

# Billboard

The International Music-Record Newsweekly

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

## BURTON LAYS IT ON THE LINE

# New BMI Head Spells Out Views on Music Export Scene

By PAUL ACKERMAN

NEW YORK—"This is the American decade in music. Music is our most important cultural commodity and our most significant export—and our nation—generally and the music users specifically must come to a true realization of its value."

The speaker is Bob Burton, newly elected president of Broadcast Music, Inc., who shortly after his accession to the BMI presidency spelled out some of his basic views regarding the American music industry and its product.

Burton regards as one of the key functions of his office the

implementing of an educational campaign to drive home the aforementioned philosophy.

"That a nation which is the greatest exporter of music does not realize its significance to the national culture and economy is fantastic," Burton said.

He added: "Music is often the primary focus of audience attention, or else it is the indispensable hand maiden. . . . Yet, broadcasters and other users spend vast sums of money for sports and other program material, and seem to begrudge the small amounts allocated to the copyright owners."

### Orient the People

Burton feels that the music industry—including all the licensing and performing rights agencies—has been remiss in not properly orienting music users.

Burton is of the belief that key music users, rather than concerning themselves with petty reductions in music costs, should adopt the attitude that they—in conjunction with the music business—are responsible

(Continued on page 6)



CARL HAVERLIN, retiring BMI president (left), and Judge Robert Burton, who accedes to the office, examining a book of historical photos presented to Haverlin during a party at Ratazzi's Restaurant, New York, Tuesday (17).

## HOLLYWOOD DAM BURST

# Raises Cain With Disk Shops

LOS ANGELES—The horrendous crack in the Baldwin Hills Dam here (14) which caused havoc to a substantial residential area also sent a shock wave roaring through the record biz in that community.

Two huge discount stores, Fedmart and Thrifty Mart, both on LaCienega Boulevard, were affected by the water and mud

which inundated the street, causing police to close it to all traffic. Both stores have large rack disk sections and were anticipating a strong holiday weekend when the disaster occurred.

One of two Sam's Record Shops, located on West Adams Street, one block away from the affected area, also felt the pressure of the event. "The police

had to block off Adams Street," reported owner Jack Lewerke, "and business on Saturday fell to nothing." By midweek business was still slow.

One of Los Angeles' largest rack jobbers, Ed Mason's Record Rack Service, is located on Rodeo Drive, one of the swamped thoroughfares. "There is a lot of mud in our warehouse," a cheery voice told Billboard by phone, "but business is still going on. Luckily, a lot of the merchandise was a flight above ground."

The dam burst took four lives and caused more than \$10 million in property damage over a four-square-mile area.

## Dot Profits

HOLLYWOOD — Dot Records President Randy Wood revealed last week that his label's profits for the year now ending show an increase of more than 25 per cent. Wood said 1963 will be one of the most profit-making in the company's history. Wood attributed this to Dot's strength in Christmas sales, such singles as "Sugar Shack," among others, and LP product by Steve Allen, Pat Boone, the Safaris, Billy Vaughn, Lawrence Welk and others.

# ARMADA Execs Meet With Kintner; Draft Trade Rules

WASHINGTON—Key ARMADA execs met with ARMADA attorney Earl W. Kintner last weekend to study a preliminary draft of proposed trade rules—drawn up by the organization in preparation for the Federal Trade Commission's upcoming trade practices conference. While the proposals were not divulged, it is understood

that they tackle such abuses and problems as freebies, transshipping, price discrimination, commercial bribery and advertising allowances. Implicit in the proposals, it is known, is a recognition of the various sub-distributor functions — including rack jobbing, one-stops, etc. The conference is expected to be called in February.

Amos Heilicher, ARMADA president, indicated that the

(Continued on page 4)

## Diskeries Should Back ARMADA, Wexler Declares

NEW YORK—Jerry Wexler, executive vice-president of Atlantic Records, last week called upon record manufacturers to meet with ARMADA and work with that organization in order to achieve a more harmonious record industry.

Wexler noted that the trade conference is already a fait accompli. Whether this is or is not government intervention is now academic. "It is true," he pointed out, "that manufacturers may be fragmented. The best way in which the manufacturers' views may be presented to the FTC is via the framework already created by ARMADA."

"The position that is necessary is an industry position," Wexler stated, adding, "It is no longer a matter of distributors versus manufacturer or vice-versa. Now is the time for the manufacturer segment to come forward and present its points."

Wexler said he had gone to the Washington meeting with the suspicion that the ARMADA proposals would be loaded in favor of distributors, and for this reason he brought an attorney to participate in the discussions. He concluded: "I feel now that ARMADA has been realistic in preparing its rules and that most likely it will prove to be the vehicle which will enable the trade to carry on."

## DEPARTMENTS & FEATURES

Hot 100 Chart...Page 17

Top LP's Chart...Page 18

### Other Music Pop Charts

Breakout Singles .....14  
Breakout Albums .....10  
Hot Country Singles .....12  
Hits of the World .....16

### Record Reviews

LP Reviews ..... 9  
Singles Reviews .....14

### Music & Record News

Talent ..... 8  
Christmas Charts ..... 7  
Country Music .....12  
Classical Music .....11

### Departments

Radio-TV Programming ....24  
Phono-Tape Merchandising .23  
Coin Machine Operating ..26  
Bulk Vending .....32

Buyers & Sellers  
Classified Mart .....25

## EDITORIAL

# The Haverlin Era

Almost a quarter century has gone by since the formation of Broadcast Music, Inc. During this period the music industry has gone through several metamorphoses—in marketing and merchandising techniques, in promotional methods and in myriad other ways. It has grown in dollar volume and complexity.

But most important is the fact that it has matured as an American cultural entity.

Today, our music is richer and more varied than ever before. The sounds of jazz, of pop music, of country and western, and the strains of show and concert and folk music are more than ever in the minds and hearts of people all over the world.

Few would deny that our industry today is at once more competitive and more truly a part of the national heritage than ever before. It is indeed a distinguished ornament, a treasure in the fabric of the nation.

Much of this development was brought into focus by what may be termed the Haverlin Era—the years from 1940 to 1963, during which period Carl Haverlin, with a large measure of insight and graciousness—guided the destiny of BMI.

IN ANY LANGUAGE IT IS "SEASON'S GREETINGS"

JOYEUX NOEL ET BONNE ANNEE

\* FRÖHLICHE WEINACHTEN UND EIN GUTES NEUES JAHR \* BUON NATALE E FELICE NUOVO ANNO \* GLAEDLIG JUL OG GODT NYTAAR \* FELIZ NATAL E PROSPERO ANO NOVO

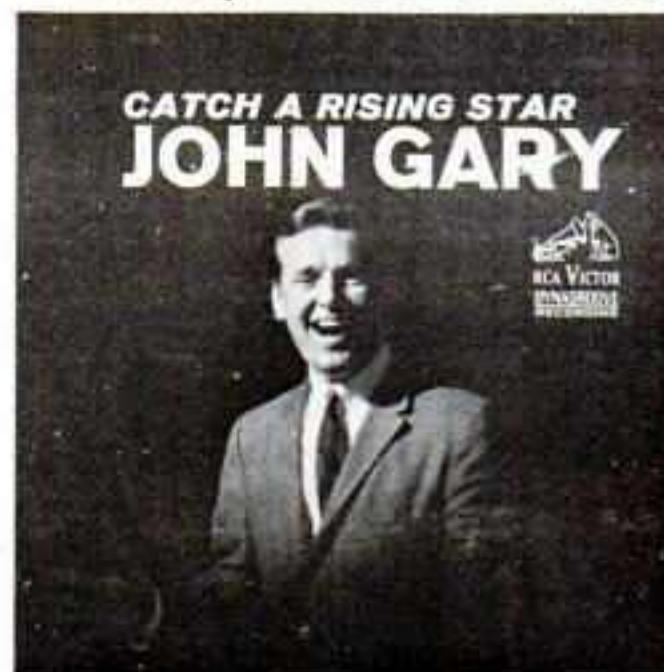
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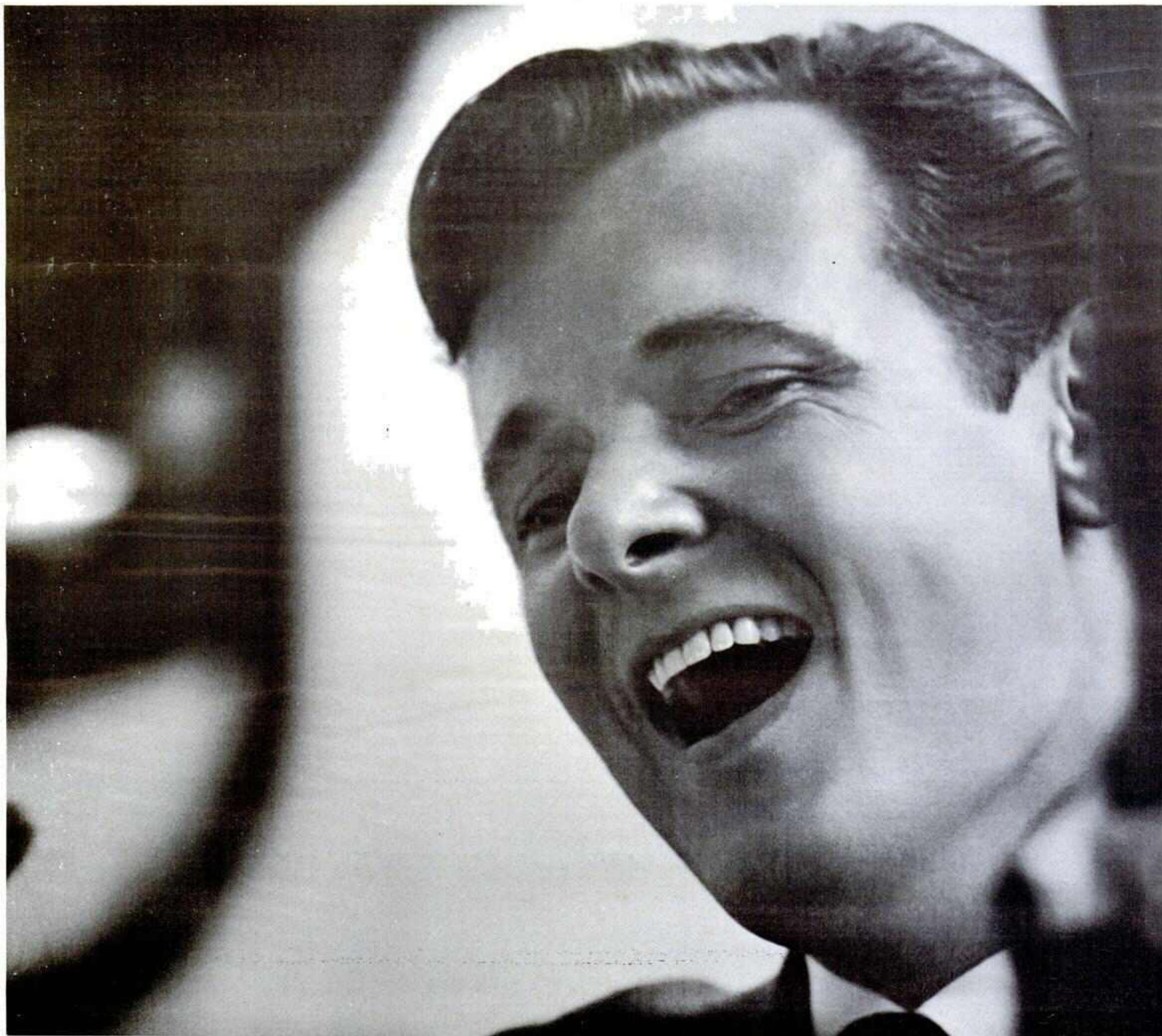
The Editors of Billboard

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*catch a rising star*

**John Gary's off and streaking to the top! See a star. Catch his magnetic appeal on the "Tonight" network TV show. Hear a star. Catch a voice of magnetic charm on his first album. Catch a rising star and put **RCA VICTOR** profit in your pocket...today! For John Gary, the sky's the limit!**  The most trusted name in sound 



***JOHN GARY: The most exciting new voice of the sixties! Absolutely!***

## IN TWO-YEAR PERIOD

Victor Camden Line  
Doubles Sales Mark

NEW YORK—RCA Camden Records, RCA Victor's low-priced line, has increased its sales volume 100 per cent in the past two years, according to Ray Clark, manager of product planning of the RCA Victor record division. The label, which began life about 11 years ago strictly as a vehicle for reissues of classical and pop product, has gradually changed its product philosophy. It releases new product as well as material from the archives, and it has developed highly marketable talent entities or images—such as The Living Strings, The Living Voices, etc. And its product philosophy now encompasses all material except classical.

Clark attributes the success of the label to several key

factors. "We keep releases at a minimum—no more than five a month; yet we manage to give all customers a chance to get the type of product they want in the pop, country, jazz, religious and folk fields," Clark said.

"We also try to anticipate trends—an example being the release of bluegrass packages by Bill Monroe prior to the great resurgence of this type of repertoire."

## Timeliness Factor

"Timeliness is another factor," he noted, pointing to "Charade" and other film hits scheduled for release in January. The film "Charade" recently opened at the Radio City Music Hall.

One of the most important ingredients in the label's success is the matter of proper packaging and title.

"One of the Victor albums was a dog. Camden repackaged and retitled it, and it racked up a sale of 300,000," Clark stated. He added that big current artists constantly contact him and Ethel Gabriel, Camden's a.&r. chief, asking to be put on the label. Clark and Gabriel make a continuing study of product in order to ascertain where sales come from, and the results of such study are reflected in product releases.

The wealth of traditional country material on Camden is one of the results of this analysis. Currently, about one half of Camden product comes from the archives and one half is new. Sales of Camden are approximately 50 per cent through racks and 50 per cent through dealers.

Camden in its early years released considerable classical material from the archives. This type of material has now been diverted to RCA's Victrola label. Since the early years of Camden, the pop field has become more diversified, with the result that Camden, in addition to its new material, now gleans albums from virtually every

(Continued on page 7)

Trini's 2d LP  
Big in Brussels

BRUSSELS — The second Trini Lopez LP "Mere Trini Lopez at PJ's," arrived in this country in time to cash in on heavy holiday sales. Most trade sources feel this one will be even bigger than the first.

Anticipation was so strong that some people ordered the album directly from Reprise in the U. S. when they heard of its release. One fan paid no less than \$20 to have it shipped via jet. The day he received his record it was made available in record shops throughout the country for the usual price of 295 francs (\$6).

In the meantime all other Lopez records are best sellers. The biggest, however, is still the coupling of "If I Had a Hammer" and "America," the top record of 1963, but the others are close behind. It is pretty much a certainty here that Trini Lopez will be named the biggest discovery and the biggest star of the year in this country.

Richard, Beatles Poll Win  
Show Buy-British Impact

By CHRIS HUTCHINS

LONDON—The 12th International Popularity Poll conducted here by The New Musical Express reflects the change in favor from American to British artists and product. The paper, which has a circulation of well over 300,000, received an unprecedented number of votes from its readers.

Columbia's Cliff Richard ousted Elvis Presley as the world's outstanding male singer (Elvis came second), and Parlophone's sensational Beatles overwhelmingly defeated the Everly Brothers this year to become the world's outstanding group, according to the poll. This is the first time in the history of the poll that British artists have gained honors in any of the four world sections.

However, Brenda Lee came out on top for the second successive year as the world's outstanding female singer. She was closely followed by Parlophone

lark Shirley Bassey, displacing Connie Francis from second position. By way of compensation the fans voted Elvis the world's outstanding musical personality, with Cliff as runner-up in this section.

Billy Fury came second to Richard as favorite British male singer, and Kathy Kirby shot to the No. 1 position in the female singer class. Another staggering achievement by the Beatles placed their records in the first four slots under the heading Best Disk This Year. But in the small group class (British again) the Beatles came second to the Shadows.

Kenny Ball's jazzmen came first in the Trad Jazz Band section, with Acker Bilk's Paramount Jazz Band in second place. Gerri Marsden (of Gerri and the Pacemakers) was No. 1 in the New Disk or TV Singer section followed by Billy J. Kramer.

## THOSE KENNEDY SINGLES

Show Lively Sales Despite  
Slough-Off by Disk Jockeys

By REN GREVATT

NEW YORK—Two disk versions of the John F. Kennedy memorial song, "In the Summer of His Years," originally performed on the BBC-TV salute to the late President, appear to be making definite sales headway, despite what can best be described as "sporadic" air play of the records.

The disks showing the most promise last week were by Connie Francis on MGM (which hit the Hot 100 at 85) and Millicent Martin on ABC-Paramount, which appeared in the No. 7 spot on the bubbling chart.

Lennie Scheer, sales executive with MGM, said he felt much of the sale of Miss Francis' record was due to "word of mouth promotion."

Said Scheer: "It's beginning to look like a good-sized record for Connie. It's already sold more than her last hit. This is in spite of what amounts to almost blackouts in some radio markets and exposure on only the smaller outlying stations on the edge of the bigger markets in others."

"St. Louis has re-ordered," Scheer said. "And we have no play there at all. In markets

like New York, the sales are building but most of what play we've had has been from Long Island stations. It's the same way in San Francisco. Little play there but quite a bit in neighboring cities. It's that way in many areas but we've still shipped out reorders totaling 125,000 over our original orders."

Scheer said that whereas the firm went slowly at first on the promotional end, due to the nature of the material on the disk, it's all-stops-out now to make the record.

BOSTON BUYS  
JFK TRIBUTES  
IN A BIG WAY

BOSTON—The death of President Kennedy has had a considerable influence on Christmas record buying. While the standbys are going briskly, the most phenomenal grosses are being rung up on record tributes to John Fitzgerald Kennedy. Sales of "That Was the Week That Was" tribute on Decca are reported by the retailers to be extraordinary.

Dealers have taken an unusual amount of newspaper advertising space to promote the tribute and apparently it is paying off. Strong response to 20th Century-Fox's "John F. Kennedy Speeches," which have reached the stores here ahead of the others, is said to be holding up exceptionally well. What came as a big surprise to retailers was the demand for the Cadence album of Vaughn Meader's "The First Family." It was assumed that even this satire could be preserved as some sort of memento of Boston's native son.

One amazing occurrence was the demand for the Anthony Newley poem and song tribute to JFK on a Capella. While Dumont Distributors, who handle the label here, were momentarily expecting shipments, two airings of the album on local radio stations brought demands from retailers and customers who had tracked down the distributor. It would appear that by Christmas the single would have a healthy sale on advance orders alone.

Picket Station  
In Philly for  
Hiring a White

PHILADELPHIA — Racial crisis of a different sort broke out in local radio with complaint registered against a Negro-oriented station for hiring a white disk jockey. The proposed action is being taken by individual columnists on the local Negro newspapers, rather than by any organized group such as NAACP or CORE.

Though it's been several months since Jerry Blavat (see Radio section) was hired by WHAT, replacing "Hot Rod" (Hubert), resentment has been seething in the Negro press. Following a boycott called this week by the NAACP against Storer Broadcasting's WIBG for failure to accede to a demand that it hire two Negro men, Scoop, weekly newspaper, called for a "Don't Listen to WHAT Day" for the first Sunday of the new year. Newspaper called for volunteers to picket the station from 7 a.m. to 11 p.m. that day, also asking those who work for WHAT not to cross the picket line.

Major complaint that station hired a white to replace a Negro is heightened by the fact that Blavat is given to the jive chatter that characterizes the free-wheeling Negro jocks.

Dolly Banks, general manager of WHAT, disclaims any bias charges, pointing out that Blavat had been doing a number of shows on the station before going full time when Hot Rod left.

"We gave him back to WITH (Baltimore), said Miss Banks, explaining that WHAT had an arrangement with the Baltimore station whereby he would return there. In fact, she said that when Hot Rod returned to Baltimore, she received from him one of the "most beautiful letters anybody could send to a person."

Larry Newton, sales chief of ABC-Paramount, also indicated that a major promotion effort was now under way on the Millicent Martin disk, following an initial attempt to soft-pedal the push.

"We're picking up air play," Newton said, "and sales are close to 100,000. San Francisco and Seattle are both very good on this record and other markets are beginning to come along. It now looks like an important record for us and we intend to stay with it all the way."

Meanwhile, another Kennedy-oriented disk, which does not incorporate any direct reference to the Dallas tragedy, is also showing action. This one is called "He Was My Friend," by the Briarwood Singers on United Artists, No. 7 on the bubbling chart this week.

Coast Feud  
On JFK LP's

HOLLYWOOD — Two low-priced lines are feuding over a President Kennedy tribute album. Premiere and an East Coast firm, has asked the Los Angeles Superior Court to halt the distribution of West Coast based Crown Records' memorial LP, which it claims has a similar cover. A hearing has been set for December 27.

Premiere claims it released its LP November 28 and that Crown issued its package December 13. Mrs. Florette Bihari, owner of Crown, said she was unaware that the photo she bought was similar to that which appears on the Premiere product.

BING GOT NOD  
FOR ARTISTRY

NEW YORK — In a story carried last week covering the special telecast of winning performers appearing on the NARAS Grammy award show, it was stated that Bing Crosby had been given a special award for selling more records than any other artist. This was in error, for Crosby was given the award for his artistic achievements.

Columbia Says Price  
Program a Smash

NEW YORK — Branch and indie distributor sales managers attending a special midseason Columbia Records sales meeting were told last week the label's "Age of Reason" program introduced last July, "can, as of year's end, without a doubt, be considered an overwhelming success." The program incorporates a lower basic dealer price on album product which is sustained all year long without any special discount programs.

Speaking to what was called a "miniature" convention at the Barbizon Plaza, Columbia marketing Vice-President William P. Gallagher said:

"Our commanding position on the best selling charts is con-

clusive evidence that the consumer has recognized quality of product and is no longer motivated to buy merely for price. In launching the program, Columbia promised that we would more than double our consumer advertising. We have more than fulfilled the promise. In 1964 we will add even more emphasis to the "Age of Reason," with well-planned local and national advertising, co-ordinated with point-of-sale merchandising aids for dealers."

Other highlights of the meeting were the presentation of new January album product along with 10 new additions to the Masterwork Audio Products line for spring 1964 sale.

# Epic Going Down in Album Price Policy

NEW YORK—Epic Records last week announced downward revision in its album pricing policy. In effect, the label is adopting the same lower all-year-round non-discount price structure as that announced last July by its parent firm, Columbia Records.

Epic's new plan, tagged "Era of Profit," just as in the Columbia "Age of Reason" program, marks the end of semi-annual restocking periods offering special discounts. Effective December 30, all Epic \$3.98 list LP's will be reduced in dealer cost from \$2.47 to \$2.25. By the same token, \$4.98 list product becomes \$2.81 to dealers instead of \$3.09.

"This is a momentous move as far as Epic is concerned," said Len Levy, general manager.

### 'Want to be Leader'

"We feel we want to be a leader. We feel we have to go this way if we're to remain a profitable industry. We'll also feature a smaller, more sal-

able quantity of product with each new release."

"It was also noted that Epic will ask its distributors to state their rack sale percentages, just as Columbia has done during the time since its plan was introduced. Epic's situation, however, is different than Columbia's since it works strictly through independent distributors rather than branches.

Speaking of the concept of the all-year-round price, Columbia marketing vice-president Bill Gallagher declared: "It takes courage on Epic's part to do this because it doesn't have the artist power that Columbia has. Yet we feel it's an excellent move. As a matter of fact, we at Columbia feel we have gotten a sort of subtle endorsement of the policy from the industry as a whole in terms of generally smaller discount plans on almost everybody's part since we made our move."

Levy, in explaining the Epic move, referred to the flooding of the market with album product. However, he noted, "As we all know, the buying spree ended and the unsalable merchandise became a glut on the market. What followed were basically unsound business practices which resulted in less profit for everyone. The product was cheapened before the eyes of the public.

"During the early months of 1963 new hope came to the industry. A new phrase was heard from all parts of the country: 'Profitless Prosperity.' (The statement was originally coined by the late Jack Kapp and more recently has been identified with Dave Kapp, president of Kapp Records.) The squeeze was on; where was the profit?"

"Columbia, recognizing the problem, embarked on its own courageous course of action. As a leading independent manufacturer, Epic is taking the initiative by adopting its own policy which will be known as 'The Era of Profit.'"

Also announced by Levy was Epic's record-breaking sales volume for 1963. Actual net sales figures through November 30 plus a projection carrying through the end of this month, indicate a 15 per cent increase over the 1962 net, Levy said. Single sales were 30 per cent ahead of 1962, total album sales up 14 per cent and classical albums increased 17 per cent over last year.

## HERITAGE PRIZE FOR MGM SONG

NEW YORK—The title song from the MGM-Cinerama film, "How the West Was Won," has earned the Western Heritage Award as 1963's top musical composition in the Western idiom. Western Heritage Awards are given each year by the National Cowboy Hall of Fame to artists and organizations in TV, film, book, magazine and music industries. The winning song was published by Robbins Music wing of the Big 3 and written by Alfred Newman and Ken Darby. The presentation of the "Wrangler" trophies will be made to Robbins, Newman and Darby at the Oklahoma City Municipal Auditorium January (24).

# Bill Grauer, 40, Dies Suddenly

NEW YORK—The record industry was saddened last week by the sudden death of Bill Grauer, youthful and dynamic president of Riverside Records. Grauer died Sunday (15) at the age of 40.

With Orrin Keepnews, vice-president and a.&r. chief of the label, Grauer founded Riverside 11 years ago as a jazz specialty line, and with Keepnews, built it into one of the leading jazz powers. Realizing the changing posture of the disk industry over the last few years, Grauer was instrumental in having Riverside branch out into the sports car, children's gospel, spiritual and pop areas of the business. The label has been especially successful with its Wonderland children's series, its sports car and hot rod recordings.

In the pop world the label has had special success with a number of jazz-based artists like Cannonball Adderley, Mongo Santamaria and bossa nova innovator Charlie Byrd.

On the business side, Grauer was instrumental in expanding the influence of his firm outside the limits of a jazz independent. The company instituted its own sales organization, LP Sales, and only a few months back began a year-round discount plan for distributors. He also foresaw the importance of the international market and was a prime mover in setting up the independent overseas distributor network, Interdisc, which is now handled through the Philips Record Company.

Bill Grauer was brought to the record industry through his interest in jazz. He and Keepnews have been associated for nearly 20 years going back to their days in the production of the Record Changer, the jazz publication, where Grauer functioned as editor and publisher. He is survived by his mother, Josephine E. Grauer and his wife, Jane Warner Grauer, and two children.

# ARMADA, Kintner in Meet

• Continued from page 1

proposals encompass all segments of the industry except pressing plants and equipment manufacturers.

He said: "We have entered this matter with hope for the improvement of the entire industry; in good faith; and, in a spirit of complete co-operation with the government." Heilicher

added that the proposals are guidelines for ethical practices on the part of record manufacturers, sellers of records, magnetic tapes and all devices upon which sound is recorded. The FTC, Heilicher noted, must be given the first opportunity to review the trade definitions

Present at the conference

with Kintner were Heilicher, and such key ARMADA execs as Bob Chatton, Bill Davis, Irwin Fink, Henry Nathanson and James, Herbert and Stewart Schwartz. Also present was Edgar Jones, executive-secretary. Manufacturers in attendance were Jerry Wexler, executive vice-president of Atlantic; John Sippel, director of sales for Monument, and Herb Corsock, director of sales for Vanguard.

Heilicher, summing up ARMADA's viewpoint, stated that ARMADA was ready to cooperate with all segments of the trade in order to bring about economic stability. He concluded: "It should be apparent to everyone that ARMADA's members have too much invested in all levels of the industry to permit our present collision course to go on unchecked."

## EDITORIAL

# For Sane Guidelines

NEW YORK — The record industry is noted for its rugged individualism. This characteristic is at once a strength and a weakness. In the case of the upcoming Federal Trade Commission's Trade Practice Conference, rugged individualism will prove a dangerous gambit.

We agree, in brief, with the views of Jerry Wexler, executive vice-president of Atlantic Records (see story on page 1) wherein he spells out the need for industry harmony and the necessity of working through ARMADA to achieve a set of sane industry guidelines.

The economics of the past year have spelled out to many the dangers ahead and the necessity for a self-imposed discipline. The opportunity to achieve it is here.

## BEATLEMANIA

# English Lads Stirring Trade

NEW YORK — Beatlemania appears to have taken off in the United States. The now famed group of four Liverpool lads, known as the Beatles, haven't even made their first trip to America but the publicity ruckus stirred so far is of major proportions.

To add to the excitement last week, there were two new developments. Capitol Records is rushing to get out its first Beatles' disking — "I Want to Hold Her Hand"—by December 26. But one enterprising jockey, Carroll Baker on Washington's WWDC, with the co-operation of an airline stewardess on BOAC, got hold of an original Parlophone disking from London and has been "laying on the record" all week. The reaction reportedly has been strong.

The Beatles arrive here early in February when they'll appear on Ed Sullivan's CBS-TV show on two Sundays (9) and (16). Sullivan is known to regard getting the much-publicized Beatles as something of a coup. Now, it develops, Jack Paar will show a film of the group on his NBC-TV show on January 3.

## New Barclay Series

PARIS—Barclay is marketing a new classical collection from Czechoslovakian Supraphon label titled, "Praga Regina Musicae." Prices are 19.38 francs for the 12-inch mono LP's and 22.25 for the stereo. Barclay outlines the fact that this series is comprised uniquely of originals pressed with a special "anti-static" material.

# Warners Busy On Quite a Few Fronts

HOLLYWOOD — Warner Bros. was busy recently acquiring sound track rights, displaying its new winter product to district sales managers and changing a single's title to avoid legal action from a television program.

The sound track LP's are from three forthcoming films, "Sex and the Single Girl," "Dead Ringer" and "America, America." Neal Hefti composed the score for "Single Girl" which is based on Helen Gurley Brown's best selling book. Greek composer Manos Hadjidakis, who wrote the "Never on Sunday" score, is responsible for "America," which is based on an Elia Kazan autobiography. The final film, "Ringer," has music by Andre Previn.

In addition to discussing these products, the label's executive team discussed other new releases with sales managers Sid Schaffer, W. D. Kilpatrick, Hugh Hilliard and William Muncy together with key production men at its Burbank headquarters.

Concerning the single name changing, diskery substituted "Out of Limits" for an "Outer Limits" Marketts disk. Reason was to avoid possible conflict with the TV show of the same name.

HOLLYWOOD — Stage producers Stan Seiden and Zev Bufman have formed Intimate Records with Irv Klase as head. A music publishing operation is also planned.

## LATE SINGLE SPOTLIGHTS

### Pop

#### THE DIXIEBELLES

SOUTHTOWN U.S.A. (Al Gallico, BMI) (2:10)—The gals have had a long-term smash with "(Down at) Papa Joe's," and here's another cut from the same cloth. It's catchy, has a good melody and the group turns in a mighty infectious performance. Should move fast. Flip is "Why Don't You Set Me Free" (Tuneville, BMI) (2:16).

Sound Stage 7 2517

# Billboard

Published Weekly by  
The Billboard Publishing Company  
2160 Patterson St., Cincinnati, O., 45214  
Tel.: 381-6450

### Publisher

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165 W. 46th St., New York, N. Y., 10036  
Area Code 212, PL 7-2800  
Cable: BILLBOARD NEWYORK

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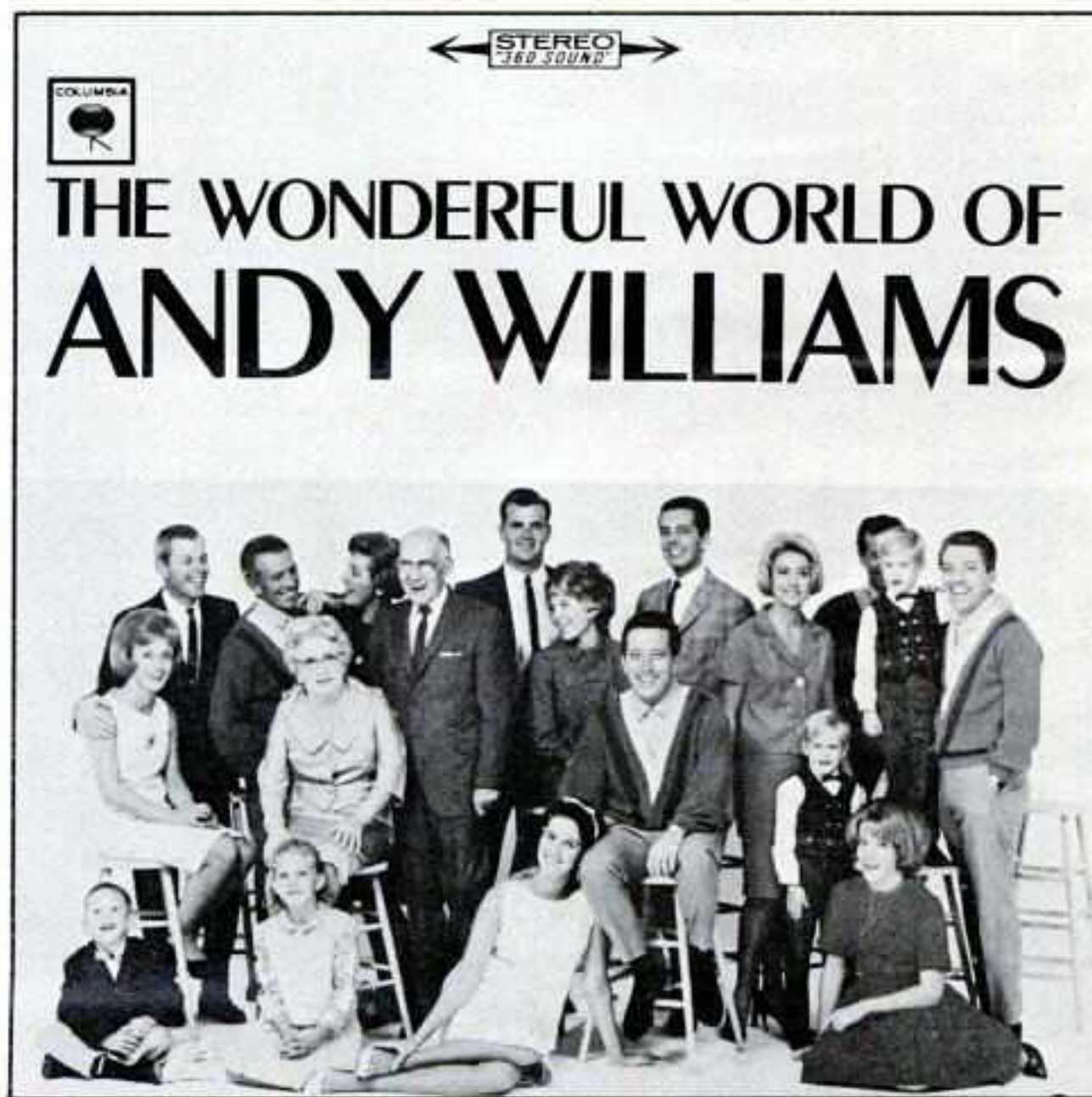
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19

# On TV!



# In Store!



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# Reprise Wants Own Identity

HOLLYWOOD — Conceived in 1961 as a company devoted to creative freedom for its artists, Reprise Records is today attempting to retain its own distinctive identity as a separate entity within the Warner Bros.-Reprise operation.

WB will seek to preserve the Reprise image by retaining intact the label's creative corps, including its artist and repertoire and art departments. In service areas, such as sales, promotion, order services, accounting and billing, the parent WB label will absorb these functions for the sake of streamlining the over-all operation.

"We are trying to retain the philosophy that Reprise is an artist's company," remarked General Manager Moe Ostin, who explained that when the label was first formed by Frank Sinatra it was with the purpose of providing an environment in which the artist could feel comfortable.

"Initially we felt we'd developed a company with magnitude, acceptance, prestige and respect. These are the values we feel should now be perpetrated," Ostin added.

The intention is to operate Reprise along the lines it has been developed, adding special projects along the way and strongly emphasizing the singles

market through the development of new artists while working with the heavy roster of top-draw performers.

"We've got the cream of the crop on the roster which appeals to the adult audience," Ostin added, "and now the one area we really want to emphasize is the singles field. We'll be going out on a youth movement in trying to cut records in the current sound." This is a reversal of policy which kept the label out of the rock and roll wars in its first years. Now the doors are wide open for any kind of disk which will sell.

Ostin bases his hopes upon a strong core of fresh performers headed by Trini Lopez—who has already emerged as the label's most recent success—plus Jack Nitzsche, Nancy Sinatra,

the Revlons, Thurston Harris, Donnie Brooks, Jimmy Griffin and Lil and Rennie.

Diskery's current Repertory Theater Series of four LP's is a prime example of the kind of excitement it feels may be created through name power. "This series is indicative of our philosophy of creating new projects which also open new merchandising outlets," Ostin stated. The four Broadway plays are only being offered at full retail price through mail-order ads running in all the Curtis Publishing Company magazines. The LP's will be offered to dealers next year.

In merging the Reprise service functions into the Warner Bros. Records operations, WB will be able to trim some 20 people, including office help, from the Reprise payroll.

# Bob Burton Lays It on the Line

• Continued from page 1

for the world-wide impact of the American music industry. "The broadcaster, particularly, should be proud of his contribution," Burton said. "They and other users must cease denigrating and belittling the creative work of authors and composers."

The international aspects of the music industry will also be very much a part of Burton's long-range planning.

"Music is the only international language," he said, adding: "I intend to implement a big program which will bring more music here from overseas.

# ABC-Para to Distribute For Big Top

NEW YORK — ABC-Paramount Records is taking over Big Top Records. The change-over for the label, owned by the Hill & Range publishing interests, will become effective about the first of the year.

For some years, ABC-Paramount has had a similar arrangement for distribution of Chancellor Records of Philadelphia. The Big Top label's most recent action disks have been "Misery," by the Dynamics (No. 54 on the Hot 100 this week) and "Reach Out for Me," by Lou Johnson, which was on the charts until recently.

Final contracts were signed by executives representing both sides of the deal late last week.

# Columbia Gets Sound Track of 'My Fair Lady'

NEW YORK—Columbia Records will release the sound track version of the Warner Bros. film version of "My Fair Lady." The film, now in production at the Warner studios, stars Audrey Hepburn, Rex Harrison and Stanley Holloway, and is scheduled for release next October 21.

Columbia's original Broadway cast version has already sold more than 5,000,000 copies throughout the world. The first original cast mono version was recorded in December 1956 and a second, in stereo, was cut in London three years ago. This marks the second time Columbia has obtained both the original cast and sound track recordings of a show, the first being "West Side Story."

Spanish, Italian, German and possibly French dubbed editions will be released overseas on the CBS label.

# New Material Fires Belinda

SYDNEY — Belinda Music and its affiliated firms continue to be one of the hottest publishing firms Down Under. The firm has kept its hot streak running for some time now by constantly acquiring new material for its catalogs and new names for its composer's roster.

Typical is the fact that Belinda has acquired "Royal Telephone" sung by a local aborigine lad, Jimmy Little, for overseas distribution. The disk is set for U. S. release on the Big Top label. Belinda has also acquired overseas rep rating for material in the Crown publishing firm catalog, which has "Telephone." The company has also nabbed rights in Australia for such big international tunes as "Dominique," "Geronimo" (by the Shadows), "She's Got Everything" and "Loddy Lo," to mention just a few of the more recent titles.

# Galetin Album Stayed at List

NEW YORK — An album tribute to the late President John F. Kennedy, recently issued on the Documentaries Unlimited label, carries a \$3.98 list price, according to Gerry Galetin, head of the label. Referring to a statement appearing in a Billboard story last week that the record "was now selling for \$1.98 in some locations," Galetin asserted that "It has been a \$3.98 item from the start and will be maintained at that price."

I do not take a one-sided view of our industry."

The executive also stated flatly that he would not lend his office to the advancement of any particular segment of the music world.

"BMI will not give preferential treatment to the faddists, or to musical fetishes... We are interested in all music," he said, and concluded: "We must convince the users of its value, and we will do this with facts, and if it is necessary to get rough we will do so."

# BURTON TAKES OVER BMI POST FROM HAVERLIN

NEW YORK—Judge Robert Jay Burton last week was elected president of Broadcast Music, Inc., succeeding Carl Haverlin, it was announced by Sydney M. Kaye, chairman of the board. Haverlin, president since 1947, informed the board that he did not wish to continue in office beyond the retirement age, and the board accepted his decision with regret. Haverlin will be a consultant to BMI.

Burton, who was executive vice-president, joined BMI in 1941 as resident attorney. He served his home city, New Rochelle, as acting city judge from January 1 until he recently resigned to assume the responsibilities of the BMI presidency.

Burton is chairman of the Copyright Committee of the American Patent Law Association and is a trustee of the Copyright Society of the U.S.A. He has been chairman of the committee on copyright office affairs of the American Bar Association and of the radio and TV committee of the Federal Bar Association of New York, New Jersey and Connecticut.

Haverlin started his career at KFI, Los Angeles, in 1942. He joined BMI in 1940. He also served as vice-president of the Mutual Broadcasting System. He has been active in musical, educational and governmental and historical circles. He is widely known for his knowledge of, and interest in, the Civil War and other aspects of American history.

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## Victor Camden Line Doubles Sales

• Continued from page 3

segment of the Victor archives other than classical.

### Need Aggressiveness

Clark, reminiscing about the development of the label, stated that real competition did not come to the low-priced field until 1959. It is here now, however, and the field must be aggressively merchandised, Clark said. He also noted that the success of Camden was testimony to the value of the concept of catalog—if that catalog is properly merchandised and packaged.

"Packaging, in fact, is so important that Ethel Gabriel and I often ask for two or three mock-ups before we decide upon the final cover," Clark said. "The result of this phi-

losophy, coupled with the name value of the product, results in a situation wherein dealers are very reluctant to discount Camden merchandise," Clark concluded.

The Camden best sellers illustrate the range of the catalog. Included are such religious packages as "The Blackwood Brothers," George Beverly Shea, such country and pop-country artists as Hank Snow, Jim Reeves, Carter Family, Porter Wagoner, Eddy Arnold, a package by Mario Lanza, Perry Como, John McCormack, Addeo's Hawaiian albums, Sons of the Pioneers, Pete Fountain, Bill Monroe, Al Caiola, Chet Atkins, and, of course, The Living Strings and The Living Voices series and many others.

## TOPS IN ROME Italian Pair Spur Musicals

By SAM'L STEINMAN

ROME—Top musical newsmakers of the moment are Pietro Garinei and Sandro Giovannini who have had a part in the three top musicals running in Italy, "Good Night, Bettina," "My Fair Lady" and "Rugantino." Former is a new version of their original hit of seven years ago with score by Gorni Kramer which has played in nine different languages in Europe and South America. While they are only concerned in the production of the American hit, they are having a part

## Dot Acquires 2 New Masters

HOLLYWOOD—Dot has acquired two masters locally. "Little Linda," by the Rancheros on the Lonnie label, was produced by the Lester Sill-Hal Winn-Joe Hooven combination, while "Scrub" features Jim Doval and was initially released on the Diplomacy label.

in preparation of the forthcoming original cast LP.

Before "Rugantino" left Florence it was seen by Mike Maitland, president of Warner Bros. Records, which will issue the LP in U. S. when the musical opens on Broadway in February. Maitland also revealed that Frank Sinatra has cut the two hit songs from the show. Score is by Armando Trovajoli.

## AUSSIE GOLD TO DELLTONES

PERTH, Australia — Radio Station 6IX here has named the winner of the annual Golden Microphone Award for the best single-play disk cut by Australian artists in Australian recording studios during the period June 1962 to 1963. Australia's male quartet, the Delltones, Festival artists, have been named the outright winners of the Golden Microphone Award. Other finalists were Johnny O'Keefe, Leedon Records, for "Move Baby Move"; Jay Justin (HMV), for "Proud of You"; Rob E. G. (Festival), for "55 Days at Peking" and "Jezebel"; Darryl Stewart (Festival), for "I Watch the Surf"; Kevin Shegog (W & G), for "I've Got the World by the Tail," and the Denvermen (Columbia), for "Night Rider."

# CHRISTMAS RECORDS

## CHRISTMAS ALBUMS

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 **ANDY WILLIAMS CHRISTMAS ALBUM**, Columbia CL 2087 (M); CS 8887 (S)
- 2 **SOUND OF CHRISTMAS**, Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
- 3 **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
- 4 **THIS CHRISTMAS I SPEND WITH YOU**, Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)
- 5 **MERRY CHRISTMAS**, New Christy Minstrels, Columbia CL 2096 (M); CS 8896 (S)
- 6 **ELVIS' CHRISTMAS ALBUM**, Elvis Presley, RCA Victor LPM 1961 (M) and/or LOC 1035 (M); (No Stereo)
- 7 **MERRY CHRISTMAS**, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
- 8 **MERRY CHRISTMAS**, Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
- 9 **HOLIDAY SING ALONG WITH MITCH**, Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
- 10 **CHRISTMAS SONG**, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
- 11 **MANY MOODS OF CHRISTMAS**, Robert Shaw Chorale, RCA Victor LM 2684 (M); LSC 2684 (S)
- 12 **JOY OF CHRISTMAS**, Mormon Tabernacle Choir & the New York Philharmonic Orchestra (Bernstein), Columbia ML 5899 (M); MS 6499 (S)
- 13 **A CHRISTMAS GIFT FOR YOU**, Various Artists, Philles 4005 (M); (No Stereo)
- 14 **CHRISTMAS WITH THE CHIPMUNKS, VOL. 2**, David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S)
- 15 **WE WISH YOU A MERRY CHRISTMAS**, Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)
- 16 **STORY OF CHRISTMAS**, Tennessee Ernie Ford & the Roger Wagner Chorale, Capitol T 1964 (M); ST 1964 (S)
- 17 **THE GLORIOUS SOUND OF CHRISTMAS**, Philadelphia Orchestra (Ormandy) & the Temple University Choir, Columbia ML 5769 (M); MS 6369 (S)
- 18 **CHRISTMAS GREETINGS FROM MANTOVANI AND HIS ORCHESTRA**, London LL 3338 (M); PS 338 (S)
- 19 **SEASON'S GREETINGS FROM PERRY COMO**, RCA Victor LPM 2066 (M); LSP 2066 (S)
- 20 **CHRISTMAS IN MY HEART**, Connie Francis, MGM E 3792 (M); SE 3792 (S)
- 21 **MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS**, Columbia ML 5222 (M); (No Stereo)
- 22 **TWELVE SONGS OF CHRISTMAS**, Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)
- 23 **CHRISTMAS OFFERING**, Leontyne Price, London 5644 (M); OS 25280 (S)
- 24 **CHRISTMAS WONDERLAND**, Bert Kaempfert & His Ork, Decca DL 4441 (M); DL 74441 (S)
- 25 **SOUND OF CHRISTMAS**, Ramsey Lewis Trio, Argo 687 (M); 687 (S)
- 26 **MERRY CHRISTMAS**, Jackie Gleason, Capitol W 758 (M); DW 758 (S)
- 27 **JOLLY CHRISTMAS FROM FRANK SINATRA**, Capitol W 894 (M); DW 894 (S)
- 28 **PERRY COMO SINGS MERRY CHRISTMAS MUSIC**, RCA Camden CAL 660 (M); CAS 660 (S)
- 29 **A MUSIC BOX CHRISTMAS**, Rita Ford Music Boxes, Columbia CL 1698 (M); CS 8498 (S)
- 30 **WONDERLAND OF CHRISTMAS**, Andre Kostelanetz & His Ork, Columbia CL 2068 (M); CS 8868 (S)
- 31 **THE SPIRIT OF CHRISTMAS**, Mormon Tabernacle Choir, Columbia ML 5423 (M); MS 6100 (S)
- 32 **SILENT NIGHT & 13 OTHER BEST LOVED CHRISTMAS SONGS**, Lawrence Welk, Dot DLP 3397 (M); DLP 25397 (S)
- 33 **HOLIDAY FOR TEENS**, Paul & Paula, Philips PHM 200-101 (M); PHS 600-101 (S)
- 34 **FOR THE WHOLE FAMILY AT CHRISTMAS**, Robert Rheims, Rheims LP 6010 (M); ST 7710 (S)
- 35 **BONANZA—CHRISTMAS ON THE PONDEROSA**, Various Artists, RCA Victor LPM 2757 (M); LSP 2757 (S)
- 36 **SONGS FOR CHRISTMAS**, Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
- 37 **CHRISTMAS HYMNS AND CAROLS**, Mario Lanza, RCA Camden CAL 777 (M); CAS 777 (S)
- 38 **CHRISTMAS WITH CHET ATKINS**, RCA Victor LPM 2423 (M); LSP 2423 (S)
- 39 **CHRISTMAS HYMNS AND CAROLS**, Robert Shaw Chorale, RCA Victor LM 2139 (M); LSC 2139 (S)
- 40 **CHRISTMAS WITH THE LENNON SISTERS**, Dot DLP 3343 (M); DLP 25343 (S)

## CHRISTMAS SINGLES

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 **WHITE CHRISTMAS**, Andy Williams, Columbia 42894
- 2 **DO YOU HEAR WHAT I HEAR**, Bing Crosby, Capitol 5088
- 3 **LITTLE SAINT NICK**, Beach Boys, Capitol 5096
- 4 **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox 429
- 5 **THE TWELVE GIFTS OF CHRISTMAS**, Allan Sherman, Warner Bros. 5406
- 6 **YOU'RE ALL I WANT FOR CHRISTMAS**, Brook Benton, Mercury 72214
- 7 **WHITE CHRISTMAS**, Bing Crosby, Decca 23778
- 8 **JINGLE BELL ROCK**, Bobby Helms, Decca 30513
- 9 **JINGLE JANGO**, Bert Kaempfert, Decca 31520
- 10 **L'IL ELFY**, Ray Bolger, Armour 7799
- 11 **PLEASE COME HOME FOR CHRISTMAS**, Charles Brown, King 5405
- 12 **SONGS OF CHRISTMAS**, Bobby Vinton, Epic EG 7215
- 13 **THE CHRISTMAS SONG**, Nat King Cole, Capitol 3561
- 14 **RUDOLPH, THE RED-NOSED REINDEER**, David Seville & the Chipmunks, Liberty 55289
- 15 **A'SOALIN'**, Peter, Paul & Mary, Warner Bros. 5402
- 16 **THE CHIPMUNK SONG**, David Seville & the Chipmunks, Liberty 55250
- 17 **WHITE CHRISTMAS**, Drifters, Atlantic 1048
- 18 **THAT'S WHAT I WANT FOR CHRISTMAS**, Nancy Wilson, Capitol 5094
- 19 **HOLIDAY HOOTENANNY**, Paul & Paula, Philips 40158
- 20 **A CHRISTMAS LOVE**, Johnny Kaye, Legend 127
- 21 **THE LITTLE DRUMMER BOY**, Johnny Mathis, Mercury 72217
- 22 **MY BOYFRIEND'S COMING HOME FOR CHRISTMAS**, Toni Wine, Colpix 715
- 23 **GEE WHIZ, IT'S CHRISTMAS**, Carla Thomas, Atlantic 2212
- 24 **ROCKIN' AROUND THE CHRISTMAS TREE**, Brenda Lee, Decca 30776

## LIVE REVIEW

## Bunnies in Chi Holiday Hopping

Chicago's Playboy Club introduced a delightful holiday package here last week, a testimonial to the club's continued popularity at what is usually a snail's-pace time of year. While many of the city's nighties are closing through New Year's, Playboy's bunnies continue to feed their own particular brand of carrot juice to the dilettantes.

The current package runs through the first of the year and offers Judy Curtis, the Brothers Cain and Sonny Sands

in the Playroom, and Susan Smith, Russ Arno and Wayne Roland in the Penthouse. Judy Curtis is a charming girl-type vocalist, a great showman with a voice clear as a bell. Her almost a capella version of "Gonna Build a Mountain" was a fine example of her talent. The Brothers Cain (who raise considerable amount of the same) do some very clever synopated vocalizing, and sound almost like a male vocal version of a Raymond Scott arrangement. They hit with material like "Frankie and Johnnie" and their own "Playboy Song," about a bunny with her "tale of Woe."

Susan Smith is a petite, diminutive, soft-gilt-voiced belter with a repertory of material like "Anything Goes," and the

like. She's managed by a fellow named Tim Boxer, who originally pulled Dick Gregory into the limelight. He seems to feel he's got another hot talent here, and he well may have a point.

Russ Arno, a new Reprise artist, is a cross between Nick Noble and Dean Martin, and does a nice job on such nostalgic and lusty ballads as "Foggy Day," "San Francisco," and "Chicago." The borsht-belt comedy of Sonny Sands and the clever ventriloquist antics of Wayne Roland round out the bill. All in all, it's an entertaining well-paced package that should continue to keep Playboy as the No. 1 showcase of talent in the Windy City.

NICK BIRO

## Nino, April Do Promo Bit For Italians

NEW YORK—The growing international aspects of the U. S. record business were underlined again last week when Atco hit-makers Nono Tempo and April Stevens returned from a four-day trip to Italy.

The recording stars, who have another strong item breaking this week on charts, "Whispering," flew to Italy to promote their disks on the Continent. "Deep Purple," their last Atco disk, which hit the No. 1 slot on the Hot 100 a short time back, are promoting that single in Europe. "Deep Purple" is currently a climber on the British charts and has shown action in Australia and Israel.

In Italy they recorded film shots for Italian TV and appeared on TV shows in that country. They have also recorded "Deep Purple" in Italian and German for European broadcast and sales. Their tour of Italy was set up by the SAAR label, Atco affiliate in that country.

## TALENT TOPICS

## CHICAGO

Lennie Druss is the new band director at WBBM radio, succeeding Sam Porfirio who died several weeks ago. Lennie started with WBBM in 1961 and was one of the original members of the Art Van Damme group. . . . Another WBBM regular, Lurlean Hunter, has been signed to a recording contract by Charlie Fach's Smash Records. It's the first active disking pact in four years for Lurlean, but her popularity has been on the steady rise since she signed as the station's lead vocalist several months ago. She previously recorded for Atlantic and RCA Victor. . . . Music Wagon Patriarch Mal Bellairs takes off on a skiing vacation to Dartmouth with his son, following Mal's Christmas spectacular here next week.

Allan Jones opens New Year's Eve at Gene Autry's Sahara Inn, first show in the GiGi Club since Autry took over. . . . Thrush Sandy Mason has signed with Spotlight Records. . . . Art Sheridan, partner with Ewart Abner in Dart Records, is supplying his friends with cigars. It's a new boy, Sean, for the Sheridans. . . . Apollo Distributors has taken on George Redman's Moneytown Records. "Need Someone" by the Desires is the first offering. . . . Nate and Marie Block celebrate their second anniversary for "Hits of Broadway" at the Del Prado. The cast of some dozen boys and girls—all newcomers—does one of the better review-type shows in town. . . . Chicago-favorite Nick Noble opened last week at Ray Colomb's Supper Club.

NICK BIRO

## TALENT ON TOUR

(Top record talent in top record towns this week)

## EAST

On December 28, the Robert DeCormier Folksingers will give their first New York City concert at Town Hall. . . . Irene Reid will be at Birdland through the holidays. . . . Connie Francis will be at the Concord Hotel on Saturday (28). . . . Philharmonic Hall is the site of a Modern Jazz Quartet concert on Friday (27). The following night they move into Town

Hall. . . . Tommy Roe will be among the singers who will perform on Murray the K's Christmas Show at the Brooklyn Fox. . . . Sylvia de Sayles is at the living Room. Tyree Glenn Jr. and the Imperials will be at Trude Heller's thru January 2.

## WEST

Tony Martin and Cyd Charisse are headlining at the Rivera Hotel in Las Vegas. . . . Jackie Mason opens at the Flamingo in Las Vegas for three weeks as of Friday (27).

## Cue Hikes Barbra As Entertainer Of the Year

NEW YORK—Columbia recording artist Barbra Streisand was named winner of Cue magazine's "Entertainer of the Year" award for 1963. Streisand was selected for the award by Cue editors, it was announced by publisher Edward Loeb. The award will be presented on December 27 at a party Cue is hosting in her honor at the Gotham Hotel.

Barbra, who is currently in rehearsals for "Funny Girl," which will open on Broadway in February, is presently represented on Billboard's Top LP's chart by both of her albums, in the top 20.

## F. S. JR. TOUR OF BRITAIN SRO

LONDON — Bookings for Frank Sinatra Jr.'s tour next month have soared since news of his kidnapping and subsequent freedom occupied the major stories in the British Press. Promoter Harold Davison, who is now optimistic of the tour being a sellout, has added three extra dates to the itinerary and is arranging young Frank's visit afterwards to the Continent. Granada-TV will film one of Sinatra Jr.'s concerts with the Tommy Dorsey Ork, Helen Forrest and the Pied Pipers for screening at a later date.

## AT THE GATE

## There Are Lots of Vocalists

If the holiday season is a time for snow and song, the Village Gate in Greenwich Village fills the bill. The club is knee-deep in vocalists, whose talents range from the hip, witty and swinging work of Lambert, Hendricks and Bavan, through the fun and depth of a Leon Bibb and end on the sometimes slightly hysterical offerings of the Clancy Brothers and Tommy Makem.

Victor's L.H. & B. are still three of the most exciting singers on the night club scene. With Jon Hendricks' indefatigable talents with pen and voice as showing spiritual leadership, they bring a hand-clapping swing to a joint that lights the room and gladdens the heart.

Columbia's Leon Bibb continues to grow and grow and grow as an artist. He has replaced an effective, though rather rigid stage manner with a sure quiet confidence that charms and touches an audience.

Columbia's Clancy Brothers have been building a worldwide reputation through their disks and performances as the unofficial spokesmen for the Irish Revolution. They unfurled their IRA banners again at the Gate, and, through most effective singing of revolutionary songs like "Johnson's Motor Car" and "Wild Colonial Boy" to name just a few, once more spoke of the five Northern counties still under British rule.

JACK MAHER

## TV GUEST APPEARANCES BY RECORD TALENT

DECEMBER 23-29

(All Times Eastern Standard)

## MONDAY 23—TONY BENNETT

The top vocalist will be heard on Johnny Carson's Tonight Show (NBC-TV, 11:15-1 a.m.).

## MONDAY 23—MEL TORME

Among the many guests on the Steve Allen Show, tape-syndicated by Westinghouse, will be jazz vocalist Torme.

## TUESDAY 24—PHYLLIS CURTIN, EARL WRIGHTSON, LOIS HUNT, COLUMBUS BOYS CHOIR

All will appear on the Christmas Eve segment of the Bell Telephone Hour (NBC-TV, 10-11 p.m.).

## TUESDAY 24—EILEEN FARRELL, DOROTHY COLLINS

Both performers will participate on the Garry Moore Show (CBS-TV, 10-11 p.m.).

## WEDNESDAY 25—NBC OPERA

An all new production of Menotti's Christmas opera "Amahl and the Night Visitors." (NBC-TV, 9-10 p.m.).

## WEDNESDAY 25—NAT KING COLE

Nat makes infrequent television appearance on the Danny Kaye show (CBS-TV, 10-11 p.m.).

## THURSDAY 26—JACKIE MASON

The comic can be seen on the Jimmy Dean Show (ABC-TV, 9-10 p.m.).

## THURSDAY 26—ANDRE PREVIN

The all-round musician will play classical selections rather than jazz on the Steve Allen Show.

## FRIDAY 27—TOMMY LEONETTI

The young singer will make an appearance on the Tonight Show (NBC-TV, 11:15-1 a.m.).

## SATURDAY 28—MODERN FOLK QUARTET, JOSH WHITE, CHARLIE MANNA, CHAD MITCHELL TRIO, ENID MOSIER, CAROLYN HESTER, SERENDIPITY SINGERS

All are guests of Jack Linkletter on Hootenanny (ABC-TV, 7:30-8:30 p.m.).

## SUNDAY 29—BOBBY DARIN, BOB NEWHART

Judy Garland plays hostess to both Bobs (CBS-TV, 9-10 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.



CLIFF RICHARD  
(Epic)

**REAL NAME:** Harry Webb. **BIRTHDAY:** October 14, 1940. **BACKGROUND:** At the age of 17, Cliff became the overnight sensation of England's teen set with his first single, "Move It." His astronomical rise to stardom there on records and in films, has yet to wane, or even suggest doing so. His total record sales exceed 10 million, and he is continually on the best seller charts of England, Australia, Germany, Sweden, Norway and Denmark. Cliff has been featured in many box-office film hits, such as "Expresso Bongo," "The Young Ones" and "Summer Holiday." He has made several appearances on the Ed Sullivan television show in this country. Though many of his singles have penetrated Billboard's Hot 100, his latest seems to have particular strong potential. He lives in London with his mother and sister.

**LATEST SINGLE:** "It's All in the Game" is No. 60 on Billboard's Hot 100 this week.

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*The Beatles Are Coming!*

**Capitol RECORDS**



# ALBUM REVIEWS

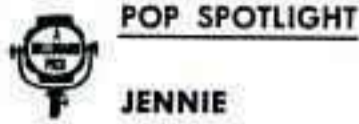


## BILLBOARD SPOTLIGHT PICK

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

## ALBUM REVIEW POLICY

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

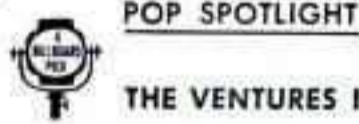
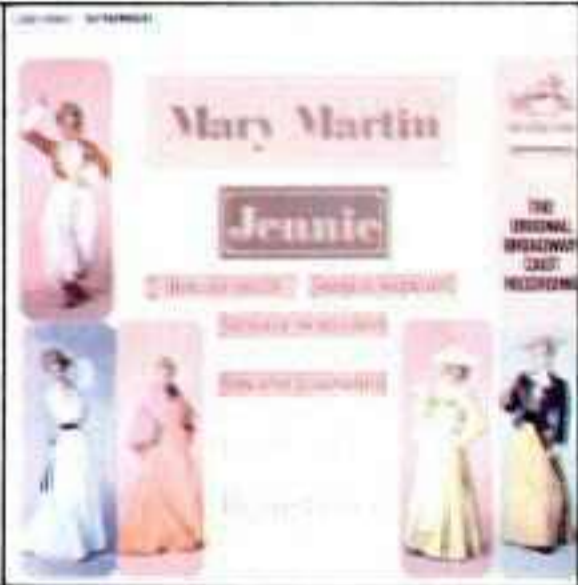


### POP SPOTLIGHT

#### JENNIE

Original Cast, RCA Victor LOC 1083 (M); LSO 1083 (S)

Mary Martin, the name that's magic to theatergoers, is all that's needed to win popularity for the original cast LP of "Jennie," which stars Miss Martin on Broadway. To add to her own charm there are such Dietz-Schwartz tunes as "Waitin' for the Evening Train" and "Before I Kiss the World Goodbye." Could be a big album.



### POP SPOTLIGHT

#### THE VENTURES IN SPACE

Dolton BLP 2027 (M)

This fine combo of three guitars and drums have proved flexible enough to make the charts in sustained fashion and following a "surf" period, they're up now with a celestial type package, consisting of a flock of tunes identified with space (employing good reverberation touches) like "One Step Beyond," "Twilight Zone," "The Fourth Dimension," "Solar Race" and "War of the Satellites," among others.

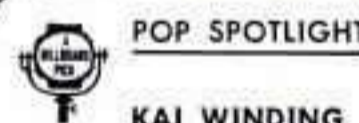


### POP SPOTLIGHT

#### ETTA JAMES ROCKS THE HOUSE

Argo LP 4032 (M)

Etta could have a real live album here. It was recorded on location at the New Era Club in Nashville, and she gasses her audience with a red hot show of eight numbers. Each one is on the long side, with long introductory incantations, but the crowd loves it. The numbers include "Seven Day Fool," "Sweet Little Angel," "Woke Up This Morning," and both sides of her latest single, "Baby What You Want Me to Do" and "What I Say."



### POP SPOTLIGHT

#### KAI WINDING

Verve V-8556 (M); V6-8556 (S)

Exciting readings of some big singles hits by other artists on this album. Trombonist Winding, with strong post-styled backing, swings through Claus Ogerman and Garry Sherman arrangements of such big 1963 hits as "Only in America," "Hey Girl," "Mockingbird" and "Washington Square." There are also some fine originals. One is "Get Lost."

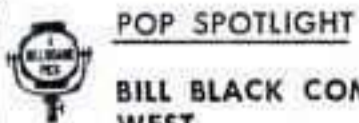


### POP SPOTLIGHT

#### ORIGINAL GOLDEN OLDIES

Various Artists  
Group W 33002

Another imposing oldies package. This one features some of the big rock favorites of a few years back. The LP is loaded with such stunning items as "Sincerely," the Moonglows; "Why Do Fools Fall in Love," Frankie Lyman; "Party Doll," Buddy Knox; "Sunday Kind of Love," the Harptones, and a host of others.

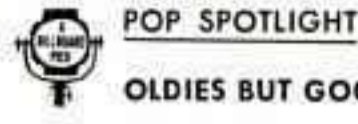


### POP SPOTLIGHT

#### BILL BLACK COMBO GOES WEST

Hi K HL 12013 (M); SHL 32013 (S)

Shops and one-stops have very little trouble selling Bill Black music, especially in the South and West, and this album of western favorites should do well for the leader, Ace Cannon and the lads. The breathy tenor and shuffle beat are there, and the inclusion of such tunes as "Red River Valley," "Down in the Valley," "Cool Water," etc., should make the set.

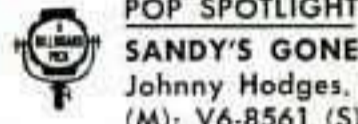
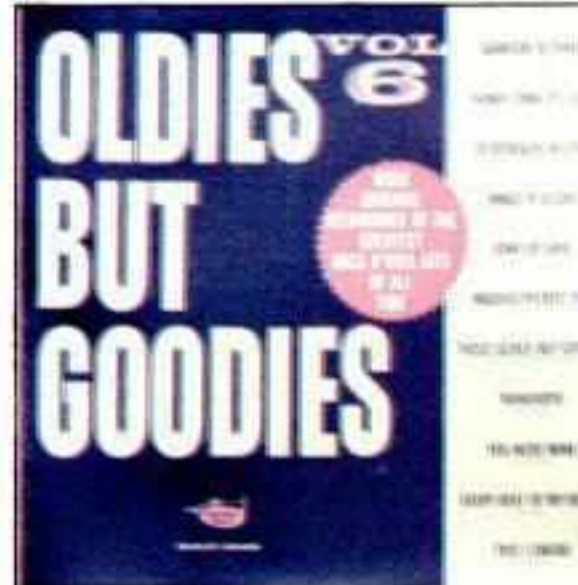


### POP SPOTLIGHT

#### OLDIES BUT GOODIES, VOL. 6

Various Artists, Original Sound LPM 5011 (M); LSP 8856

Original Sound's "Oldies" series was one of the first to hit paydirt of the many lines now available, and this album, Volume 6, like the others, is generously studded with hits, making for brisk sales movement. "Duke of Earl," "Mashed Potato Time," "Every Beat of My Heart," "Teenager in Love" and "Quarter to Three" are a few of the originals offered.

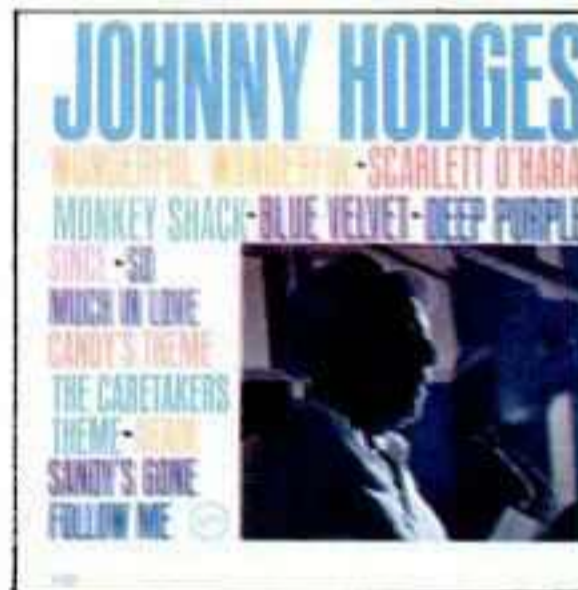


### POP SPOTLIGHT

#### SANDY'S GONE

Johnny Hodges, Verve V-8561 (M); V6-8561 (S)

Here's an album that adds a new dimension to the usual frame of reference for alto sax star Hodges. The album is done very much in a deliberate pop style. The album abounds with reverberation and multi-tracking. Many of the tunes were hits for pop acts in 1963. "Wonderful, Wonderful," "Deep Purple" and "Blue Velvet" are a few of these. In addition there are strong readings of standards and originals. One of these is "Again" which warrants strong play on all sorts of stations. Another format-type side is "Sandy's Gone."



### JAZZ SPOTLIGHT

#### PIANO IN THE FOREGROUND

Duke Ellington, Columbia CL 2029 (M); CS 8829 (S)

Duke Ellington sans orchestra is superlative whether it be the standards, "Body and Soul," "I Can't Get Started," or original material like "Cong-o" and "Blues for Jerry." Ellington on piano lives up to his royal surname. Aaron Bell (bass) and Sam Woodyard (drums) are with the boss all the way. Jazz and good music fans alike will consider this LP a must. (Best Tracks: "Cong-o" and "I Can't Get Started.")



### RELIGIOUS SPOTLIGHT

#### THE BILLY GRAHAM LOS ANGELES CRUSADE CHOIR

RCA Victor LPM 2788 (M); LSP 2788 (S)

Here is the huge Billy Graham mixed choir singing at the Los Angeles Coliseum during Graham's crusade there last summer. The 5,000 voices are heard in inspiring and appealing versions of "He's Got the Whole World in His Hands," "Onward Christian Soldiers," "I Would Be Like Jesus," and the "Hallelujah Chorus" from Handel's "Messiah." A mighty performance with occasional effective solo spots by George Beverly Shea.



### LOW PRICE COUNTRY SPOTLIGHT

#### GOOD 'N' COUNTRY

Jim Reeves, RCA Camden CAL 784 (M); CAS 784 (S)

Gentleman Jim turns here to a pleasant group of tunes, most of which have been hits for other artists rather than himself. Reeves fans, however, will still enjoy this bargain-priced set which offers "Don't Let Me Cross Over," "There's a Heartache Following Me," "Bottle, Take Effect," "Little Ole Dime" and "The World You Left Behind."



## 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

#### SONGS I LIKE

Dick Van Dyke  
Command RS 860 (M); RS 860 SD (S)

Here's the album Command worked so diligently to produce and ship in the short period of one week. The album features the TV comedy and singing star in strong readings of standards for the most part. One of the most appealing tracks is a version of "Wives and Lovers" which should get wide middle of the road station play. All of the tracks are ideal for this type of air time for in addition to the artist they also feature Enoch Light's ork and the Ray Charles Singers.



### POP SPECIAL MERIT

#### GREAT STRAUSS WALTZES

Werner Muller & His Ork  
London SP 44039 (S)

A delightful display of recorded lustre with the Muller large ork and chorus performing a bevy of the familiar and favorite Viennese waltzes. Package is a new edition on the label's brilliant Phase Four sound series, and it is smartly programmed and engineered. The selections run the gamut from "Blue Danube" to "The Emperor Waltz" to "Acceleration Waltz."



### POP SPECIAL MERIT

#### HIS BIGGEST HITS

Little Richard  
Specialty SP 2111

There is little more that has to be said for this fine collector's album than to simply list the parade of great hits it contains from Richard's pre-religious era. These titles include "Rip It Up," "Lucille," "Good Golly Miss Molly," "Jenny Jenny," "Tutti Frutti," "True Fine Mama" and "Send Me Some Lovin'." The cat sounds as great as ever.



### POP SPECIAL MERIT

#### HAVE SOME NUTS!!!

Vaughn Meader  
Verve V-15042 (M); V6-15042 (S)

It's been just a year since Meader's first smash album, "The First Family," and here in this newest effort he proves his well-rounded wit is not dependent on a single bit of subject matter. Sketches, including such titles as "We Shall Return," "Night Court," "Take a Letter" and "Color It Kissable," are all funny and quite sophisticated and contain contributions from Joe Silver, Bob McFadden, Phil Leeds, Fay DeWitt, Roy Stuart, Norma Macmillan and Jim Connell in addition to Meader.



### POP SPECIAL MERIT

#### GOLD HITS, VOL. 2 . . . 12 MILLION-PLUS SELLERS!

Various Artists  
RCA Victor LPM 2775 (M); LSP 2775 (e) (S)

Here's another gem for the pop music collectors. Music contained on the LP constitutes some of the best-selling disks of the last quarter century. Like Vol. 1, this album contains classic pops like "Ballerina," Perry Como; "Boogie Woogie," Tommy Dorsey; "Little Brown Jug," Glenn Miller, and "Till the End of Time" by Perry Como, and a host of others.

## ALBUM REVIEW POLICY

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# ALBUM REVIEWS (continued)



## 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

#### LIVING STRINGS—NEW FROM BROADWAY

RCA Camden CAS 790 (S); CAL790 (M)

The music of the theater is like a magnet to album buyers and radio station programmers. The tunes herein are all new and fresh from Broadway's "110 in the Shade," "The Student Gypsy" and "Here's Love." No matter that the tunes are yet to be established, the Living Strings perform with such authority that all the beauty of material is greatly enhanced. Mighty listenable.

### POP SPECIAL MERIT

#### KENNEDY SPEAKS

Harmonia HLP 3005 (M)

Though considerably behind some meritorious competition, in terms of timing, this LP could still account for a measure of sales, despite the fact that there are only six tracks—six Kennedy speech segs—as against many more on some of the other disks. Included here: "The Cuban Crisis," "The Berlin Buildup," "The Showdown in Birmingham," etc.

### JAZZ SPECIAL MERIT

#### OUTSTANDING JAZZ COMPOSITIONS OF THE 20TH CENTURY

Various Artists  
Columbia C2L 31 (M); C2S 831 (S)

A compilation of some of the earlier and now regarded as important turning points on the road known as third stream. These compositions by various complements ranging from eight to 16 pieces, include such titles as "Pharaoh" by Jimmy Giuffrè; "Revelations, 1st Movement," by Charlie Mingus; "Idiom '59, Parts I, II and III," by Duke Ellington, and "Sounds of May" by Teo Macero, who also compiled this interesting anthology.

### JAZZ SPECIAL MERIT

#### THE JOE DALY TRIO AT NEWPORT '63

RCA Victor LPM 2763 (M); LSP 2763 (S)

This is the avant-garde kind of music with a bit more swing and a bit more melody than has been available to the public at large previously. The Daley group is new on the jazz scene. He plays tenor and is accompanied by bass and drums. Set was recorded at Newport, 1963.

### CLASSICAL SPECIAL MERIT

#### BACH: SUITES FOR ORCHESTRA, VOL. I & VOL. II

Orchestra of Sarre (Ristenpart)  
Counterpoint/Esoteric 5603 & 5604

Karl Ristenpart has made a specialty of conducting music of the baroque period, most particularly Bach. The recording at hand of the complete orchestral Suites of Bach attest his authority in this area. They are performed with great expressiveness and breadth, with a great feeling of spaciousness and articulation. These two albums are deserving of a place in any music lover's record collection.

## ALBUM REVIEW POLICY

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### CLASSICAL SPECIAL MERIT

#### MUSIC OF THE RENAISSANCE

Vocal Arts Ensemble  
Counterpoint/Esoteric 5601 (S)

The Vocal Arts Ensemble, under the direction of Richard Levitt, is an impeccable octet of musicians, all of whom have been affiliated with the famed Roger Wagner Chorale. Their success on the West Coast, particularly at the Ojai Festival, had the critics' mouths watering for more. The program selected here indicates real dedicated research and exceptional musicality on the part of these young people. Represented are the Renaissance master Orlando di Lasso, Johannes Ockeghem, Josquin des Pres, Tomas Morley and others.

### CLASSICAL SPECIAL MERIT

#### BARTOK: DIVERTIMENTO FOR STRING ORCHESTRA/MUSIC FOR STRINGS, PERCUSSION & CELESTA

Cologne Philharmonic (Wand)  
Counterpoint/Esoteric 5607 (S)

Here is the first album to couple two of Bartok's most popular and appealing orchestral compositions. The accessibility of the composer's style and his free references to Hungarian folk song and dance makes their popularity readily understandable. The performance here is authoritative and musicianly, under the careful and knowledgeable baton of Gunter Wand. Attractive cover art adds eye appeal to browsers.

### COUNTRY SPECIAL MERIT

#### DIAMONDS BY THE DOZEN—COUNTRY STYLE

Various Artists  
RCA Victor LPM 2668 (M); LSP 2668 (S)

Some great older sides are packaged here, and collectors and fans will certainly dig them all. Possibly the biggest and most recent hit is Don Gibson's "Born to Lose," but also included are "You Are My Sunshine," by Autry; "I Can't Stop Loving You," by Locklin; "Silver Haired Daddy of Mine," by Reeves, and "Your Cheatin' Heart," by Skeeter Davis.

### SACRED SPECIAL MERIT

#### THE WONDERFUL WORLD OF GOSPEL AND SACRED MUSIC

Various Artists  
Starday SLP 255 (M)

Here's a neat collection of good names in the field, each contributing a memorable performance from another Starday LP. This, in a sense, is a sampler of the best of the catalog and features the Oak Ridge Quartet, the Sunshine Boys, Red Ellis and the Huron Valley Boys, the Stanley Brothers, and Wayne Raney (with his classic "We Need a Lot More of Jesus and a Lot Less Rock and Roll"), among others. Good collector's edition.

### SPECIALTY SPECIAL MERIT

#### MEMOIRS OF FANNY HILL (2-12")

Various Artists  
Recorded Literature RL 5 (M)

This is billed as an "unexpurgated" version of the classic which has recently won headlines due to favorable legal decisions affecting its publication and sale in the U. S. The term is much in order as actress Pamela Hayes Marshall reads some of the book's selected passages, which in fact seem to have been selected for their most down-to-earth, red-blooded character. The two-LP package is likely to appeal to students of the book for its literary value as well as to those looking for bold and bawdy disk kicks.

### SPECIALTY SPECIAL MERIT

#### YOU BE A DISC JOCKEY

Various Artists  
Cameo C-1075 (M)

Whether you want to be a deejay or not (and many thousands of LP buyers and radio listeners do) this LP is lots of fun. Side 1 tells you how to do a show with the aid of Chubby Checker, the Orlons, Dee Sharp, Bobby Rydell, etc. On side 2 the listener has a chance at the mike. Complete script and instructions are included. Top deejay Don Bruce is in top form handling the routines.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

#### JOHN F. KENNEDY—THE PRESIDENTIAL YEARS 1960-1963

20th Century-Fox 3127 (M); (No Stereo)

### ★ 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.

#### 110 IN THE SHADE . . .

Original Cast, RCA Victor LOC 1085 (M); LSO 1085 (S)

#### THE MIRACLES DOIN' MICKEY'S MONKEY . . .

Tamla 245 (M); (No Stereo)

#### THE DREAM DUET . . .

Anna Moffo/Sergio Franchi, RCA Victor LM 2675 (M); LSC 2675 (S)

#### RICK NELSON SINGS FOR YOU . . .

Decca DL 4479 (M); DL 74479 (S)

#### THE FUNNY SIDES OF MOMS MABLEY . . .

Chess LP 1482 (M); (No Stereo)

### THE VICTORS . . .

Sound Track, Colpix CP 516 (M); SCP 516 (S)

#### DOMINIQUE THE SINGING NUN'S SONG . . .

Le Choeur des Enfants de Montmartee, Palace M 767 (M); PST 767 (S)

#### LIVING A LIE . . .

Al Martino, Capitol T 1975 (M); ST 1975 (S)

#### BEST OF JUDY GARLAND . . .

Decca DXB 172 (M); DXSB 7172 (S)

#### HAVE YOU HEARD . . .

Duprees, Coed LPC 906 (M); (No Stereo)

#### I'M LEAVING IT UP TO YOU AND 11 OTHER HIT SONGS

Dale & Grace, Montel MLP 100 (M); MLP 100 (S)

#### ON STAGE . . .

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

#### FRANK SINATRA SINGS THE SELECT JOHNNY MERCER . . .

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



### 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

#### ... AND NOW—THE MISSING OTIS TRIO

Roulette R 25236 (M); SR 25236 (S)

#### SMART SET SWING

Al Madison Trio Plus One. Almad AM 1001 (M)

#### HERE'S LOVE

Hank Jones. Argo 728 (M)

#### JIMMY McGRUFF AT THE APOLLO

Sue LP 1017

#### THE MOANIN' SAX OF ACE CANNON

Hi HL 12014 (M); SHL 32014 (S)

#### SINCE I DON'T HAVE YOU

Skyliners. Original Sound. LPM LPM 5010 (M); IPS 8873 (S)

#### SURFBEAT, VOLUME 2

The Surftriders. Vault LP 105 (M)

#### DRAG KINGS

Sonny and the Demons. United Artists UAL 3316 (M); UAS 6316 (S)

#### SURFIN' BONGOS

Preston Epps; The Bongo Teens. Original Sounds. LPM 5009 (M); LPS 8854

### CHRISTMAS

#### CHRISTMAS WITH McGRUFF

Jimmy McGriff. Sue LP 1018 (M)

### JAZZ

#### OUR MAN IN PARIS

Dexter Gordon. Blue Note 4146 (M)

#### DONALD BYRD AT THE HALF NOTE CAFE, VOL. 2.

Blue Note 4061 (M)

#### TWO SOULS IN ONE

George Braith. Blue Note 4148 (M)

#### NIGHT LIGHTS

Gerry Mulligan. Philips PHM 200108 (M); PHS 600108 (S)

### CLASSICAL

#### SACRED MUSIC OF PALESTRINA

The Dessoff Choirs. Counterpoint/Esoteric 5602 (S)

#### JACOBI! CONCERTO FOR CELLO AND ORCHESTRA

Guido Vecchi; Oslo Philharmonic Orchestra (Strickland). Composers Recordings CRI 174

#### HANDEL: WATER MUSIC SUITE/ROYAL FIREWORKS MUSIC

London Symphony Orchestra (Bernard). Counterpoint/Esoteric 5606 (S)

#### SIX CENTURIES OF THE VIOLA

Milton Thomas/George Akst. Counterpoint/Esoteric 5606 (S)

### COUNTRY

#### SING ME A BLUEGRASS SONG

Hylo Brown. Starday SLP 249 (M)

### FOLK

#### MIKE SETTLE—PASTURES OF PLENTY

Folk Sing FLS 31002 (S) FLB 10002 (M)

### INTERNATIONAL

#### DABKIE EXOTIC DANCES OF THE MIDDLE EAST

Derbecki Ensemble. London American LA 38003 (M); LAS 68003 (S)

### SACRED

#### SINCERELY YOURS

The Rebels Quartet. Skylight SRLP 6010 (M); SSLP 6010 (S)

#### ALL NIGHT SINGING CONVENTION

The Lewis Family. Starday SLP 252 (M)

### SPECIALTY

#### THE EXPLOSIVE SOUNDS OF PRO FOOTBALL

Elroy Hirsch. Sports Recorders SR 1001 (M)

### LOW PRICE POPULAR

#### BRING BACK THE THRILL

Eddie Fisher. RCA Camden CAL 789 (M); CAS 789 (e) (S)



### THREE-STAR ALBUMS

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

### POPULAR

#### THE SOUND OF SIGHT

Ray Martin. London SP 44040 (S)

#### DANCE ALONG B'WAY

Jack Hansen & His Ork. Dance Along DAL 1317 (M)

#### THE BIG SWINGERS

Billy Maxted. K&H KT 103 (M); KS 303 (S)

#### THE FABULOUS FOUR MINTS

Astec ALP 1002

### COUNTRY & WESTERN

#### TOGETHER AGAIN

The Blue Sky Boys. Starday SLP 257 (M)

#### STEEL GUITAR JAMBOREE

Cecil Campbell & His Tennessee Ramblers. Starday SLP 254

### INTERNATIONAL

#### JOURNEY INTO RUSSIA

Yulya. Monitor MPS 600 (S)

### LATIN

#### DOMINIQUE

Cuarteto Hermanos Mercado. Davis LP 126 (M)

### RELIGIOUS

#### THE AMERICAN FOLK SONG MASS

Canterbury Choir. Northwestern University. North American CS 6806 (S)

### SACRED

#### SONGS OF HARMONY

Sons of Harmony. Skylite SRLP 6009 (M); SSLP 6009 (S)

### SPECIALTY

#### TWILIGHT OF STEAM

Mobile Fidelity MF 13

### INSTRUCTION

#### TEACHING JONNY'S SISTER TO READ

Henny Wenkart. Wenkart 6275 (M)

### OTHER ALBUMS REVIEWED

The albums listed below are rated as having relatively limited sales or programming potential.

### FOLK

#### WEST VIRGINIA FOLK MUSIC

Various Artists. Folk Heritage PB 1083/1084 (M)

# Boston Symphony Reaps In More Awards for RCA Victor

NEW YORK—RCA Victor Records, the Boston Symphony Orchestra, and the orchestra's current and former conductors, Erich Leinsdorf and Charles Munch, have recently distinguished themselves and each other by the receipt of several highly regarded industry achievement awards.

Erich Leinsdorf, who assumed the post of musical director of the B.S.O. last season 1962-1963, was just named "Musician of the Year" for 1963 by the magazine *Musical America*. The selection of Leinsdorf was determined through a poll of the nation's music critics and editors. As "Musician of the Year" he will appear on the cover of the January edition of the magazine and will be subject of a major article in that issue.

Meanwhile the RCA Victor recording of Berlioz's "Romeo and Juliet" has been awarded the coveted "Prix du President de la Republique." The company was notified of the award last week by the Academie du Disque Francaise. This marks the second award for this album. It also won the "Grand Prix des Discophiles 1963." This album was released in September, 1962, in the RCA Victor Soria Series, performed by Munch and the B.S.O., with soloists Rosalind Elias, Cesare Valletti and Giorgio Tozzi.

Leinsdorf, who succeeded Munch at the Boston Symphony, was also recipient of the Grand Prix National du Disque 1963 for his RCA Victor recording of "Die Walkure," which starred Birgit Nilsson and Jon Vickers.

Since his assumption to the Boston post, Leinsdorf has been distinguished by several "firsts." He conducted the "Madame Butterfly" of Leontyne Price, which became the first opera to become a best seller on the "pop" charts. His recording of the Mahler First Symphony with the Boston was also the first Mahler symphony to appear on the popular best selling chart.

In the past year RCA Victor has issued seven albums of Leinsdorf with the Boston. In January Victor will release his eight recorded collaboration with them in Mozart's "Jupiter" Symphony and "Eine Kleine Nachtmusik."

## Big Names Top Aussie Surf List

SYDNEY—Harry Miller, director of Pan Pacific Productions, has set a raft of foreign as well as local pop artists to cash in on the surfing music fad which is gaining great momentum here. Festival Records has released the Sufaris' new Decca disk, "A Surfer's Christmas List," to gain holiday exposure and capitalize on the group's appearance in Australia, beginning in Brisbane January 15 on the Miller-sponsored show which will also feature the Beach Boys, Paul and Paula and Roy Orbison. Show then moves on to this city, Melbourne and Adelaide. Miller also expects to bring Ethel Merman to the country at some later date.



Profile of Erich Leinsdorf, "Musician of the Year"

## LIVE REVIEWS

### Serkin Disappoints In Carnegie Recital

NEW YORK—Rudolf Serkin, **Pianist, Carnegie Hall, December 11.** Whether the Columbia recording artist was just having an off night, or what, his recent recital could best be summarized as being "not together." There were, of course, moments of pianistic magic, but there was an equal number of disappointments. His touch was frequently uneven, the tone often harsh, and his tempos and dynamics (not Beethoven's) were distracting due to excessive and obvious rubatos. The artists affinity and scholarship in the art of the Romantic keyboard giants (in this case, Schumann, Beethoven and Brahms) is well documented, so one must assume that this particular performance calls for no adverse conclusions of consequence.

**Schola Cantorum with Symphony of the Air, Stephen Simon, conducting, Carnegie Hall, December 12.** A perfectly rewarding evening. Stephen Simon, who distinguished himself last spring by conducting the Bach "Mass in B Minor," is showing himself to have an uncommon affinity for the choral literature. The program opened with Hayden's "Miss Brevis in F," and Scarlatti's cantata for solo soprano, trumpet and strings, "Su Le Sponde Del Tevere." Both were excellently conceived and interpreted. Particularly noteworthy was soprano **Maria Stader**, who handled the difficult demands of the Scarlatti with grace and ease.

The crowning achievement of the evening, however, was Mozart's "Mass in C Minor, K. 427 (The Great)." What a magnificent work this is—containing some of Mozart's most exalted music. Along with Miss Stader, the soloists **Helen Vanni, Blake Stern** and **Kenneth Smith** could hardly have been better chosen.

But the star of the show was Simon, who had the large orchestra, chorus and soloists under perfect control. His talent was perhaps most evident in the "Cum Sancto spiritu," which is so elevating that the natural tendency and temptation would be to gain momentum and volume as the music continues

to soar. Simon held them perfectly in tow, and it was awesome. It can only be hoped that Mr. Simon is a more frequent contributor to the New York musical scene.

**Adele Addison, soprano, with Brooks Smith at the piano, Town Hall, December 15.** Adele Addison is just about everything a singer of art songs should be. She possess the epitome of taste and artistry, and while her voice is sometimes more opaque than could be hoped for, her musicianship and sensitivity are more than compensatory. Her program consisted of songs by Schubert, Luigi Dallapiccola, Hugo Wolf, Henri Duparc, and Samuel Barber. For encores, she sang two Negro spirituals. The breadth of the program and the intimacy and involvement with which she performed each piece made for an absolute musical experience. Her empathy with lyric and mood is primary; but her musicianship and tone remain the obvious tools by which she achieves expressiveness. As she sang Wolf's moving "So lasst mich scheiden," there were few dry eyes in the entire house. Most notably, not hers.

**BARRY KITTLESON**

### PAUL & PAULA JUST VAMPING

CHICAGO — Rumors that Paul and Paula might split up were given a qualified denial by a spokesman for Philips Records last week. "The act is not working together at the present time as Ray Hildebrand wished to continue his education and return to college last September," the spokesman said.

"He will get his degree at the end of January. Philips does have unreleased sides in the can, which the label does plan to release," the spokesman continued. Will the pair resume their act after January? The Philips spokesman said, "I honestly don't know—however we consider this a postponement, not a breakup."

# Chatter

NEW YORK—The Metropolitan Opera National Company, which will be touring the country beginning in the autumn of 1965, will be booked by Sol Hurok. In the 34 week season, it is contemplated that the new company will visit 70 cities.

In the spring of 1965, George Szell and the Cleveland Orchestra will be making the longest overseas tour by any American orchestra. They will be away from Cleveland for more than 10 weeks, touring Russia, Scandinavia and other European capitals under the Cultural Presentations Program of the U. S. State Department.

Angel Records' January release includes in its Great Recordings of the Century series, two Beethoven concerti by Artur Schnabel. These two disks represent part of the complete set (5) of the concerti released by Angel just a year ago. Could mean that Angel intends to do likewise in the future with its recent release of the complete sonatas of Beethoven by Schnabel, now only available in the 13-disk package.

## BERNSTEIN'S 3d IN TEL AVIV

TEL AVIV—The world premiere of "Kadish," Leonard Bernstein's third symphony, made musical history here in Tel Aviv, as the new opus by the director of the New York Philharmonic headed the bill of the Israel Philharmonic orchestra's current subscription series. Bernstein arrived for the 12 concerts of the series, in the three-major cities, with mezzo soprano Jenny Tourel, who sang the lead. The composer dedicated the work to President John F. Kennedy. Narrating was Israel's leading actress, Hanna Revina.

## Film Offers Schwarzkopf In Star Role

NEW YORK — Christmas night marks the opening of Paul Czinner's color film of Richard Strauss' "Der Rosenkavalier," in Manhattan, which will be followed by nationwide release of the movie early in 1964, Strauss' centennial year.

The unusual film, shot directly on the stage of Austria's Salzburg Festspielhaus, stars Elisabeth Schwarzkopf as the Marschallin, Anneliese Rothenberger as Sophie, Sena Jurinac as Octavian, Otto Edelmann as Baron Ochs, and Erich Kunz as von Faninal. Herbert von Karajan conducts the Vienna Philharmonic. Three of the members of the cast (Schwarzkopf, Edelmann and Karajan)

are featured in similar capacities on the Angel recording of this opera.

The color film employs a new technique, using six cameras simultaneously, enabling Czinner to lend techniques of film art (close-ups, angles, etc.) to a stage production. It was filmed in 1961, in only one week.

While the national release dates are not all established, it is known the film will open in Chicago in January. February openings include Seattle, Los Angeles and San Francisco. Limited runs are also scheduled for the University of Indiana and the University of Wisconsin in the spring.

It was recently announced that Miss Schwarzkopf will make her Metropolitan Opera debut next season, in the role of the Marschallin.



ONE OF THE BUSIEST CONCERT SCHEDULES this season is planned for soprano Phyllis Curtin. She will make 45 appearances with 17 leading U.S. and Canadian orchestras by the end of the 1963-1964 season. She will also give 24 solo recitals, make numerous television appearances and recording dates. The versatile artist's most recent recorded efforts include Brahms' "German Requiem" on Columbia, with Eugene Ormandy, the Philadelphia Orchestra and the Mormon Tabernacle Choir; Handel's "Samson" on Vanguard, with Maurice Abravanel and the Utah Symphony, as well as Carlisle Floyd's "Mystery" with the Louisville Orchestra on the Louisville Label.

COUNTRY MUSIC CORNER

By BILL SACHS

Sara Sue jetted from her home in Columbus, O., to Dallas, Sunday, December 8, to cut six sides for Vandan Records at Summit Sound Studios under the direction of Marvin Montgomery. Vandan is now distributed exclusively through United Artists. . . . Key Talent, Nashville, has Dave Dudley set for the "Big D Jamboree," Dallas, December 28; Oklahoma City, New Year's Eve, and Fort Worth January 3-4. . . . Jimmy Newman plays Baton Rouge, La., December 23, and after

joining his family for a Louisiana Christmas, heads for Biloxi, Miss., December 26; Hattiesburg, Miss., 27, and Brookhaven, Miss., 28. . . . Buddy Meredith and band is set through the holidays until January 4 in Cheyenne, Wyo., after which he heads for Nashville for another recording session.

Lattie Moore, who spent most of December on personals in Michigan and Ohio, is slated to open in Cheyenne, Wyo., January 4. . . . Joe Carson and His Western Swing Boys, who are at home at the Cavalier Club, Wichita Falls, Tex., when not on the road, have been booked by Hitt Attractions, Dallas, for a return engagement at Panther Hall, Fort Worth, January 17-18. . . . Buddy Cagle still holds down the fort nightly at George's Round-Up, 2310 Pacific Coast Highway, Long Beach, Calif. He will have Ray Sanders as special guest Christmas Eve. On New Year's Eve, Sanders takes his talents to Bill Tester's 1440 Club in San Jose, Calif., to appear on the same bill with Myrna Jay and Tom Tall.

Joe and Rose Maphis are working three TV shows out of Los Angeles and Bakersfield, Calif.—the Billy Bailey TV-er, the Billy Mize show, and the Dodge seg. . . . The Crow's Nest, popular country music hangout in Oxnard, Calif., celebrated Christmas with a gala party December 17, featuring Ray Sanders, Skeets McDonald, Johnny Western, Eddie Dean and Freddie Hart. Whooping it up for the gathering was the club's regular combo, the Larry Thornton crew, featuring Eddie Burris and Jerry Marvin. . . . Porter Wagoner takes his country music unit to Aurora, Ill., for a single stand January 17. . . . The Browns—Jim Edward, Maxine and Bonnie—are taking a two-week vacation from



COACH DARRELL ROYAL, of the Texas Longhorns' football team of Texas U., takes a guitar lesson from Buck Owens during the latter's recent headline appearance at the Coliseum, Austin, Tex. The pair has two things in common—both love football and country music and both rate No. 1 positions, Royal with his grid team, tops in the nation, and Owens with his "Love's Gonna Live Here," No. 1 on Billboard's country music chart.

"Grand Ole Opry" to spend the holidays with her parents in Pine Bluff, Ark.

The last Saturday in December—December 28 to be exact—will mark the "Grand Ole Opry's" 1,964th performance. What a record! . . . Ray Price, on vacation through December, recently winged with his wife Lynda to the King Ranch in Texas for two weeks of hunting. The score—four bucks, two javalina hogs and six wild turkeys. . . . Buck Owens and His Buckaroos, after three days off for Christmas, resumes bookings December 26 with a four-day stand at the Golden West Auditorium, Norwalk, Calif. . . . Ernest Tubb and His Texas Troubadours concluded a four-day stand at Golden West Auditorium, Norwalk, Calif., Sunday (22), ending a trek which began in Tulsa, Okla., November 20. The boys will spend Christmas in Nashville, and then hit out for Topeka, Kan., where they launch a tour for Hap Peebles at Municipal Auditorium December 27.

COUNTRY D. J. OF THE WEEK



Roy Bee, disk jockey and station manager at WFMX, Statesville, N. C., has been selected as WSM's "Mr. D.J., U.S.A." for December 27. Each week WSM, home of the "Grand Ole Opry," plays host to a top country deejay. Bee, who majored in radio and TV broadcasting at Tennessee State College, is 26 and a native of Wytheville, Va. His station is on a full-time country and gospel music schedule and is the only 100 per cent country FM outlet in the nation. While in Nashville, Bee will handle an hour-long WSM seg Friday evening (27) and will take a bow the following night on the "Opry" radio show from the Ryman Auditorium stage.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 12/28/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE . . . . . 15 Buck Owens, Capitol 5025	15
2	5	NINETY MILES AN HOUR (Down a Dead-End Street) . . . . . 10 Hank Snow, RCA Victor 8239	10
3	4	THANKS A LOT . . . . . 14 Ernest Tubb, Decca 31526	14
4	2	THE MATADOR . . . . . 8 Johnny Cash, Columbia 42880	8
5	9	BEGGING TO YOU . . . . . 5 Marty Robbins, Columbia 42890	5
6	3	MOUNTAIN OF LOVE . . . . . 11 David Houston, Epic 9625	11
7	8	COWBOY BOOTS . . . . . 13 Dave Dudley, Golden Ring 3030	13
8	11	BEFORE I'M OVER YOU . . . . . 7 Loretta Lynn, Decca 31541	7
9	6	500 MILES AWAY FROM HOME . . . . . 10 Bobby Bare, RCA Victor 8238	10
10	7	TALK BACK TREMBLING LIPS . . . . . 28 Ernest Ashworth, Hickory 1214	28
11	13	B. J. THE D. J. . . . . 4 Stonewall Jackson, Columbia 42889	4
12	12	8 x 10 . . . . . 19 Bill Anderson, Decca 31521	19
13	16	PEEL ME A NANNER . . . . . 4 Roy Drusky, Mercury 72204	4
14	14	JEALOUS HEARTED ME . . . . . 4 Eddy Arnold, RCA Victor 8253	4
15	15	CALL ME MR. BROWN . . . . . 14 Skeets McDonald, Columbia 42807	14
16	18	D. J. FOR A DAY . . . . . 3 Jimmy "C" Newman, Decca 31553	3
17	20	GOING THROUGH THE MOTIONS . . . . . 2 Sonny James, Capitol 5057	2
18	24	LAST DAY IN THE MINES . . . . . 3 Dave Dudley, Mercury 72212	3
19	10	THOSE WONDERFUL YEARS . . . . . 8 Webb Pierce, Decca 31544	8
20	17	IF THE BACK DOOR COULD TALK . . . . . 7 Webb Pierce, Decca 31544	7
21	27	TRIANGLE . . . . . 2 Carl Smith, Columbia 42858	2
22	22	YOU'LL DRIVE ME BACK (Into Her Arms Again) . . . . . 2 Faron Young, Mercury 72201	2
23	29	WHAT'S IN OUR HEART . . . . . 5 George Jones & Melba Montgomery, United Artists 635	5
24	19	LET'S INVITE THEM OVER . . . . . 4 George Jones & Melba Montgomery, United Artists 635	4
25	-	THE MORNING PAPER . . . . . 1 Billy Walker, Columbia 42891	1
26	26	THE GREATEST ONE OF ALL . . . . . 4 Melba Montgomery, United Artists 652	4
27	-	OLD RECORDS . . . . . 1 Margie Singleton, Mercury 72213	1
28	21	TROUBLE IN MY ARMS . . . . . 8 Johnny & Jonie Mosby, Columbia 42841	8
29	-	SING A SAD SONG . . . . . 1 Merle Haggard, Tally 155	1
30	23	WILD, WILD WIND . . . . . 8 Stonewall Jackson, Columbia 42846	8

Denny Office Gets Ex on Wagoner Unit

NASHVILLE—Don Warden, personal manager for Porter Wagoner, last week completed a deal with W. E. (Lucky) Moeller, executive veep and general manager of the Jim Denny Artist Bureau here, whereby the latter will handle all personal appearances for Wagoner and his show unit on an exclusive basis.

Under the arrangement, Moeller said, Warden will continue to handle the singer's personal management, including all details pertaining to his 58 television shows and his music publishing interests. The Denny office will handle the entire show cast as a package for personal appearances, which will include Norma Jean and the Wagonmasters. Although the Denny office

has been booking Wagoner and his group in the past, it has not had an exclusive agreement. Wagoner was a regular on Red Foley's "Ozark Jubilee" before joining "Grand Ole Opry" in 1957.

THE LEADER IN THE OLDIES FIELD



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**WITH THE COUNTRY JOCKEYS**

By **BILL SACHS**

**Jack Reno**, former jockey at KCKN, Kansas City, Kan., winds up his hitch with the Army January 1 and is presently angling for a station connection. Jack gets his mail in care of KFLW, U. S. Army Hospital, Fort Leonard Wood, Mo. . . . Deejays missed in the initial mailing on **Randy King's** Christmas release, "The Legend of Little Orphan Joe," on the Band Box label, may obtain a sample by writing on their station letterhead to **Gladys Hart**, 1263 South Zenobia, Denver. . . . **Doc Holiday** and **Carl Story**, who whirl six hours of c.&w. daily via WBER, Moncks Corner, S. C., put in an urgent plea to artists and diskeries for late releases. . . . Platter promoter **Little Richie Johnson**, Box 3, Belen, N. M., is currently working on a flock of new ones, many by top country names. He invites deejays to write in for a sample. Put your request on your station letterhead.

Station **WRDS**, new station at South Charleston, W. Va., took to the air for the first time last week, with 60 per cent of the programming devoted to country music. **Skeeter Dodd**, who will hold down the late afternoon and evening slot, says the station is pretty well set on old wax but needs new stuff, both country and gospel. Other staff members are **Sleepy Jeffers** and **Ted Wolff**. Dodd asks that deejay samples be mailed to him in care of **WRDS Radio**, P. O. Box 8305, South Charleston, W. Va., 25303.

"I'd like to add an amen to **Bill Franklin**, of **WKWS**, Rocky Mount, Va., who recently wrote of our troubles in getting spinning material," typewrites **Buddy Dean**, who spins the country wax at **KCJH**, Arroyo Grande, Calif. "Oh, we get it all right," continues Buddy, "if we borrow it from a listener or advertise free for a record shop. We guys who try to run a personality-type show have a hard enough time trying to keep up with the latest activities of the artists, to keep the audience well informed, but to add to our burdens we have to scratch for the latest hits. It's a lead-pipe cinch that the station isn't going to foot the bill for the latest releases, and most of us jocks can't afford it, so what are we to do? Like **Bill Franklin** says: 'We'd play 'em white if they'll just send them to us.' Let's face it, we can build a pretty good show around the **Carter Family**

and **Roy Acuff**, and more if we have to."

**Charlotte Harden**, country music deejay at **WMPR**, Flint, Mich., is recuperating from serious injuries sustained November 6 while en route to Nashville. . . . Deejays needing a copy of **Rusty and Doug's** new release on **RCA Victor**, "Cajun Stripper," are invited to write on their station's letterhead to **Kershaw, Inc.**, 812 16th Avenue, South. Nashville.

From **Radio Denmark**, Copenhagen, comes word from **Klaus Nichollson**, who spins the country sounds on that station and who seeks help from American artists and diskeries in the way of programming material. As of January 1, Nichollson will be taking over two weekly country music programs. In asking for spinning material, Nichollson says: "The releases shouldn't be too American, as Danes don't have the same tastes in records as do the Americans. In Scandinavia, the taste leans rather to the sad and beaty side. **Radio Denmark** has about 4,000,000 listeners and we air on AM and FM 20 hours a day. If you have new releases, please think of this lonely disk wolf here in Scandinavia." Address him: **Klaus Nichollson**, **Radio Denmark**, **Brydesen's Alle No. 1**, **Espergaerde**, **Denmark**.

**Johnny Daume**, well-known country deejay who recently was named manager of **WCHI**, Chillicothe, Ohio, writes: "We have recently doubled our power and now reach more than a million people in a billion-dollar market. We program c.&w., Top 40, sacred and pop in separate segments. We invite all promo men to place us on their mailing lists." . . . **Ray Anderson**, former manager of **WCHI**, Chillicothe, Ohio, and his son **Larry** have both left that station. Ray now holds a sales position with **WHOK**, Lancaster, Ohio, and Larry is with **WTOF-FM**, a station that programs religious music in **Canton, Ohio**.

**Jim Ranne**, of **Texas Talent Enterprises**, **Dallas**, has been engaged to put the push on **Ren Records**, beginning January 1. Label's initial release features **Don Edwards**. Stations wanting on the mailing list are asked to write to **Ranne** at **730 North Lancaster, Dallas**. . . . **Stan Graham**, of **Station KOQT**, **Bellingham, Wash.**, the newest country music station in the Pacific Northwest, puts in a plea for singles and albums. . . . A note on your station letterhead to **B-W Music, Inc.**, **Box 337**, **Wooster, Ohio**, will fetch you a copy of the new gospel release by **Tommy Burnham and His Southland Gospel Trio** titled "Will You Be Ready?" . . . One of the nation's newest country music stations is **KRIK**, **Roswell, N. M.**, owned and operated by **Neil (Cheyenne Kid) Leavitt**, who worked for seven years as deejay and p.d. at **KHAT**, **Phoenix, Ariz.** Leavitt asks that releases be sent to him at **Box 2107, Roswell**. He guarantees that they'll be played often.

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"Poco a Poco" c/w  
"Stop, Look and Whistle"  
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# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

**FOR YOU**  
Rick Nelson, Decca 31574

## ★ 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.

**PUPPY LOVE . . .**  
Barbara Lewis, Atlantic 2214 (McLaughlin, BMI) (Boston)

**YOU'LL NEVER WALK ALONE . . .**  
Patti LaBelle & the Blue Belles, Nicetown 5020 (Williamson, ASCAP) (New York)

**JAVA . . .**  
Al Hirt, RCA Victor 8280 (Tideland, BMI) (Philadelphia)

**DO-WAH-DIDDY . . .**  
Exciters, United Artists 662 (Trio, BMI) (Pittsburgh)

# 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

**ANDY WILLIAMS**

#### CHARADE

(Southdale-Northern, ASCAP) (2:30)

#### A FOOL NEVER LEARNS

(Cricket, BMI) (2:01)—Columbia 42950

Looks like the Mancini-Williams combination will score again with a flick tune. The flip also stacks up as a potent side. It's a swiny, happy-sounding ditty with fine dual-tracked vocal. Against backing by Bob Mersey that carries a Salvation Army touch.

### POP SPOTLIGHT

**PATTI LA BELLE & THE BLUE BELLES**

#### YOU'LL NEVER WALK ALONE

(Williamson, ASCAP) (2:45)—Nicetown 5020

The girls sing the old Rodgers and Hammerstein standard with all the conviction of the new generation. Side has drama-ballad sound that makes the adrenalin run. The flip is "Decatur Street" (Robinson, ASCAP) (2:45).

### POP SPOTLIGHT

**NED MILLER**

#### BIG LOVE

(Central Songs, BMI) (2:24)—Fabor 125

Strongest pop item Miller's had since "From a Jack to a King." Side moves along on a shuffle beat and a chorus pipes in background. The flip is "Sunday Morning Tears" (Central Songs, BMI) (2:37).

### POP SPOTLIGHT

**THE MARVELLS**

#### HOW DO I KEEP THE GIRLS AWAY

(Screen Gems-Columbia, BMI) (2:02)—Butane 778

This side has all the makings. The gals sing up a storm against lively strut tempo. The exciting hormonal sound of the voices should set the kiddies whirling like dervishes. The flip is "Go On and Have Yourself a Ball" (Screen Gems-Columbia, BMI) (2:23).

### POP SPOTLIGHT

**THE LOVEJOYS**

#### HE AIN'T NO ANGEL

(Trio, BMI) (2:35)—Tiger 101

Maybe the grammar isn't so good on this title but the beat and excitement of the disk are fine. Group of girls sing against a thumping, swinging background that goes. The flip is "Wait 'Round the Corner" (Morris, ASCAP) (2:25).

### POP SPOTLIGHT

**MAXINE DAVIS**

#### I FOUND A LOVE

(Lou Pine-Progressive-Albri, BMI) (2:00)—Guyden 2099

Here's a fine new thrush with a powerful, driving delivery. She really belts this ballad in strong, gospel-oriented style and there's an interesting arrangement to go with it. Watch this side. Flip is "He's My Guy" (Crazy Cajun, BMI) (2:10).

### COUNTRY SPOTLIGHT

**BILL ANDERSON**

#### EASY COME—EASY GO

(Moss Rose, BMI) (2:03)

#### FIVE LITTLE FINGERS

(Moss Rose, BMI) (3:00)—Decca 31577

Two powerful sides by the fine chanter-songwriter and Anderson clefted both. First "Up" tune, done to a smart arrangement while the flip is a heartrending weeper. Both could step out and the top side has good pop appeal as well.

### C.&W. SPOTLIGHT

**BOBBY BARNETT**

#### WORKIN' MAN

(Hitway, BMI)

#### WORST OF LUCK

(English, BMI) (2:05)—Sims 159

A slick pair of sides. First up is a neat, down-to-earth effort with something of the "Blackland Farmer" flavor. On the flip he wishes his chick the "worst of luck" since he found out she married somebody else. Both have good potential.

### C.&W. SPOTLIGHT

**REX WILLIAMS**

#### I CAN'T BELIEVE THIS HAS HAPPENED TO ME

(Santo-Champion, BMI) (2:45)

#### LOVE'S NOT WORTH IT

(Santo-Champion, BMI) (2:00)—Decca 31579

Williams turns in two powerful sides and either could make it. On top is a soft, bleeding weeper tune done with much conviction. The flip is a bouncy rhythm ditty done to strong chorus and combo support. Both sides were picked five weeks ago when the disk first appeared on the Santo label.

### SPIRITUAL SPOTLIGHT

**THE SOUTHERN BELL SINGERS**

#### I WILL OVERCOME SOMEDAY

(Conrad, BMI) (1:56)—Vee Jay 934

Here's a solid gospel group with material to match their skill. The side is a driving effort with fine chant and shout spots and strong repeating phrases from the group behind the lead. This could go. Flip is "The Tragedy of Kennedy" (Conrad, BMI) (2:41).



### 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

**THE FOUR J'S**

★★★★ Said That She Loved Me (Dandelion-Ben-Lec, BMI) (2:15) —★★★★ Here Am I Broken-Hearted (Henderson - Jungnickel, ASCAP) (2:10), JAMIE 1267

**JERRY VALE**

★★★★ On and On (Ritvale, ASCAP) (2:21)—★★★★ The Peking Theme (So Little Time) (Bronston, ASCAP) (2:43), COLUMBIA 42951

**STEVE LAWRENCE**  
 ★★ A Room Without Windows (Harms, ASCAP) (3:08) — ★★ My Home Town (Harms, ASCAP) (2:17). COLUMBIA 42952

**THE HITCHHIKERS**  
 ★★ Goin' to L.A. (MacGeorge-Crazy Cajun, BMI) — ★★ Wimp's Blues (MacGregor-Crazy Cajun, BMI). TEARDROP 3024

**THE CORNELLS**  
 ★★ Do the Saloon (Tallormade-Salma, BMI) (2:22) — ★★ Surf Fever (Tallormade, BMI) (2:10). GAREX 206

**ANTHONY NEWLEY**  
 ★★ Tribute (Melody Trails, BMI) (4:10) — ★★ Lament for a Hero (Melody Trails, BMI) (3:11). A CAPPELLA 778

**BILLY ADAMS**  
 ★★ Betty and Dupree (Rush, BMI) (2:37) — ★★ Got My Mojo Workin' (Knox, BMI) (2:24). SUN 389

**THE SHANGRA-LAS**  
 ★★ Simon Says (Tender Tunes, BMI) (2:35) — ★★ Simon Speaks (Tender Tunes, BMI) (2:32). SMASH 1866

**SHIRLEY BASSEY**  
 ★★ Theme From the Victors (My Special Dream) (Columbia, BMI) — ★★ How Can You Tell (Chappell, ASCAP). UNITED ARTISTS 681

**ARTIE KAPLAN AND HIS ORK**  
 ★★ Theme From the Victors (My Special Dream) (Screen Gems-Columbia, BMI) (2:03) — ★★ Life Goes On (Screen Gems-Columbia, BMI) (2:30). COLPIX 717

**MUSIC AS WRITTEN**

**WARSAW**

The U. S. Columbia label has sent a batch of disks over to Polski Nagrania, Poland's leading recording firm, in order that they make a selection and issue Columbia disks on Polish labels. So far the choice has not been finalized.

Paul Anka made a highly successful tour of Poland. There were long, long queues for tickets in all towns, and the tour was a sellout before it even began. No visiting pop singer has been met with such acclaim in recent years as has Anka. . . . A new Polish film, "It Really Was Yesterday," was premiered this month. Music to the movie was composed by the American Gunther Schuller. . . . West German jazz critic, Joachim E. Berndt, recently in Poland for the Annual International Jazz Jamboree, signed a contract with Film Polski and Pagart, the Polish Artists Agency, for a 30-minute TV film "Jazz in Poland" to be screened on Baden-Baden TV. The film is to be shot next May, and a group of West German technicians will come over to work on it.

The Impulse recording firm recently presented its line of jazz disks at Warsaw's Philharmonic Hall. . . . Disk sensation of the moment in Poland is the Swingle Singers' recording of "Bach's Greatest Hits" on Philips label. The recording has been broadcast several times by Polish radio, and it has become tremendously popular with listeners. **ROMAN WASCHKO**

**MECHELEN, BELGIUM**

Martini and Rossi will no longer sponsor the annual Song Festival in the Casino of Knokke. The world-wide corporation had sponsored the musical event, which pitted singing teams from Belgium, Holland, Germany, France and England against one another for the past five years. . . . The Jackie Delmone EP featuring the French version of "Just Like Eddie" (Pour les filles) is very much in demand. . . . World Music will publish the titles from Robert Cogoi's LP. . . . Philips artist Esther Ofarim appeared in the Anioenne Belgique of Brussels. . . . Notwithstanding the fact of the enormous success of "If I Had a Hammer" in the original version, the French version by Claude Francois, "Si j'avais un marteau" (Philips), can be considered a best seller. The German hit "Florentina" sung by Gerhard Wendland (Philips) is also strong, but it might be that the flip side, "Ich hab' so oft an rich gedacht," will be even bigger. . . . Paul and Paula have a good one again with "First Day Back at School" on Philips. The label also has a series of albums by Les 4 Barbus, Guy Beart, Mireille, Mouloudji, Patachou, Maurice Chevalier, Jacqueline Francois and late Edith Piaf. All those albums contain biggest hits by those artists. **Fred Steyn**, manager and disk

jockey, launched his own record company called Steyn Records. Address: 83, Vrijheidslaan, Brussels. Phone: (02) 261044. His first two releases, "Josy"/"Tico Tico" by the Starlets and "I Wonder If"/"Lovely and Sweet" by Joske Harry's. . . . Flemish singing priest Pater Mestdagh recorded for CBS two titles for people driving cars: "Dashboard Lieve Vrouwke" and "Barmhartige Samaritaan(se)."

Flemish Philips artist Jacques Raymond came out with a new recording of an oldie, "Lichtjes van de Schelde" (Lights of the Scheldt), song which Flemish Television took as a theme of a Eurovision show commemorating its 10-year anniversary, "North Sea Melodies." . . . Philips reports success for the original sound track of the film "Dragee au poivre" (Pepper Sweets) with special musical compositions by Ward Swingle. . . . A new star among the French chansonniers is Pierre Selos. Another new talent in the chanson field is Louise Lava, a doctor's wife, who started composing only this year on the occasion of a radio contest, which she won with her song called "L'album de Photographies" (The Photograph Album). Her compositions soon will be heard on her first 10-inch album for Philips. Another name to mark is Michel Fischer. Also a composer who, although his voice resembles that of Jacques Brel, writes in quite another style than this artist. His song are "Le Grand Chariot" (The Big Wagon) and "Les Enfants" (The Children). **JAN TORFS**

**DUBLIN**

Although the Singing Nun's "Dominique" was voted a "miss" on Gay Byrne's TV show, "Pickin' the Pops," the disk looks set to share maximum seasonal sales with Bing Crosby's Capitol single, "Do You Hear What I Hear?" and Andy Williams' "White Christmas," on CBS. . . . Michael MacLiammoir's "The Importance of Being Oscar," which was converted into one of the nation's best selling albums, will be filmed next month by Viewfinder Films, Ltd., an English firm, for international distribution. . . . Hungarian-born Tibor Paul was reappointed director of music and principal conductor of the Radio Eireann Symphony Orchestra for a further period extending to March 1966. . . . Telefis Eireann screened the special Elizabeth Seal-Zack Matelon program, "At Home With You," which the couple taped some weeks ago. . . . Ella Fitzgerald, Oscar Peterson and the Roy Eldridge Quintet will give one performance at Dublin's Adelphi on April 14, which is expected to provide a much needed shot in the arm for the listless Irish jazz scene. . . . The Los Angeles Chamber Orchestra under conductor Harry Lewis visited Dublin and Cork for concerts. **KEN STEWART**

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THE AMERICAN LONDON GROUP

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PENETRATION

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# Billboard HITS OF THE WORLD

## AUSTRALIA

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

This Week	Last Week	Title	Artist
1	1	DO YOU LOVE ME—	Brian Poole (Decca)—Tu-Con
2	5	ROYAL TELEPHONE—	Jimmy Little (Festival)—Crown
3	3	DOMINIQUE—The Singing Nun (Philips)—Belinda	
4	10	NOW—Lena Horne (20th Century)	
5	4	SUGAR SHACK—Jimmy Gilmer (London)—Alberts	
6	13	PAINTED, TAINTED ROSE—Al Martino (Capitol)—Sandy	
7	7	I (WHO HAVE NOTHING)—Shirley Bassey (Columbia)—Chappells	
8	2	YOU'LL NEVER WALK ALONE—Gerri and the Pacemakers (Columbia)—Chappells	
9	—	THE CRUSHER—*The Atlantics (CBS)—Southern	
10	—	SECRET LOVE—Kathy Kirby (Decca)—Allans	
11	14	HOOTENANNY HOOT—Sheb Wooley (MGM)—Alberts	
12	—	WHITE RABBIT—Peter Posa (W & G)—Leeds	
13	—	VAYA CON DIOS—*Kathy McCormack (RCA)—Morris	
14	6	HANGIN' FIVE—*The Delltones (Festival)—Essex	
15	8	SOUL—*Rob E. G. (Festival)—Rob E. G. Music	
16	9	THEN HE KISSED ME—The Crystals (London)—Belinda	

## BRITAIN

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

This Week	Last Week	Title	Artist
1	1	I WANT TO HOLD YOUR HAND—*Beatles (Parlophone)—Northern Songs, Ltd.	
2	2	SHE LOVES YOU—*Beatles (Parlophone)—Northern Songs, Ltd.	
3	5	SECRET LOVE—*Kathy Kirby (Decca)—Harms-Witmark	
4	4	YOU WERE MADE FOR ME—*Freddie and the Dreamers (Columbia)—Feldman Music	
5	3	DON'T TALK TO HIM—*Cliff Richard (Columbia)—Shadows-Belinda Music	
6	10	GLAD ALL OVER—*Dave Clark Five (Columbia)—Ivy Music	
7	8	MARIA ELENA—Los Indio Tabajaras (RCA)—Latin American Music	
8	9	I ONLY WANT TO BE WITH YOU—*Dusty Springfield (Philips)—Springfield Music	
9	17	DOMINIQUE—Singing Nun (Philips)—Flamingo Music	
10	6	I'LL KEEP YOU SATISFIED—*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.	
11	19	24 HOURS FROM TULSA—Gene Pitney (United Artists)—A. Schroeder Music	
12	7	YOU'LL NEVER WALK ALONE—*Gerri and the Pacemakers (Columbia)—Williamson	
13	24	GERONIMO—*Shadows (Columbia)—Shadows-Belinda Music	
14	15	TWIST AND SHOUT (EP)—*Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.	
15	12	IT'S ALMOST TOMORROW—*Mark Wynter (Pye)—Macmelodies	
16	18	BEATLES HITS (EP)—*Beatles (Parlophone)—Northern Songs, Ltd./Shapiro Bernstein	
17	—	SWINGING ON A STAR—Big Dee Irwin (Colpix)—Morris Music	
18	26	ALL I WANT FOR CHRISTMAS—*Dora Bryan (Fontana)—Flamingo Music	
19	13	WITH THE BEATLES (LP)—*Beatles (Parlophone)—Northern Songs/Jaep/Frank/Dominion/Jewel/Leeds Music	
20	21	COUNTRY BOY—*Heinz Decca)—Mirror Music	
21	28	I WANNA BE YOUR MAN—*Rolling Stones (Decca)—Northern Songs, Ltd.	
22	23	DEEP PURPLE—Nino Tempo & April Stevens (London)—Robbins Music	
23	14	MONEY—*Bern Elliott and the Fenmen (Decca)—Dominion Music	

24	11	BE MY BABY—Ronettes (London)—Belinda Music
25	20	STAY—*Hollies (Parlophone)—Lorna Music
26	21	HUNGRY FOR LOVE—*Johnny Kidd (HMV)—Leeds Music
27	—	NOT TOO LITTLE—*Chris Sandford (Decca)—Marquis Music
28	—	BEATLES VOL. 1 (EP)—*Beatles (Parlophone)—Northern Songs/Shapiro-Bernstein/Aldon Music
29	25	I—*Shirley Bassey (Columbia)—Shapiro-Bernstein/Biem
30	—	FROM RUSSIA WITH LOVE—*Matt Monro (Parlophone)—United Artists

## FRANCE

This Week	Last Week	Title	Artist
1	1	SI J'AVAIS UN MARTEAU (If I Had a Hammer)—Claude Francois (Philips)	
2	2	LE SIFFLET DES COPAINS—Sheila (Philips)	
3	4	LA MAMMA—Charles Aznavour (Barclay)—Compagnons (Polydor)	
4	3	ROSE (Sally Go Round the Roses)—Richard Anthony (Columbia)	
5	5	MA GUITARE—Johnny Hallyday (Philips)	
6	7	REVIENS VITE ET QUBLIE MOI (Be My Baby)—Les Surfs (Festival)—Frank Alamo (Barclay)	
7	6	IF I HAD A HAMMER—Trini Lopez (Vogue)	
8	—	ELLE ETAIT JOLIE/MARIE JOCONDE—Alain Barriere (RCA)	
9	—	ET NOUS AUSSI MON FRERE—Sacha Distel (RCA)	
10	—	I'M WATCHING YOU—Sylvie Vartan (RCA)	

## FRENCH (WALLOON) BELGIUM

This Week	Last Week	Title	Artist
1	6	SI J'AVAIS UN MARTEAU—Claude Francois (Fontana)—Eds. Tropicales	
2	1	AMERICA—Trini Lopez (Reprise)—Essex	
3	4	MA GUITARE/A PLEIN COEUR—Johnny Hallyday (Philips)—World	
4	—	TCHIN TCHIN/ROSE PARMIL LES ROSES—Richard Anthony (Columbia)—World	
5	9	JE FAIS SERMENT/JE SUIS PERDU—*Robert Cogoi (Philips)—World	
6	2	TU MENS MON AMOUR/JE S'RAI MIEUX CHEZ MOI—*Robert Cogoi (Philips)—World	
7	3	N'EST CE PAS MERVEILLEUX—*Adamo (Pathe)—Ardmore & Beechwood	
8	8	PAUVRE PETITE FILLE RICHE—Claude Francois (Fontana)—SEMI	
9	—	T'EN VA PAS COMME CA—Nancy Holloway (Decca)	
10	—	POUR MOI LA VIE VA COMMENCER/RIEN N'A CHANGE—Johnny Hallyday (Philips)—World	

## HOLLAND

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

## HONG KONG

This Week	Last Week	Title	Artist
1	4	SUGAR SHACK—Jimmy Gilmer and the Fireballs (Dot)	
2	1	LET US MAKE OUR OWN MISTAKES—Brian Hyland (ABC)	
3	2	WONDROUS ARE THE WAYS OF LOVE—Paul Anka (RCA Victor)	
4	8	OUTSIDER—Cliff Richard (Columbia)	
5	—	SUKIYAKI—Kyu Sakamoto (Capitol)	
6	—	WHITE CHRISTMAS—Andy Williams (CBS)	
7	3	WALKING PROUD—Steve Lawrence (CBS)	
8	7	SUNSHINE—The Fabulous Echoes (Diamond)	
9	—	BAD GIRL—Neil Sedaka (RCA Victor)	
10	—	SHINDIG—The Shadows (Columbia)	

## ISRAEL

This Week	Last Week	Title	Artist
1	1	IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Blossom Music	
2	2	BOSSA NOVA BABY—Elvis Presley (RCA Victor)—Presley BMI	
3	4	IT DOESN'T MEAN A THING—The Rooftop Singers (Fontana)—Laurence Wright	
4	3	DEEP PURPLE—Nino Tempo & April Stevens (London)—Robbins ASCAP	
5	6	TWIST & SHOUT—The Beatles (Parlophone)—Sherwin Music	
6	8	HELLO JIM—Paul Anka (RCA Victor)	
7	10	CHANT, CHANT, CHANT—Sheila (Philips)	
8	—	BUSTED—Ray Charles (Hed Arzi)	
9	—	LOOK WHO IS IT—Helen Shapiro (Columbia)—Lorna Music	
10	—	GREEN GREEN GREEN—New Christie Minstrels (Columbia)—Edwin Morris	

## ITALY

This Week	Last Week	Title	Artist
1	6	O MIO SIGNORE—*Edoardo Vianello (RCA)	
2	2	L'ETA' DELL'AMORE—Francoise Hardy (Vogue)	
3	1	SABATO TRISTE—*Adriano Celentano (Clan)	
4	4	T'AMO E T'AMERO—*Little Tony (Durium)	
5	8	LETTERA DI UN SOLDATO—*Domenico Modugno (Fontit)	
6	—	RIDI—*Michele (RCA)	
7	5	TI CERCHERO—*Ricky Gianco (Jaguar)	
8	3	NON E' FACILE AVERE 18 ANNI—*Rita Pavone (RCA)	
9	13	ADESSO NO—Neil Sedaka (RCA)	
10	11	NON TE NE ANDARE—*Jimmy Fontana (RCA)	
11	12	BABY—*Peppino Di Capri (Carisch)	
12	10	AMICO—*Don Backy (Clan)	
13	—	NON FINIRO' D'AMARTI—*John Foster (Style)	
14	—	PER QUESTA VOLTA—Richard Anthony (Columbia)	
15	7	SE MI VUOI LASCIARE—*Michele (RCA)	

## JAPAN

This Week	Last Week	Title	Artist
1	1	YUUI NO OKA—*Ishihara Yujiro & Asaoka Ruriko (Teichiku)—JASRAC	
2	2	(YOU'RE) THE DEVIL IN DISGUISE—Elvis Presley (Victor)—Aberbach	
3	4	LANA—The Velvets (London)—No Sub-publisher	
4	3	SHIROI SEIFUKU—*Hashi Yukio (Victor)—JASRAC	
5	7	55 DAYS AT PEKING—The Brothers Four (Columbia)—No Sub-publisher	
6	5	SHIMA NO BLUES—*Misawa Akemi & Mahina Stars (Victor)—JASRAC	
7	—	UTSUKUSHII 10-DAI—*Mita Akira (Victor)—JASRAC	
8	—	LES GRANDS CHEMINS—Robert Monot (Seven Seas); Film Symphonic Orch.—BIEM	
9	—	L'APE REGINA—Robert Monot (Seven Seas); Film Symphonic Orch.—OMP	
10	—	MR. BASS MAN—Johnny Cymbal (Kapp)—No Sub-publisher	

## MEXICO

This Week	Last Week	Title	Artist
1	2	EL LECHERO—*Las Guerrilleras/Hnos Zaizar (Peerless)—Brambila	
2	5	PARABA-PAPA—Rocio Durcal (Philips)—Pending	
3	1	MAGIA BLANCA—*Hnos. Carrion (CBS)—Grever	
4	4	ENTREGA TOTAL—*Javier Solis (CBS)—Mundo Musical	
5	6	TEQUILA CON LIMON—*Los Juniors (Peerless)—Pending	
6	3	LET'S GET TOGETHER—Haley Mills (Gamma)—Brambila	
7	—	AMARGA NAVIDAD—*J. A. Jimenez (CBS)—Emmi	
8	7	THE GUNS FROM NAVARONE—Al Calola (Gamma)—Grever	
9	—	RECUERDOS DE IPACARAI—Neil Sedaka (RCA)—Fermata	
10	8	GRACIAS—Connie Francis (MGM)—Brambila	

## NORWAY

This Week	Last Week	Title	Artist
1	1	DETROIT CITY—Bobby Bare (RCA Victor)—No publisher	
2	3	DON'T TALK TO HIM—Cliff Richard (Columbia)	
3	2	DAGLIGLIV I FOLKEHJEMMET—*Ragnhild Michelsen/Rolf Just Nilsen (RCA Victor)—Arlid Feldborg	
4	4	BOSSO NOVA BABY—Elvis Presley (RCA Victor)—Belinda	
5	5	IF I HAD A HAMMER—Trini Lopez (Reprise)—Essex	
6	6	GI MEG EN COWBOY TIL MANN—*Wenche Myhre (Triola)—Stockholms Musikproduktion	
7	7	500 MILES AWAY FROM HOME—Bobby Bare (RCA Victor)—Bens Music	
8	8	KEM HAR TATT MIN FENA—*Roger Engvik (Philips)—Gehrmans	
9	—	SHE LOVES YOU—Beatles (Parlophone)—Edition Lyche	
10	9	RED SAILS IN THE SUNSET—Fats Domino (Karusell)—Norsk Notestik	
10	—	BE MY BABY—Ronettes (London)	

## PHILIPPINES

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

## SWEDEN

This Week	Last Week	Title	Artist
1	1	DETROIT CITY—Bobby Bare (RCA)—Cedarwood	
2	2	SHE LOVES YOU—The Beatles (Parlophone)—Sonora	
3	3	I'VE GOT A LOVELY BUNCH OF COCOANUTS—The Sunbeams (Record)—Reuter & Reuter	
4	4	IF I HAD A HAMMER—Trini Lopez (Reprise)—Essex	
5	5	SKONA MITT HJARTE—*Siv Malmkvist (Metronome)—Odeon	
6	6	BOSSA NOVA BABY—Elvis Presley (RCA)—Belinda	
7	7	ETT LITET ROTT PAKET—*Sven Ingvars (Philips)—Reuter & Reuter	
8	8	BE MY BABY—The Ronettes (London)—Belinda	
9	9	SPEL OLLES GANGLAT—*Trio me Bumba (Polydor)—Nordiska Musikforlaget	
10	10	DO YOU LOVE ME—Brian Poole (Decca)—Belinda	

## MUSIC AS WRITTEN

### THE HAGUE

Little Peggy March, the 15-year-old American girl singer, well known in Holland by her hit "I Will Follow Him," visited the low countries last week. She is making a tour of Europe and will visit Belgium, Germany, Austria, Rome and France. She will also make some TV appearances. . . . "Een Klein Einde Verder Was Weer Een Cafe" by Schwarzmann and Rensen (world copyright, Basart L.C.) started a battle between Bobbejaan Schoepen on Omega and Jantje Hendriks on C.N.R. Both recordings are pushing their way to the top of the charts here. . . . Basart-Novaton acquired the rights for Holland of the German Rita Pavone hit "Wenn Ich in Junge War." . . . Conny Froboess recorded "Drei Musketiere" on HMV. . . . The Dutch lyrics of the German hit "Er Kam Aus Pais" were written by Ger den Braber under Dutch title "Zwarte Zeeman." Anneke Gronloh, recorded this song on the Philips label. . . . Basart's Dutch song "Wil Je Altijd Bij Me Blijven" will be issued in Germany, Austria and Switzerland. . . . Album was released this month with 12 new songs by Rob de Nijs on Decca.

Dutch TV presented another "Hootenanny Show," a recording from the group of country-artists who performed at the American Food Exhibition in the Amsterdam RAI Building. Featured were the Willis Brothers. Their "Tumblin' Tumbleweeds" was released on the London label. . . . Han Dunk, composer, started a music publishing firm which will produce records under the SDM label (Special Dutch Music). The records are transcriptions or the producers of light music programs from radio and TV and not supplied to the trade. Radio and TV stations in other countries can also get the SDM records.

SKIP VOOGD

### MADRID

CBS-Hispavox in Madrid denies our November 23 issue information about salary being offered to Enrique Guzman here. International manager Luis Calvo told Billboard Salomon Wallerstein has nothing to do with the Mexican singer. Guzman will never get less than \$500 a day while in Spain. The performer's manager is Guzman's father. Wrong figures were given to Billboard by Wallerstein.

RAUL MATAS

### MUNICH

Ralph Maria Siegel has a number of new records of U. S. hits handled by him for Germany. On his own Jupiter label, Horst Winter sings "Wundervoll, Wundervoll" (German version of "Wonderful, Wonderful"), while Wolfgang Sauer sings the German version "Pleite" of U. S. hit "Busted" on Ariola. . . . U. S. songwriter Jack Lloyd is negotiating with Karl Heinz Busse in Munich for a number of songs for which he will write English lyrics and which will be released in the U. S. through his firm, Plus-Minus Music. . . . An all-European tour is scheduled for Ray Charles for next summer.

JIMMY JUNGERMANN



HOT 100

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

Table with columns: THIS WEEK, 1 WK. Ago, 2 WK. Ago, 3 WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 33 songs including 'DOMINIQUE', 'THERE! I'VE SAID IT AGAIN', 'LOUIE LOUIE'.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs ranked 34-66 including 'LITTLE RED ROOSTER', 'STEWBALL', 'BABY DON'T YOU WEEP'.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs ranked 67-100 including 'I CAN'T STOP TALKING ABOUT YOU', 'THAT BOY JOHN', 'DAWN'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

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

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

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

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

# TOP LP's

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

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	<b>THE SINGING NUN</b> Phillips PCC 303 (M); PCC 605 (S)	8
2	2	<b>IN THE WIND</b> Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	10
3	3	<b>THE SECOND BARBRA STREISAND ALBUM</b> Columbia CL 2054 (M); CS 8854 (S)	16
4	4	<b>TRINI LOPEZ AT PJ's</b> Reprise R 4093 (M); R9-4093 (S)	24
5	7	<b>WASHINGTON SQUARE</b> Village Stompers, Epic LN 24078 (M); BN 24078 (S)	9
6	5	<b>ELVIS' GOLDEN RECORDS, VOL. 3</b> Elvis Presley, RCA Victor LPM 2745 (M); LSP 2745 (S)	16
7	6	<b>PETER, PAUL &amp; MARY</b> Warner Bros. W 1449 (M); WS 1449 (S)	88
8	12	<b>WEST SIDE STORY</b> Sound Track, Columbia OL 5670 (M); OS 2070 (S)	114
9	9	<b>INGREDIENTS IN A RECIPE FOR SOUL</b> Ray Charles, ABC-Paramount ABC 445 (M); ABCS 445 (S)	18
10	13	<b>MOVING</b> Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	50
11	14	<b>JOAN BAEZ IN CONCERT, PART 2</b> Vanguard VRS 9113 (M); VSD 2123 (S)	4
12	17	<b>MARIA ELENA</b> Les Indies Tajaras, RCA Victor LPM 2822 (M); LSP 2822 (S)	7
13	20	<b>LITTLE DEUCE COUPE</b> Beach Boys, Capitol T 1998 (M); ST 1998 (S)	8
14	18	<b>PAINTED, TAINTED 1959</b> Al Martino, Capitol T 1975 (M); ST 1975 (S)	12
15	15	<b>DAYS OF WINE AND ROSES</b> Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	37
16	8	<b>SURFER GIRL</b> Beach Boys, Capitol T 1981 (M); ST 1981 (S)	12
17	24	<b>MORE TRINI LOPEZ AT PJ's</b> Reprise R 4103 (M); RS 4103 (S)	4
18	10	<b>JOAN BAEZ IN CONCERT</b> Vanguard VRS 9112 (M); VSD 2122 (S)	62
19	11	<b>THE BARBRA STREISAND ALBUM</b> Columbia CL 2007 (M); CS 8807 (S)	36
20	25	<b>HOLLYWOOD—MY WAY</b> Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	21
21	22	<b>CATCH A RISING STAR</b> John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	8
22	27	<b>I LEFT MY HEART IN SAN FRANCISCO</b> Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	78
23	19	<b>ROBERT GOULET IN PERSON</b> Columbia CL 2088 (M); CS 8888 (S)	11
24	16	<b>BACH'S GREATEST HITS</b> Creative Singing Singers, Phillips PSM 200-097 (M); PHS 600-097 (S)	10
25	31	<b>SINATRA'S SINATRA</b> Frank Sinatra, Reprise R 1010 (M); R9-1010 (S)	13
26	38	<b>ANY NUMBER CAN WIN</b> Jimmy Smith, Verve V 8552 (M); V6-8552 (S)	8
27	29	<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b> Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	86
28	23	<b>RAMBLIN'</b> New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	19
29	30	<b>BLUE VELVET</b> Bobby Vinton, Epic LN 24068 (M); BN 24068 (S)	21
30	21	<b>SHUT DOWN</b> Various Artists, Capitol T 1918 (M); ST 1918 (S)	25
31	36	<b>THE JAMES BROWN SHOW</b> King 826 (M); S 826 (S)	27
32	28	<b>BYE BYE BIRDIE</b> Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	36
33	32	<b>JOAN BAEZ, VOL. II</b> Vanguard VRS 9094 (M); VSD 2097 (S)	109
34	41	<b>HONEY IN THE HORN</b> Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	15
35	26	<b>SUGAR SHACK</b> Jimmy Gilmer & the Fireballs, Dot DLP 2545 (M); DLP 2545 (S)	7
36	33	<b>HOW THE WEST WAS WON</b> Sound Track, MGM 1E5 (M); 1E5S (S)	37
37	49	<b>GOLDEN HITS OF THE 4 SEASONS</b> Vee Jay LP 1045 (M); SR 1045 (S)	17
38	37	<b>MY SON, THE NUT</b> Allen Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	20
39	43	<b>ROY ORBISON'S GREATEST HITS</b> Monument MLP 8000 (M); (no Stereo)	70
40	35	<b>THINK ETHNIC</b> Smothers Brothers, Mercury MG 20777 (M); SR 40777 (S)	39
41	63	<b>FUN IN ACAPULCO</b> Elvis Presley, RCA Victor LPM 2756 (M); LSP 2756 (S)	2
42	56	<b>THE FREEWHEELIN' BOB DYLAN</b> Columbia CL 1986 (M); CS 8786 (S)	17
43	40	<b>WIPE OUT</b> Surfaris, Dot DLP 3535 (M); DLP 2535 (S)	21
44	50	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	67
45	47	<b>THE BEST OF JOAN BAEZ</b> Squires SQ 33001 (M); SQ 33001 (S)	6
46	48	<b>THE IMPRESSIONS</b> ABC-Paramount ABC 450 (M); ABCS 450 (S)	18
47	58	<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</b> Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	89
48	39	<b>CHAD MITCHELL TRIO SINGIN' OUR MIND</b> Mercury MG 20838 (M); SR 40838 (S)	8
49	64	<b>THE SMOTHERS BROTHERS AT THE PURPLE ONION</b> Mercury MG 20611 (M); SR 40611 (S)	25
50	42	<b>THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER</b> Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	26
51	44	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	295

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	34	<b>JOAN BAEZ, VOL. I</b> Vanguard VRS 9078 (M); VSD 2067 (S)	96
53	62	<b>MANTOVANI MANHATTAN</b> London LL 3228 (M); PS 328 (S)	8
54	51	<b>JOHNNY</b> Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	19
55	70	<b>SURFIN' U.S.A.</b> Beach Boys, Capitol T 1899 (M); ST 1899 (S)	35
56	54	<b>THE BEST OF THE KINGSTON TRIO</b> Capitol T 1788 (M); ST 1788 (S)	82
57	66	<b>THE SOUND OF MUSIC</b> Original Cast, Columbia KOL 5480 (M); KOS 2020 (S)	210
58	45	<b>SUNNY SIDE!</b> Kingston Trio, Capitol T 1928 (M); ST 1928 (S)	20
59	53	<b>TWO SIDES OF THE SMOTHERS BROTHERS</b> Mercury MG 20675 (M); SR 40675 (S)	54
60	65	<b>BROADWAY—MY WAY</b> Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	39
61	68	<b>THEMES FOR YOUNG LOVERS</b> Percy Faith & His Orchestra, Columbia CL 2023 (M); CS 8823 (S)	28
62	52	<b>BANNED IN BOSTON</b> Rusty Warren, Jubilee JGM 2049 (M); (no Stereo)	11
63	46	<b>MONDO CANE</b> Sound Track, United Artists UAL 4105 (M); UAS 3105 (S)	24
64	86	<b>WEST SIDE STORY</b> Original Cast, Columbia OL 5230 (M); OS 2001 (S)	168
65	60	<b>THE CLANCY BROTHERS &amp; TOMMY MAKEM IN PERSON AT CARNEGIE HALL</b> Columbia CL 1950 (M); CS 8750 (S)	7
66	74	<b>CAMELOT</b> Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	153
67	57	<b>OLIVER</b> Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	61
68	61	<b>HERE'S LOVE</b> Original Cast, Columbia KOL 6000 (M); KOS 2400 (S)	7
69	82	<b>THE SONGS I LOVE</b> Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)	15
70	55	<b>RING OF FIRE—THE BEST OF JOHNNY CASH</b> Columbia CL 2052 (M); CS 8852 (S)	23
71	77	<b>GENE PITNEY SINGS WORLD-WIDE WINNERS</b> Musicor MM 2905 (M); MS 3005 (S)	22
72	121	<b>CURB YOUR TONGUE, KNAVE!</b> Smothers Brothers, Mercury MG 20862 (M); SR 40862 (S)	3
73	59	<b>LAWRENCE OF ARABIA</b> Sound Track, Colpix CP 514 (M); SCP 514 (S)	44
74	89	<b>DEEP PURPLE</b> Mino Tempa & April Stevens, Atco 156 (M); SD 156 (S)	6
75	76	<b>THIS IS ALL I ASK</b> Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	19
76	88	<b>I LOVE YOU BECAUSE</b> Al Martino, Capitol T 1914 (M); ST 1914 (S)	29
77	83	<b>JOHNNY'S NEWEST HITS</b> Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	37
78	97	<b>THE CONCERT SINATRA</b> Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	28
79	105	<b>KNOCKERS UP</b> Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	164
80	104	<b>HOT ROD RALLY</b> Various Artists, Capitol T 1997 (M); ST 1997 (S)	3
81	94	<b>CONCERT FOR LOVERS</b> Ferrante & Teicher, United Artists UAL 4315 (M); UAS 4315 (S)	3
82	90	<b>TODAY'S BEST—SOUNDS OF THE GREAT BANDS, VOL. 7</b> Glen Gray & the Casa Loma Orchestra, Capitol T 1928 (M); ST 1928 (S)	11
83	100	<b>JAZZ SAMBA</b> Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	68
84	92	<b>IN DREAMS</b> Ray Orbison, Monument MLP 8003 (M); SLP 18003 (S)	20
85	87	<b>MORE (Soul Surfin')</b> Kai Winding, Verve V 8551 (M); V6-8551 (S)	21
86	67	<b>LET'S GO</b> Ventures, Delton BLP 2024 (M); BST 8024 (S)	18
87	91	<b>SONGS I SING ON THE JACKIE GLEASON SHOW</b> Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	47
88	81	<b>BROTHER JACK McDUFF LIVE</b> Prestige PR 7274 (M); ST 7274 (S)	8
89	69	<b>ANNETTE'S BEACH PARTY</b> Vista BV 3316 (M); STER 3316 (S)	11
90	101	<b>THE VERY BEST OF CONNIE FRANCIS</b> MGM E 4167 (M); SE 4167 (S)	9
91	93	<b>SEPTEMBER SONG</b> Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)	15
92	71	<b>THE LANGUAGE OF LOVE</b> Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	17
93	96	<b>FRANK FONTAINE SINGS LIKE CRAZY</b> ABC-Paramount ABC 440 (M); ABCS 440 (S)	19
94	99	<b>THE SURFARIS PLAY</b> Decca DL 4470 (M); DL 74470 (S)	5
95	84	<b>I WANNA BE AROUND</b> Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	39
96	131	<b>MARIA ELENA</b> The 50 Guitars of Tommy Garrett, Liberty LHM 13030 (M); LSS 14030 (S)	3
97	110	<b>WE SHALL OVERCOME</b> Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	3
98	98	<b>MALA FEMMENA &amp; CONNIE'S BIG HITS FROM ITALY</b> Connie Francis, MGM E 4161 (M); SE 4161 (S)	11
99	122	<b>WONDERFUL! WONDERFUL!</b> Lawrence Welk, Dot DLP 2552 (M); DLP 2552 (S)	4
100	78	<b>THE NEW CHRIST MINSTRELS</b> Columbia CL 1872 (M); CS 8672 (S)	57
101	79	<b>LIGHTS OUT, SWEET DREAMS</b> Bert Kaempfert & His Orchestra, Decca DL 4245 (M); DL 74245 (S)	5

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	109	<b>CALL ON ME</b> Bobby Blue, Decca DLP 77 (M); (no Stereo)	25
103	107	<b>THE WORLD OF MIRIAM MAKEBA</b> RCA Victor LPM 2790 (M); LSP 2790 (S)	7
104	113	<b>KATE SMITH AT CARNEGIE HALL</b> RCA Victor LPM 2819 (M); LSP 2819 (S)	2
105	73	<b>SCARLETT O'HARA</b> Lawrence Welk, Dot DLP 2528 (M); DLP 2528 (S)	21
106	72	<b>BIG FOLK HITS</b> Brothers Four, Columbia CL 2033 (M); CS 8833 (S)	12
107	—	<b>JOHN F. KENNEDY—THE PRESIDENTIAL YEARS 1960-1963</b> 20th Century-Fox TFM 3127 (M); (no Stereo)	1
108	75	<b>ELLA &amp; BASIE</b> Ella Fitzgerald & Count Basie, Verve V 4061 (M); V6-4061 (S)	11
109	149	<b>LET ME SING</b> Brenda Lee, Decca DL 4439 (M); DL 74439 (S)	2
110	114	<b>THE BIG SOUNDS OF THE DRAGS</b> Capitol T 2001 (M); ST 2001 (S)	3
111	80	<b>THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S</b> Count Basie, Reprise R 4070 (M); R9-4070 (S)	24
112	116	<b>HEAVENLY</b> Johnny Mathis, Columbia CL 1361 (M); CS 8132 (S)	223
113	117	<b>THE BEST OF THE CHAD MITCHELL TRIO</b> Kapp KL 1334 (M); KS 3334 (S)	14
114	95	<b>ROCKIN' THE BOAT</b> Jimmy Smith, Blue Note 4141 (M); BST 8-4141 (S)	8
115	111	<b>TIME OUT</b> Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	154
116	85	<b>MY BOYFRIEND'S BACK</b> Angela, Smash MGS 27039 (M); MS 67039 (S)	14
117	120	<b>SHIRELLES GREATEST HITS</b> Scepter 307 (M); (no Stereo)	49
118	103	<b>THE WHAM OF THAT MEMPHIS MAN</b> Lonnie Mack, Fraternity F 1014 (M); F 1014 (S)	5
119	124	<b>MORE</b> Vic Dana, Delton BLP 2026 (M); BST 8026 (S)	7
120	129	<b>PRISONER OF LOVE</b> James Brown, King 851 (M); (no Stereo)	14
121	137	<b>STOP THE WORLD—I WANT TO GET OFF</b> Original Cast, London AM 55001 (M); AMS 88001 (S)	58
122	140	<b>THE SOUND OF THE WONDERFUL TYMES</b> Parkway P 7038 (M); SP 7038 (S)	2
123	150	<b>HERBIE MANN LIVE AT NEWPORT</b> Atlantic 1413 (M); SD 1413 (S)	2
124	143	<b>IT'S A MAD, MAD, MAD, MAD WORLD</b> Sound Track, United Artists UAL 4110 (M); UAS 5110 (S)	2
125	133	<b>NIGHT BEAT</b> Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)	16
126	119	<b>PETER NERO IN PERSON</b> RCA Victor LPM 2710 (M); LSP 2710 (S)	17
127	145	<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC, VOL. II</b> Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	61
128	134	<b>JOSE JIMENEZ IN JOLLYWOOD</b> Bill Dana, Kapp KL 1332 (M); KS 3332 (S)	3
129	—	<b>A PORTRAIT OF ARTHUR PRYSOCK</b> Old Town LP 2006 (M); LP 2006 (S)	1
130	132	<b>PAUL ANKA'S 21 GOLDEN HITS</b> RCA Victor LPM 2691 (M); LSP 2691 (S)	26
131	135	<b>CHECKERED FLAG</b> Dick Dale & His Del-Tones, Capitol T 2002 (M); ST 2002 (S)	3
132	139	<b>GREATEST AMERICAN WALTZES</b> Connie Francis, MGM E 4143 (M); SE 4143 (S)	13
133	—	<b>THAT WAS THE WEEK THAT WAS</b> Various Artists, Decca DL 79116 (M); DL 79116 (S)	1
134	126	<b>OLDIES BUT GOODIES, VOL. 5</b> Various Artists, Original Sound 5007 (M); 8853 (S)	31
135	—	<b>CHARADE</b> Henry Mancini & His Orchestra, RCA Victor LPM 2735 (M); LSP 2735 (S)	1
136	128	<b>SHANGRI-LA</b> Percy Faith & His Orchestra, Columbia CL 2024 (M); CS 8824 (S)	11
137	138	<b>BRANDENBURG GATE</b> Dave Brubeck Quartet with Ork., Columbia CL 1943 (M); CS 8743 (S)	2
138	106	<b>NUMBER 1 HITS, VOL. 1</b> Billy Vaughn, Dot DLP 2540 (M); DLP 2540 (S)	8
139	141	<b>BUDDY HOLLY STORY</b> Coral CRL 57279 (M); (no Stereo)	155
140	118	<b>SEVERAL SHADES OF JADE</b> Cal Tjader, Verve V 8507 (M); V6-8507 (S)	14
141	148	<b>BLUE GENE</b> Gene Pitney, Musicor MM 3006 (M); MS 3006 (S)	6
142	136	<b>GREAT SCENES FROM GERSHWIN'S PORGY &amp; BESS</b> Leontyne Price & William Warfield, RCA Victor LPM 2679 (M); LSP 2679 (S)	13
143	—	<b>JACK JONES' WIVES AND LOVERS</b> Kapp KL 1352 (M); KS 3352 (S)	1
144	115	<b>I AM THE GREATEST</b> Cassius Clay, Columbia CL 2093 (M); CS 8893 (S)	12
145	—	<b>ROMANTICALLY</b> Johnny Mathis, Columbia CL 2098 (M); CS 8898 (S)	1
146	108	<b>THE GREAT ESCAPE</b> Sound Track, United Artists UAL 4107 (M); UAS 3107 (S)	15
147	—	<b>TAKE TEN</b> Paul Desmond, RCA Victor LPM 2549 (M); LSP 2549 (S)	1
148	123	<b>TODAY'S ROMANTIC HITS—FOR LOVERS ONLY</b> Jackie Gleason, Capitol W 1978 (M); SW 1978 (S)	4
149	142	<b>SURF CITY &amp; OTHER SWINGING CITIES</b> Jan & Dean, Liberty LSP 2314 (M); LST 7314 (S)	21
150	—	<b>WALKING THE DOG</b> Rufus Thomas, Stax 704 (M); (no Stereo)	1



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**RED WILLIAMS** sings

**LOVE'S NOT WORTH IT c/w I CAN'T BELIEVE**

31579



**THE SURFARIS**

**I WANNA TAKE A TRIP TO THE ISLANDS**

c/w

**SCATTER SHIELD**

31581

# Paul Anka and Connie Lose In Spanish Foreign Artist Poll

MADRID — Americans Paul Anka and Connie Francis were defeated by French songstress Francois Hardy and the Mexican-Venezuelan singer Enrique Guzman as leading foreign artists for 1963, according to a popularity poll taken through the

Discomania deejay show conducted by Raul Matas. The poll, taken through the syndicated taped radio show, drew votes from the entire country and also named most popular Spanish artists, tune, vocal group and orchestra. Winners will receive gold disk awards from the Discomania show and magazine.

The most popular song award was won by "Dame Felicidad" (Free Me) and the follow-up winners were "Amor de Veran" "Carinesa," "500 Miles" and "Balada Gitana."

Leading male Spanish singing star was Jose Guardila. He was followed by Tito Mora, Raphael Michel and Mike Rios. Leading female star named was Geluo Salome. Lita Torello, Karina and Rosalia followed in that order.

Top Spanish orchestra was Luis (Maravella) Ferrer, while the leading foreign ork award goes to Ray Conniff with Frank Pourcel as runner-up.

Vocal group trophies go to Duo Dinamico for being the leading Spanish entry and Los TNT (from Argentina) as the foreign artist winner. Rudy Ventura finished second on the home front, while Cliff Richard's accompanying group, the Shadows, were second on the foreign side.

In the male foreign singer's category, Guzman was followed by displaced Paul Anka, Elvis Presley, Luis Aguile and Ray Charles. On the distaff side, Miss Hardy was followed by the second-place Miss Francis, Italy's Rita Pavone, Silvie Vartan and Milva.



**ATLANTIC RECORDS** has named Henry Allen as promotion man for New York and the Greater New York-New Jersey metropolitan area. Allen has been especially effective in gaining exposure for Atlantic, Atco and affiliated product in the Manhattan area on a special project basis. The appointment solidifies his standing on the local record scene. Allen has been with the label seven years. He will report directly to national promotion director Jack Fine.

while holding a separate pact with Columbia for a film a year through 1966. . . . Vet songwriter Harry Tobias and his wife celebrate their 40th wedding anniversary December 23. Tobias is currently in his 52d year in the music biz.

Nancy Ames, Liberty's pretty folk singer, will appear regularly on the NBC-TV series, "That Was the Week That Was," next season. . . . Jimmy Haskell's score for the film, "Surf Party," bought by TCF Records, subsid of 20th Century-Fox Records, for release as an LP. . . . "Beverly Hillbillies" Buddy Ebsen set to debut on MGM disks with "Mail Order Bride," title tune of pic set for a March release. . . . Julie London is prepping her new nitery act which bows January 10 in Miami. . . . The Beatles, England's hot rock group, will be the stars of a musical comedy film to be shot in England. United Artists Corporation and producer Walter Shenson negotiated the deal, with playwright Alun Owen writing the screenplay. . . . Teen-ager Eddie Hodges has been dropped by Columbia after an unsuccessful year with the label.

ELIOT TIEGEL

## SAN FRANCISCO

Mainland, which handles Philips here, estimates that by the end of the year at least 75,000 copies of "The Singing Nun" LP will have been sold in Northern California. This is, according to salesman Bob Ellis, about five times the figure racked up on "Dominique" as a single. It is part of the regular pattern in this area, Ellis reports, to move more albums than singles on hit numbers. Mainland's best singles, as with her sister firm, Eric, almost never exceed 20,000, but top LP's by such as Ray Charles may run to 60,000 or 70,000.

Irving Granz seemed pleased enough with the turnout for his "Jazz a la Carte" show at the Masonic Auditorium December 13 to contemplate another edition of it in the near future. Some of the nationally known jazz names who participated in a local CORE benefit concert here December 14 were Muggsy Spanier, Darnell How-

(Continued on page 21)

# Kapp Brings Out a New Int'l Label

NEW YORK—Kapp Records instituted a new disk label this week called 4 Corners of the World. The new series will contain singles and LP's which spotlight distinguished foreign artists.

In speaking of the new label, President Dave Kapp mentioned the considerable success Kapp Records has had with international stars on the American market. The label has been most successful with British instrumental star Kenny Ball and has had an album by the Italian singer Robertino on the charts for some months.

Robertino figures in one of the two singles which are on the initial singles release on the 4 Corners of the World series. The other is the German songstress Lolita, who had a hit some time back with "Sailor."

# H'wd's Norman Still Very Much In Disk Business

HOLLYWOOD—Gene Norman, who for 10 years devoted 20 per cent of his time to the record business, is currently operating 100 per cent toward developing his Crescendo label.

Last October Norman divested himself of his ownership in the Crescendo night club on the Sunset Strip.

In his career on the Coast, Norman has been a disk jockey, TV teen dance host, concert impresario and bistro owner.

Projects already set by Norman include a second Joe & Eddie talk album to be cut in late December; a comedy album for Helen Gurley Brown, whose "Lessons in Love" LP created some excitement; a second volume of "12 String Guitar" by Billy Strange and products cut by Jack Linkletter for his Link label and distributed by Crescendo. Norman also speaks optimistically about the Castaways as a singles group and has indie producer Lee Hazelwood as their a.&r. man.

# BELG. PHILIPS DEBS DISK BY SINGING NUN

BRUSSELS—Primavera, the publisher of the Soeur Sourire (Singing Nun) catalog says news of Soeur Sourire's "Dominique," rocketing up to No. 1 in the American Hit Parade in four weeks has fired interest in the tune throughout the world. Many local recordings of the tune have been issued.

From South Africa, South America, Australia and Japan requests have come in.

A new Soeur Sourire EP has been released by Philips Records, Belgium. Soeur Sourire did this EP especially for children and the record is packed with a booklet designed by Georges Jacquemot, illustrating all the four songs on the record.

Titles are: "Chante riviere" (Sing Little Stream), "Les mouettes" (The Seagulls), "Petit Pierrot" (Little Pierrot) and "Dans les magasins" (In the Warehouses).

## MUSIC AS WRITTEN

### PHILADELPHIA

A. & L. Distributors handling the premiere platter of Cozy Morley, "When Your Old Wedding Ring Was New," on the new Cozy Record label in which the nitery comic-singer holds a partnership. . . . Lew DiLeo's Nationwide Booking has added Wingy Manone's New Orleans band to its stable. . . . Singer Pat Boone conferring with local builder Edward Tepper for the setting up of a string of restaurants in this area to be known as Pat Boone Dynamats. . . . Bellevue - Stratford Hotel selected as headquarters for the National Ballroom Operators convention to be held here for the first time next September 27.

Joe Smith, who operates Wagner's Ballroom here, is the national chairman. . . . Louis Namiotka has taken over the ownership and operation of the I. Podgorski Music & Publishing Company.

### HOLLYWOOD

The three voices heard on the rising single, "Popsicles and Icicles" belong to the late Carl Fisher's daughters: Sally, 18; Terry, 17, and Carol, 15. The disk is their debut single. Their father had been Frankie Laine's musical director. . . . A surprise musical lilt is being provided early morning TV watchers on the "Panorama Pacific" KNXT feature by Marion Morgan, who recently joined the show as hostess and staff vocalist. Marion is remembered as a vocalist with the Harry James band and for her MGM recordings. . . . Nan Wilson goes into the Arie Crown Theater, Chicago, for one week beginning January 2. . . . Mrs. Robert Goulet, Carol Lawrence prepping a new LP here. . . . Milt Hoffman leaves his slot as producer of the Steve Allen TV show February 1. . . . Vocalist James Darren will make seven films for Universal through 1970

### THE LEADER IN THE OLDIES FIELD



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Season's Greetings  
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HAPPY BIRTHDAY: Adamo (right), hit Belgian and European artist, is interviewed in a birthday celebration on the 20th anniversary of his natal day. He is being interviewed by RTB disk jockeys Jean Claude and Cathy, while his a.&r. man and the EMI Belgium sales manager look on.

# Larsen Moves To New York

HOLLYWOOD—Bob Larsen, Disneyland's Western sales manager, is being transferred to New York as the label's Eastern sales chief starting January 1.

Larsen will handle all assignments formerly held by Kelly Camarata for the past year and a half. Camarata is understood to be leaving to develop another business endeavor.

Bob Elliott, diskery's national sales manager, will pick up Larsen's Coast-based accounts and Sandy Stochback, Southern sales manager, headquartered in Miami, will expand his territory to cover other Larsen dealings.

# Manila Disk Firm Gets Radio Outlet

MANILA — Cosdel Philippines, Inc., has acquired a majority and controlling share interest in Audience, Inc., operator of radio station DZRM. Acquisition of the radio outlet is considered an important asset in the promotion of U. S. recordings handled by Cosdel here on such labels as Reprise, Roulette, Atlantic and many other labels.



**GREATEST OF THESE IS CHARITY:** Will Tura, leading Belgian artist, is shown performing for patients at the teen-age hospital of Den Haan aan Zee. The hospital needed a swimming pool for its patients, so Tura, Adamo, Gilbert Beaud, Annie Corday and a host of others recently held a special benefit. As a result, the hospital has its swimming pool plus some added funds besides.

# MUSIC AS WRITTEN

• Continued from page 20

ard, Pops Foster and John Handy.

Carmen McRae's latest Time album, recorded "live" at San Francisco's Sugar Hill, has had highly favorable reaction here. . . . Chico Hamilton's quintet into the Jazz Workshop December 17. . . . Alto saxophonist Lee Konitz is living in the Monterey area and working occasionally.

DICK HADLOCK

# PITTSBURGH

Local show producer Tim Tormey is on another Midwest tour for a month with his latest "Show of Stars" unit featuring Johnny Tillotson, Paul and Paula and Ronnie Cochran. . . . Pittsburgh songstress Janet Deane has been signed by Gateway Records with her first platter, "Another Night Alone" just released. . . . Pianist Liberace, who had to cancel out of a 17-day Holiday House engagement performance is still confined to the local St. Francis Hospital with a kidney ailment.

LEONARD MENDLOWITZ

# PRODUCTION IN JAPAN HITS TOP

TOKYO—The record production by seven major companies during October reached 6,234,028 disks which is the highest monthly peak either prior to or since World War II. The figure indicates an increase of 45.8 per cent over the same month last year, and in value, it is an increase of 26.5 per cent. Reason for the upsurging sales is new popularity of seven-inch stereo 33 rpm and 45 singles which were pressed in very large quantities for the yuletide season. The production of 45 singles shows a gain of 55 per cent over the same month in 1962. The production of 10-inch LP's shows a decrease of 26.7 per cent, while that of 12-inch LP's shows an increase of 10 per cent. It is noted that LP's are switching from 10-inch to 12-inch in sales.

Say You Saw It in Billboard  
Say You Saw It in Billboard

# Youth Zips Up Dutch Firm

AMSTERDAM — Under the youthful new management of Robert S. van Santen, the oldest Dutch gramophone company, M. Stibbe & Company is planning to expand on the Dutch market. Henk Stibbe, 79, will remain with the firm as chairman of the board of directors. As a first step to increase business, Van Santen, 37, contracted top artist of the Sleswijk show, American-born Donald Jones, who is a hit on Dutch TV. Jones recorded four Christmas songs on Parlophone label. Dutch-born jazz artist Louis van Dijk, 21, who has appeared in the U.S.A., wrote some arrangements for this EP. Jones has already been asked to sing the songs for Dutch TV.

Van Santen also started promotion for the Beatles, the rage in England and also very popular in Holland.

ers want relief from all other sanctions and penalties and demand that the local recognize the validity of the court order or be held in contempt.

The union holds fast to the contention that the true employer of a band is not the band leader but the one hiring the band—"the father of the bride."

# THE LEADER IN THE OLDIES FIELD



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



# Who's Boss? Leader or Dad Of the Bride?

PHILADELPHIA—The controversial question of who is the employer of the musician—the leader man or the one who hires the band—will break out in the federal courts here as a result of the action taken by a group of 29 local batoneers banded together as the Associated Orchestra Leaders of Greater Philadelphia. Included in the group are mostly the party band batoneers who reap a good harvest playing the one-night wedding-and-Bar Mitzvah circuits.

The bandsmen were just handed steep fines by the executive board of the local musicians union, Local 77, AFM, and the Associated Orchestra Leaders charged the union action was reprisal for the litigation against the Local and the International AFM. The leaders immediately turned to the U. S. District Court here seeking a restraining order to prevent the union from its continued violations of a previous injunction.

The maestros termed the local union board's sessions a "kangaroo court" and that appeal to the international union about the fines levied were denied. The Associated Orchestra Lead-

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

The original dance version of the new dance craze  
**"UNCLE WILLIE TIME"**  
by **BOBBY MILLER**  
Constellation 111  
**DART** 1421 S. Michigan Ave. Chicago 5, Ill. 939-2416  
RECORD SALES CORPORATION

HITSVILLE . . . U.S.A.  
*Wishes Everyone The Best Holiday Season . . . Ever*  
**Motown Record Corp.**  
DETROIT, MICH.

IT'S A CHART-TOPPER  
**JIMMY VELVET**  
**"WE BELONG TOGETHER"**  
ABC 10488  
ABC-PARAMOUNT  
FULL COLOR FIDELITY  
when answering ads . . .  
Say You Saw It in Billboard

Another Smash!  
**"HOOKA TOOKA"**  
P 890  
**CHUBBY CHECKER**  
THE BIG ONES ARE ON CAMEO/PARKWAY

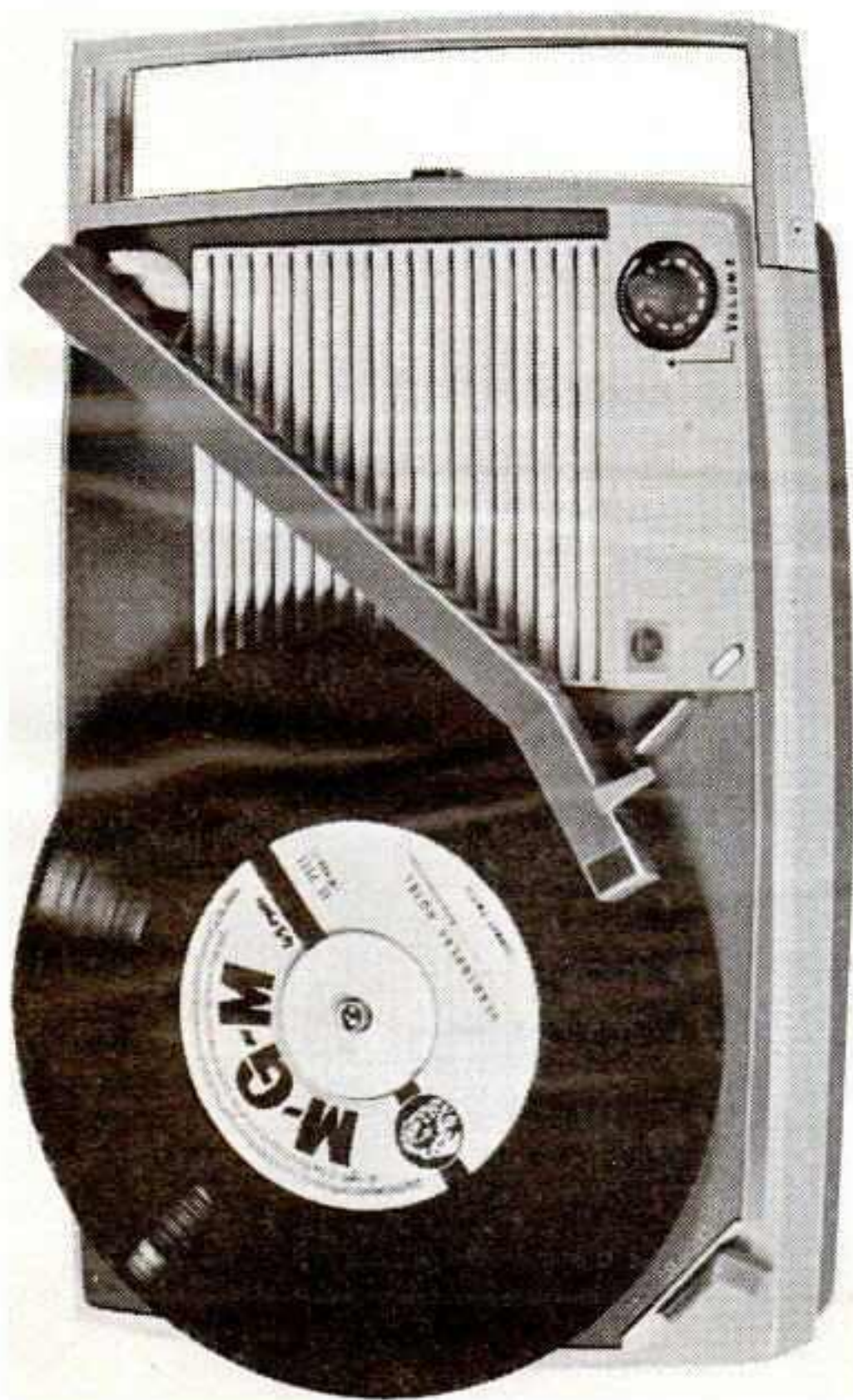
2 IN A ROW!  
**HIS KISS**  
Betty Harris  
Jubilee 5465  
Nationally distributed thru  
JAY-GEE RECORD CO., INC.  
318 W. 48 St., N.Y. 36, N.Y.

The Top Version—The Only Version of the Big Picture Theme of the Year!  
**"THEME FROM THE VICTORS"**  
RAY BARRETTO  
Tico 426  
**ROULETTE RECORDS**  
1631 B'way, N.Y., N.Y.

**BILL ROBINSON & THE QUAILS**  
**'THE COW'**  
American 6000  
**ATLANTIC RECORDS**  
1841 B'way, New York, N. Y.

Leonard Chess,  
Phil Chess,  
Marshall Chess,  
Max Cooperstein,  
Paul Gayten,  
Herb Gordon,  
Dick La Palm,  
Esmond Edwards  
and Billy Davis  
wish to extend  
to our  
many friends  
The Heartiest  
**Season's Greetings**

# Fine for Regular



# & LP Records



# Versatility in the World of Sound

Take the NICCOL 200 record player along for more fun and excitement at parties, picnics, for folk dancing or language lessons. Smart and compact it operates on 4 small batteries, and weighs only 4 lbs.



MODEL T-17

The newly designed 8-transistor portable NICCOL looks like a smart camera. Gives brilliant MW/SW reception.

# NICCOL

**NIPPON COLUMBIA COMPANY, LTD.**  
Shirakawa Bldg., No. 6, 6-chome, Tamura-cho,  
Shiba, Minato-ku, Tokyo

# Phono-Tape

## MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

### See Home Playback At Price Under \$300

NEW YORK—A home video recording and playback system for \$300 or less, literally thousands of dollars lower than any equipment now available for domestic or professional use may hit the market here within six months, according to officials of Cinerama-Telcan. The camera-recorder and the playback unit, both of which would fall in a retail area of \$150, were shown here in prototype form by the company last week.

Progress on the British development, and the fact that it was as close to becoming a marketable entity as it was, was first reported early last summer. Later, Ampex demonstrated a Pilot model of a complete home entertainment center, including a TV tape recording device at the music show in Chicago. This unit was pegged at a price in the area of \$12,000.

Norman Rutherford, one of the Telcan system's inventors, said the unit is simply designed, using "three printed circuit boards, a motor and flywheel, two clutches and heads." The

equipment is so designed as to allow substitution of new printed circuit boards for almost any type of servicing.

Cinerama-World-Wide, which has world distribution rights to the unit, has yet to name a manufacturer to turn out the product in this country. When product can actually start rolling into stores is contingent entirely on this factor. The more optimistic forecasts see this as a possibility for general retail availability by next autumn—in time for the Christmas sales period of 1964.

The system records in both black and white and color. Eleven-inch reels of quarter inch tape will record up to 44 minutes—22 minutes in each direction—for black and white. Color recording is limited to 22 minutes per reel. Reels move at 120 i.p.s. In addition, the tape can be used for sound recording only at the same speed. Some thought has been given, it was stated, to making a two-speed system, which would handle video at the 120 i.p.s. speed and audio at 7½ i.p.s.

### See Growth Pattern For Industry in '64

NEW YORK — Sustained growth patterns in sales of home entertainment products are forecast for 1964 by top executives of RCA Sales Corporation and the Admiral Corporation. Both see color TV cast in a major role leading to 1964 increases,

with black and white TV, stereo and radio also key factors.

RCA Sales Corporation president Raymond Saxon, predicted color TV sales would hit the 1,200,000 mark next year. Ross D. Siragusa, Admiral chairman of the board, expects color TV to "cross the 1 million annual sales mark for the first time."

For the first 11 months of 1963, dollar volume of all Victor home entertainment products was 15 per cent ahead of the previous all-time high level, set last year, Saxon said. "Victrola" phonos are making "a strong showing and have substantially improved the dollar earnings position of the radio 'Victrola' category," he noted.

Dollar sales of all products in the latter category "were 36.3 per cent higher than the same period last year. The lower price direction of the radio industry has been compensated by a strong improvement in or toward higher-priced console phono sales," Saxon said.

Siragusa, commenting on the entire home entertainment front, predicted that "more than 500,000 personal portable TV receivers (11 inches and smaller) will be marketed next year, to create more multiple TV set homes. (Admiral became one of the pioneers in the small-screen TV resurgence earlier this year when it launched a major push on its 11-inch set.) Saxon also noted what he called "the trend to multiple-set ownership among consumers."

Siragusa, turning to stereo radio-phonographs, said, these

### Kits Encourage Hi-Fi Amateurs

NORTH HOLLYWOOD, Calif.—Olson Radio, a new high fidelity dealer here, is attempting to make do-it-yourselfers out of rank amateurs through a special display organized in co-operation with Harman-Kardon, Inc.

Store Manager Emmett Winn has set up a working kit display where novices can try their hand at soldering a few connections or even putting together a complete unit of a component kit, right in the store, and with the help of skilled service personnel.

The display, which incorporates units from Harman-Kardon's Award Series of components, was set up last summer when college students were on vacation with time for leisure activities. Winn noted that the college set has turned out to be a good segment of the total kit market.

#### BEST SELLING

### PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

#### BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

POSITION			BRAND	% OF TOTAL POINTS
This Issue	9/28/63 Issue	6/29/63 Issue		
1	4	5	Decca	22.6
2	2	2	Voice of Music (VM)	12.4
3	3	6	Masterwork	11.0
4	1	1	Webcor	10.2
5	5	3	RCA Victor	7.0
6	—	4	Telectro	3.7
			Others	33.1

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

9/28/63 Issue: Wollensak (6) Norelco (7); Sony (8).

6/29/63 Issue: Sony (7).

#### BEST SELLING STEREO TAPE DECKS AND RECORDERS

POSITION			BRAND	% OF TOTAL POINTS
This Issue	9/28/63 Issue	6/29/63 Issue		
1	1	1	Webcor	14.7
2	4	8	Decca	13.7
3	2	2	Voice of Music (V-M)	10.8
4	3	9	Masterwork	7.4
5	5	4	Roberts	7.2
6	8	3	RCA Victor	6.8
7	6	—	Wollensak	5.9
8	—	—	KLH	3.1
			Others	30.4

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

9/28/63 Issue: Sony (7).

6/29/63 Issue: Telectro (5); Ampex (6); Sony (7).

### 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.

**DOOTO**—Expiration December 31. Started May 1, 1963.

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

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

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

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

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

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

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

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

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

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

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

**LONDON**—Expires January 31, 1964. Started December 15, 1963.

Annual catalog restocking program. On all catalog items, special discounts, delayed billing and extra ad allowances available.

units "enjoyed greater acceptance last year. This product has a low saturation level and should continue to increase in popularity with solid state (transistorized) models achieving a large

share of the market. Radio, the only consumer electronics product to slip in 1963, already is picking up and should recover in the new year with domestic sales totaling 10,500,000."

## Motorola in FM Auto Radio Combo Move

CHICAGO — Motorola, for many years a name closely identified with auto radio, is making a strong new move into that field, this time with the accent on FM/AM auto radio combinations. While announcing the new line of auto units, the firm also introduced a broad series of table, clock and FM/AM domestic radios.

Motorola spokesman, noting the "growth and profit potential for the dealer," of the new FM/AM radio combinations, estimated that sales in these categories increased over 165 per cent this year, with at least a 40 per cent increase now anticipated for 1964. From the dealer standpoint, it was noted that the dollar sale on FM/AM combinations is close to three times that of AM units.

The Motorola auto radio line  
*(Continued on page 25)*

## Philco Comes Back to Auto Radio Field

PHILADELPHIA — Philco Corporation, which has been absent from the auto radio field for some time, is on the brink of re-entry. The firm announced plans last week to begin preliminary production of a newly developed auto radio model at its Lansdale Division plant near here late next spring.

Vice-president and division general manager Michael Newell said Philco has already obtained a portion of the 1965 model year car radio requirements of the company's parent firm, the Ford Motor Company. The same new design will also be offered other major original equipment users of auto sets.

Philco of Canada commenced a similar operation last spring, when it began producing a U. S.-designed Philco auto radio for Ford of Canada.

ANOTHER  
"FIRST"  
FROM  
BILLBOARD

Comprehensive Chart  
of  
BEST-SELLING  
PRE-RECORDED  
TAPE

Another  
New Industry Service  
from  
BILLBOARD  
EVERY WEEK  
STARTING  
JANUARY 11

# New NBC Radio V.-P. Post Rough & Tough Assignment

By GIL FAGGEN

NEW YORK — Broadcasters did double-takes last week upon hearing of the appointment of Michael Joseph, former programming consultant, to the newly created post of vice-president, NBC-owned radio stations.

Joseph, long associated with what is usually called swingin' pop-music formatted stations, will be taking over the reins of one of the nation's richest and most unsuccessful group radio station operations.

Joseph is fresh from Michigan where he doctored Dearborn's WKNR (formerly WKMJ) — where he instituted an up-to-the-minute pop music and news format. Prior to the WKNR assignment, he "modernized" WGR, Buffalo, N. Y., with a similar format. He also served as program director at WJEF, Grand Rapids, Mich., and national program manager for the Founders' stations: WTAC, Flint, Mich.; WSBL, Syracuse, N. Y.; WSMD, New Orleans, and KPOA, Honolulu.

At this juncture Joseph's duties have not been spelled out. No matter what his duties, he will have his work cut out for him.

The six NBC-owned radio stations are perhaps—as a group—one of the best examples of a low audience appeal approach to broadcasting.

## Bottom of Heap

A thumbnail analysis of each station's market position reveals the following:

WNBC, New York, (50,000 watts): 10th place. One service gives it sixth position 7 a.m. to noon and 11th, noon to 6.

WMAQ, Chicago (50,000 watts): Tied for fifth, 6 a.m. to 6 p.m. From 6 p.m. to midnight, ninth. Another service is much kinder, rating the station third in the morning and fourth in the afternoon.

KNBR, San Francisco (50,000 watts): Tied for fifth in the morning and seventh in the afternoon. Another service rates it sixth in the a.m. and eighth in the p.m.

WRC, Washington, D. C. (5,000 watts): Eighth place out of nine stations listed.

WRC, Washington, D. C. (5,000 watts): Fourth in morning and sixth in the afternoon and evening. This outlet tops all others in the NBC chain achieving first place in the morning and third in the afternoon on one rating service.

WJAS, Pittsburgh (5,000

## Radio-TV PROGRAMMING

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

watts): Tied for last place morning and night; last place in afternoon.

It is highly unlikely that four of the six stations could stand on their own financially without being carried by mother NBC.

Industry observers attribute the sorrowful rating picture of the NBC-owned radio stations mainly to the fact that they are satellites of the financially successful NBC radio network. The family stations must carry all of mother's programming, including the full load of "Monitor" Saturdays and Sundays no matter the effect on rating. Affiliates have a choice of scheduling and percentage of net shows carried.

What little there is left for the beleaguered six stations to program on their own is dictated from the sixth floor of 30 Rockefeller Plaza where the attitude has been: close down before playing rock and roll, no editorializing, no promotion, etc. The top echelon of NBC has persuaded itself that it is more in the public interest to sacrifice popularity and listeners for image. Apparently the image

is fading as quickly as the o & o's audiences.

In sharp contrast to the NBC operation is the highly successful, aggressive, and modern, ABC-owned radio stations headed by Harold Neil. Each of the ABC stations are for the most part, operated independently with local management calling the shots as to how best serve their immediate communities. ABC places few taboos on the stations.

ABC advertising and promotion in behalf of its owned radio stations has been brilliant and outstanding. CBS has also followed a course of promoting their stations through ads in the consumer and trade press. Although there is a proliferation of other NBC advertising, promotion of its owned radio stations is a rarity.

Speculation has it that no vice-president, however talented and capable, will be able to solve the dilemma of the NBC-owned radio stations without a complete change of thinking and approach by the two men who are presently calling the shots, Robert Kintner and Robert Sarnoff.

## VOX JOX

By GIL FAGGEN

KALL RADIO'S Paul Smith echoes the sentiments of all broadcasters as he exchanges holiday greetings with Santa. Santa recently made an appearance in Salt Lake City, Utah.

WIP (Phil.) is bringing in the Yuletide season with festivities that begin December 25 with a staff open house on Joe McCauley's morning show; Mitch Miller, Jane Morgan, Sandy Stewart, Si Zener, Arthur Godfrey, Allan Sherman, Al Martino, Ethel Merman, Steve and Eydie and Perry Como will guest, tape, on Jim Tate's 10 a.m. to 1 p.m. stanza; and Ned Powers will host a special 50-minute show featuring representatives of ethnic groups discussing Christmas customs.

Lucky New York youngsters were recipients of all sorts of goodies last week, courtesy of WCBS radio and Callard and Bowser and Ferrara candies. The Christmas bus wended its way through the crowded Goth-

am streets with thousands of bags of candies for the kiddies.

## SEGUE

Steve Stone, former air personality on WJAS AM-FM (NBC) (Pittsburgh) joins WNBZ AM-FM-TV (Binghamton, N.Y.) as radio personality and newscaster on 11 p.m. TV World News. . . . Bob Baker, all night d.j. on WMID (Atlantic City, N. J.) begins new show 7-10 p.m. today on WBAX (Wilkes-Barre, Pa.). . . . Charles (The Beard) Peterson appointed program director at WALT (Tampa, Fla.).

Jerry Lee new all-night d.j. at WAKY (Louisville, Ky.). Lee comes to station from three-year stint with KQEO (Albuquerque, N. M.). . . . Terry Wood joins WFLA (Tampa, Fla.) as production manager.

**EXECUTIVE APPOINTMENTS:** Michael Joseph, former station consultant, appointed vice-president, NBC-owned radio stations. . . . Ralph W. Goshen, WCBS general sales manager, upped to vice-president and general manager of WCBS replacing Sam J. Slate, who moves to RKO General Broadcasting as an executive vice-president.

**NEWSMAKERS:** Robert Allen joins news staff of WFLA (Tampa, Fla.). . . . Gene Craft appointed news director for KFJZ radio (Fort Worth, Tex.).

## THE GREETER

# Who the Heck Is That Guy?

There's a Pied Piper on the Philadelphia scene being followed with blind affection by thousands of teen-agers. The distinctive cacophony is heard on WHAT 6 to 10 p.m. and the guy making it is Jerry Blavat—screamingly referred to as "The Greeter With the Heater."

Blavat, 22, is an unusually aggressive promoter who has parlayed a \$90-a-week job on WCAM, Camden, N. J., and a bright wit, into a reported \$10,000-a-week gross from record hops.

A fast-talking, scrawny 128-pound hipster, he is from the school of deejays whose on-the-air delivery sounds like a jibbering chimp mimicking a jibbering chimp—all of which sends idolizing teen-agers into fits of screaming ecstasy.

The factors behind Blavat's zooming success are hard to define. His air show ratings are infinitesimal compared to his competitor for the teen-age ear, Hy Lit of WIBG. Despite this, Blavat reportedly outdraws Lit and all others at the three regu-



lar dances he presides over each weekend. The Greeter has hired a helicopter to hop from hop to hop in North Philadelphia. Upper Darby and Mount Ephraim where some 4,000 youngsters at \$1 a head are jammed. During the summer Jerry has hops run-

## READY-TO-GO PROGRAMMING

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

### MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	DOMINIQUE, Singing Nun, Phillips 40152	8
2	3	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	5
3	4	SINCE I FELL FOR YOU, Lenny Welch, Cadence 1439	10
4	2	YOU DON'T HAVE TO BE A BABY TO CRY, Caravelles, Smash 1852	9
5	—	FORGET HIM, Bobby Rydell, Cameo 280	8
6	6	POPSICLES AND ICICLES, Murmaids, Chaffahoochee 628	6
7	7	TALK BACK TREMBLING LIPS, Johnny Tillotson, MGM 13181	8
8	10	MIDNIGHT MARY, Joey Powers, Amy 892	8
9	9	WIVES AND LOVERS, Jack Jones, Kapp 551	9
10	5	I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921	13
11	14	PRETTY PAPER, Roy Orbison, Monument 830	3
12	19	AS USUAL, Brenda Lee, Decca 31570	3
13	8	HAVE YOU HEARD, Duprees, Coed	8
14	13	KANSAS CITY, Trini Lopez, Reprise 20236	7
15	16	TURN AROUND, Dick & Deedee, Warner Bros. 5396	6
16	17	THAT LUCKY OLD SUN, Ray Charles, ABC-Paramount 10509	4
17	18	STEWBALL, Peter, Paul & Mary, Warner Bros. 5399	5
18	—	WHISPERING, Nino Tempo & April Stevens, Alco 6281	2
19	—	SOMEWHERE, Tymes, Parkway 891	4
20	12	LIVING A LIE, Al Martino, Capitol 5060	10

### YESTERYEAR'S HITS

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

#### POP—5 Years Ago December 29, 1958

- The Chipmunk Song, D. Seville & the Chipmunks, Liberty
- Smoke Gets In Your Eyes, Platters, Mercury
- To Know Him Is to Love Him, Teddy Bears, Dore
- One Night, E. Presley, RCA Victor
- Problems, Eversly Brothers, Cadence
- Tom Dooley, Kingston Trio, Capitol
- Lonesome Town, R. Nelson, Imperial
- Beep Beep, Playmates, Roulette
- A Lover's Question, C. McPhatter, Atlantic
- Whole Lotta Loving, F. Domino, Imperial

#### RHYTHM & BLUES—5 Years Ago—December 29, 1958

- Lonely Teardrops, J. Wilson, Brunswick  
Try Me, J. Brown, Federal  
A Lover's Question, C. McPhatter, Atlantic  
Stagger Lee, L. Price, ABC-Paramount  
Smoke Gets In Your Eyes, Platters, Mercury

#### POP—10 Years Ago December 26, 1953

- Rags to Riches, T. Bennett, Columbia
- Oh My Papa, E. Fisher, RCA Victor
- That's Amore, D. Martin, Capitol
- Ricochet, T. Brewer, Coral
- Changing Partners, P. Page, Mercury
- Stranger in Paradise, T. Bennett, Columbia
- Ebb Tide, F. Chacksfield, London
- Santa Baby, E. Kilt, RCA Victor
- Oh Mein Papa, E. Calvert, Essex
- Eh Cumpari, J. La Rosa, Cadence

### THE LEADER IN THE OLDIES FIELD



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





ning nightly. Perhaps he's thinking of getting a jet next summer. Many record promotion men remember Jerry as the \$65-a-week audience handler at the old Bob Horn "Bandstand" TV show, the forerunner of Dick Clark's "American Bandstand," where he led the applause and quieted the kids during commercials. Today his effectiveness as an exploiter of new record product is readily attested to by industry moguls like indie producer Bill Fox (Garnet Mimms' Records) and Eddie Mathews, general manager of Laurie Records.

Blavat blasted forth from WCAM and WHAT 8 to 10 p.m. until recently when the municipally owned station dropped all rock and roll. He then moved into his present 6 to 10 slot on WHAT. To get time for his personal appearances, Jerry pre-records some of his programs in the basement of his South Philadelphia home—sometimes with his young son perched on his lap.

Entrepreneur Blavat also publishes a four-page magazine for his hard-core followers which features a column by his manager, Nat Segall, whose pen-name is Dathon, many photos of the Greeter in action, several columns by teen-agers and a list of top sellers at the Record Museum, a record store on Chestnut Street in which Blavat has more than a casual interest.

Blavat himself really doesn't know why he's where he is. "If I knew the formula of success," he told Greater Philadelphia Magazine recently, "I'd probably be around for years and years. I say this: At this point the kids seem to have latched on to what we're doing. Tomorrow there may be a new Greeter with the Heater." The origin of this nom de guerre stems from the corruption of 'gator, or alligator, which Jerry thinks he has some affinity with; heater refers to an auto heater, which, according to

## W. Va. Station Has New Sound

WHEELING, W. Va.—A new program director, new air personalities, and a totally new sound has been introduced by radio station WOMP to radio listeners in the Wheeling, W. Va. - Steubenville, Ohio - Bellair, Ohio, area.

In order to become more competitive against WKWK, a pop formatted swinger with impressive ratings, and WWVA, the 50,000 watt album voice of the area, WOMP has decided on a "bright, happy sound, built around a music format of the top selling records of the day."

To project the new music format, WOMP has added Wheeling area native, and former WWVA staffer Bill Fields in the 10 a.m. to 2 p.m. slot. The early morning show is hosted by Jim Dandy, who comes to the station from the program director's desk at WRRX, Flint, Mich. WOMP's new helmsman, Bill Quay—who recently moved across the river to WOMP's Woodmont Hill studios from WKWK, is doing the 2 to 6 p.m. air shift.

Manning the station's revitalized news operation are Bob Cai, Dick Glenn, and Al Zeidman.

NEW YORK — WRFM increases its stereo schedule beginning Monday (16) to all day Saturday and Sunday and days from 6 to 11-15 p.m. The station is aiming for an eventual 24-hour stereo schedule, according to Edith Dick, general manager of the FM'er.

Blavat, heats up a car as fast as the hot records he plays heat up the turntables.

Jerry's on-the-air performance is so weird that he is prompted to comment: "When you listen to me for the first time you turn the radio off, but find out that you have to turn it back on just to say, 'Who the hell is that?'"

That is Jerry Blavat!

### THE LEADER IN THE OLDIES FIELD



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

### Motorola Move

Continued from page 23

ranges in price from \$39.95 for the low-end AM-only radio to \$139.95 for the universal model FMA 100, AM/FM radio. Available are models for domestic and imported cars, old and new vehicles, trucks, tractors and boats.

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&  
The Colonel

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Billy Strange  
Timi Yuro  
Al Martino

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#### MONEY-MAKING

Announcement in this issue, page 29

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# Miller Predicts Bright 1964

OAKLAND, Calif. — George Miller, who has just completed his 32d year as president and managing director of the California Music Merchants Association (not to mention a recent 12 years in a similar post with Music Operators of America), feels California has had its most prosperous year ever and the outlook for 1964 is even more optimistic.



GEORGE MILLER

Miller bases this primarily on excellent business conditions throughout the State and a population growth — perhaps the most intense in the country. Miller notes that there has been considerable consolidation — many of the smaller operators have sold out to the larger operators.

However, the number of locations has remained the same — if not gotten bigger — and the gen-

eral condition of the operator business is healthier than ever.

Miller notes also that his association has been successful in preventing the passage of considerable discriminatory legislation.

Regarding Music Operators of America, Miller feels the outlook is excellent. He particularly singled out the work of Robert Blundred, Harry Snodgrass (past president) and Lou Casola, president, for their work in behalf of the association. Miller sees a "continual copyright problem," but, as he says, "we'll meet it when it comes." He said he was particularly encouraged by MOA's recent meeting with the record companies in New York and said he feels a new spirit of co-operation there.

Company, Rowe-AMI distributor, reported that the company had shown steady increase in business since the branch was established. He declared that already the company had expanded its staff to handle one-third more business during the coming year.

Charles A. Robinson of the firm by the same name said that business had been good and that

*(Continued on page 34)*

## Coin Machine

### OPERATING

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

## Bally Diversification To Continue in 1964

CHICAGO — Herb Jones, vice-president of Bally Manufacturing Company, sees 1964 as a year of two major diversification moves for his firm. In 1963, Bally moved heavily into the flipper pinball game field, with the introduction of six models, which Jones describes met with "excellent success."

Another move was Bally's manufacture of automatic payout equipment for the export field, which Jones also said was extremely lucrative for the firm. In fact, the entire export field is looked upon as holding great promise for 1964, says Jones.

He sees growing export to all of Europe and sees a gradual change in the foreign market from used to new equipment. He

sees particular interest overseas in Bally's bowler — which incidentally is doing very well in the U. S. in playland locations.

Regarding the coin machine industry, Jones feels the most significant thing was the greater success of Music Operators of America. Jones feels this shows that perhaps the coin machine industry can get together for a worthwhile show after all. "The last convention showed that the coin machine industry still has a lot of life left in it," Jones said.

The Bally veteran is also very optimistic about business in 1964. He feels that operators have put their businesses in better shape and that the general economic conditions of operators in general is better.

## Population Growth Spurs LA Coin Machine Activity

By SAM ABBOTT

LOS ANGELES — The skyrocketing population growth here bodes well for the coin machine industry. City Planning Director John E. Roberts said that the Los Angeles population had soared to 2,646,000 as of September 30, an increase of 165,000 since the 1960 census. The new high represented an average annual gain of 47,000. At this rate, the city will have three million in 1970.

According to Roberts, San Fernando Valley has a popula-

tion of 850,000, a jump of 110,930 since 1960.

In the distributor field, AMCO Music & Vending through its sales representative, Marshall Ames, cited its 1963 activities as a means of showing the comparison. The firm opened a sales branch on West Pico's Coin Row and also established a similar operation in San Diego.

At Wurlitzer, John Scarvada, business manager, said that the sales of this line had continued to increase and that he looked forward to a big 1964.

Ed Wilkes of R. F. Jones

## MOA Outlook Bright: Casola

ROCKFORD, Ill. — Lou Casola, president of Music Operators of America and one of the area's largest and most respected operators, sees 1963 as a year marking a great rebirth in MOA. What's more, he expects the association's upward trend to continue right on through 1964.

He feels the association's convention — its most successful in years — was MOA's most significant accomplishment. "Our membership is up, and for the first time in years we were able to get all four juke box manufacturers into the show." Casola says he feels the manufacturers will stay with MOA and that the association will have another 20 per cent increase in membership — about 200 operators — during 1964.

He doesn't feel that Congress will pass the copyright bill and feels operators will continue to keep their exemption, although "it'll be the toughest fight this industry has ever had," Casola



LOU CASOLA

predicts that MOA will win its fight to get congressional hearings on the ASCAP bill and that the bill will be defeated in either a committee or floor vote. Discussing the industry in

general, Casola predicts business in 1964 to be good and he expects the juke box and game operators to enjoy their share. Each year, too, operators are getting to be better businessmen, Casola notes. "There's a little less 'guess and by golly,' and more sound business practice." The MOA chief also sees more diversification, with juke box and game operators turning to each allied fields as vending and background music.

What one thing do we need in 1964? Casola, like many other operator, talks about something new in the game field. "We have a lot of good equipment out now," he notes, "but there's definitely room for something startling and different." What kind of piece should this be? "If I only knew, I'd suggest it," Casola says. Anything else for 1964? "Of course — I'd like to wish the entire industry a pleasant holiday and a prosperous and healthy New Year."

## Search for MOA Head Continues

CHICAGO — Music Operators of America is continuing to interview applicants for the post of executive secretary, but for all practical purposes, the association's business has slowed to a crawl until mid-January.

Robert H. Blundred, the recently resigned managing director is still on the job and is expected to continue until after the first of the year. However, Blundred's activities will be strictly in the nature of an interim, fort-holding operation.

The managing director is leaving on a vacation to the South Sea Islands December 20 and is not expected back until the first of the year. Miss Bonnie York, meanwhile, will handle office business in Blundred's absence.

### January 16 Meeting

MOA's executive committee will meet here January 16, one day prior to the MOA directors meeting, and if all goes well,

MOA will have numerous candidates for the office to consider. If all goes even better, MOA will settle on a selection and the man could assume his post by the end of January.

However, if no clear favorite emerges, the selection process conceivably could run into a couple of months. MOA President Lou Casola stressed that the association was interested in picking the "right man for the job," and that the association was not about to rush into anything.

The previous selection (of Blundred) ran into several months, and very conceivably, MOA will be equally careful this time. Casola has already indicated that the association was maintaining its previous policy of picking a man from outside the industry.

The thinking is that such a person has no previous preju-

ices to overcome and can come into the position with the goodwill of all segments of the industry.

This was the philosophy behind the selection of Blundred some 18 months ago and it paid off with MOA holding one of its most successful conventions in years. Blundred had also been successful in boosting membership to where it is just under 1,000.

This was chiefly accomplished by Blundred and Casola embarking on one of the most ambitious recruiting campaigns in the recent history of the coin machine industry. The pair visited virtually every State association, preaching the MOA gospel, and the result invariably was increased empathy from the association leaders, and an increase in membership for the national association.

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# Arcade-Restaurant Popular With Syracuse U. Students

By JOAN KEMENY

SYRACUSE — "I'll take it!" Charlie Gronsbell told the man across the table at lunch one day last June. They had been discussing the man's 7,500-square-foot basement in the Syracuse University shopping district. Originally designed for 20 bowling alleys, the cellar had been vacant since it was built in 1959 because the bowling alley plan did not materialize.

Other proposals had been initiated, e.g., a billiard parlor managed by three college students, but they didn't work out, either. So Charlie Gronsbell decided to take his turn in transforming the dirty basement into a glittering gold mine. He signed a 20-year lease with a 15-year option.

Gronsbell, who owns a coin-operated laundromat, first planned to make the dirt-floored, cement-walled basement into a dance hall open Friday and Saturday nights with name bands. But he soon discarded this idea in favor of a kosher-style restaurant combined with an arcade.

A snack bar with kosher

franks, chilled root beer, hamburgers and french fries was Gronsbell's next proposal, but eventually he expanded this into a full-scale restaurant because "I don't want to be another 'me-too-er!'"

### Arcade Set-Up

He didn't hire an architect but designed his own "little bit of New York in Syracuse." Gronsbell decided to finish 6,000 square feet of the basement, allowing one third of that area for the restaurant and the rest for the arcade.

Contemporary plastic-finished tables and chairs seat 100, but to accommodate the longer list of the Arcade's present customers, the owner plans to increase the seating capacity of the restaurant to 150.

Food prices are the same as or cheaper than nearby campus eateries, and the two house specialties are a half-pound charcoal hamburger for 35 cents and a 10-ounce root beer tapped from a barrel and served in a chilled glass mug for 10 cents.

Other popular items on the menu include the kosher corned

beef sandwich at 60 cents, the Arcade's own "baked-in-the-back" pastries and thick milk shakes at 30 cents. Dinner entrees students like are liver and onions, chopped liver and broiled chicken.

"I want to give the kids a break—they deserve one. They need a good place to eat and a place to amuse themselves," Gronsbell says.

### 50 Machines

Brochures from vending machine companies helped the owner select the 50 machines which comprise the arcade itself, the rear two-thirds of the rectangular basement.

Unique is the Cinebox, a motion picture juke box. While the tune selected is heard, an appropriate full color movie appears in the television-like monitor on top of the machine. A stereo juke box, in addition, makes the Arcade's dancing license a necessity.

Nine jumbo bowling alleys may be used for group or league competition as well as individual amusement. Other games are

*(Continued on page 34)*



MILLER-NEWMARK'S new Grand Rapids, Mich., quarters features plush landscaping with spacious interior. Some 300 attended the showing of the new Rowe-AMI juke box there recently.

# Accountants Invited to Chicago Meet

CHICAGO — Operators are invited to bring their accountants to a special luncheon seminar being held by World Wide Distributors here Wednesday, January 18, at the Water Tower Inn Promenade Room.

Nate Feinstein, World Wide head, said that the guest speaker will be a tax specialist who heads a leading certified public accounting firm in the city.

"We have also arranged for a panel of tax experts, comprised of former Internal Revenue agents and college lecturers on taxation to point out pitfalls and dollar-saving opportunities for you under the new IRS law affecting this industry," Feinstein said.

Among the questions to be discussed are: How many years are best for depreciation? What are the new guide line rules? How can my tax bill be cut? What do I do when I buy or sell a route? How should I treat trade-in equipment? What is the 7 per cent tax investment credit? What is bonus depreciation?

tors attending were: George Ryan, Frank Quinn and George McManus, International Vending Company, Watertown; Sam Baker and Robert Baker, Melotone Vending Company, Somerville; Saul Robinson, Paramount Music Company, Boston; Perry Kipson, Newton; Tom Libbey Haverhill; Arthur Strahan, Greenfield; Leon Sherter, Newton; Harold Bond, Boston; Bob Rome, Brookline; Ray Oliver, Portland, Me.; Arthur Strugis, Jamaica Plain; Charles Ford, Hingham; Ralph Faretra, Concord, N. H.; Arnold Blatt, Brookline; Ralph Lackey, Milton, and Ray Seidel, Tom Yodias and John Larar, all of Concord.

# Ban All Pinballs In Ohio City

MIDDLETOWN, O. — All pinball machines have been banned in an ordinance passed by the Middletown City Commission, following confiscation of 14 machines from taverns and restaurants by police.

The new law gives police authority to seize and destroy all pinball machines and makes their possession and operation punishable by a fine up to \$500, a jail sentence of up to six months or both.

Police Chief James Howerston is quoted as saying there are about 150 machines in Middletown and that it is his belief that when Newport, Ky. closed down, pinball operations moved to Middletown.

City Manager Charles Thompson reports that there have been 64 breaking-entering cases since January 1, with tampering of pinball devices.

# New England Gets Look at New Unit

BOSTON — Trimount Automatic Sales Corporation President David Bond and Vice-President Irwin Margold played host to nearly 250 operators from all parts of New England at an introduction of the new Rowe-AMI Tropicana phonograph at the Statler-Hilton Hotel recently. Also assisting in the festivities were Marshall Caras, sales manager.

Among New England opera-



BLUE AND ORANGE Syracuse University colors against white lights point the way to the Campus Arcade.



TWO-THIRDS of the Campus Arcade is set aside for amusement machines. The remainder is for the restaurant.



TOP QUALITY FOOD, attractive service and student prices make the Campus Arcade a favorite hangout for collegians.



BOWLING MACHINES rate high among the favorites with Campus Arcade patrons.



FUN MIRROR at foot of entrance stairway sets the mood.



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This all-new Rock-Ola Album Sleeve Holder Insert can be ordered by Rock-Ola Operators from their local Rock-Ola Distributors for the Rock-Ola Rhapsody II, Model 418 or the Capri II, Model 414, De Luxe Stereo Monaural Phonographs. Attractive miniature album covers display Rock-Ola showcase tunes and special stereo title strips permit easy patron selection. Miniature album covers and special title strips are furnished complete in each M.O.S.S. five pack.

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# Expanded Equipment Market For U. S. Seen in Belgium

BRUSSELS — An expanded market in Belgium for American equipment is expected to result from negotiations now in progress between Union Belge de l'Automatique (UBA), the Belgian trade association, and the Belgian government.

The negotiations seek to draft a new tax law for Belgium covering all coin-operated machines, including juke boxes and bingos. The new measure under negotiation would abolish the current crazy-quilt pattern of local laws and replace them with uniform national legislation.

While the tax structure would not necessarily be lower, in the aggregate, it would be consistent and would permit Belgian operators to plan on a long-term basis.

### Stable Base

It would encourage Belgian importers to increase orders from the U. S. by providing the importers and Belgian operators with a stable business base at home.

A leading Belgian distributor said, "At present, with every local government in the tax and license act, the operating situa-

tion is chaotic, and we never know from one month to the next what the legal picture will be in a given area."

U.B.A. is generally recognized as the main Belgian trade association. It has among its members the leading figures in the coin machine business in Belgium. It enjoys prestige with Belgian parliamentary deputies.

### Taxation Varies

At present, coin machine taxation in Belgium is entirely in the hands of local authorities, with the result it varies radically from region to region. License fees are low in one area, high in another, and in some areas entirely lacking.

The situation is further confused in metropolitan areas such as Brussels, where coin machine licensing is so localized as to be under the jurisdiction of the smallest government units. In Brussels, in fact, there are situations in which an operator on one side of the street pays no license (because a freak of geography has put him in a local community without phonograph licensing) while an operator across the street (and in a high-

fee license area) pays a stiff license.

### Plea Rejected

The tax committee of the Belgian parliament has been collecting data on which to draft the new law. The U.B.A. has attempted to have phonographs excluded from taxation altogether. This plea was rejected, but as matters now stand phonographs are to be placed in the lowest tax category.

The annual tax is to be imposed on machines in cafes, restaurants, snack bars and bars. The question of "seasonal siting"—machines at resorts, traveling fair arcades and similar mobile or seasonal locations—is still under discussion.

The parliamentary tax committee has agreed, however, to

*(Continued on page 34)*

## Seeburg Picks Alvin L. Gitlitz Midwest Mgr.

CHICAGO—Alvin L. Gitlitz, a 14-year vending industry veteran, most recently vending sales manager of S. L. London Vending Company, Milwaukee, Seeburg's Wisconsin distributor, has been named Seeburg's division manager in the Midwest, covering the firm's distributing offices in Chicago, St. Louis, Des Moines, Milwaukee and Minneapolis. He'll report to Bob Dunlap, Seeburg regional vice-president.

Gitlitz is 39 years old, married and has two sons. He attended the University of Illinois and served in the Army during World War II.

Before joining London he was assistant sales manager of the vending division of Superior Coffee Company and for the preceding 10 years was an operator in Chicago and New Orleans.



SOME 200,000 PERSONS visited the recent International French Fair in Montreal, at which the Scopitone cinema-juke box was shown. M. Arber of Cameca (parent company of Scopitone) and Gerard Thibault, Scopitone's Canadian distributor, show the machines to a pair of Hostesses Francaises at the booth. Thibault says more than 100 Scopitones have already been sold in Eastern Canada.

## ROCK-OLA TAPS DAKOTA FIRM

OMAHA—H. Z. Vending & Sales Company, Rock-Ola distributor here, has been named to handle the firm's phonograph and cigaret line throughout South Dakota.

Hymie Zorinsky, H. Z. owner, said that his firm will open a South Dakota office soon, but will temporarily handle sales from Omaha. H. Z. Vending is one of the old-line veteran distributors in the industry and one of the top outlets in the Midwest.

HERE IT IS—The Counter Game That Is Legal Everywhere!

## Marvel's NEW SLUGGER

Accurate, Competitive Skill Scoring • A Real Money-Maker! \$54.50  
1c, 5c or 10c Play (Specify)

Slugger is sturdily built—natural wood cabinet with polished chrome fittings. Precision-built scoring unit and fool-proof mechanism.

MARVEL Manufacturing Co.

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Phone: Dickens 2-2424

OPERATE Williams MERRY WIDOW FOUR PLAYER GAME ADJUSTABLE 3 or 5 BALL PLAY Exclusive Williams Features

- New Drum Units
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Williams Electronic Mfg. Corp. 4242 W. Fillmore St., Chicago 24, Ill.



H—18"; W—12" D—8" Distributors Wanted

### VENDORS

100 Advance 1c BG, \$5.00 • 6 Topper 1c, \$6.00 • 6 N.W. Model 33, BG, 1c, \$5.00 • 4 N.W. Model 49, 1c mdse., \$8.50; • 6 N.W. Jet, 1c gum, \$7.00 • 1 1/2 Columbus, \$6.00 • 3 N.W. 1c Pkg. Gum, \$9.50 • 10 Advance 1c Stick Gum, \$7.00 • 3 1/2 Ideal Hot Nut, \$10.00 • 12 Shipman 5c Gum & Charm, 2 col., \$15.00 • Duck Hunter, 1c, \$25.00 • 6 new Kleenex Vendors, \$18.00 • 30 Advance 5c Napkin, \$18.00 • 25 Ball Pen, \$15.00 • 10 DuGrenier 1c 4 Sel. Tab. Gum, \$8.50.

### RIFLES & GUNS

Bally Moon Raider...\$250  
Ex. Shooting Gallery...135  
Ex. Star Shooting Gallery...135  
Ex. Sportland Sh. Gallery...135  
Jungle Joe...135  
Deputy Sheriff...125  
United Jungle...135  
Mid. Rifle Gallery...275  
C.C. World's Fair...425  
Cops & Robbers...225  
Riot Gun...325  
Atomic Bomber...100  
Bally Sharp Shooter...225  
Bally Spook...250  
Bally Bull's-Eye...195  
C.C. Ray Gun...275  
C.C. Long Range Gun...395  
Carnival...135  
Desert Hunter, new...275  
Dale Gun...65  
Ex. Space Gun...95  
Crusader...225  
Genco Nite Fiter...110  
Genco Sky Gunner...110  
Genco Sky Rocket Rifle...225

Genco Circus Gun Rifle...\$225  
Gun Patrol...110  
Gun Smoke, Bally...195  
Hercules...225  
Jet Gun...110  
Keeney Sportsman...150  
Keeney Air Raider...150  
Mid. Del. Shooting Gallery...225  
Mid. Shooting Gallery...195  
Mid. Rifle Range...425  
Mid. Bazooka...195  
Muto. Sky Fiter...110  
Pistol Pete...75  
Pop Gun Circus...225  
Polar Hunt...165  
Silver Bullet...125  
Six Shooter...110  
Space Glider...295  
State Fair...175  
Titan Gun...250  
Un. Sky Raider...250  
Vanguard...195  
510 Shooting Gallery...135  
Un. Pirate Gun...195



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

Now... a regular operator service for 33 1/3 stereo singles . . . especially produced from Best Selling LP's.

TOP ARTISTS . . . TOP SONGS . . . ALL LEADING LABELS

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

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

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

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

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City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Signature \_\_\_\_\_ Title \_\_\_\_\_

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

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

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

### JUKE BOX DISTRIBUTORS . . . ONE-STOPS

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

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

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

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

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



**SEEBURG PARTS MANAGERS** get a tour of the Seeburg plant during the firm's first parts sales meeting in Chicago last week. Direct mail, counter display merchandising techniques and creative buying and selling methods were discussed. Ted Burrows, Seeburg national parts sales manager emceed the sessions. Other speakers were J. C. Gordon, executive vice-president; Tom L. Herrick, vice-president, marketing; Al Koch, music parts manager; Macie Sylvia, vending parts manager; Ed Spannenberg, return goods manager; and Stanley W. Jarocki, assistant sales manager.



**SEEBURG PARTS SALES MANAGERS** from around the country gathered for what is probably the first parts sales meeting in coin machine history at Chicago's Knickerbocker Hotel last week. Theme of the meeting was "Plus 25," symbolizing a goal of a 25 per cent increase in parts sales for the coming year.

### London Phonos Carry Safety Plea

LONDON—Some 300 juke boxes here are carrying safety messages to thousands of Lon-

don teen-agers. The seven-second commercials—advising the young motorcyclists to wear crash helmets—are sponsored by the Ministry of Transport.

Juke box commercials are in the experimental stage here, with a 300-machine test market. Cost for a three-month run on the 300 machines is 1,450 (\$4,000). The seven-second commercial goes on automatically after each record.

Ronald Ratcliffe, an official with J. B. Marketing Ltd., promoter of the commercials, said the Ministry is not being charged for the public service messages.

Ratcliffe added that while the juke box commercials are now confined to the London area, they will soon be extended to the rest of England.

### New Five Pack Makes Total 60

NEW YORK — The 12th Music Operator Stereo Service five pack, issued this week, brings to 60 the number of 33 stereo singles available for juke box play in the program.

Singles are taken from top-selling stereo albums, with two singles to a disk. The latest five-pack contains selections from one jazz, two country and three pop albums.

Artists are Ella Fitzgerald

# Williams, Crosby Disks Set Pace For Yuletide Phono Collections

CHICAGO — Something old and something new—that's the Christmas picture as far as juke box operators here are concerned. The something old (no offense meant) is the perennial favorite Bing Crosby, and the something new is Andy Williams, easily one of the hottest standard-type artists around today.

Bing's "White Christmas" has been a juke box favorite since most operators were in their teens and this year is no exception. He has a new Christmas single out on Capitol, but as far as the juke box industry is concerned, it's strictly a runner-up to the old Decca favorite.

On the something new side, Andy Williams is getting into the "White Christmas" act with a Columbia single (and little LP) of his own. The record is doing well and even served as the impetus for a special mailing by Singer One-Stop here.

#### Library Time

Christmas is generally library time for most operators; that is, they buy fewer new releases and go to their libraries for old standards, but this year, Singer hoped to capitalize on Williams' popularity and inject some new life.

"Get rid of the old and try something new" was the theme of the Singer mailing and whether because of the mailing or merely because of Williams' popularity, the Williams "White Christmas" started moving strongly. In fact, not only Singer, but Music Box, the city's other big one-stop, also reported good action on the Williams tune.

Another good holiday seller at Music Box, according to Jerry

O'Dwyer, was Paul and Paula's "Holiday Hootenanny" on Philips. As far as regular pop material was concerned, O'Dwyer reports operator action on Major Lance's "Um, Um, Um, Um, Um, Um" on Okeh; "Who Cares," by Fats Domino, ABC-Paramount; "The California Sun," by the Riveiras on Riviera, and "Tell Him," the Drewells on Capitol.

At Singer One-Stop, Fred Sipiora reports pop action on "Java," by Al Hirt on RCA Vic-

tor; "As Usual," Brenda Lee, Decca; "Surfin Bird," Trashmen on Garrett, and "The 12 Days of Christmas," by Allan Sherman on Warner Bros. Only problem on the Sherman tune is its late release date, Sipiora noted. The record has only been out some two weeks and operators were somewhat reluctant at the beginning to stock up at such a late date. Now, however, the tide is turning, and the Sherman tune could well emerge as a holiday favorite.

## Recent STEREO RELEASES for Music Operators

### SEEBURG LITTLE LP's

#### Pop Vocal

JOANIE SOMMERS—Sommers' Seasons ..... Warner Brothers

#### Pop Instrumental

DAVE GRUSIN—Piano, Strings and Moonlight ..... Epic  
JOHNNY SMITH—Plays the Songbook of Jimmy Van Heusen ..... Roost  
ACE CANNON—Looking Back ..... Hi

#### Jazz/Rhythm & Blues

CANNONBALL ADDERLEY—Know What I Mean? ..... Riverside

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.

## Atlantic-N.Y. Trade-In Deal Catching on

NEW YORK — Atlantic-New York's trade-in policy on Little LP's is catching on here, according to Murray Kaye, sales manager for the local Seeburg outlet.

Atlantic-New York gives operators 50 cents credit for each Little LP turned in on the purchase of a new disk. The records sell for \$1.50 each.

In turn, operators can buy used product, complete with jacket and title strips, for 60 cents.

According to Kaye, about 20 to 25 per cent of new record sales are accompanied with trade-ins. He added that used records turn over almost as fast as they are received.

As most of the Little LP material is standard, Kaye feels that the trade-in rate probably will not go above 25 per cent. Most operators, he explained, want to keep the stereo disks to build up a library.

and Count Basie, George Hamilton IV, Billy Strange, Timi Yuro and Al Martino. Labels represented are Verve, RCA Victor, Cresendo, Liberty and Capitol.

## MUSIC OPERATORS STEREO SERVICE

<p><b>AIN'T MISBEHAVIN'</b> RSI • ELLA FITZGERALD &amp; COUNT BASIE • STEREO <b>ON THE SUNNY SIDE OF THE STREET</b> From Verve Album "Ella and Basie"</p>
<p><b>COME ON HOME BOY</b> RSI • GEORGE HAMILTON IV • STEREO <b>TENDER HEARTED BABY</b> From RCA Victor Album "Abilene"</p>
<p><b>WABASH CANNONBALL</b> RSI • BILLY STRANGE • STEREO <b>WILDWOOD FLOWER</b> From Cresendo Album "12 String Guitar"</p>
<p><b>SHE'S GOT YOU</b> RSI • TIMI YURO • STEREO <b>ARE YOU SURE</b> From Liberty Album "Make the World Go Away"</p>
<p><b>RAMONA</b> RSI • AL MARTINO • STEREO <b>HARBOR LIGHTS</b> From Capitol Album "Painted, Tainted Rose"</p>

All records listed above are 33 stereo singles taken from best selling stereo albums on Billboard charts. They are distributed in five packs, complete with title strips and four-color album miniature reproductions, through Rock-Ola, Rowe AMI and Wurlitzer distributors and through one-stops. Selections are made by Record Source International, a division of The Billboard Publishing Company.

NOW DELIVERING  
United's Fabulous  
**BANK POOL**

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# Employees Buy Into Op's Firm

DENVER—When a veteran phonograph route operator decides to step down, with no heirs involved, what's the best way of handling the problem?

According to Lou Shulman, Modern Music Company, Denver, setting up a stock corporation, and inviting veteran employees to buy into the management is the ideal solution.

Shulman, who has occupied every niche in the phonograph industry except manufacturing, went through just this process when he retired a few years ago. His first step was to set up a stock-holding corporation, and to place the stock on an investment basis in the hands of Ed Cianco, Herman Singer, and Art Smith, three veteran employees, who hold from 18 to 20 years' seniority with Modern Music Company each.

Each man bought all of the stock made avail-

able to him, though no controlling interest was released. Instead, the three have become officers of the organization, one of the largest phonograph and amusement machine operations in the area.

Under the program, as planned, other employees will be eligible to buy stock at option, in the near future, so that each, based on the number of years he has been with the firm, can become a part owner. Because of the incentive it provides for every employee, this unusual plan has been deemed a complete success.

At one time Shulman was a distributor, best remembered for the fact that he operated on an all-cash basis—selling phonographs and amusement machines only for cash, buying in the same way, and remaining completely free of the credit problems and entanglements which normally plague the ordinary distributor.

ber of the R. F. Jones local staff, serving as the credit manager. . . . **Bob Hathaway** is back on his route in Ventura following a hunting trip for elk. . . . **Bill Yedlin**, Sherman Oaks operator, returned from a trip to Utah for elk.

**Lester DeChane** of the G. F. Cooper Music Company in Riverside was in town for supplies. **Jack Neel**, who used to make the periodic trips, is busy in the office. . . . **Steve Stephens** in town from San Diego. . . . **Harold Sharkey** is busy getting the odds and ends on his routes supplied. . . . **Elden Short**, who operates Derby games on carnivals, shopped on Coin Row for parts. . . . **Noah Montie** of ABC Music in Fresno is confined to a hospital in that area by illness.

SAM ABBOTT

## Connecticut Chatter

**JAMES FITZPATRICK**, 58, operator in the Bridgeport area for nearly 35 years, died Sunday (15). He leaves a widow and a married daughter. Another operator, **Milton Block**, 48, Waterbury, also died during the week.

Two New Haven operators are in local hospitals and would like to hear from their friends. **Nick Alberino** is in St. Joseph's, while **Pat Montano** is in St. Raphael's. . . . **Abe Fish**, president of the Music Operators of Connecticut, played host to operators throughout the State at the annual MOC Christmas party Saturday (21) in New London. . . . The Connecticut group has donated \$100 to the Music Operators of America legislative fund. The money will be used to fight the proposed change in copyright legislation.

AARON STERNFIELD

vending machines Sammons distributes. The photo will appear in early January in The Memphis Press-Scimitar in a special business section the paper is getting out.

The Christmas spirit was given by several operators as the reason for an upswing in business recently, though collections are still down somewhat. Operators checked were **Eddie Bodenheimer**, Shelby Amusement Company; **Bill Forsythe**, Forsythe Amusement Company; **Robert Harbin Jr.**, Harbin Amusement Company, **Jake Kahn**, Tri-State Amusement Company.

## Los Angeles Angles

**Al** and **Henry Bringas** of the operating firm of Bringas Bros. are in Mexico City for the holidays. . . . **Chuck Klein**, manager of the local branch of R. F. Jones Company, has returned from a business trip to San Francisco. **Jack Leonard** of the firm visited operators in the Harbor area. **Jim Crosby** is now a mem-

## 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

These Bowlers are as is . . . all parts intact.

Above prices preferably in quantity. Prices do not include delivery or crating. Crating, if desired, \$35.00 to \$50.00 extra.

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# Trimount Hails Old Workers

BOSTON — Trimount Automatic Sales Company, local Rowe-AMI outlet, recently held a party for its 47 employees at a local hotel. Veteran employees were awarded jeweled pins and engraved watches.

Three oldest employees from the service standpoint were **Gilbert Lawrence**, vending and games service manager, 28 years; **Ben Freedman**, parts manager, 20 years, and **James Sprague**, building superintendent, 20 years. Another 20 employees have been with Trimount for eight or more years.

This year saw Trimount's greatest expansion, with 13 employees joining the firm.

Making the presentations was **Dave Bond**, Trimount president. **Irwin Margold**, sales manager, made the opening remarks.

Christmas bonuses were distributed to employees at the party.

# ATTENTION EXPORTERS

We have a quantity of the following equipment available. Write for Special Prices.

## MUSIC

- 6 AMI-LB
- 5 AMI-JAL
- 5 AMI Cont 2-200
- 10 AMI Cont 2-100

## BOWLERS

- 5 C.C. Classic
- 2 C.C. Queen
- 2 C.C. TV
- 4 Un. Tip Top
- 5 Un. Bonus
- 4 Un. Playtime
- 4 Un. 5 Star
- 4 Un. Advance
- 3 Un. Dixie
- 2 Un. Duplex
- 1 Un. Jumbo
- 1 Un. Teamate
- 15 Bally Tourn.
- 7 Bally Trophy
- 3 Bally Luck Alley
- 1 Bally Pan Am.

## ORDER TODAY!

Write for complete listing of all makes Shuffles and Bowling Alleys.

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

# COINMEN IN THE NEWS

## Memphis Memo

**Alva Gaddy**, pretty secretary for **George Sammons**, president of Sammons-Pennington Company, had her picture snapped standing before two

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# chicago coin's

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Type of Business \_\_\_\_\_ Title \_\_\_\_\_

**BULK VENDING**

# Vigorous Op Action May Have Stalled Tax

BUFFALO — Prompt action on the part of Harold Folz, Oceanside, N. Y. operator, and

Randy Stone, local operator, may have averted a per machine tax—with levies ranging from \$5 to \$25 a unit annually—in Buffalo.

Folz, representing the National Vendors Association and the New York Automatic Vending Association, appeared before the Buffalo City Council's legislative committee here Tuesday (17) to explain why the per machine tax would be economically unfeasible.

Folz cited NVA profit figures, while Stone explained the economics of his own operation.

Two labor leaders also testified against the bill, charging that the taxes would cause operators to give up locations and thereby deprive service personnel of work.

The City Council meets Monday (23) to vote on a vending machine license fee. Informed observers feel that the per machine license measure will be defeated, but that a per operator fee will be passed.

The annual fee, if passed, will probably be between \$25 and \$100.

# Vending Firms Escape Damage From L. A. Flood

LOS ANGELES — At least two vending operating firms and a manufacturing company escaped without damage from the Baldwin Hills reservoir dam break that dumped approximately 292 million gallons of water in 77 minutes to inundate an area of four square miles near here Saturday (14).

The two operating firms were DeLuxe Vending Service and Automatic Equipment Service Company, located next to each other in Culver City. They are owned respectively by B. J. (Bob) Grenier and Jack Powell.

Mrs. Faye Grenier, however, escaped from the center of the flooding waters by driving through slush that came over the floor board. The shopping area from which she escaped had automobiles turned topsy-turvy and water in the area was above the hoods of the abandoned cars. Grenier said that he had brought in a candy machine from one of his locations near this point and it had stood in water and silt three feet deep.

The manufacturing company that escaped damage was that of Oak Manufacturing Company. Flood waters were about a mile away, a representative said.

# Phoenix Op Tries Both in Test 1 vs. 5 Units

PHOENIX Ariz. — There's a simple way to test whether the market is ready for 5-cent bulk venders instead of the traditional 1-cent machine, particularly where nuts are concerned, according to Gene Cosmano, local operator.

Cosmano has upped most of his Phoenix peanut and cashew locations to 5-cent machines, except where experience has shown that a high percentage of children, or budget-minded customers simply won't pay 5 cents for a handful of nuts, and prefer the penny variety.

To determine which location should be restricted to 1-cent machines, Cosmano installs two-price vending machines, which offer a single portion of peanuts at 1-cent, or 5 portions at 5 cents. Certainly not new on the market, the two-coin machines have nevertheless seldom been put to this sort of test, particu-

larly in the Phoenix area, Cosmano said.

By using brand-new, attractive machines, placing them in excellent locations, and enlisting the aid of the location owner in seeing whether it will be the 1-cent or 5-cent market will pay best returns, Cosmano can usually determine in two months' time which variety of machine should be used.

In a large coin-operated dry cleaning and laundry establishment in North Phoenix, a test period of 60 days showed that the laundry's traffic would cheerfully pay 5 cents for peanuts and for cashews, even though the establishment operated at low prices so far as its service is concerned, getting 15 cents for each wash load instead of the usual 20 cents or 25 cents found elsewhere in the city.

At first glance, low prices, and the budget-minded customers attracted, would infer automatically that 1-cent machines were the best investment. Actually, however, on test, it was found that the 5-cent side of the dual-price machine collected so many more coins that it was obvious that customers wanted more than a mere taste of peanuts, and that inasmuch as the coin changers installed at two points through the laundry provided plenty of nickels, that 5-cent sales were indicated.

# New Bids Asked For Dam Site

SACRAMENTO — Resubmission of bids for the coin-operated binocular concession at the Oroville Dam Overlook Areas has been asked by the California Department of Parks and Recreation here.

Proposal calls for the operator to build the concession facility and move it from the lower overlook to the upper one as construction progresses. Included in the proposal are also services to provide sale of light hot and cold foods, non-alcoholic beverages, post cards, sundries, and sightseeing glasses.

Bids will be opened February 4. Information regarding contracts may be obtained from John Hightower, Concession Specialist, California State Department of Parks and Recreation, this city.

The original call for bids last August 1 was delayed by the lack of water and sewer facilities in the area. These are now available.

# Alabama Firm Sells Its Routes

MONTGOMERY, Ala. — Cohen Amusement Company, here, has sold its amusement machine and phonograph routes to Franco Novelty Company, also of Montgomery.

Isaac Cohen, former general manager, has also sold his cigarette vending operations to ARA Cigarette Service. He has been retained by the giant vending concern as general manager. Cohen will continue to operate the background music firm, and has an interest in a Montgomery FM broadcasting station as well.

ARA has also purchased the cigarette vending routes formerly operated by Franco Vending Company, as part of the three-way transaction.

# Prospects Bright For L. A. Trade

LOS ANGELES—Owners and operators of the three largest bulk operations in this city will have 1963 revenue exceeding 1962 and predict an increase in 1964 over the current year.

These reports were made by Preston Coombs, Barry Sredon of Western Vending Machine Service Company, and Leo Weiner of West Coast Enterprises.

Sredon pointed out that 1962 was a hard year to beat because the 10 per cent capsule was introduced at that time. Coombs said that one of the reasons for the good year was the fact that his company had had the 10-cent capsule with which to do business for a full year.

# Atlas in Chicago Holds Yule Party

CHICAGO — Atlas Music Company held its annual Christmas party here last week with all the firm's 50-some personnel attending. Eddie Ginsberg, Atlas head, played host and Santa Claus. The group had dinner at the Sheraton Blackstone Hotel's Havana Regency Room, with cocktails following.

# ED DORIS' FATHER DIES

CHICAGO—Peter Doris, 76, father of Ed Doris, vice-president of Rock-Ola Manufacturing Corporation, died here November 11 of chronic hepatitis. Burial was in his home town of Broadview, Ill.

He is survived by his widow, Mae, and sons, Edward and Henry. The Rock-Ola vice-president was in Rome on a factory-distributor sales junket when he received news of his father's illness. He broke off his trip and flew home just hours prior to his father's death.

*Season's Greetings and A Happy and Healthy New Year*

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900

PLEASE SAY YES TO THE NEW MARCH OF DIMES

**NF**

THE NATIONAL FOUNDATION

**ACORN—The World's Most Profitable Vendors!**

We have the largest variety of all types of Acorn vendors in stock.

HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOBES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

**RAKE COIN MACHINE EXCHANGE**  
609-A Spring Garden Street, Philadelphia 23, Pa. WAlnut 5-2676




**Northwestern SUPER SIXTY Capsule Vender\***

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.  
5c, 10c and 25c.  
\*With QUICK-TACH at slight extra cost.

**H. B. HUTCHINSON, JR.**  
1784 N. Decatur Rd., N. E., Atlanta 7, Ga. Phone: DRake 7-4300



**Merry Christmas**

From All of Us  
To All of You

THE PENNY KING COMPANY

2534 Mission Street Pittsburgh 3, Pa.

# Holdup Men Kill Pennsylvania Op

PITTSBURGH—Holdup men recently robbed and beat to death Gus Georges, veteran Western Pennsylvania amusement machine operator.

Police said that two bandits entered Georges' Pennsylvania Vending Machine Company at nearby Baldwin Township and escaped in a company car with several coin bags after beating Georges. The operator died in a local hospital about 90 minutes after the holdup.

Police reports also indicate that a shot was fired, but that it missed Georges.

*Season's Greetings from Bob & Fred*

**KARL GUGGENHEIM, Inc.**  
159-07 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE 9-5433

**Northwestern HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

**PARKWAY MACHINE CORP.**  
715 ENSOR ST. BALTIMORE 2, MD.





# Chi Coin Bows 2-Player Fire Cracker Pin Game

CHICAGO — Fire Cracker, Chicago Coin's new two-player pinball, offers players a holiday of fun-packed action. Balls ricochet in a "fire cracker" zone, exploding in and out of "action" holes.

A target is "live" at all times. Fire Cracker is also available in two-player added ball models. The score frame has stainless steel trim on the front and protective metal corners at the back to prevent damage.

Front hand rests are made of

Cyclac plastic, a heavy-duty material which will not tarnish. A new "lift-out" self-locking playfield offers immediate access to the interior mechanism.

The tilt feature is adjustable for one ball tilt or complete game tilt. Fire Cracker can also be adjustable to three or five-ball play and a match feature is optional.



FIRE CRACKER

## COMMERCIALS ON PHONOS

LONDON — Some 300 juke boxes in coffee bars here are carrying seven-second commercials at the end of each selection. Advertising is aimed at the teen-age market, and the cost of a single message is slightly more than 2 cents to the advertiser. The message takes up the time the selector mechanism uses between plays.

## Williams Names R. F. Stenstrom And Struve Dists.

CHICAGO — Williams last week named R. F. Stenstrom, Inc., its exclusive distributor for Hawaii, and Struve Distributing Company its exclusive distributor for the Denver-Salt Lake City area. Both territories were formerly split between the pair and R. F. Jones.

The Hawaiian firm is headed by Dick Stenstrom, Denver firm by Pres Cruze. Announcement of the appointments came from Jack Mittel, Williams assistant sales manager. Both Stenstrom and Struve are experienced Williams distributors and offer complete parts and service facilities.

## Seeburg Sales Top \$54 Mil.

CHICAGO — The Seeburg Corporation reported record sales and profits for the fiscal year ended October 31. Delbert Coleman, president, said sales hit \$54,581,316, compared with \$51,051,415 a year ago.

Earnings were \$2,484,483, equal to \$1.31 per share, compared to \$1,546,310, or 81 cents per share a year ago. Coleman said, "with the demand continuing strong and with a broadened product line and increased manufacturing capacity, there is reason for confidence that this trend will continue."

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



WILLIAM L. HERBORD, formerly with Empire Coin Machine Exchange, has joined the sales force of World Wide Distributors in Chicago. Herbord is a native of Chicago and lives with his wife and two children in suburban Des Plaines.

## Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

**Northwestern CORPORATION**

21234 Armstrong St. Morris, Ill. Phone: WHiting 2-1300

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model 23, 1¢ Pure Gum	12.00
verted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

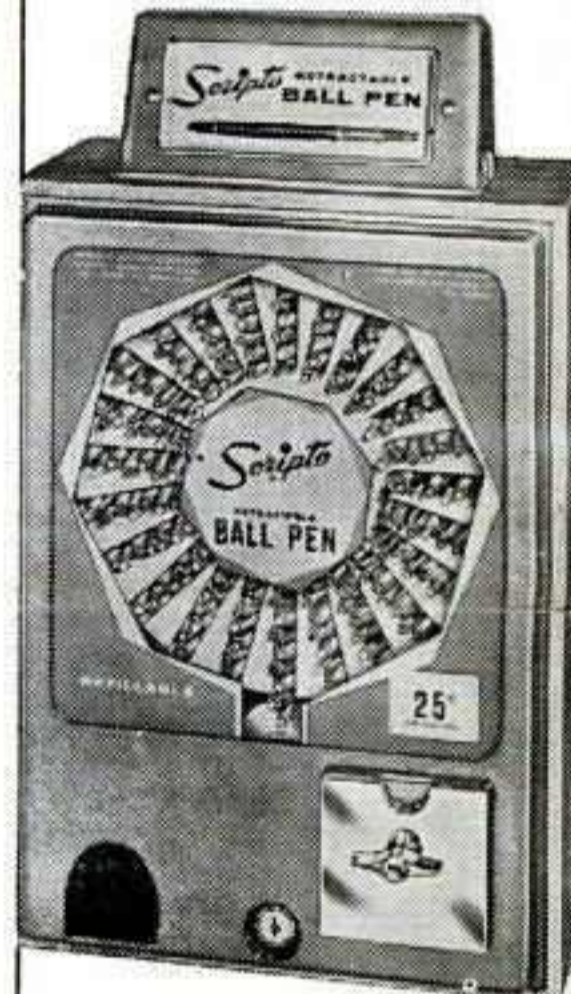
### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.68
Cashew, Butts	.65
Peanuts, Jumbo	.45
Spanish Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.55
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	.32
Malt-ette, 100 ct. per 100	.35
Rain-Blo Ball Gum, 140 ct.	.32
170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

### IMMEDIATE DELIVERY

## VICTOR SCRIPTO PEN VENDORAMA



Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

## NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL

446 W. 36th St., New York 18, N. Y.

LOngacre 4-6467

**ROUTE FOR SALE MUSIC & GAMES**  
Established 20 Years. Well Organized.  
**LOCATED IN PROGRESSIVE SOUTHERN CALIFORNIA CITY**  
Good Equipment. Employees Will Continue. Owner Has Other Business Interests.  
**Selling Price: \$210,000 WILL FINANCE.**  
**ANNUAL INCOME: \$165,000**  
BOX A-264  
The Billboard Publishing Co.  
1520 North Gower St.  
Hollywood, Calif., 90028

**Northwestern HEADQUARTERS**  
Whatever your bulk vending requirements might be, we can serve you.  
Always a complete stock of outstanding Northwestern machines, parts and supplies.  
Write today for complete information and price list.

**BIRMINGHAM VENDING COMPANY**  
520 Second Avenue, North, Birmingham, Alabama  
Phone: FAirfax 4-7526

Registered U. S. Patent Office.

**OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vendor**  
HOLDS 200 V2 CAPSULES  
Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.®  
**VICTOR VENDING CORP.**  
5711 W. Grand Ave. Chicago 39, Ill.

New V2 Capsule shown actual size.

# NEW MONEY MAKER ARIZONA

Makes more money for the operator and location owner by reason of live-action.

ARIZONA—the "HIT" of all Europe... Versatile... Limitless location opportunities... Fascinating, absolutely safe live-action gun. Unique construction design reduces servicing to a minimum... appeals to all age groups!

ATTENTION: Operators, write or phone for name of Distributors in your area.

DUNCAN SALES CO. National Sales Agents for U.S.A. announced that territories are now open throughout the United States for Distributors of ARIZONA.

Phone, wire, or write Mr. Joseph Nemes. Phone 241-3801.

**DUNCAN SALES CO.**  
737 Carnegie Ave. • Cleveland 15, Ohio

FACTS  
Height 55"  
Length 51"  
Width (At Base) 20"  
Weight 77 lbs.  
Operation on 110V-60 Cycles per Sec.

manufactured by T. H. Bergman & Co. Germany

## Buy OAK for your PROFIT LINE!

**ACORN HOT NUT VENDOR**

Fail Safe Mechanism  
Coin Control Interchangeable  
1c, 5c, 10c, & 25c Or Foreign Coins  
One Year Unconditional Guarantee  
Easy Portion Adjustment  
All Materials Approved By Health Authorities

\$20.95 F.O.B. Factory

**THE OAK TREE—6**

Will Take All Size Acorn Machines  
No Need to Disassemble Upper Row of Machines to Service Bottom Machines  
Stand Takes Up Only 1 1/2 Square Feet of Floor Space  
Cast Iron Base Weighs 30 Pounds  
Base Measures 13x16 Inches  
Overall Height of Stand Including Machines is 50 Inches  
Wheels Mounted on Rear of Base for Easy Moving  
Stand Can Be Assembled and Ready for Use Within 5 Minutes  
Assembly Instructions Packed in Each Carton  
Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors

**oak MANUFACTURING CO., INC.**, 11411 Knightsbridge Ave., Culver City, Calif.  
Write for the name of your nearest OAK distributor

# LOOK TO ROSEN FOR MORE IN 1964

Order These Specials Today From the World's Largest Inventory Complete and Ready to Go

## BOWLERS

	Each
2 CC Bowling League 11'	\$125.00
6 CC Bowling League 14'	125.00
2 CC Classic 12'	225.00
2 CC Lucky Strike 16'	250.00
6 CC Player Choice 16'	250.00
1 CC Dutchess 16'	495.00
12 CC King Bowlers	395.00
2 CC T.V. Bowler	150.00
5 UN Bowling Alley 14'	100.00
3 UN Team Bowler 14'	125.00
1 UN Bonus Bowling Alley 14'	250.00
3 Keeney Bowlorama 12'	125.00
1 Keeney True Score	125.00
1 Bally ABC Bowl Lane 14'	100.00
4 Bally Strike Bowler 14'	125.00
1 Bally Strike Bowler 16'	125.00

## MISCELLANEOUS EQUIPMENT

	Each
2 Air Hockeys	\$ 75.00
1 Air Football	75.00
1 Airmail Letter	50.00
3 All Star Goalie CC, New	445.00
1 Ant Colony	75.00
5 Auto Photo =9, Recond.	1000.00
2 Auto Photo =11, Recond.	1800.00
5 Midget Man	75.00
1 Number Roll Genco	50.00
1 Sphynx	50.00
1 Periscope	50.00
1 Basketball Champ	75.00
1 Bat A Score	75.00
4 Wms. Cranes	95.00
1 Voice O Graph, 45 RPM	300.00
1 New Voice O Graph, Wms.	1000.00
3 Zodiac Horoscope	75.00
10 Gypsy Grandma	150.00
4 Horoscope	245.00
2 Jet Pilot CC	195.00
2 Play Football	75.00
2 Pro Basketball CC, New Type	445.00
2 Road Racer, Wms.	375.00
19 Penny Weighing Scales	50.00
1 Set Shot Basketball	145.00
4 Space Age	175.00
1 Striking Power Upright	75.00
1 Super Basketball Genco	150.00
3 Super Jumbo Hockey	150.00
1 3 D Viewer	75.00
2 Color Slide 3D Dispenser	375.00
1 Digger	95.00
3 Foot Vibrator	75.00

All Prices Quoted Crated F.O.B. Phila.

WIRE—PHONE—WRITE TODAY

Send for Complete Lists From World's Largest Inventory

ARCADE—GAMES—BINGOS RIDES—MUSIC—etc.



**DAVID ROSEN**

Exclusive A M I Dist. Ea. Pa. 855 N. BROAD STREET, PHILA. 73, PA. PHONE: CENTER 2-2903

## EUROPEAN NEWS BRIEFS

### Aluminum Factor

MADRID—Aluminum is being used successfully in phonograph construction by the Petaco Company of Spain, which is building the Belgian Rennonette phonograph under license.

By making maximum use of aluminum, Petaco is able to reduce weight of the machine and make their handling easier. Petaco engineers say aluminum cuts cost and makes machines easier to service.

### Pinball Program Flying

HAMBURG—Th. Bergmann & Company of Hamburg is pressing a large pinball development program with the aim of acquiring leadership of the European Common Market in what the Continent calls the "flipper" trade.

Bergmann, already a leading Continental pinball producer, is rushing to fill the European-manufacturer games vacuum on

the Continent. The great bulk of equipment now in operation in Europe is of American manufacture, but the Bergmann firm believes there is a huge potential market for games tailored to the Continental taste.

For example, Bergmann is having unusual sales success with a payout machine—Monaco—expressly designed for the British trade and distributed in the United Kingdom by Symplaf of London.

### Am. Shuffleboard Celebrates Founding

NORTH BERGEN, N. J.—Veterans of the American Shuffleboard Company celebrated the 35th anniversary of the company's founding at a dinner at the Cliff House here.

Presiding was Mrs. Mary Cusano, president and widow of the founder, Paul Cusano. Present were Nick Melone, general

## U. S. COINS IN SHORT SUPPLY

WASHINGTON—All coins except silver dollars are now in short supply, according to the U. S. Treasury Department. Government sources said the demand for coins usually reaches a peak each year about December 15. Increased vending machine sales were listed as one of the major causes of the shortages.

manager, and Sol Lipkin, sales manager.

Also on hand were Anthony Oliveri, Nick Cuccereuse, Gene Daddis, Charles Covell, Mike Bozza, Chris Bichone and Harold Smith.

Lipkin came in from a Southern sales trip where he visited Sparks Novelty, Columbia, S. C., distributor, and LeSturgeon Sales, Charlotte, N. C., distributor.

## Arcade-Restaurant Is Popular

Continued from page 27

the road racer, ray gun, baseball, rifle range, hockey and auto test.

While the pocket billiard table is the single most popular game, the second-place attraction is the dollar bill changer which operates on an electric eye principle and cost Gronsbell \$1,000. Five more billiard tables have been ordered to meet the demand of the coeds and college men.

The Campus Arcade, Inc., is completely owned by Gronsbell and his wife. He serves as president and treasurer, and she is vice-president and secretary.

### \$100,000 Investment

Capital investment in the Campus Arcade exceeds \$100,000, exclusive of rent. Converting the unfinished cellar into an attractive recreational area cost Gronsbell about \$25,000. Restaurant equipment amounted to \$30,000 and the 50 machines—not all of them new—totaled \$50,000.

Additional expenses include a fun mirror at the bottom of the entrance stairway, \$150; an

aquarium set into wall of the entrance, \$500, and insurance, \$100 per month. Incidentals such as attorneys, leases, permits, licenses and display signs added up to hundreds of dollars.

Advertising accounted for another \$2,000: a coupon and other ads in the Syracuse University student newspaper; 13 weeks of broadcasting a hootenanny commercial radio program from the Campus Arcade; 10-second radio spot announcements during the first weekend; 30-second radio spots during the first month; 500 imprinted pens; 10,000 imprinted matchbooks; and a gala party for suppliers, employees, other neighborhood businessmen and personal friends the night before opening day, September 2, 1963—just three months after Charlie Gronsbell said "I'll take it!"

Open 10 a.m. to 1 a.m. daily, the Campus Arcade is busiest during lunch and dinner weekdays and 9 p.m. to 1 a.m. weekends. The restaurant has been doing so well, however, that hours will soon be changed to 8 a.m. to 1 a.m. so that breakfast may be served.

Foresight, sound business practices, ingenuity and a positive philosophy about the customers—college students—made it possible for Charlie Gronsbell to turn a large dreary basement into the compact, colorful, clean and profitable Campus Arcade.

## Belgium Market

Continued from page 29

recommend tax exemption for all coin-operated equipment used exclusively by members of youth clubs, clubs for the aged, and other fraternal organizations.

### Legal Sanction

From the U. S. exporter's viewpoint, the most important promise in the new draft tax bill is that it will give legal sanction to bingos, and thus take them out of their present twilight category.

The bill will tax bingos, along with phonographs, on a national basis, and by taxing them provide them with full legal action.

Bingo imports into Belgium have been restricted by uncertainty, and operators and distributors have kept purchases to the bare minimum pending clarification of the legal status of bingos. The draft tax bill will fully rehabilitate the bingo and thereby stimulate the importation of American-made equipment.

It is hoped, moreover, that the Belgian law, once enacted, will provide a model for Holland, where regulation of coin-operated equipment is similarly fragmented among local authorities.

## L. A. Activity

Continued from page 26

delinquents on contracts was very small.

Jimmy Wilkins of Paul A. Laymon, Inc., cited company increased profits due primarily to pool table sales. He said that new blood was coming into the field and the veteran operators were still buying, which add up to a good 1964.

### New Quarters

In the operating end, Walt Hemple of First National Music in San Fernando has moved into new and larger quarters, a definite indication that business is good and that he expects to do more this next year.

Merle Holmes Valley Vendors in Glendale declared that 1963 business was better than 1962. He predicted that 1964 will be a great year "there are so many people coming out here we'll have to expand to keep up."

## KEENEY'S ALL-NEW COLORAMA

the DIFFERENT 2-PLAYER FLIPPER GAME! See your Distributor

or contact J. H. KEENEY & CO., Inc. 2600 W. 50th St., Chicago 32, Ill. Phone: HEmlack 4-5500

Say You Saw It in Billboard

ACTIVE'S THE CHOICE FOR THE LOWEST PRICES and BEST EQUIPMENT ALWAYS

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware. Reconditioned Equipment for Export.

**ACTIVE** AMUSEMENT MACHINES CO.

You can ALWAYS depend on JOE ASH ALL WAYS

666 N. Broad St., Philadelphia 30, Pa. P.O. Box 9-4495  
1101 Pittston Ave., Scranton 5, Pa. Write or wire for prices

Season's Greetings

Lew Jones

LEW JONES DISTRIBUTING CO.

Exclusive Wurlitzer Distributor

1301 N. Capitol Ave. Indianapolis, Ind. Tel.: MELrose 5-1593

A MERRY CHRISTMAS and A HAPPY NEW YEAR

Ewald Fischer Bill Weikel

Fischer Sales & Manufacturing Co.

BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

There's MORE ACTION, POINTS, PLAY, PROFIT in GOTTIEB'S NEW GIGI ORDER NOW!

Completely Reconditioned GOTTIEB

1-PLAYERS

QUEEN OF DIAMONDS	\$150
HIGH DIVER	165
LIGHTNING BALL	165
UNIVERSE	165
WORLD BEAUTIES	175
CORRAL	275
TROPIC ISLE	295
SLICK CHICK—Special	295

2-PLAYERS

SEVEN SEAS	\$215
CAPT. KIDD	215
MERRY-GO-ROUND	275
LANCER	350
ALOHA	365
PREVIEW	375

4-PLAYERS

SWEET SIOUX	\$225
OKLAHOMA	365
GAUCHO	WRITE

NATIONAL COIN MACHINE EXCHANGE

1411-13 Diversey, Chicago 14, Ill. Buckingham 1-8211

# Billboard Photo Gallery OF NEWSMAKERS



**THEATER IN THE GROOVE!** Another contribution to the cast LP market in the legit theater has been cut by Columbia Records. President Goddard Lieberson is shown during recent session of the off-Broadway smash "In White America," with stars (left to right) Gloria Foster, James Greene, Claudette Nevins and Moses Gunn. The reading does include a few songs selected to point up the dramatic situation.



**AMONG 3,000 GUESTS** at the International Radio & Television Society yule party were (left to right) Capitol artist Marian Montgomery; Dick Carr, program manager for WIP, Philadelphia; Dee Finch and William B. Williams, WNEW air personalities, and Columbia's Jerry Vale. In background is John V. B. Sullivan, vice-president of WNEW, who arranged the entertainment.



**HAVERLIN RETIRES:** Carl Haverlin (right) jests with associates on the occasion of party given in his honor following the announcement of his retirement as president of BMI. Left is his long-time secretary, Jane Carroll. Center is Harold Moon, manager of BMI Canada, Ltd. Haverlin was with BMI more than 20 years.



**NEXT STOP THE ALTAR:** Twist fame Chubby Checker recently announced engagement to Catharina Lodders of Haarlem, Holland. Miss Lodders was Miss World of 1962.



**REMOTE SUPPORT:** NBC radio team Woodman and Rich (far left and right) are given ample support by the leggy Whiting Twins, Phyllis and Valerie, as they reach Penn Station, where their broadcasts emanate by remote control.



**LOVELY BUNCH AT COCOANUT:** Backstage at the Coconut Grove, Los Angeles, on the occasion of the opening there of James Darren, co-label artist Shelley Fabares (left) chats with Darren and his attractive wife (right). Both Darren and Fabares are top draws on the Colpix label.



**TRAVELIN' MAN:** Ray Charles recently received United Airlines' Million-Miler plaque from representative Clifton T. Zabka. Charles' personal appearances have taken him more than a million miles.



**IT'S THE BARRYS:** At the fountain at King Henri IV in New York, Merna and Claire, the Barry Sisters, help Maitre D' Hugo Lindh gather coins from the fountain to aid Christmas Seal Campaign. The Colpix artists are en route to Miami for holiday show at the Carrillon Hotel.

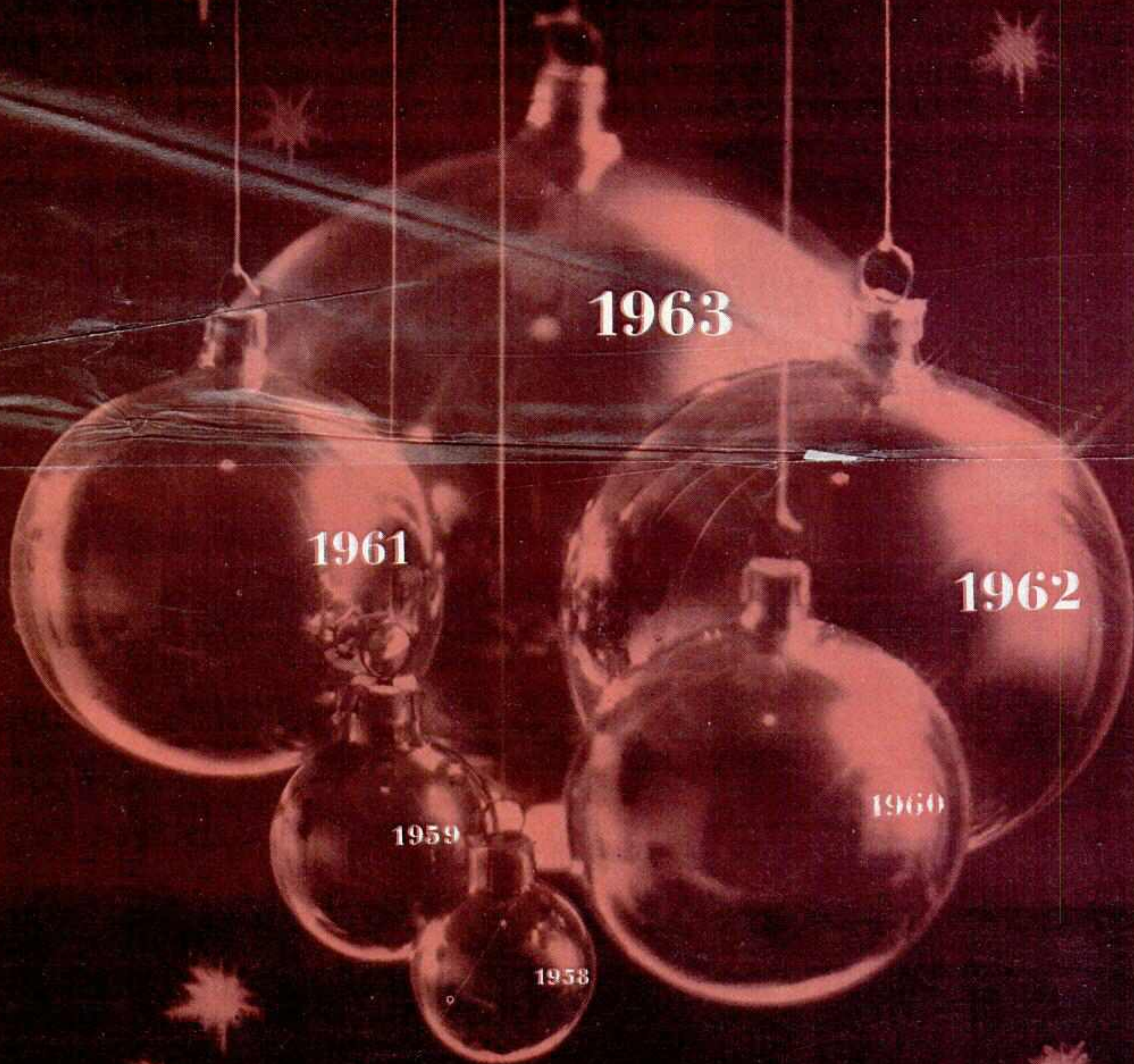


**THE ARTIST'S MUSICIAN:** Jack La Forge, backstage at Broadway show "Never Too Late," gladly gives autograph to Fran Aharon, a member of the cast. His latest album, "Unchain My Heart," prompted the actress to seek the pianist's signature.



**MAKE LP DEBUT:** The Serendipity Singers, a new folk group who created a stir at the Bitter End on the occasion of their debut, will now record for Philips Records. Album will be out in January, 1964.

**the Rock-Ola manufacturing corporation  
and its  
Rock-Ola phonograph distributors  
express their sincerest wishes  
for a merry holiday season  
and a  
happy and prosperous new year**



Thanks to the overwhelming reception of our phonograph line by our operator friends, this is truly a happy time of the year for Rock-Ola. Your enthusiastic reception, your continued praise and use of our machines have made possible the exciting growth as represented by the ornament graph on this page. We know that your continued use of Rock-Ola equipment will help to make the New Year a Happy and Prosperous one for you. This is our sincerest wish to all our music operator friends.

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

Look to  
**ROCK-OLA**  
for advanced products for profit