as well as skill, and Socodimex, also of Paris, is marketing a novel aquatic game, "Teleboat," the player maneuvering his craft through hazard-strewn waters.

All of the new Continental games have this in common: They are technically sophisticated products designed specifically for the European market on the premise that what European producers have accomplished with phonograph development and production they can now duplicate in the game field.

Radio Doctors, Wis. One-Stop, Set for Move

MILWAUKEE — After 34 years in the same location, Radio Doctors has announced that it is moving to a new store a block away. The new address, after February 1, will be 240 West Wells Street. The store will contain 3800 square feet, more than triple the present quarters.

Radio Doctors was founded in 1930 by owner Laz Glassman, as a radio supplies and repair shop. It has since grown to be the largest volume retail and juke box one-stop outlet in Wisconsin.

According to Manager Stu Glassman, plans call for retaining primary emphasis on phonograph record sales to the retail and one-stop trade.

"We wanted to remain downtown because we feel that this is still the heart of the city. Now we will be even more centrally located than ever."

EUROPEAN NEWS BRIEFS

Push for Factual Ads

ZURICH—The Swiss trade organization, Association de la Branche Suisse des Automatiques (ASA), is pressing a campaign against unethical coin machine advertising.

Instead of an advertising golden rule, the ASA is seeking to enforce an iron rule of strict factual advertising. The code of ethics just issued by the association provides that:

Advertising may contain no exaggeration and no slighting reference to competing equipment; the use of box numbers for the answering of advertisements is proscribed; ASA members selling equipment are obliged to ensure that the equipment sold is not sited at a location already occupied by another ASA member.

Clean Up Semantics

PARIS—France's trade association, Federation Francaise des Professionnels de l'Automatique (FFPA) is requesting the co-operation of official regulatory and law-enforcement bodies in cleaning up coin machine semantics.

The FFPA complains that authorities are incorrectly referring to pinballs as "machine a sous," a term applied to machines operated illegally pre-war. The term implies, furthermore, that the operator of the machine is lacking in scruples, according to the complaint.

A survey submitted by the FFPA to French authorities shows that pinball and other amusement machines are now operated in some 1,200 French villages and towns.

Play Up in Naples

NAPLES—Libya's oil boom is booming coin machine exports from Naples to the former Italian colony, and the thriving Libyan coin machine business

is helping consolidate this port's position as a new crossroads of Mediterranean shipments.

In 1963, to date, some 250 phonographs have been exported from Naples to Libya compared with only 50 for all of 1962. Moreover, exports from Naples to other Mediterranean countries, including the Middle East, have increased 22 per cent in the last year.

This is because the volume from the Libyan trade has now reached proportions ample to stimulate general trade interest in the possibilities of Naples as a coin machine export center.

The bulk of the machines shipped from here are in fact transshipments of U. S., West German and French equipment.

Greek Imports on Rise

ATHENS—The song "Never on Sunday" is credited with Greek trade sources with having spurred the present modest phonograph boom here. Trade ministry statistics show that imports of new machines have jumped 35 per cent in the last year.

Part of this increase is accounted for by the replacement of vintage equipment, but part is also credited to the interest in Greek popular music touched off by the "Never on Sunday" song. Greek juke boxes, according to a late survey, are currently programmed with 85 per cent domestic music, most of it folk songs packaged in pop format since the success of "Never on Sunday."

Invitation Records

BINGEN, West Germany—N.S.M., the big German coin machine manufacturer, has applied for patents on a phonograph "self-advertising" system. The N.S.M. system permits the idle phonograph to "call attention to itself" through the

(Continued on page 41)

BARGAINS FOR THE WEEK BOWLERS

- Un. Jumbo or Royal, 16' . . . \$ 75.00
- Un. Bonus, 16' 125.00
- Un. Playtime, 16' 150.00
- Un. Duplex, 16' 175.00
- Un. Advance, 16' 200.00
- Bally ABC Tournament 75.00

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- CC Red Pen Shuffle 165.00
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- Wurlitzer 2500, 2504, 2510 . . . 645.00
- Wurlitzer 2300 445.00
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- Wurlitzer 5210 WB 49.50
- Wurlitzer 5207 WB 25.00
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Bank Pool Adaptation Of Pool Table Theme

CHICAGO — Bank Pool, United's newest shuffle-type game, is a unique adaptation of the pool table theme. Instead of pins, players shoot at actual balls, and the idea is to bank shots and pick up various ball combinations.

Four can play and each game has six "racks" instead of the more familiar frames per game. For the first shot, the player shoots at the complete "rack" of 15 balls.

He gets 30, 20 or 10 points, depending upon how good his "break" shot is. After the break, the player is presented with 15 balls in a miscellaneous assortment on the playfield.

Purpose is to bank the puck with each shot and get as many balls as possible. If the player cleans the table or playfield with two shots, he gets 90 points; three shots, 60 points; four shots, 30 points, five shots, the exact number of balls the player hit.

Each player can get up to



BANK POOL

30 pucks per game with a minimum of 18 shots. Maximum score is 720 (though this reporter felt lucky to hit over 300 in his first four games).

The game is similar in size to a shuffle alley, 7¾ feet long and 3 feet wide. Alley is covered with green Formica, with simulated brown Formica rails. Sides are live rubber, covered with felt, for banking shots.

Backglass and hood are attractively decorated and have colorful light-up features. Front panel is of stainless steel and the cash box is enclosed in steel. Bank Pool is on dime play.

SERVICE MEN!

A Seeburg Distributor is opening a new office in MIAMI. We need skilled electronic phonograph men plus men with game and vending experience. Any experienced service man may apply by writing to:

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- Cow Pony 400
- Champion Horse 370
- Donald Duck 225
- Elsie the Cow 200
- Fire Engine (All Tech) 400
- Highway Patrol 570
- Helicopter 570
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Kamel Ride

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- King's Choo-Choo 225
- Moon Rocket 570
- Meteor Hot Rod 225
- Motorcycle 300
- Miss America Boat 270
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- Moon Rocket 570
- Midget Racer 400
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- Red Nose Reindeer 200
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- See Saw Clown 200
- Twin Merry Go Round 270
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- Twin Horse Stage 400
- Coach 400
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- Crane 110
- Crisp Cross Hockey 175
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- Harv. Metal Typer 195
- Ingo Floor Grip 65
- Jet Pilot 75
- Foot Vibrator 125
- Lord's Prayer 150
- Motorama 175
- Midway Red Ball 125
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MULQUEEN N.Y. GROUP HEAD

NEW YORK — In a recent issue of Billboard, Jack Wilson, a past president of the New York State Operators Guild, was incorrectly identified as president of the group. Mike Mulqueen, Walden, N. Y., operator, has been president of the association for the last two years.

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BULK VENDING

Oak Gets a Cheer From Distributors

LOS ANGELES—Announcement of plans for Oak Manufacturing Company to build a new plant in the San Fernando Valley is meeting with "enthusiastic" response from Acorn distributors throughout the nation, Herb Goldstein, the firm's director of sales, marketing, and merchandising, said here upon his return from a swing through the territory.

Following the announcement by Sid Bloom and Sam Weitzman of the firm, Goldstein said that he had talked to officials of S. J. Phillips & Company, New Orleans, and Jackson Vending Machine Company, Dallas, and all are looking forward to the new items being planned by this manufacturer.

In the East, Goldstein visited William Scheeley and son of Penmar Distributors, Nat Rake of Rake Coin Machine Exchange, Dave Mark of Mark Distributing and Jack Schoenbach. Their reaction to the plans was the same as that of distributors in St. Louis, New Orleans and Dallas.

Goldstein reviewed the preliminary architectural plans for the structure, which will be on a plot of 250,000 square feet with its own railroad siding, with Carl Fradkin who was at the plant in Culver City from Calvin Sales Company in Baltimore. Calvin, who represents Oak in association with Penmar Distributors of Hagerstown, Md., was reportedly impressed with the expansion schedule.

Minn. Town Sets Free Play Fee

ST. PAUL — The suburban village of Roseville, here, has set a license fee of \$35 for the operator of any coin machine which gives free plays, and an additional \$35 fee for each machine an operator registers after his first two.

Village trustee Norman Goodrich said the action was taken because "the big danger is kids will spend too much of their money trying to beat the machines."

They then become "pseudo gambling devices," Goodrich added.

The problem came to the village council's attention, he said, when the Har Mar Shopping Center in Roseville opened a downstairs game room filled with coin devices of a variety of kinds. Among the machines were four "free play" games, and mothers were said to have complained both to the shopping center and the village council. The shopping center unplugged the machines, when the matter was brought to its attention, and they remain with an "out of service" sign on them.

Goodrich said: "We are not concerned with the strictly amusement machines at Har Mar or elsewhere in Roseville." No license is required for them.

Cleveland Jukes

• Continued from page 37

cerning the death of President Kennedy:

"We're all very shocked . . . we will be for a long time. It seems impossible that that could happen in our country. Everything closed down, the bars, restaurants, a lot of plants and offices.

"Sure we lost some income. . . but who cares at a time like this? All the boys feel the same way. Who could even think of dollars and cents at this hour?"

Charles Comella of Cadillac Music Company added: "We've actually been out of business since Friday, the day President Kennedy was assassinated. And believe me we'd stay out of business for two more Fridays if we thought it would bring him back!

"One of our locations that stayed open the day of the burial reported that the men sitting at the bar broke down and cried. . . . We all were crying inside. . . . It helped us put our lives in proper perspective."

Guggenheim to Release Item Each Week

JAMAICA, N. Y.—Beginning this week, Karl Guggenheim, Inc., will release at least one item per week for the next three months.

Twenty new items, covering a complete range of 1-cent charms, 5-cent rocket merchandise and 10-cent capsule items are now ready for release during this period. The first release is a Devil's Head with jeweled eyes: Called Mr. Satan, the item is available at all Karl Guggenheim, Inc. warehouses. Free labels are included with the order and displays may be obtained for a slight extra cost.

Bob Guggenheim, president of the firm, in announcing the new release schedule, argues that with so many machines now in high-traffic indoor locations, the slow season is a state of mind rather than a fact. In an effort to prove his point, he has prepared the new items.

N. C. Ops to Weigh Sales Tax

CHARLOTTE, N. C. — A discussion of the approaching gubernatorial race will be on the agenda as the Carolina Bulk Vendors' Association holds its meeting here in the Stork Restaurant, Freedom Village, Sunday (1) morning.

Jack Thompson, secretary, said the group was very much interested in the various candidates' view on the sales tax. He said the operators felt they should receive an exemption.

Paul Price Bows Santa Claus Ring

ROSLYN, N. Y.—Santa Claus is now emblazoned on a new children's ring being manufactured by Paul A. Price Company here.

The silver plated rings feature a three-colored picture of Saint Nick, in red, green and white. According to Price, the rings are ideal for store locations as tie-ins with Christmas promotions.

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| Pistachio Nuts, Large Tulip | .68 |
| Pistachio Nuts, Vendor's Mix | .58 |
| Pistachio Nuts, Sheik, Red | .64 |
| Cashew, Whole | .46 |
| Cashew, Butts | .43 |
| Peanuts, Jumbo | .45 |
| Spanish | .32 |
| Mixed Nuts | .57 |
| Baby Chicks | .32 |
| Rainbow Peanuts | .35 |
| Bridge Mix | .36 |
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**Say You Saw It in
Billboard**

**NY Coinmen Seek Support
For Cardinal Spellman Club**

NEW YORK — For the 10th successive year, the New York coin machine industry is sponsoring a drive to support the Cardinal Spellman Serviceman's Club, a non-sectarian organization which plays host to more than 15,000 servicemen here each month.

Head of the club is the Very Rev. Msgr. John P. Kelly, who

has worked closely with coin machine industry leaders in charitable efforts for the last decade.

On the sponsoring committee are Al (Senator) Bodkin, Al Denver, Abe Fish, Tom Greco, Irv Holzman, Harold Kaufman, Millie McCarthy, Mike Mulqueen, Meyer Parkoff, Carl Pavesi, Al Simon, Aaron Stern-

field, Barney Sugerman, and Marty Touhy.

Operators are asked to send their checks to the Cardinal Spellman Serviceman's Club, 487 Park Ave., New York 22, N. Y.

**Chicago Coin's Spotlight
Is Played Without Pins**

CHICAGO—Chicago Coin's Spotlight six-player shuffle alley, allows players to "shadow bowl," just as the pros do in actual tournament sessions. The game is played without any pins on the playfield with the player aiming at a "strike spot" on the lane. If the strike is missed, a "spare-lite arrow" make his spare pick-up.

The spare-lite feature was previously available only on Chicago Coin's big bowling alley. Besides "Spotlite," Chicago Coin's new alley features

such games as "Regulation," "Flash-O-Matic," "Dual Flash-O-Matic," "Step-Up" and "Add-A-Frame."

Step-up is a high-scoring game where the value of strikes and spares increases in value from frame to frame. Players can win extra frames—one, two or three—in Add-A-Frame.

The game has been completely redesigned and has modernized back-glass, playfield, hood, rails and front. Steel cash box and flip-up hood bulb are among servicing features.

EUROPEAN NEWS BRIEFS

• *Continued from page 38*

playing of self-promotion records.

A disk can be played automatically whenever the machine is silent inviting patrons of the

location to play it, or self-promotion disks can be played on the machine by a remote control device by the location management.

The system is designed to cope with the fact that otherwise playable machines are simply "overlooked" by location clientele with their minds on other things.

150 at Fete

BREMEN—Nordwestdeutscher Automaten-Verband of Bremen is observing the 10th anniversary of its founding. The Bremen operators association has grown from 20 members to nearly fivefold that number.

The 10th anniversary celebration was attended by 150 members and guests. President Heinrich Luetje recalled that when the first phonographs appeared on the German scene a decade ago there was great skepticism whether the Germans "would pay money to hear music."

Guests included President Hasso Loeffler, of the Central Organization of Coin Machine Operators (ZOA); attorney Hans Odenthal, ZOA's general manager; Paul Damm, chairman of the Bavarian operators' association; Inno Taeuber, chairman of the Lower Saxony operators' association, and Carl-Heinz Wende and Dr. Werner Hillert, chairman and vice-chairman, respectively, of the Hamburg operators' group.

**Lyndon Durant
Loses Tax Suit**

CHICAGO—Lyndon A. Durant, owner of United Manufacturing Corporation, last week lost his appeal to the United States Court of Appeals on an income tax evasion conviction.

Durant's attorney said he will appeal to the United States Supreme Court or ask a rehearing in the appeals court.

Durant was sentenced in 1962 to 60 days in jail and was fined \$15,000 for evading \$142,714 in taxes on \$620,939 of income from 1954 through 1956. The United executive is free on \$1,000 bond.

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ELECTRIC
MACHINE**



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

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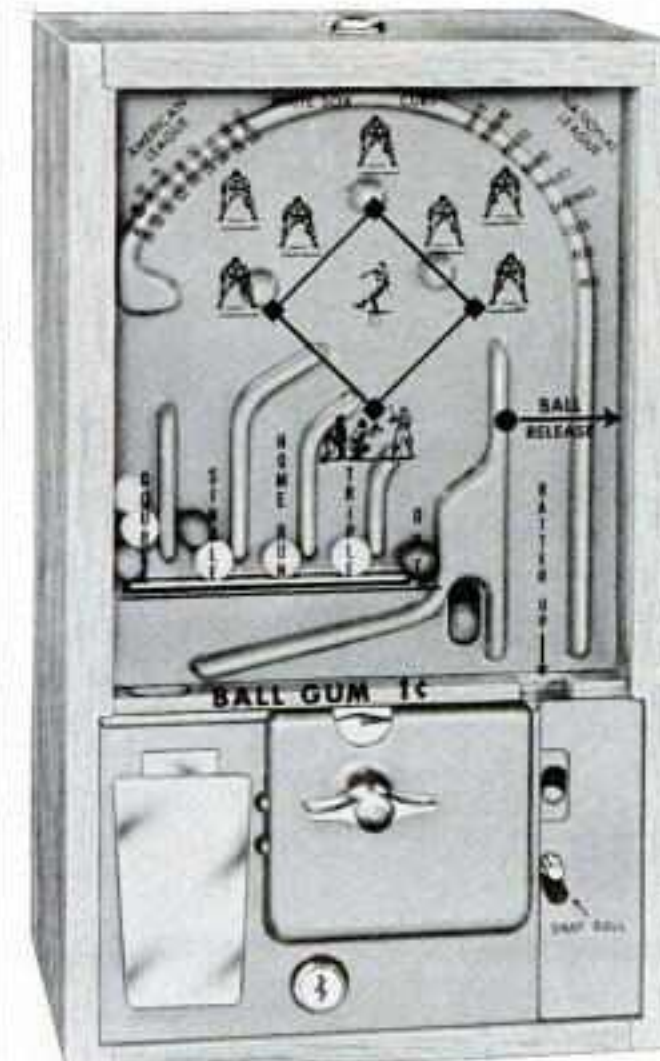
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Lets kids take a simulated jaunt into outer space.

2. BASEBALL DISPLAY FRONT (illustrated)

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Player gets one ball of gum for each penny inserted.

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- Vendor takes in \$21.00 when empty
- Display window attracts attention
- Proven trouble-free mechanism and flipper
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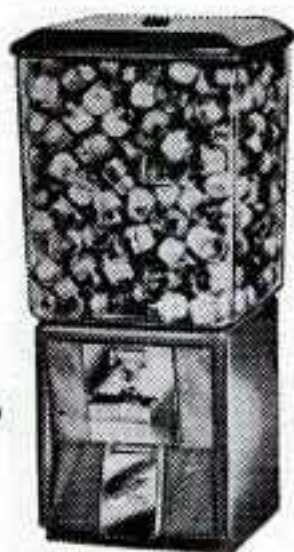
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MUSIC A. M. I.

1 E-120
3 F-120 Sel.
3 G-80 Sel.
1 H-120 Sel.
1 I-120 Sel.
1 J-200 Sel.
2 J-120 Sel.
2 K-100 Sel.
1 K-120 Sel.
1 Lyric 100
2 Cont. II—100
7 Mod. L—200
3 80—Hideaway
Many W80 Wall Boxes

VENDORS

Rowe
1 All-Purpose Refrigerated
1 14-Col. Cigarette
1 11-Col. Candy
3 C-4 Candy
7 Col. Candy

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Steeple Chase
Arrow Head
Jig Saw
Cue Tee
Coquette
Caravelle
Bo Bo

Gottlieb
Dancing Dolls
Brite Star
Foto Finish
World Beauties
Queen of Diamonds
Lucky Lady
Show Boat
Egg Head
Gaucho
Kewpie Doll

BOWLERS
Chicago Coin

5 Classics
5 T.V.S.
1 Twin
1 Players Choice
2 King
1 Prince
1 Continental
1 Royal Crown

United Teammate Royal

USED

Stoner
1 15-Col. Cigarette
1 D-500 Coffee

DuGrenier
1 20-Col. Cigarette
1 4-Col. Pastry

Nat'l
4 9-Col. Cigarette
1 6-Col. Candy

Wurlitzer
2 1900
1 A-200
1 V-100

Seeburg

Wico
4 9-Col. Cigarette
1 Spoon Dispenser

Miscellaneous
1 Gold Metal Pop Corn
1 Fawn 16-Col. Cigarette
1 Lehigh 12-Col. Cigarette
1 Continental Corsair
1 Eastern Electric
1 Glasco Milk Shake
5 Watling Scales

Bally
3 A.B.C. Champion
1 Challenger
1 All Star
World Champ
Whirlwind

GUNS
2 Gen. Big Top
1 Mid. Shooting Gallery
1 C.C. Riot Gun
1 C.C. World Series

BASEBALL
C.C. World Series
Wms. King of Swat
Wms. Deluxe
Wms. Extra Inning
Big Inning

SHUFFLE ALLEYS
4 ABC Bally
1 Un. Top Notch
1 C.C. Fire Ball
1 C.C. Rocket Shuffle
1 C.C. Explorer
1 Keeney Pace

ARCADE
1 Road Tester
1 C.C. Pro Basket Ball
1 C.C. Pro Hockey
1 Fortune Theatre
2 Kiddie Kolor Cartoon
1 Red Devil Auto

UNITED NAMES CHIEF ENGINEER

CHICAGO — Bob Jones, long-time engineer at United Manufacturing Company, was named chief engineer for Midway Manufacturing Corporation here last week, part of an over-all expansion program by the firm. Henry Ross, Midway head, said the Jones appointment would enable the firm to carry out a substantial increase in its present production as well as a diversification program for the future. Jones was with United 14 years, before that on the staff of Universal Industries.

Chicago Coin
Continued from page 37

back to normal," said Kline. At Singer One-Stop, Fred Sipiora said that most of the operators he had talked to said that collections were badly off. "The weekend is usually the time for the juke boxes to make money, but this past weekend most were shut off completely." Sipiora noted, however, that the layoff hadn't affected operator buying—so far. He said, however, it might be too soon to tell. "So far, the operators feel they still need new material, and they're coming in as always," Sipiora said.

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|-------------------|-------|----------|
| 1 AMI E-80 | | \$ 95.00 |
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| 2 AMI F-120 | | 175.00 |
| 2 AMI G-120 | | 195.00 |
| 4 AMI G-200 | | 195.00 |
| 2 AMI H-100 | | 275.00 |
| 3 AMI H-120 | | 325.00 |
| 3 AMI H-200 | | 350.00 |
| 2 AMI I-120 | | 395.00 |
| 2 AMI I-200 | | 395.00 |
| 2 AMI J-120 | | 475.00 |
| 2 AMI J-200 | | 475.00 |
| 2 AMI K-100 | | 495.00 |
| 3 AMI K-120 | | 575.00 |
| 2 AMI K-200 | | 575.00 |
| 2 AMI Lyric | | 475.00 |
| 2 AMI Cont. 1-200 | .. | 595.00 |
| 2 AMI Cont. 2-200 | .. | 675.00 |
| 4 Seeburg R's | | 295.00 |

All Prices Quoted Crated F.O.B. Phila.

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Bally Introduces Motor To Standardize Games

CHICAGO—A new Bally motor designed to standardize games and expedite international trade on used equipment was introduced by the large U.S. game manufacturer here last week.

The motor will operate on either 60 or 50 cycles and will be standard equipment on all Bally flipper-type games, starting with the firm's current Hootenanny model.

Bally is also providing as standard equipment its universal transformer, which may be used with either 115 or 220-240 volts current supply.

Both the universal motor and universal transformer may be used in earlier Bally flipper-type games and will be available for

Juke Box Play
Continued from page 37

erns we service closed shut until after the President's burial." According to Sam Hastings, Hastings Distributing Company, president of the Milwaukee Phonograph Operators' association: "We haven't had time to completely evaluate the drop-off. But, we know our take fell at least 25-50 per cent below normal."

"Our best barometer is the number of service calls we receive over a given period. Saturday, we had one service call; not a single call came in on Sunday, and on Monday, only one location called in for juke box service. Normally, we expect several dozen service calls during the weekend. From what other operators tell me, they all experienced the same decline in business that we did. It was noticeable all over the area. Tavern business was hit hard, and so was the coin machine industry."

Bally bingo games in the near future.

Bill O'Donnell, Bally sales manager, said that replacement of overseas shipments will no longer be required. O'Donnell said the change was made because of the increasing world-wide demand for Bally games, and would expedite international trade in Bally used equipment.

Ark. Operator Dies
PINE BLUFF, Ark.—Chester Baker, owner of Baker Music Company and veteran operator of 25 years, died Friday (22) of a heart attack. He left his wife and a son, 17, who is a high school senior.

distinctive new **ROCK-OLA Capri II**

100 play stereo monaural phonograph with optional full dimensional stereo!



Model 4145

Plus—these big new top profit features:

- New plastic laminate "Conolite" finish.
- Exclusive Rock-Ola Selector Mechanism.
- New Automatic Rock-Ola "Money-Counter."
- Famous Rock-Ola revolving record magazine.

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| SEEBURG 201-SH | 575 |
| SEEBURG AQ160-SH | 725 |
| AMI J-120 | 395 |
| AMI CONTINENTAL-200 | 595 |
| ROCK-OLA 1468 | 345 |
| ROCK-OLA PRINCESS | 645 |
| WURLITZER 2404 | 545 |

| VENDING | |
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| ROWE COFFEE RV-750 | ...\$375 |
| SEEBURG 800-E2 | 195 |
| SEEBURG 800-E1 | 165 |
| ROWE 11-COL. COMMANDER | .. 85 |
| ROWE PASTRY | 150 |
| ROWE SANDWICH (Refr.) | ... 295 |
| ROWE HOT FOOD | 325 |
| STONER CANDY, 6-Col. | ... 110 |
| VENDO ICE CREAM #210 Post | 475 |
| VENDO MILK #210 (Pre-Sel.) | 325 |
| ROWE L-1000 | 545 |

AMUSEMENT GUNS

| | |
|-------------------------|------------|
| Williams CRUSADER |\$175 |
| United SKY RAIDER | 125 |
| ChiCoin SHOOT THE CLOWN | ... 325 |
| Bally SHARPSHOOTER |\$225 |
| Genco WILD WEST | 175 |
| United CARNIVAL GUN | 95 |

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chicago
coin's

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New SPOTLITE Skill Game! First Time Ever on a Puck Bowler! Plays without visible pins. (Pro's call it "shadow bowling"). Player aims for Strike "Spot"—if Strike is missed, "Spare-Lite" directs aim for Spare!

New STEP-UP High Scoring Feature! The Strike and Spare scores ADVANCE and CHANGE IN VALUE by frames!

New ADD-A-FRAME Feature! Flashes on surprise EXTENDED play of 1 - 2 or 3 EXTRA frames at finish of 10th frame!

Rear scoreframe goes all the way to floor

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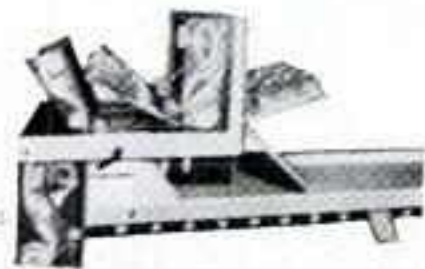
- New Formica hand rails!
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- Bright new color combination!
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- DUALFLASH-O-MATIC!

- Steel, pilfer-proof, double-door cash box!

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NEW OFFICIAL "SPARE-LITE"
6 PLAYER BOWLING GAME



NEW! "SWING-AWAY" Servicing — Provides INSTANT ACCESS to Mechanism without moving Game!

DIRECTIONAL
ARROW
"LIGHTS-UP"



ALL NEW 2 PLAYER
SUN VALLEY
PIN GAME

- NEW! EXCLUSIVE "LIFT-OUT" SELF-LOCKING PLAY FIELD!
- NEW! SCORE-FRAME HAS STAINLESS STEEL TRIM ON THE FRONT, AND PROTECTIVE METAL CORNERS AT THE BACK
- NUMBER MATCH FEATURE!

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Billboard

Photo Gallery

OF NEWSMAKERS



CASH IN DUBLIN: During Johnny Cash's first Irish tour he was entertained by (left to right) Tom Costello, manager of Dublin's Crystal Ballroom, and Phil Mitton and Tom Manahan, both of Irish Record Factors, Ltd. Johnny is shown second from left.



WINTRY TRIO: Mercury's Pixies Three are prepared for the coming season with their single, "Cold Cold Winter." Girls are (left to right) Midge Bollinger, Kaye McCool and Debbie Swisher.



DEAN AND FRIENDSHIP TREE: Jimmy Dean (right) and Dr. James E. Perkins, managing director of National Tuberculosis Association, help decorate the Friendship Tree with cards decorated by his viewers with Christmas seals.

TAPP'S ON TV: Brunswick's pretty Demetriss Tapp, on promotion tour for latest single, "Lipstick Paint a Smile on Me," visits Baltimore TV personality Buddy Deane.



CANNON TO WARNER BROS.: At signing of exclusive recording contract with Warner Bros., vocalist Freddy Cannon is surrounded by (left to right) Ed Abramson, George Lee, Mike Maitland and Felix Ziffer.



GARY IN HOME TOWN: RCA Victor's John Gary, on promotion tour for first LP, "Catch a Rising Star," chats with the Walther brothers, Henry and Bud, who distribute for RCA Victor in New Orleans, Gary's home town.

RUBINSTEIN IN MADRID: At Barajas International Airport, Artur Rubinstein is greeted by RCA's manager, Bill Caram. Rubinstein gave two concerts in Spain.



AT THE MOVIES: In Spain, Dion DiMuci and his wife Susan watch "55 Days in Peking" with Billboard's man in Madrid, Raul Matas.



BRITISH DON'T FORGET HIM: Follow-up to Bobby Rydell's British-made hit, "Forget Him," is cut in Pye studios in London. At session are (left to right) composer-a.&r. man Tony Hatch; Bobby, and his manager, Frankie Day.

Watch them soar!!!

"GLISSAMBA" RAY BRYANT SUE 800

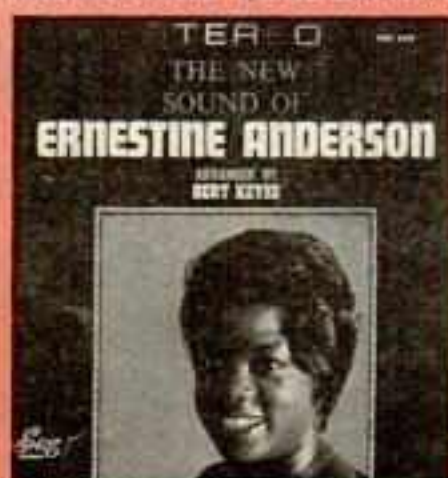
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Season's Hit LPI
**CHRISTMAS WITH
JIMMY McGRUFF**



SUE LP 1015

Greatest New LP Release!
**THE NEW SOUND OF
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