

# Billboard

The International Music-Record Newsweekly

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

## British Beatles Hottest Capitol Singles Ever

By ELIOT TIEGEL

HOLLYWOOD—The Beatles' Capitol single, "I Want to Hold

Your Hand," this week jumps aboard Billboard's Hot 100 chart for the first time, landing in the No. 45 spot 10 days after

the record hit the market, thus becoming the fastest-breaking disk in the labels history. (See page 38.)

According to Capitol, dealer orders passed the million mark at press time with the New York City market alone responsible for 294,000. Billboard learned that Capitol called for a Record Industry Association of America audit of sales. The label hopes to get RIAA certification in time so that Capitol President Alan Livingston will be able to present Britain's Beatles with a gold record award when they arrive here February 7.

Capitol's artist and repertoire Vice-President Voyle Gilmore told Billboard his company had shipped 640,000 copies during the first week of the disk's release. (Continued on page 8)



YOUNG ITALIAN SINGING STAR Rita Pavone (center) takes a moment's break at a recording session at RCA Victor. Her musical director and pianist, George Weiss (left), and RCA International Director Dario Soria (right), helped supervise the date.

## Victor Sneaks In Rita Pavone

NEW YORK—Under wraps of secrecy, RCA Victor brought its Italian and world-wide singing star Rita Pavone into the country for clandestine recording sessions. Miss Pavone recorded her

first album and some singles in English for release later this year when the young lady makes her official performing debut and an extensive stay in this country in either May or September. (Continued on page 8)

### LATE SINGLE SPOTLIGHTS

MEET THE BEATLES—Capitol T 2047 (M); ST 2047 (S) — The Beatles, Britain's prize group with the Liverpool sound, have created a great stir here. Their initial single is already well up the charts and this album, rushed out to cash in on the publicity splurge, should move out rapidly. For full review and cover reproduction see next week's Billboard.

## Retailer Hit by FTC Guidelines

WASHINGTON — Federal Trade Commission's new guides against deceptive price advertising will be harder on the retailer than on the manufacturer in the record and other fields. The retailer will be held responsible for any "savings" claims to consumers in advertising. Bargain prices claimed must be truly below the customary area price levels. But FTC says the national and regional manufacturer and distributor can't be expected to investigate in detail the prevailing prices in the many areas they serve.

The new pricing guides issued last week (not in any way connected with the future record industry guides now in exploratory stage at the FTC) brought sharp dissent from Cmdr. Everette MacIntyre. He says the new guide wording is vague, general, and open to numerous interpretations. He particularly scores as a "reversal of policy" the new leeway granted manufacturers and national advertisers to suggest list prices with only the "vaguest" tests of their responsibility.

The new guides go to price advertising which claims bargains for consumers on the basis of previous higher prices offered by the retailer. The guides aim to prevent use of "inflated" former prices to make current pricing seem like a bargain.

The retailer, for example, should not use manufacturer's suggested list price to compare with his own "reduced" price, unless that list price is customarily charged by the principal retailers in his area. And he had better not set up a temporarily inflated price, then drop it to the area level and advertise

it as a "special sale" price. The manufacturer and distributor, on their part, are warned to act "honestly and in good faith" in setting and advertising list prices on their product.

The guides are not statements of law or fixed rules, FTC points out. They are intended as guide for the "honest businessman" to keep his pricing practices safe from charge of deceptive practices by the Commission.

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## London Says Product Over Price

By PAUL ACKERMAN

LONDON—London Records on Wednesday (8) unveiled its January product and 1964 sales plan at a convention notable both for its glamour and its adherence to sound business principles. American and Canadian distributors, here as guests of Sir Edward Lewis, chairman of the board of the parent firm, Decca, Ltd., received the program enthusiastically and were writing their orders Wednesday night, immediately after a day of product presentation at the Decca studios.

The product entailed 31 London packages, plus 52 albums in a new "import" series, the latter being the London-Argo line. D. H. Toller-Bond, executive vice-president, in commenting on the distributor program, emphasized the need for industry stabilization and a return to sane practices. Herb Goldfarb, national sales director, struck a similar mood:

He said: "Let us merchandise product, not price, in 1964. We will give you the tools."

"Not Suicidal"  
He added: "Product will flow steadily and intelligently, and our discount structure will be acceptable but not suicidal... go back to the store you walked out of years ago... become hungry again... too many have become fat and pudgy... use your advertising... and remember, catalog selling is not a lost art."

The manner in which the (Continued on page 81)

LONDON—A high point in international relations in the record industry was achieved Thursday night (9) at a banquet tendered to London Records' U. S. and Canadian distributors by Sir Edward Lewis, chairman of the board of Decca Ltd., parent firm.

Held at the Carlton Tower Hotel, the affair was a glittering one, attended by many notables both in and out of the record business, and it climaxed four days during which the distributors had the opportunity to become familiar with Decca philosophy, and with its personnel.

Undoubtedly, the most important result of the convention was the warmth, friendliness and understanding manifest between a manufacturer and his network of distributors 3,000 miles away, truly a hands-across-the-sea rapport.

The camaraderie reached a peak with Sir Edward Lewis' speech, a model of wit and candor, and impressive in its knowledge of the U. S. record business. Sir Edward recalled the 1930's, the formation of American Decca, and later London; and he mentioned key distributors by name—Jimmy Martin, Bill Davis, Bob Hausfater, et al. He recalled problems of manufacture—"when, if you looked at an American record, it fell to pieces... you could throw ours around, but the music was not so good."

Distributor George Hartstone, (Continued on page 81)

## SEES STRIDES IN 5 YEARS FOR EQUIPMENT

LONDON—Engineering advances in the recording process and in player equipment is by no means at a peak, and the advances of the next five years will very likely result in a reduction of distortion, according to Arthur Haddie, Decca, Ltd., chief engineer.

Haddie noted that a well-made record today has less surface noise than tape. He emphasized that progress in recording processes must be paralleled by advances in equipment and that the lack of such parallel development hindered stereo in its early period—the equipment did not keep up with the advance in recording.

An important factor in future engineering progress, Haddie said, is the fact that the record industry is international, and world-wide sources of information and experimentation are now available to engineers and scientists.



From Autumn Leaves to 7,000,000 Albums  
The Story of ROGER WILLIAMS

See Page 45

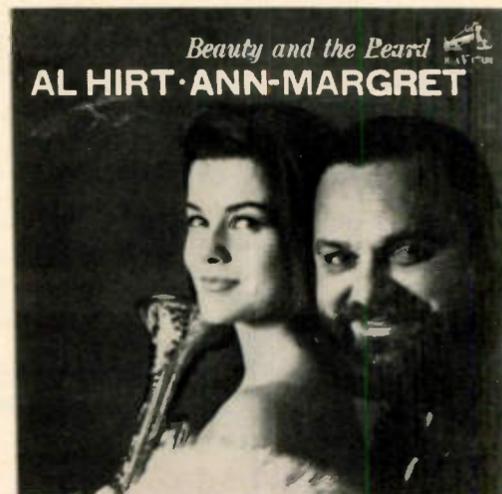


LPM/LSP-2690

## **BEAUTY and the BEARD**

(hottest sales mating of the season)

Breaking-out all over and bound to be big! Ann-Margret and Hirt singing, with Al tastefully adding his horn for extra good measure. Everyone loves the happy blending on "Bill Bailey," "Just Because," "Personality" plus many more. Put your order in now! Cash-in on this double smash album!



**RCA VICTOR**  
The most trusted name in sound



# Foreign Product at Top of Its Form

NEW YORK—Heightened interest by U. S. majors and large independent foreign records as a source of hit material for the U. S. increased the number of overseas hits to crash the vaunted top range of album and singles charts here. Big hits from abroad more than tripled in 1963, making it the biggest year ever for foreign product in this country. The hits also came from a greater and more diversified number of countries.

Unlike 1962 and previous years, when independent labels seemed to have a corner on hits from overseas, 1963 saw the majors and the larger indies, with their far-reaching world-wide affiliations, come in for the biggest share of hits from foreign sources. Capitol, Victor and Columbia (through its Epic subsid) all came in for a share of the overseas hits. Most imposing of the major independents was Mercury-Smash-Philips, which, through its overseas contacts with the vast Philips empire, came up with both singles and albums from other lands that scored in America.

In 1962 Great Britain accounted for most of the year's big hits from overseas. In 1963 such diverse, countries as Japan, Belgium, Australia and Peru joined Great Britain as hit producers.

Six of the foreign records released in the U. S. wound up in the top 10 with three of the disks scoring No. 1. The No. 1 award winners were "Sukiyaki," by Kyu Sakamoto, Capitol; "Dominique," by Singing Nun, Philips, and "Telstar," by the Tornados on London.

It looks as though the Beatles "I Wanna Hold Your Hand" on Capitol will be another No. 1 winner from overseas. Like "Telstar," this British disk is breaking at the beginning of the year. It came in at No. 45 this week on the "Hot 100" (see separate story).

The other big disks from outside the U. S. were "Tie Me Kangaroo Down, Sport," by Rolf Harris on Epic which went as high as the No. 3 slot; another No. 3 scorer was the Caravelles "You Don't Have to Be a Baby to Cry" on Smash and "Maria Elena," by Los Indios Tabajaras on RCA Victor, which went as high as No. 6.

In addition to these, Cliff Richard had one of his best years yet breaking into the American market. His current "It's All in the Game" (Epic) looks like it might be one of his best ever in the States. Frank Ifield did fairly well in 1963, never rivaling his No. 1 position in 1962 with "I Remember You," but he did have good

action with two disks "I'm Confessin'" and "Lovesick Blues."

Indicative of the change of heart American majors have had about foreign artists, EMI's U. S. rep, Capitol, now releases Ifield disks. The major had previously not used its first turn down option, and Vee Jay Records formerly scored with the artist.

Overseas songs also came in for strong recognition as prime U. S. hit material. Wayne Newton's version of the German tune "Danke Schoen," Kai Winding's "More," from the Italian film "Mondo Cane" and little Peggy March's great success "I Will Follow Him" are some of the outstanding hit compositions furnished for U. S. artists from overseas writers.

On the album front, LP's associated with practically all the singles mentioned and the songs scored on the Top LP chart. In addition a unique set on Philips "Bach's Greatest Hits," by the Swingle Singers from France has been a big winner for the label from a foreign source. Led by "Desafinado" (Verve) the bossa Nova, the Brazilian jazz-influenced samba from outside the States, was also a source of much big record product for Stan Getz, Charlie Byrd and a myriad of other U. S. stars.

## Capitol Calls Jack Wrather

HOLLYWOOD — Jack Wrather, president of the Wrather Corporation, was elected this week to the Capitol Records, Inc., board of directors. Wrather's varied interests include ownership of Muzak, the Disneyland Hotel (Anaheim, Calif.), TV film series ("Lassie," "Lone Ranger" and "Sgt. Preston") and an oil corporation in Dallas. He also is a major stockholder and on the board of Transcontinental Broadcasting Corporation, which owns radio and TV stations in various markets.

In addition to Wrather, other members of Capitol's board include Glenn Wallichs, board chairman and chief executive; CRI President Alan Livingston; Vice-Chairman Don Bonbright.

Sir Joseph Lockwood, chairman of EMI; Richard Dawes, director of BMI's international division; John Wells, New York attorney, and Jonathan Lovelace, chairman of the American Mutual Fund.

## BMI STORY HIGHLIGHTED HERE NEXT WK.

Next week, Billboard will salute Broadcast Music, Inc., in a special section on the occasion of the recent ascendancy of Judge Robert Burton to the presidency of the performing rights organization, and the retirement of its former president, Carl Haverlin.

Numerous articles will detail the growth and development of the organization from its original blueprinting by broadcasters in 1939, through the difficulties posed by World War II and the protracted strike against recording companies by the AFM and into the period of blossoming of the BMI catalog of music product in the grass roots, jazz, Latin-American, pop and serious music categories.

Key BMI figures will be pictured and a specially prepared chart listing all of BMI's top hits through the years will also be featured.



CHAPTER AND VERSE: Sister Luc-Gabrielle, Soeur Sourre (the Belgian Singing Nun), looks over the score of her next single, "Tous Les Chemains" (I Go My Merry Way), in the new hard cover edition of her compositions being produced here by General Music. The publishing company has also come up with a smaller student edition, versions for choral group, organ and guitar, individual printed copies of six of the songs, including "Dominique," and a dance orchestration of the tune done by Johnny Warrington. Production and distribution are done in this country by Hansen Publications. All editions carry English lyrics by Noel Regney as well as the original French by the good Sister. The book contains 15 songs of which 12 are in the original Philips LP which bears the same art work as the bound collections.

## Cameo-Parkway to Meet

PHILADELPHIA — Cameo-Parkway Records holds a national sales meeting and luncheon Monday (13) beginning at 1 p.m. at the Americana Hotel's Biarritz Room, New York. Private meetings will follow.

## Chet & David On Victor LP

NEW YORK—Famous NBC newscasters Chet Huntley and David Brinkley share the narration in a special 1963 news events documentary album about to be released by RCA Victor Records.

Titled "A Time to Keep: 1963," the set is said to capture "the monstrous and chaotic and exciting... mysterious and sometimes funny" events unequaled since World War II. According to Victor Vice-President and General Manager George R. Marek, the set is "more than an album... it is the recorded document of a time which touched and affected every life in this nation." Special consumer advertising and promotion plans are in the works.

## Rack Cover Gets LP Off Winging

HOLLYWOOD—Jazz records are never fast starters, but thanks to a cover designed for rack jobbers, World Pacific thinks it has a break-away LP. Product is "Les McCann Plays Soul Favorites," which President Dick Bock had designed with bold letters across the cover listing the song titles.

"Our very first order came from Boston and was for 1,000 copies," Bock said happily. "This is the first album we've ever designed especially for the racks and it appears to have hit the mark."

## SOUNDS LIKE PUFF MAGIC DRAGGIN'

NEW YORK — Almost coincidentally with the release of a report on smoking, issued by the Surgeon General's Advisory Committee, RCA Camden has rushed the release of an album aptly titled, "Music to Help You Stop Smoking." The set features the Living Strings in a mood program with liner copy which reads in part: "The songs are presented in so fascinating a way that it will relax you, make you feel good and keep your hands from... a pack of cigarettes. Reach for a melodious bud... instead of a butt."

## 3 Video C.&W. Series In Hollywood Works

HOLLYWOOD—Three television series developed around country & western music are currently in production for national release. The shows are all being filmed, utilizing top artists in the country field. Plans are to either sell the programs to a network or to place the films in syndication.

With seven out of 26 shows already filmed in its "Star Route" series, Medallion Productions, headed by John Ettlinger, hopes to place the series in a weekend evening slot. With Rod Cameron as host, the 30-minute show is a "this is your life in music of the gold record winners" in the c.&w. field. Segments already shot feature George Jones, Hank Thompson, Johnny Cash, Rex Allen, Leroy Van Dyke, Bill Monroe and Roy Clark.

Bill Bailey, who will emcee his own show, reports nine hours are already in the can. He calls his program a "sophisticated pop country" variety show done before a live audience. Each program consists of a single name guest star supported by a cast

of 14 headed by Merle Travis. Artists already filmed include Johnny Cash, Leon McAuliff, Tex Ritter, Tex Williams, Dorsey Burnett, Bobby Bare and Roy Clark. Bailey said he was hoping to have the show sold for either a late spring or summer slotting.

The third program is called "Shindig" and is being filmed by Selmur Productions, subsid of ABC-TV, with Leon Mirell in charge of the show. Mirell explains that the pilot for the proposed series is being shot in conjunction with KABC-TV, local outlet for the network. Artists skedded for this pilot variety format include Johnny Cash, Roy Clark, the Collins Kids, the Eligibles and the Golden State Quartet.

This effort on the part of indie film production companies to develop TV properties emphasizing c.&w. music, is the latest development in the broadening influence which country music is achieving.

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*Are you bold enough to grab a new idea by the handle and hang on all the way to success?*

*Your Record Department can become an action center for exciting, record-buying adventures for your customers. With*

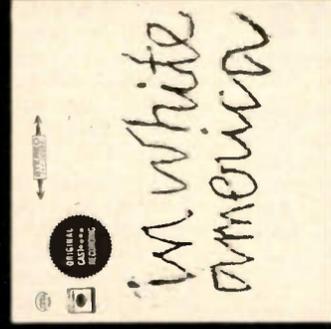
*Columbia you will have at your command planned advertising, vivid point-of-sale material, star-*

blazing albums and, most unusual of all, an intriguing idea that will capture the eye, the ear and the heart. In newspapers, on the air, in your windows and in your store, your customers will know and agree that they can **"FLY"** almost anywhere in the world of entertainment, and you hold the ticket to their enjoyment.

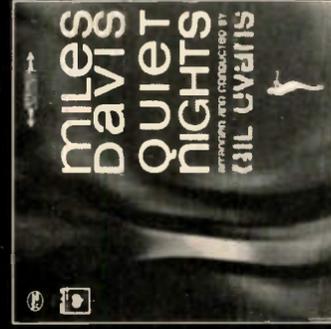
**TAKE OFF WITH THESE EXCITING NEW RELEASES**



OL 5630/OS 2032



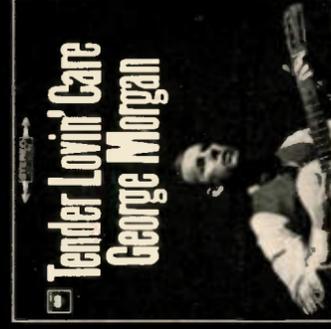
KOL 6030/KOS 2430



CL 2106/CS 8906/CQ 608\*



CL 2108/CS 8908/CQ 610\*



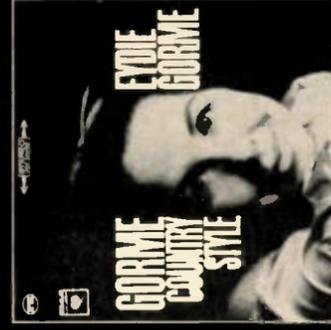
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CL 2118/CS 8918/CQ 605\*



CL 2120/CS 8920



CL 2121 /CS 8921



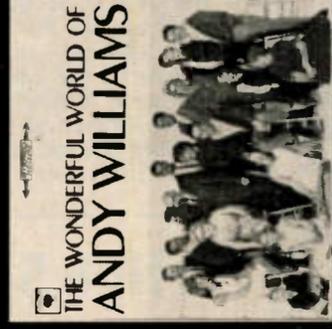
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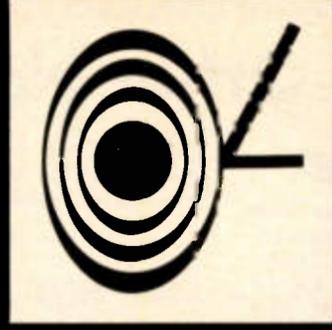
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CL 2140/CS 8940



EX 5111/ES 1811



**FLY COLUMBIA RECORDS TO GREATER PROFITS**

## ...And Other Noteworthy News

### Vee Jay Meetings

NEW YORK—Vee Jay Records held three simultaneous regional distributor sales conference Saturday (11) here and in Atlanta and Los Angeles. The firm announced 19 new albums and 56 additional titles in its oldies 45 singles series.

Vee Jay President Randel Wood conducted the West Coast meetings, with Executive Vice-President Jay Lasker helming the New York session and Vice-President Steve Clark in Atlanta to handle the conclave there.

The label announced a conservative discount program of 10 per cent, its smallest in over three years. Following the meetings the entire exec staff of the company was set to hit the road to cover all distributors and big users in the nation.

### Raine Upped to V.-P.

NEW YORK—Ken Raine, a 20-year veteran with Columbia Records, has been named vice-president, recording operations, according to President Goddard Lieberman. In his new post, Raine will be responsible for Columbia's domestic recording studios and recording engineering. Raine, who will also continue to represent the firm in all labor relations work, most recently served as general manager of the recording studios, as director of personnel and indus-

### 'West Side' LP Hits 2 Million

NEW YORK—Columbia Records' "West Side Story" movie sound-track album has passed the two million unit sales mark, according to the firm's president, Goddard Lieberman. Another one million copies have been sold outside the United States since the album's release three years ago.

Columbia also owns the original-cast version of the Leonard Bernstein-Stephen Sondheim score. The latter has sold over one million and joins a small group of other Columbia cast sets, including "My Fair Lady," "South Pacific," "The Sound of Music" and "Camelot," all of which have sold over the million mark.

## LATE SINGLE SPOTLIGHTS

### SOEUR SOURIRE (THE SINGING NUN)

TOUS LES CHEMINS (General, ASCAP) (2:38) — "Dominique" has been a smash for a long time, and this follow-up by Souer Sourire has already generated heavy play out of her album on radio stations. It's bright and most appealing and is much in the groove of the original hit. Flip is "Frere Tout L'Monde" (MRC, BMI) (2:15). **Philips 40165**

### THE FOUR SEASONS

DAWN (GO AWAY)—Starday-Gavidima, ASCAP) (2:11) — The boys have been absent from the scene for a spell but they're back big here with their first on Philips. It's a good message song with plenty of the familiar Four Season vocal touches and a good, strutting beat as well. Should move out fast. Flip is "No Surfin' Today" (Saturday-Gavidima, ASCAP) (2:25). **Philips 40166**

### DEE DEE SHARP

WHERE DID I GO WRONG (Kalmann, ASCAP) (2:10) — The swinging little gal is back with another solid, rockin' side. Ditty has a strong teen message, a big sound and a catchy arrangement. Well done all the way and it can make it. Flip is "Willyam Willyam" (Wyncote, ASCAP) (2:10). **Cameo 296**

trial relations and as general manager of the April and Blackwood music publishing firms.

### Loeb Buys Allied

MONTREAL—Allied Record Corporation with distributorships in Montreal and Toronto has been acquired by Canada's largest wholesale distributor of food products, M. Loeb, Inc.

In a move to begin immediate expansion, Don Kerr has moved from the Loeb Ottawa office to take over the responsibilities of vice-president, administration at Allied, while Bill Fisher, formerly sales manager, has been upped to vice-president, sales.

### Columbia Cuts

NEW YORK — Columbia Records has announced permanent price reductions on a series of albums featuring the late Bruno Walter conducting the Columbia. Originally released in 1959, album carries a new low list of \$25 mono and \$30 stereo.

The new price is offered in conjunction with a major promotion now under way on a January release of nine Walter recordings, the last he ever made for Columbia. In another price cut move, the label has reduced the price of Walters' recording, "The Orchestral Music of Johannes Brahms (a four-LP set) to \$15 mono and \$18 stereo.

### 'High Spirits' Score Is Out

NEW YORK — Publisher Howie Richmond announced release last week of the score for the new Hugh Martin-Timothy Gray show, "High Spirits," close to three months in advance of the new musical's expected Broadway bow. The vehicle will star Tammy Grimes, Beatrice Lillie and Edward Woodward. Original cast album rights have been acquired by ABC-Paramount Records.

Richmond has enjoyed considerable success in the past year with the material from the scores of the two British-based hits, "Oliver!" and "Stop the World," for which he owns the Stateside publishing rights. Professional copies and demo disks have gone out to diskeries, singers, TV producers and other potential users.

### Trini in Paris

NEW YORK—Trini Lopez, Reprise Record artist, opens January 15 at the Olympia Theater in Paris for a three-week engagement. Lopez, who recently returned from an 18-day tour of England, Holland and Belgium, will appear with the Beatles.

The singer's visit to Paris follows on the heels of his being awarded the Grand Prix du Disque for 1963, the Gallic record industry's top award.

### New Oldie Package

NEW YORK — Mr. Maestro Records, producers of "20 Original Golden Oldies"—LP Vol. I through IV—is utilizing a different merchandising approach for the package. The label merchandises 20, rather than the normally accepted 12 masters per LP. This, according to David Rolnick, the label's national sales manager, combined with national radio, TV and magazine advertising is responsible for Maestro's emergence as a factor in the field.

### Epic Names Vic Linn

NEW YORK — Victor Linn has been named manager, merchandising and administration, at Epic Records, according to Epic General Manager Len Levy. Linn will be responsible to Levy for recommending and carrying out merchandising programs which will help in the marketing of the label's product under its recently announced "era of profit" year-round pricing policy. He'll also handle sales administration and statistics function.

### J.-G. Takes Channel Disk

PHILADELPHIA — Jaime-Guyden Records has taken over the distribution of the Bruce Channel waxing of "Going Back to Louisiana" on the Le Cam label.

### Congressman Hits Center

WASHINGTON — Rep. Steven Derounian (R., N. Y.) has joined a nucleus of Congressmen who feel the government should not rush through legislation to make the National Cultural Center a memorial to the late President. The Center would be renamed, and would receive \$15.5 million in federally matched funds, with a bond-backed loan of almost as much for a parking lot, in the proposed bill.

Derounian says the Cultural Center has been a "faltering" project so far, and he doubts if the District of Columbia will be able to continue to support such a center. "What kind of memorial will a financial failure make?" Derounian wants to know.

The New York Congressman listed half a dozen sites, including the former International Airport at Idlewild, which have been renamed in honor of the slain President Kennedy. He said there should be a pause for further study by a qualified commission to decide on a proper memorial in the nation's capital for the former President.

## Fund Cutback Hurts Minny Park Concerts

MINNEAPOLIS — With the cutback in payments from the music performance fund of the recording industry to musicians locals, the popular free summer park concerts, here, are in trouble, Robert Biglow, president of Minneapolis Musicians Association Local 73, said last week.

He said the local union has petitioned about \$20,000 a year from the Music Performance Fund, and through this makes available musicians for benefit performances in hospitals, schools, other institutions and for the park concerts.

With an expected reduction in the budget of the Minneapolis Park Board, this year besides, Biglow said his group was seeking another sponsor to make possible the continuation of the concert series.

Biglow also said: "The music industry is sick—and will continue to be sick until something is done about misuse of musicians' recordings."

"Musicians who record are paid nothing for the re-use of their recordings, being paid only for the original performance, and that is a small fee.

"Unfortunately, we are making little headway to pass national legislation giving copyright protection to these musicians," Biglow said. The problem in Congress is that half its members have interests in either broadcasting or the juke box industry and are not interested in changing the present arrangements."

### Philips Signs Four Seasons

CHICAGO — The Four Seasons have been signed by Philips Records. The group has enjoyed a half dozen singles smashes in the past 16 months, three of which were No. 1 entries. All these, as well as five albums, appeared on the Vee Jay label.

Under the terms of the new deal, Philips will release recordings by the group throughout the world through its overseas affiliates. Initial single, "Dawn," is due out at once. Disks by the group will continue to be produced by Bob Crewe.

The original Vee Jay deal involved an agreement between Crewe's production firm and the label, with the masters leased to Vee Jay. Crewe's firm spokesmen said they terminated this arrangement last year because of what they called "breaches" in the agreement. Since that time, the group has been without a disk pact.

Among their principal hits were "Sherry," "Big Girls Don't Cry," "Walk Like a Man," "Ain't That a Shame," "Candy Girl" and "New Mexican Rose."

PHILADELPHIA — Terry Tunes Production for the sale of dubs and masters was set up here by Phil Terry with the backing of local record promotion experts. Company will manage and record the artists, but gave actual sale and distribution of records to others. Terry reported that for a starter, the company has already sold masters to the Cameo, Argo and Imperial labels.



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**A RECORD**



**100 WORLD'S GREAT MELODIES ON THIS ONE AMAZING RECORD!**

YOU ACTUALLY HEAR **100** WORLD'S GREAT MELODIES

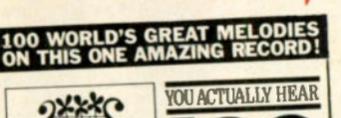
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**100 MELODIES**



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**ON ONE LP!**



**100 WORLD'S GREAT MELODIES ON THIS ONE AMAZING RECORD!**

YOU ACTUALLY HEAR **100** WORLD'S GREAT MELODIES

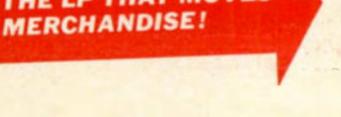
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**THE LP THAT MOVES MERCHANDISE!**



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FEATURING  
INTERNATIONALLY FAMOUS  
ARTISTS AND ORCHESTRAS

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Super-Salesman  
for 1964!*

**PRE-TESTED FOR TWO MONTHS IN  
LOS ANGELES, BALTIMORE AND WASHINGTON, D. C.**

This fascinating musical check-list included as part of every NP-3 LP. (A sales-builder!)

CHECK YOUR FAVORITE MELODIES HERE	
1	2
3	4
5	6
7	8
9	10
11	12
13	14
15	16
17	18
19	20
21	22
23	24
25	26
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79	80
81	82
83	84
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87	88
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93	94
95	96
97	98
99	100

We promised you exciting promotion on Capitol's new Promenade Series this year... and here's one of the brand new devices we've developed to help you move this "Middle Music" to the masses!

We pre-tested this unique LP in three major markets to be sure it would work before we released it nationally. Not only was the test a success, but the continued demand indicates that NP-3 will be one of the most-powerful traffic builders and album sales generators of 1964.

Customers are telling all their friends and are coming back for more copies of NP-3. More important, they are coming in with lists of Promenade albums they wish to buy as a result of hearing the excerpts on the NP-3 disc.

This special record, plus the 500-Melody booklet, counter display, window streamers, ad mats and Promenade browser divider cards are all creating action—action for dealers everywhere who are jumping in to this great promotion for records that fill the big gap between POP & CLASSICAL.

**DEALER PRICE**

**62¢ PER LP!**

IN FACTORY-PACKS OF 20 LPs

**COUNTER DISPLAY PROVIDES BULLSEYE SPACE FOR WHATEVER RETAIL PRICE YOU WISH TO FEATURE!**

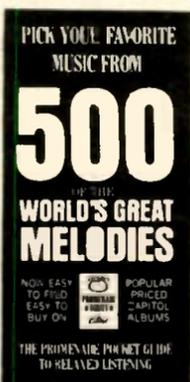
**PUSH THE LINE THAT'S  
MOVING 'MIDDLE MUSIC' TO MILLIONS!**

PUT THIS HOT COUNTER PACK TO WORK FOR YOU NOW!

Ask your CRDC Sales Rep for Full Details!



DEALER AD MATS AVAILABLE TOO!



Dealers tell us this Promenade 500 Medley booklet is the most effective clerk and customer sales tool they've had in years. DO YOU HAVE PLENTY? If not, ask your Capitol sales rep. for a supply.

**NOW AVAILABLE NATIONALLY FROM EVERY CAPITOL BRANCH**



FIRST COPY OF COLPIX's "Four Days That Shocked the World" album is displayed by group comprising (left to right) Don Kirshner, executive vice-president of the music and record division of Columbia Pictures-Screen Gems TV; Ike Pappas WNEW newscaster who is featured on the album; Mims Thomason, president of United Press International; Reid Collins, WNEW news commentator who narrated the LP, and Herbert Sussan, producer of the album.

## Weiss Tells of Pirate Doing in the Far East

NEW YORK — Pirating and bootlegging in the record industry and publishing fields in the Far East was the subject matter of a talk given to the International Record Men's Club here Tuesday (7) by Bob Weiss, former director of foreign distribution for Warner Bros. Records. Weiss, who now heads up his own International Holding Company consultation and rep firm, spoke on the pitfalls and potential of the Far East market.

Weiss is optimistic for disk sales and publishing enterprises in Asia, but feels that U. S. and European firms are being cheated of vast amounts of money through what he termed "legal and illegal" pirating.

In Japan for instance, he said that the "legal pirating" of song material was keeping much revenue from the hands of Western composers and publishers. Record companies, for instance, al-

ways issue the lyrics of songs with the disks themselves and the publishers receive nothing. In addition there are elegantly and not so elegantly bound songbooks issued in Japan in which U. S. and European songs play a major part, but no copyright payments are made, mostly because the Japanese copyright law has no teeth in it for such infringements. He did commend JASRAC and other recently formed Japanese publisher and composer agencies for pushing for a change in the legislation. But he said that such changes were at least two years away.

He also said that background music tapes, in which the manufacturer of the tape supplies tape-recorded music on a changing supply basis is also a growing problem. These tape makers pay nothing in royalties to the music they have taped off recordings, but the tapes themselves are played in cafes, restaurants, etc., all over Japan.

Hong Kong, Weiss said, is a massive transshipping center for bootleg records for all parts of Southeast Asia. Weiss says that the disks, made in Taiwan (Formosa) are shipped to Hong Kong where they are redistributed to Malaysia, Singapore, the Philippines and many other Southeast Asia points.

Since Hong Kong is a British Crown Colony, however, authorities and two EMI men, Ted Inslay and Keith Bruce, have

## 'The 4 Days' On Colpix LP

NEW YORK—The monumentally outstanding reportorial job performed by the nation's broadcasting stations is further documented in Colpix Records' LP documentary on the assassination of President Kennedy and its aftermath, "Four Days that Shocked the World."

The comprehensive chronology begins with the late President's breakfast speech at Forth Worth and ends with Taps at Arlington. Featured are excitingly gripping on-the-scene accounts of the swiftly evolving events of those four days provided by United Press International Audio News, Merriman Smith, UPI White House reporter; William Hampton, Ron Jenkins, Karl King, Sam Pace and Dick Moore of KBOX-Radio's news department in Dallas; Joseph Long, news director of KLIF, Dallas; Walter Evans, Mel Couch and Pierce Allen, WFAA, Dallas; Nelson Kirkwood, news director, WIL, St. Louis; William Whelan, news director WNAC, Boston; Lee Hanna, Ike Pappas and Reid Collins of WNEW, New York. Collins wrote and delivered the narration on the documentary LP.

been successful in cutting down on the sale of pirated disks in Hong Kong itself. However, the city still operates as an imposing shipping center.

## MUSIC AS WRITTEN

### SAN FRANCISCO

Gerry Hoff has been named promotion manager for the Liberty Record label, distributed in Northern California by C and C Distributors. He succeeds Lawrence Schwartz. Hoff formerly was in a similar position with Decca for the past year, and before that was in retailing in the Fresno, Calif., area. Succeeding Hoff at Decca is Don Sullivan, who formerly was a salesman in the Peninsula area. Sullivan is now combining the two functions. . . . King Records has joined about half a dozen of its distributor colleagues by moving from downtown San Francisco to Apparel City. New offices and display rooms have been opened on Dorman Street in what might as well be called Record City. Bob Earl is branch manager of the firm handling

King, Federal and Bethlehem labels.

Phillips plans to cut at least one LP of Woody Herman's band at Off Broadway, where the Herd begins a two-week stand February 14. . . . Fred Waring's new production, "The Magic of Music," is set for the Opera House February 8. . . . Clarinet- (Continued on page 73)

## New Counsel To Meet With NARM Board

NEW YORK — Albert A. Carretta, recently retained as special counsel by the National Association of Record Merchandisers, will hold his first meeting with the association's board of directors Monday and Tuesday (13 and 14) at the Summit Hotel here.

Carretta, a specialist in matters relating to the Federal Trade Commission, will confer with members of NARM's board in connection with the Commission's forthcoming record industry trade practice conference. Though no date has been set for the conference, it's expected to be convened sometime during February.

The special two-day meeting here will deal with proposals to be advanced by NARM at the FTC conference. Already on the FTC record is a detailed series of proposals advanced by another industry trade group, the American Record Merchants and Distributors Association (ARMADA) through its special counsel, Earl Kintner. Other trade groups and record manufacturers are also known to be preparing bills of particulars on what they believe should be the guidelines of industry practice on pricing and distribution among other facets of the business.

## British Beatles Hottest Capitol Singles Ever

• Continued from page 1

lease. This surpasses the label's all-time fast-breaking singles, Tennessee Ernie Ford's "Sixteen Tons," and the Kingston Trio's "Tom Dooley."

To keep pace with the demand, Capitol has had its plants in Scranton, Pa., and Los Angeles on 24-hour production schedules, and found it necessary to farm out 200,000 Beatle pressings to RCA Victor.

At weeks end, Capitol's Livingston ordered the immediate release of its "Meet the Beatles" album, which had been scheduled for issue January 20. This stepped up pace, Livingston said, resulted from "pressure too great for us to hold back any longer."

England's hit act is scheduled for three appearances on the Ed Sullivan show immediately after its arrival here, the first to be telecast February 9, the second on February 16, and the final one to be pre-taped in Miami for a March show. The group appeared on the Jack Paar show on a film clip several weeks ago.

### Rita Pavone

• Continued from page 1

tember. She was assisted at the recording date by Dario Soria, international director for RCA Victor.

The recordings will include special English material for the young lady and a drive will be mounted to help push Rita Pavone's recordings in this country. She has steadily widened her sphere of influence on the Continent, where she has sold something like three million single records and albums in a little more than a year in her native Italy. In addition she currently she established a breakthrough singing in German in Germany with the title "Wenn Ich Ein Junge Waer" (I Wish I Were a Boy). Plans have been also implemented to push the lass into the Benelux countries and Scandinavia.

She returns to Italy this week for dates all over the European continent and will star in a musical film which she will start filming when she returns.

## Court Restrains JFK Disk Sales

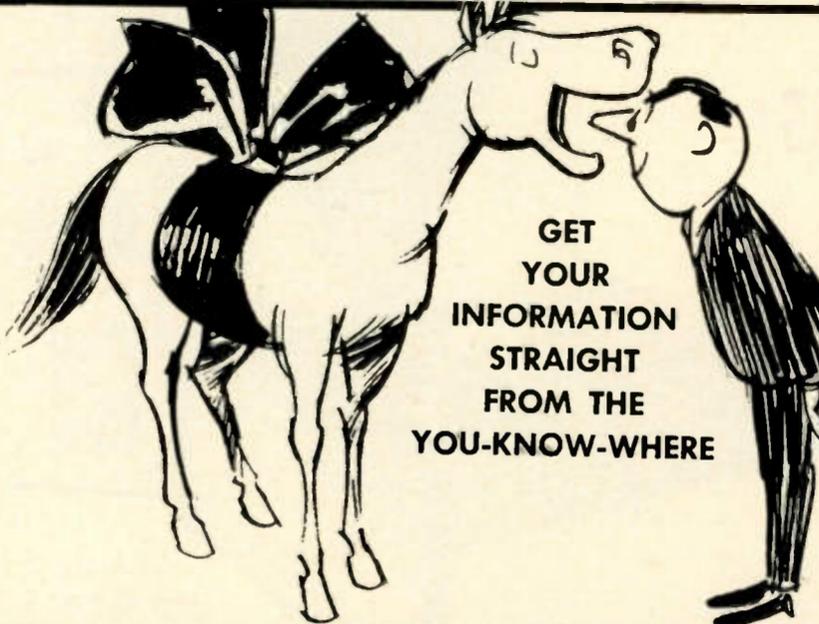
HOLLYWOOD — Premier Albums, Inc., has won a preliminary injunction against three California record companies enjoining them from producing and selling a record album containing speech highlights of President J. F. Kennedy.

The injunction was affected by Judge Macklin Fleming of California Superior Court against Crown Records, Inc.; Cadet Records, Inc., and United Superior Pressing, and blocks them from using any of the graphic techniques employed by Premier, including the particular portrait of President Kennedy, type styles or phraseology.

The preliminary injunction also states that these three companies may not indemnify or "save harmless" any retailer, jobber or distributor attempting to sell the records which prompted the Premier complaint, or variations of them which have been enjoined.

Premier had obtained a temporary restraining order against these firms on December 19. The preliminary injunction now in effect shall remain so until a suit brought by Premier against the companies is concluded. No date for the trial has been set.

**NUMBER ONE SINGER IN HOLLAND!**  
**ANNEKE GRONLOH**  
Soon debuting in the U. S. A.  
ON  
**LONDON RECORDS**



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FOR EDDY**

**ARNOLD**

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**GREAT NEW SINGLE!**

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**"MOLLY"**

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**c/w "THE SONG OF THE COO COO"**

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(RCA) The most trusted name in sound (V)

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Hear her sing and you sense greatness immediately. She sells every song with a beguiling freedom. Her voice is truly moving. Her records will be, too. Do business with her from the beginning. Order Ennis today.



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# JOHNNY MATHIS

*Tender is the Night*



**When it comes to pulling heart strings and purse strings, count on Johnny!**

*His new collection of standards...*



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Management: Noga Enterprises. Agency: G.A.C.

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|-----------------------|-----------------------|
| TENDER IS THE NIGHT   | A DREAM IS A WISH     |
| LAURA                 | YOUR HEART MAKES      |
| NO STRINGS            | A SHIP WITHOUT A SAIL |
| I CAN'T GIVE YOU      | FORGET ME NOT         |
| ANYTHING BUT          | WHERE IS LOVE         |
| LOVE, BABY            | SOMEWHERE             |
| APRIL LOVE            | TOMORROW SONG         |
| CALL ME IRRESPONSIBLE |                       |

# THE HOTTEST LABEL

**FORGET HIM**  
**BOBBY RYDELL**

C-280



**HOOKA TOOKA**  
**CHUBBY**  
**CHECKER**

P-890



**SOMEWHERE**  
**THE TYMES**

P-891



THE BIG ONES ARE ON CAMEO/PARKWAY

# ON THE **HOT 100!**



**YOU'LL NEVER WALK ALONE**

**PATTI LABELLE  
& her BLUE BELLES**

P-896



**WHERE DID I GO WRONG**

B/W

**WILLYAM WILLYAM  
DEE DEE SHARP**

C-296



**SHIMMY SHIMMY**

B/W

**EVERYTHING NICE  
THE ORLONS**

C-295

**THE BIG ONES ARE ON CAMEO/PARKWAY**

**TALENT**

**Comedy & Jazz Mark Big CORE Benefit Performance**

SAN FRANCISCO — A resounding success was registered at the CORE-SNCC "Freedom Mississippi 1964" concert at San Francisco's Masonic Temple Auditorium January 5. More than 2,800 supporters paid up to \$3.50 each to see humorist Dick Gregory, Art Farmer's jazz quartet, the Folksters and the city's own popular satirists, the Committee.

It began with a superb duet on "Romaine" by fluegelhorn player Art Farmer and guitarist Jim Hall. The Committee, a collection of highly original young comics who improvise and perform somewhat in the Lennie Bruce idiom, scored with skits touching on such matters as integration and capital punishment. A short set by the Folksters, on loan from the hungry i, was well received. The four

singers were at their best in a humorous piece called "Big Bad Bruce."

Gregory, clearly the headliner of the afternoon program, went on and off to standing ovations. The humorist's regular presentation, consisting largely of his now-familiar race-oriented jokes and anecdotes, held few surprises. The question-and-answer period that followed, however, brought out Gregory's serious side, which he seldom reveals from the stage.

Former motion picture star Sterling Hayden performed the emcee duties with admirable grace. The program was followed by a reception-dinner at the Committee's own club, with further entertainment by the Vince Guaraldi Trio.

**DICK HADLOCK**

**IN HOLLYWOOD**

**Dick Gregory—Folk Tale Spinner**

If folk songs tell the story of man's trials and tribulations in rhythm and rhyme, then Dick Gregory's monologs are spoken-word folk tales. This is the folksy combination on display at Shelly Davis' Crescendo, with Joe and Eddie providing the foot-tapping songs and comic Gregory offering satirical tales of race relations and mother-in-law problems all tied together by a puff of his cigarette and a sip of booze.

The last time Gregory was booked into the Sunset Strip nitery, he was in a Chicago jail for civil rights demonstrating. On this trip, there are no ex-

tenuating circumstances, so Gregory concentrates on offering a relaxed, rather well-rounded turn which is not built 100 per cent around a racial theme, although that is still his forte.

His opening night (3) audience  
(Continued on page 30)

**Milva to Make U. S. Concert Debut**

NEW YORK — A leading Italian songstress, Milva, will make her American singing debut at a concert in Carnegie Hall January 18. The following night she will sing at the Academy of Music in Brooklyn and then concertize in Canada for two weeks. The singer crashed onto the Italian music scene in 1961 where she scored at the San Remo Song Festival. She records for Cetra Records in Italy and has had some 150 singles and 15 albums produced for the market.

**MORE HITS IN '64 ON**



- THE DAVE CLARK FIVE**  
"GLAD ALL OVER"  
5-9656
- BUDDY GRECO**  
"CIUMACHELLA"  
(TENDER FLOWER)  
5-9657
- OBREY WILSON**  
"A LITTLE BIT OF HEARTACHE"  
5-9652
- JERRY TEIFER**  
"POCO A POCO"  
5-9651

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**MOUNTED ENLARGEMENTS**

Size:  
20"x30" ..... \$4.85  
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**HOAGY LANDS**

**"BABY COME ON HOME"**

Atlantic 2217

**ATLANTIC RECORDS**

1841 B'way, New York, N. Y.

**POLYMAX**

**PRESSINGS ADD A NEW SOUND DIMENSION**

You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.

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1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

**TV GUEST APPEARANCES BY RECORD TALENT**

JANUARY 13-19  
(All Times Eastern Standard)

- MONDAY 13—AL HIRT**  
Victor's virtuoso trumpet man Hirt will perform on Johnny Carson's Tonight Show (NBC-TV, 11:15-1 a.m.).
- TUESDAY 14—JACK JONES, LIZA MINNELLI, JUDITH RASKIN, WILLIAM WALKER, SUSAN STARR, IAN & SYLVIA**  
All will be featured in performance segments of the Bell Telephone Hour (NBC-TV, 10-11 p.m.).
- TUESDAY 14—PETER, PAUL & MARY**  
The folk trio join the Benny clan on the "Jack Benny Program" (CBS-TV, 9:30-10 p.m.).
- TUESDAY 14—BILL COSBY, FLORENCE HENDERSON**  
The comic and Broadway star will be guests of Garry Moore (CBS-TV, 10-11 p.m.).
- TUESDAY 14—JONAH JONES**  
Jazz buffs will be given the opportunity to catch Jones on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- TUESDAY 14—ROBERTA SHERWOOD, GORDON & SHEILA McRAE**  
All three will be seen on the Westinghouse tape-syndicated Steve Allen Show.
- THURSDAY 16—JANE MORGAN, JOHNNY TILLOTSON, GEORGE KIRBY**  
Each will contribute his talents to the Jimmy Dean Show (ABC-TV, 9-10 p.m.).
- THURSDAY 16—LIONEL HAMPTON, VIC DANA**  
The vibist and singer will participate in the activities on the Steve Allen Show.
- FRIDAY 17—ROGER WILLIAMS, VIKKI CARR**  
Both will appear on the Steve Allen Show.
- SATURDAY 18—NEW CHRISTY MINSTRELS, NINA SIMONE, FOUR PREPS, GEEZINSLAW BROS., BEVERLY WRIGHT, STILLER & MEARA**  
Tonight's Hootenanny (ABC-TV, 7:30-8:30 p.m.) presents long line-up of artists.
- SUNDAY 19—BOSTON'S MEMORIAL TO JOHN F. KENNEDY**  
Solemn Pontifical Requiem Hgh Mass in memory of President Kennedy will emanate from Boston's Holy Cross Cathedral (NBC-TV, 10-12 noon) during which Boston Symphony Orchestra under Erich Leinsdorf will perform Mozart Requiem.
- SUNDAY 19—NBC OPERA COMPANY**  
Donizetti's "Lucia di Lammermoor" will be performed in English, starring Linda Newman, Michael Trimbel, Richard Torrigi and others (NBC-TV, 2-4 p.m.). Alfred Wallenstein conducts.

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

**ARTISTS' BIOGRAPHIES**

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



**THE GIRLFRIENDS**  
(Colpix)

**NAMES:** Gloria Goodson, Nannette Jackson, Carolyn Willis. **BIRTHDAYS:** Gloria, September 28; Nannette, July 23; Carolyn, December 28. **HOME TOWN:** Los Angeles. **BACKGROUND:** Nannette and Gloria entered the music business just after they were graduated from high school through what might be considered the back door of the business. They sang background vocals for many of

the top stars in the industry, recording on the West Coast. As their services became more and more in demand, they decided to go it alone, but felt they could use a third voice. Carolyn was suggested to the girls by her brother. Pleased with their new group, they tapped the talents of David Gates, a songwriter, who supplied them with some original material. They cut several demos and submitted them to Don Kirshner, who immediately signed them up to Colpix Records. Their first single release on Colpix has turned into an important one.

**LATEST SINGLE:** "My One and Only Jimmy Boy" has put the girls right up where they have longed to be—on the Billboard Hot 100.

**TALENT ON TOUR**

(Top record talent in top record towns this week)

- EAST**  
Current headliners at the Empire Room of the Waldorf-Astoria are Nancy Wilson and Oscar Brown Jr. . . . Peter, Paul and Mary make one-night appearances this week in Rochester, N. Y. (15) and Pittsburgh (18). . . . Ray Milan and the Quarternotes co-star with Tyree Glenn Jr. at Trude Heller's . . . Paul Lavelle will make appearances this week in Abington, Pa. (13), Springfield, Pa. (14), Fitchburg, Mass. (15), Chicopee, Mass. (16), Concord, N. H. (17), and Troy, N. Y. (18).
- MIDWEST**  
On Tuesday (14) Martha Schlamme opens at the McCormick Place Theater in Chicago in her presentation entitled "A Kurt Weill Cabaret," for two weeks. . . . The Cy Coleman Trio is at the London House in Chicago for two more weeks. . . . Vaughn Monroe headlines at Sutmillers, in Dayton, Ohio, this week.
- SOUTH**  
Earl Wrightson and Lois Hunt open for two weeks on Thursday (16) at the Shamrock Hotel in Houston.

# The Aberbach Group

Consistent Hit Makers Since 1945

## 240 BMI AWARDS

### ELVIS PRESLEY MUSIC, INC.

Pop Awards	Country & Western Awards	Rhythm & Blues Awards
All Shook Up • A Big Hunk of Love • Don't • Don't Be Cruel • Hit Latest Flame • Hound Dog • I Beg of You • I Feel So Bad • I Want You, I Need You, I Love You • Jailhouse Rock • Little Sister • Love Me Tender • One Night • Return to Sender • She's Not You • Surrender • Too Much • Wear My Ring Around Your Neck	All Shook Up • Don't • Don't Be Cruel • Hound Dog • I Want You, I Need You, I Love You • Jailhouse Rock • Love Me Tender • Too Much • Wear My Ring Around Your Neck	All Shook Up • Don't Be Cruel • I Want You, I Need You, I Love You • Love Me Tender • Too Much

### ERNEST TUBB MUSIC, INC.

Hey, Mr. Bluebird • I'll Be There (If You Ever Want Me) • Why I'm Walkin' • Don't Just Stand There • Forever Is Ending Today • Let's Say Goodbye Like We Said Hello • Seamen Blues • Throw Your Love My Way

### JOHNNY CASH MUSIC, INC.

All Over Again • Don't Take Your Guns to Town • I Got Stripes • What Do I Care

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Blue Suede Shoes

## WIND FROM WEST

## Vibrates on All 12 Strings

By ELIOT TIEGEL

HOLLYWOOD — The West Coast, which spawned the Dave Brubeck - Gerry Mulligan - Chet Baker modern jazz movement plus surfing and hot-rod trends, is developing its latest fixation—12-string guitar music.

The initial bursts have come from the indie companies such as World Pacific and Crescendo, which have the LP's "Twelve String Guitar" by the Folk Swingers and "12 String Guitar" by Billy Strange respectively.

Many tradesters believe the Roof Top Singers' single of "Walk Right In" last summer helped launch the 12-string movement on the coattails of the folk movement. The twang of Erik Darling's 12-stringer on that disk started the whole new sound in pop recording. Darling developed his interest in this seldom used instrument through its use in early folk blues recordings, especially those made by Huddie Leadbetter (Leadbelly).

This full-bodied, mellow sound is currently holding the interest of other Coast-based diskeries who told Billboard last week they are preparing product to jump on the 12-string bandwagon.

Warner Bros. marketing director Joel Friedman said WB is releasing its first 12-string LP this week titled "The Swingin' Harpsichord With 12-String Guitar" by the Sidewalk Swingers.

Dot's Randy Wood said he is cutting a 12-string LP with George Cates for a late January release. Wood also mentioned a single being culled from this LP.

Doug Lyon, of Horizon, which specializes in folk music, related that his company has just released three 12-string LP's featuring 12 different musicians headed by the one man who is emerging as the most sought after exponent of the instrument, Billy Strange. Two of the LP's are titled "The Twelve String Story" Vols. I and II; the third LP is "The Funny Twelve-String Guitar," which features jazz and country musicians showing the scope of the instrument in their idioms.

Liberty's a.&r. administrator Don Blocker informed that he is in the planning stages for his first 12-string LP.

At World Pacific, owner Dick Bock, with two LP's already out, spoke of his third release,

## SURF WASHES ITALIAN COAST

ROME — The long Italian reign of hully gully and bossa nova has been ended by the surf which has taken over with the success of one TV show in which Rita Pavone presented "The Hammer Dance," Italian version of "If I Had a Hammer," which she has recorded for RCA. Meanwhile CGD International has brought out Reprise's original by Trini Lopez, which appears to be the top selling disk throughout Europe at the moment. Voce del Padrone has topped them all with three disks from Liberty and Capitol, Jan and Dean's "Surf City," The Beach Boys' "Surfin' USA" and Dick Dale's "Secret Surfin' Spot." Decca has a version of "If I Had a Hammer" by Rob Denis, a Dutch singer. Most of the other labels are preparing disks and most will be swimming in surf before the New Year is a month old.

"Twelve-String Dobro" set for a February release. The LP will debut Robert Taylor playing the instrument which is a cross between a Hawaiian guitar and an electric guitar.

Bock, whose emphasis has been in the jazz field, cites the growing interest in 12-string music to the instrument's "filling a void in the folk field." Bock notes that folk is a vocal music and that audiences nowadays are responding to "a good guitar picker," meaning that 12-string players are starting to compete for the folk fan's attention.

Gene Norman, Crescendo's chief has two LP's set with the 12-string sound. A January release features Billy Strange, is called "Mr. Guitar" and offers an amplified 12-string guitar. An April release will present all-

time country and western hits by the same Mr. Strange. "The 12-string sound is big and robust," Norman says, and he's been told by some of his distributors that retail stores have been using 12-string LP's as demo albums in their phonograph departments.

Capitol reports it has one 12-string LP in the can, cut several months ago by Glen Campbell, but doesn't feel there is any reason to release it at this time. Voyle Gilmore, label's a.&r. veep, notes that the Kingston Trio has been using the 12-string guitar for the last three years, with the instrument prominently featured on their "Sunny Side" LP. Gilmore says the instrument has a wonderful gutty, big sound, which enhances recordings.

## AUSTRALIANS

## Widen Sphere of Influence

SYDNEY — An increasing number of Australian artists and songwriters are obtaining releases of their work overseas. The year 1963 has witnessed a big increase in the number of local artists high on our charts and many of their hits were successfully received by foreign countries.

Most successful to date has

## Beatles Cover Aussie Xmas

SYDNEY—The increased excitement in the music business in Australia at Christmas was not for the traditional Christmas songs, but a Beatles-mania.

In the week before Christmas, EMI devoted the maximum production effort, but had no hopes of keeping up with the sales demand for Beatles records. Their newest hit released on December 11 went straight into every chart in Australia and the following week made the No. 1 slot. Radio stations ran "B" for Beatles Days nation-wide with immense response.

The Beatles previous single "She Loves You," slipping back to a No. 12 position, burst back in strength to a top No. 5 hit. EP's and LP's sold like hot cakes to embarrass record manufacturers. Big retail stores in all States ran "Look Like the Beatles" competitions judged by d.j.'s. In fact, the surf music craze in Australia slipped back to second place behind the Beatles-mania which even included songs written for other artists by the Beatles. Beatles music publishers in Australia reported sheet sellouts.

## Challenge Signs Jerry Wallace

CHICAGO — Jerry Wallace, currently hot with "Auf Wiederseh'n" on Challenge, has been signed to a long-term recording contract by Mercury Records.

The pacting was done by Jack Tracy, Mercury a.&r. director in Los Angeles. Wallace's first hit, some five years ago, was "Primrose Lane," and he has since hit the charts with such tunes as "How the Time Flies" and "Shutters and Boards."

been Johnny Devlin and Nat Kipner's tune "Surfside," which was released in eight countries around the world, including the U. S. A. where a cover version was issued as well as the original recording by the Denvermen. Geoff Mack's "I've Been Everywhere" was the first smash hit in the country field ever to go to an Australian. "Stomp Fever" gained releases for its composers in Italy, South Africa and New Zealand. "Just Like a Child" is being considered for release by a top artist in England, Holland and Scandinavia.

Proximity to the Far East makes this a natural market for Australia. And the successful release of Tony Brady's early hits, "Big Things Are Happening" and "A Penny for Your Thoughts," indicates that Australian material is well received in this territory.

Belinda Music is the only publishing company in this country which has an export department solely concentrating on the promotion of Australian material overseas. This includes any compositions, whether under Belinda control or not. Belinda expects to heighten the impact of its overseas coverage in 1964. These new artists and writers are carrying on the tradition scored the previous year by Rolf Harris and Charlie Drake from these environs.

## Race Barriers Falling in Hwd. Radio

HOLLYWOOD—Racial barriers are slowly dissolving in network news operations here. KNX, the CBS owned-and-operated outlet, has hired its first Negro newsmen, joining NBC which has employed a qualified Negro journalist since last September.

The two-newsmen—Jake Jacobs at KNX and Ken Jones at NBC—are the only known Negroes working at major network stations in the Los Angeles market. Both are veterans of ethnic oriented broadcasting.

Jacobs, who joined CBS News December 1, was formerly the news director for KGFJ, Negro oriented 24-hour AM operation. Jones was formerly affiliated with KIIIX-TV, defunct all-Negro UHF station.

Unlike Jones, who is an editorial assistant in the news room, who does no broadcasting and had to undergo a normal three-month trial basis, Jacobs both



JAZZ BANJO: Chuck Wayne is featured on two tracks of electrified jazz banjo on a new release on a new label. Wayne is featured on the new Focus label, produced by jazz deejay Mort Fega and distributed by Atlantic Records. The artist's first LP is called "Tapestry." Wayne and his jazz banjo are often featured at the New York East Side night club, The Most.

## DELFI GOES FOR OVERSEAS MART

HOLLYWOOD—DeFi is going after the foreign market with four language translations of the single "Turn Around" sung by two Swiss teenagers, Pierre and Anne Lyse.

The youngsters have been here four years and are friends of Bob and Johnny Crawford. Flip side of the single is "The Little Sister," a Gallic folk song.

## Norway Preps Eurovision Entry

OLSO—For the fifth time Norway this year will participate in the Melodic Grand Prix and on January 1 the last day for entries, the number received had reached a little over 250. The selecting job will be done by a jury of three members: Pianist Robert Levin, Norwegian network executive Otto Nielsen and secretary Turid Johansen.

These three will pick the six melodies for the locale finale, which will take place February 15. The singers who will present the tunes will not be picked until the winning songs have been selected.

The three members of the jury to choose the melodies for the Norwegian finale are the same as the last year. The winning tune will be picked by a board of music writers of the press.

writes and broadcasts news and information features. He is heard regularly on the highly rated "Megalopolis" evening feature, traversing the community in a mobile unit, broadcasting spot news development. Jacobs is one of 40 people KNX has working on news and information programs. He is also one of the station's regular weekend voices.

Barney Miller, KNX news director, told Billboard Jacobs is the first Negro hired by KNX during his 20-year tenure there. He said he interviewed 20 candidates before hiring Jacobs.

NBC News had interviewed 18 candidates for the news writing job before selecting Jones. These men were all members of the Los Angeles chapter of the National Association of Radio Announcers, the Negro r.&b. organization which has been pushing for more employment on the heretofore caucasian only major stations.

## Cliff, Elvis Top Norse Poll

OSLO — Verdens Gang, one of Norway's leading newspapers, has published its list of best sellers for 1963. Leading the list is Cliff Richard's "Lucky Lips" on Columbia. Second was "Devil in Disguise," by Elvis Presley on RCA.

The two front runners also had second disks in the Top 10 for 1963. Richard scored a second time with "Summer Holiday" at the No. 5 slot, while Presley scored again at the No. 8 position with "Return to Sender."

Two local entries also figured in the top listing. Ray Adams, No. 3 with "De Tusen Sjoars Land" on Manu and the new local sensation Wenche Myhre with "Gi Meg en Cowboy Til Mann" on Triola at the No. 7 slot.

Complete list is as follows:

- 1—"Lucky Lips"—Cliff Richard (Columbia) — Musikk Huset
- 2—"Devil in Disguise"—Elvis Presley (RCA)—Belinda
- 3—"De Tusens Sjoars Land"—Ray Adams (Manu)—Musikk Husett
- 4—"Sukiyaki"—Kyu Saka - moto (HMV)—Imudice-Musikk-Husett
- 5—"Summer Holiday"—Cliff Richard (Columbia)—Musikk-Huset
- 6—"From a Jack to a King"—Ned Miller (Karusell)—Palace Music
- 7—"Gi Meg en Cowboy Til Mann"—Wenche Myhre (Triola)—Stockholms Musik Production
- 8—"Return to Sender"—Elvis Presley (RCA)—Belinda
- 9—"Detroit City"—Bobby Bare (RCA)
- 10—"Hey Paula"—Paul and Paula (Philips)—Edition Lyche

## Disney Acquires Cartoon Track

HOLLYWOOD — Disney's Vista label will offer the original soundtrack LP from "Mary Poppins," a live action-cartoon full-length feature starring Julie Andrews and Dick Van Dyke. Film is scheduled for a mid-year release.

Jimmy Johnson, exec veep at the diskery, says there are 16 tunes in the film. He cites the pic's important name power, calling the LP one of the company's blockbuster releases.

---

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NOV. 22-25, 1963

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PRODUCED BY HERBERT SUSSAN

The **FOUR DAYS THAT SHOCKED THE WORLD** is told in three basic segments: first, Friday, November 22nd, the day of the assassination of President Kennedy... the day of shock... from early morning through the assassination until President Johnson's first remarks at Andrews AFB as the new President. The second section is the Lee Harvey Oswald story... from his capture in the Texas theatre through his murder by Jack Ruby in the basement of the Dallas jail, to the announcement of his death. The third major element covers the ceremonies and events in Washington from Saturday, when the President's body lay in repose in the White House, through the ceremonies at the Rotunda of the Capitol... through Monday... with the highlights of Mass... the procession to Arlington... and the events at the grave until the moment of final taps.

NARRATED BY REID COLLINS WNEW Radio News.

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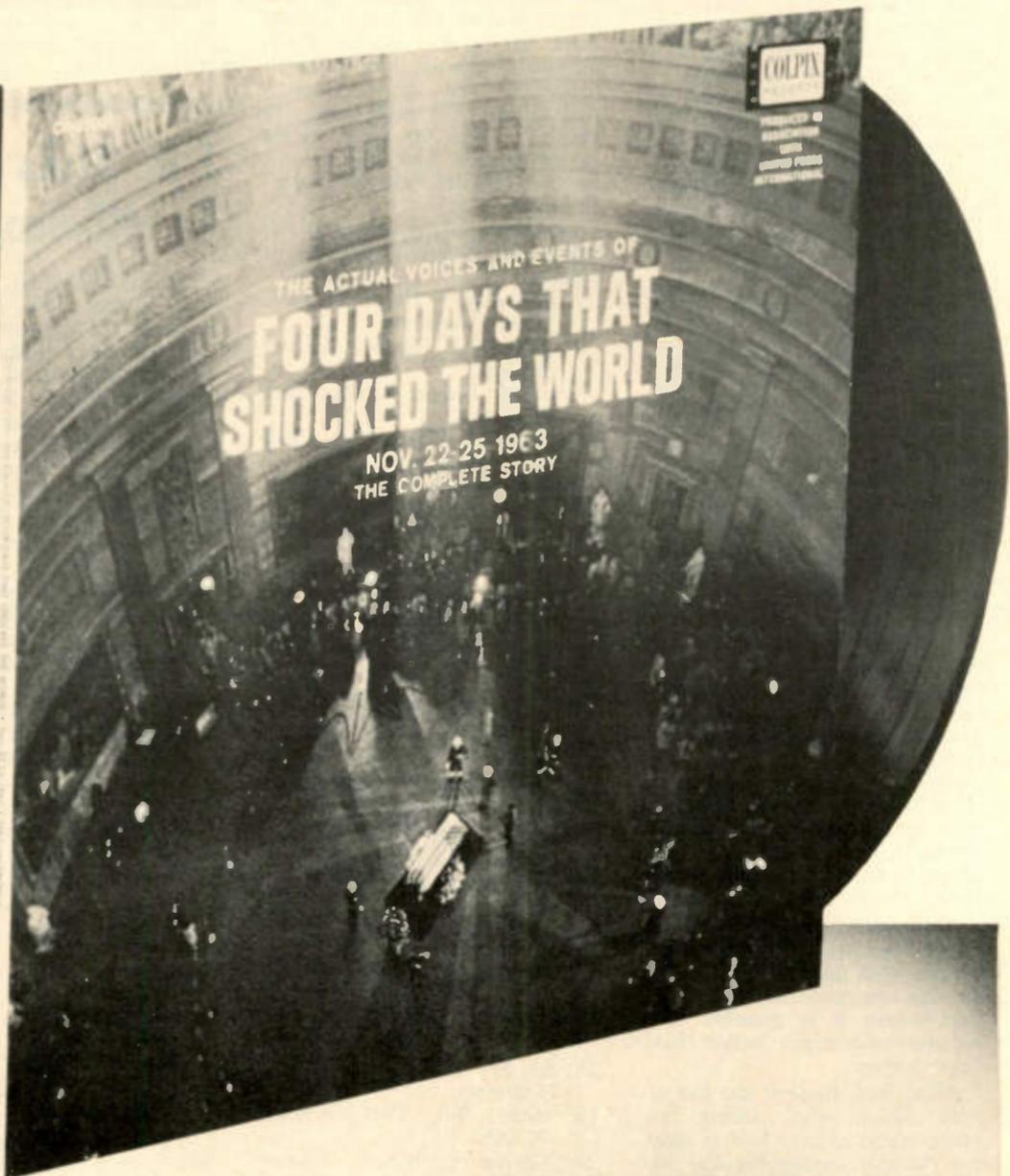
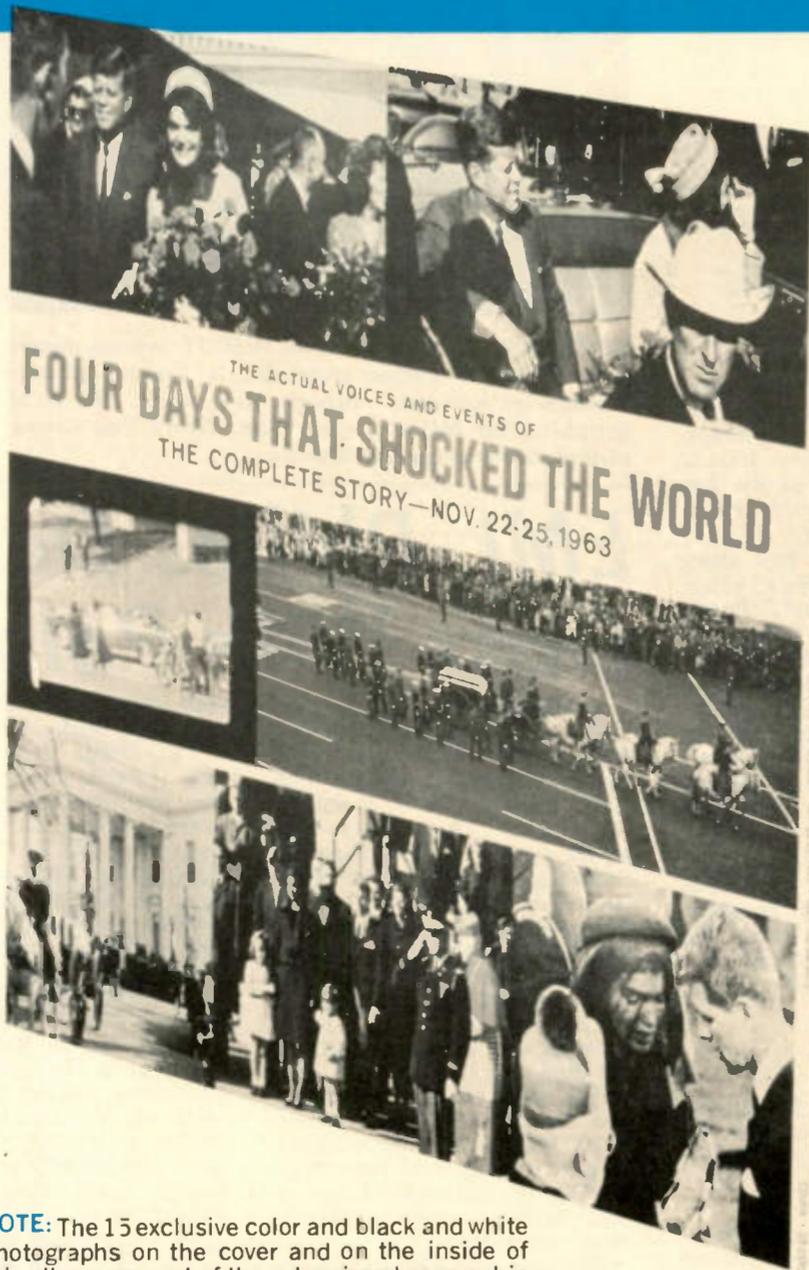
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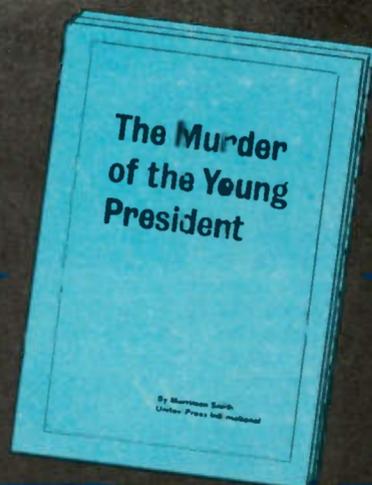
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# Belgian Artists Score Biggest in 15 Years

By JAN TORFS

MECHELEN, Belgium — A survey of record sales for Belgium by Juke Box Magazine here has uncovered some rather unique facts about disk sales for 1963. For instance, in the top 10 records only four of the disks are American in origin. Five, on the other hand, came from Belgian presses, which underlines the growing popularity of home-grown product, something that has not been true in the last 15 years. Of these, three were in Flemish and two in French. The biggest loser of all foreign nationalities was Germany. Only Freddy, with "Junge, Komm Bald Wieder" on Polydor scored at the No. 12 position in the top 20 as a representative.

Will Tura was unique in Belgium in 1963. Thanks to his "Eenzaam zonder jou," the public again became interested in Flemish records. Bob Benny, John Larry, Louis Neefs and Jacques Raymond took advantage of this. Top seller in the country, however, remains Adamo, who has four records in the top 30 and two in the top five, something hasn't happened in the Belgian music industry since World War II.

There is also the huge success of Trini Lopez, the outstanding No. 1 for 1963 with his "If I Had a Hammer" and "America." The difference between No. 1 and No. 2 is of great importance. You have to go back more than six years to find a record that sold as well as "If I Had a Hammer." It is also believed that the record will run strong in the first two months of 1964.

These statistics were compiled in the Flemish part of the country and that there is quite a difference compared to the French part where it is possible that Adamo sold much better than Trini Lopez.

Then, too, there is the fall of Paul Anka, who, during the other years, always had at least two records among the top 10. He fell back to No. 19 with

"Hello Jim." In order to find his second record, "Remember Diana," we have to go back to the 47th place.

During the last days of 1963 one record has broken through so big that we are sure that it will become the topper for January 1964. This record is "Maria Elena" by Los Indios Tabajaras on RCA. The demand for this record was so big that it almost came in the top 20 for 1963, although it was only released December 10. Other certain cash makers for early 1964 are "Sixteen Tons" by Louis Neefs on Moonglow and the records by the Beatles, all on Parlophone.

A complete run-down of the top-selling Belgium disks is as follows:

1. If I Had a Hammer, Trini Lopez (Reprise).
2. Sans Toi, Mamie, Adamo (Pathe).
3. Coeur Blesse, Petula Clark (Vogue).
4. Eenzaam Zonder Jou, Will Tura (Palette).
5. N'Est-ce pas Merveilleux?, Adamo (Pathe).
6. Waar en Wanneer, Bob Benny (Polydor).
7. Devil in Disguise, Elvis Presley (RCA).
8. Je Liegt, Will Tura (Palette).
9. Hey Paula, Paul and Paula (Philips).
10. This Land Is Your Land, Trini Lopez (Reprise).
11. Blue Bayou, Roy Orbison (London).
12. Junge, Komm Bald Wieder, Freddy (Polydor).
13. Lucky Lips, Cliff Richard (Columbia).
14. Kiss Me Quick, Elvis Presley (RCA).
15. In Dreams, Roy Orbison (London).
16. From a Jack to a King, Ned Miller (Fly).
17. Buono Notte Bambino, Rocco Granata (Moonglow).
18. Be My Baby, Ronettes (London).
19. Hello Jim, Paul Anka (RCA).
20. Tombe la Neige, Adamo (Pathe).

## Veteran One-Stopper Says New Ones Abuse Discounts

HOLLYWOOD — Charging that Johnny-come-lately one-stoppers are abusing their functional discount to undersell distributors, Sam Ricklin, prexy of California Music, has begun slashing his own prices in a "suicide" attack to survive.

Ricklin, who has been a one-stop since 1935, says there are about three firms formed within the last year who are "acting up."

"I don't think it's the proper function for a one-stop to go out on trucks and send out salesmen. These guys are going out and underselling the distributors. They're using their 10 per cent functional discount in an un-

ethical way." Ricklin says these fly-by-nighters have the philosophy they don't owe their allegiance to any distributor.

Ricklin says he knows it's suicide to cut his prices, but he won't sit still waiting for them to destroy him. He told Billboard he was setting up a war chest with a tidy sum to last from six months to a year. "I'm doing this against my better judgment," Ricklin noted, "and if I can't make any money, I'll close the business and turn it into something else."

His new price structure as he enters the price war will be \$2.25 for all \$3.98 product, whereas the normal price had been \$2.50. Ricklin said he hoped he wouldn't have to undercut this price, but that would depend on what the Johnny-come-latelies who he would not name would do.

California Music has its warehouse on Pico Boulevard to which customers come for product. Ricklin feels this is the proper way for a one-stop to operate.

Talk around record row is mixed anent Ricklin's move. "Sammy's been through this

## STEREO LP IS UP 200%

ANTWERP—Holiday sales of records here were unusually good this year. The big surprise of the season was the big demand for stereo which jumped some 200 per cent over last year. Tied in with this was an equally impressive boost in LP sales in general which moved up into strong contention as a leading disk item. One reason for the general rise in LP sales is price. In a country where practically everything has gone up in price over the last year, LP records actually became cheaper.

## Erin Disks Come To Minneapolis

MINNEAPOLIS — A new Irish import shop, just opened in the Hotel Sheraton-Ritz, here, will shortly introduce a small department of Irish recordings, imported directly from Ireland and said to be one of the few exclusively Irish record departments in the country.

The 1,200-square foot shop, called the "Dublin Walk" offers china, glass, crystal, linens, jewelry, sweaters, gifts and other items, all obtained directly from Irish sources.

The record department, to be displayed with a collection of Irish books, will have about 200 numbers in stock. The selections will include Irish folk music, dances, and ballads.

Proprietors are Mrs. Marie Flynn Ellstrom, her son, Lawrence Ellstrom, and daughter, Dorothy Ellstrom. Mrs. Ellstrom was born in Ireland.

## Phonogram Year Spotlights Acts

THE HAGUE — Phonogram executives in this country related some of the outstanding events of 1963 for the label. Among them were:

The return of Anneke Gronloh from a tour through Singapore and three hits on Philips: "Desafinado," by Rita Reys; "Katootje," by the Wim Sonneveld TV group, and "Sei Rimasta Sola," by Willy Alberti and his daughter. Daughter Willeke scored the following month with "Bachelor Boy" in Dutch version. The Amsterdam Concertgebouw shook with rhythm when Johnny Hallyday from France gave his show on March 31. Johnny's records were hits here. Anneke Gronloh was presented a song especially written for her by German composer Werner Scharfenberger: "Das Leben kann schon sein."

May, 1963, was the release of the "All Star Festival" LP, manufactured in the Dutch Philips factories. And then the opening of Phonogram's new studio in Hilversum August 27, where Anneke Gronloh was presented with her fourth golden record within a year (for "Soerabaja").

At Phonogram's Disco Dealers' Day of September 2, the Dutch dealers and the many guests from abroad made the acquaintance of Phonogram's new director, J. J. M. Haslinghuis. A month later the Dutch premiere of "Oliver!" took place. At the Grand Gala du Disque Sarah Vaughan walked in and stole the show.

price cutting before," a noted racker stated, "and he's survived. It's all part of the business."



EUROPEAN RECORDING STAR FREDDY, whose records have sold more than 14 million overseas, is shown upon arrival from Toronto at Kennedy Airport, New York. He is shown autographing his MGM single, "Son, Won't You Come Back," for airline stewardess Jan Komar.

# EMI, Philips Deal Disks With Poland

WARSAW—Ars Polana, the Polish recording firm, has entered into negotiations with Philips Records in France and EMI, England, for an exchange of product. The agency also signed a contract for Philips for exchange of material from Holland. These deals show a widening of interest on both sides of the Polish border in an exchange of material with Western countries. Ars Polana concluded a deal with Columbia a short time ago (see Billboard, November 30).

The value of disks for import and export in France amounts to 100,000 francs. Philips is keen to purchase tapes of recordings by Witold Malcuzyński and a deal for these tapes has already been concluded.

The talks with EMI in London would set up an interstate trade agreement which would exchange British for Polish rights to EMI records and EMI will receive Polish disks for sale in Britain and other countries. Ars Polana is mainly interested in pop recordings while EMI is

most interested in folk and classical disks made in Poland.

The Dutch deal was made with Teodor Brachmanski (he also was involved in the other talks) speaking for the Polish agency and Dr. Van Der Vossen representing Philips. Polish tapes of leading contemporary composers will be made available to Philips. In their modern music series, Philips will put out three stereo LP's featuring Polish composers Witold Lutoslawski and Tadeusz Baird.

Philips is also going to present some popular Polish melodies on a stereo disk called "Music in Poland." The agreement also provides for Poland to acquire Philips pop recordings and folk disks.

On yet another front, Brachmanski has already signed a contract in Paris for the Blue and Black band and vocalist Ewa Demarczyk to make recordings on a tour of France they are slated to make. The group will cut for either Decca or RCA while appearing at the Olympia in Paris.

## New Appointments Made by Master

NEW YORK — Master Productions, headed by Billy Arnold, has announced the appointment of Doc Hymen, formerly with Dot Records, as national program director; John Brantley, West Coast representative; John Bowden, representative for the Eastern and Southern divisions; Robert Banks and O. D. Jamison, national producers.

Master Productions handles nationally Arnold Craig, Clamike and Look-Up Records.

## Capitol Signs Liza Minnelli

HOLLYWOOD — Liza Minnelli, 18-year-old daughter of Judy Garland, has been signed by Capitol, diskery for which her mother records. Liza's first single as a label pactee is "Day Dreaming." The young vocalist had a single out last July titled "One Summer Love" on Capitol as a special release.

## Sacred Artist Set for Fair

MEMPHIS—Bette Stalnecker, religious music recording artist, has signed to appear with the Band of America at the World's Fair in New York for four Saturday nights beginning April 22.

The appearance will be in the RCA Auditorium.

Mrs. Stalnecker was wanted for six months. She agreed to one and said she would let them know about the other five after appearances this month at Bible Town U. S. A., Fla.

She is singing at the huge Christain resort at a conference with some 20,000 in attendance from all over the U. S. A. and some foreign countries.

Mrs. Stalnecker, whose latest album, "Bette Sings at Bible Town," was released recently, has also been asked to be hostess at the World's Fair at a series of "Who's Who in Sacred Music" concerts, featuring such artists as Roy Rogers and Beverly Shea.

## Elliot Greenberg New Midwest Manager

CHICAGO — Elliot Greenberg has been named Midwest regional manager for Smash, replacing Alan Mink who was recently promoted to national promotion manager.

Greenberg, who did free-lance promotion in Detroit prior to joining Smash, will have headquarters in the Motor City.

# ABC-PARAMOUNT

*Starts a Great New Year  
with two Great New Singles!*

## TOMMY ROE



## COME ON

B/W

*There Will Be Better Years*

ABC-10515

## THE IMPRESSIONS



## TALKING ABOUT MY BABY

B/W

*Never Too Much Love*

ABC-10511



DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

COUNTRY MUSIC

# CMA Shows Its Wares To Nashville's C. of C.

NASHVILLE—The Country Music Association presented its wares to a S.R.O. audience at the annual meeting of the Nashville Area Chamber of Commerce Thursday night (2) at the Hillwood Country Club here.

The show was a repeat of the highly successful presentation before the New York Sales Executive Club last May, according to Mrs. Jo Walker, executive director of the CMA.

The show featured Sue Thompson, Jim Reeves, Lester Flatt and Earl Scruggs, the Anita Kerr Singers and Leon McAuliffe's Cimarron Boys.

More than 500 Nashville business leaders were on hand for the annual meeting. It has been the concern of the CMA and other Music City organizations and leaders to impress on the Nashville business community the growing importance of the music industry to the city's economy, and this presentation no doubt went a long way toward doing just that.

Represented in the audience were numerous businessmen concerned with the selling of a product, and as Tex Ritter, CMA president and emcee of the show, reeled off the story of country music's selling power, (Continued on page 31)

# COUNTRY D. J. OF THE WEEK



Station WSM's "Mister D.J. U. S. A." for Friday, January 17, will be Bill Scarborough of Station WNGO, Mayfield, Ky. Bill has been with WNGO since 1956, and handles the 5:30 a.m. to 7:30 a.m. and 11 a.m. to 3 p.m. segments daily.

# Hickory Covers World Market for First Time

NASHVILLE—Hickory Records is negotiating for the acquisition of several name artists from other labels, both domestic and foreign, according to Lester Rose, Hickory's national sales manager.

"The move signals a major effort on the part of the label to bring Hickory to the front during 1964," Rose said. "We are placing the label in markets around the world under the Hickory name for the first time. This is just another indication that the label has come of age," he added.

Rose said the label plans to

concentrate its efforts in the pop and country field, with specialization in c.&w.

The Hickory c.&w. album line now totals 18, with other albums set for release in the near future. "We don't get any of our c.&w. albums back," Rose said. He attributed this to Hickory's emphasis on quality production, saying: "We don't turn out bulk album releases, primarily because we would have to sacrifice quality, and we don't want to do that."

He said the top-selling Hickory c.&w. album is Roy Acuff's (Continued on page 31)

# HOT COUNTRY SINGLES

## Billboard SPECIAL SURVEY FOR WEEK ENDING 1/18/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	18
2	4	BEGGING TO YOU Marty Robbins, Columbia 42890	8
3	2	NINETY MILES AN HOUR (Down a Dead-End Street) Hank Snow, RCA Victor 8239	13
4	3	THE MATADOR Johnny Cash, Columbia 42880	11
5	8	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	10
6	6	B. J. THE D. J. Stonewall Jackson, Columbia 42889	7
7	5	MOUNTAIN OF LOVE David Houston, Epic 9625	14
8	9	LAST DAY IN THE MINES Dave Dudley, Mercury 72212	6
9	13	PEEL ME A NANNER Roy Drusky, Mercury 72204	7
10	7	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor 8238	13
11	12	THANKS A LOT Ernest Tubbs, Decca 31526	17
12	15	JEALOUS HEARTED ME Eddy Arnold, RCA Victor 8253	7
13	11	COWBOY BOOTS Dave Dudley, Golden Ring 3030	16
14	10	TALK BACK TREMBLING LIPS Ernest Ashworth, Hickory 1214	31
15	19	IF THE BACK DOOR COULD TALK Webb Pierce, Decca 31544	10
16	18	YOU'LL DRIVE ME BACK (Into Her Arms) Faron Young, Mercury 72201	5
17	16	D. J. FOR A DAY Jimmy "C" Newman, Decca 31553	6
18	17	THOSE WONDERFUL YEARS Webb Pierce, Decca 31544	11
19	14	TROUBLE IN MY ARMS Johnny & Jonie Mosby, Columbia 42841	11
20	26	OLD RECORDS Margie Singleton, Mercury 72213	4
21	30	LET'S INVITE THEM OVER George Jones & Melba Montgomery, United Artists 635	6
22	22	THE GREATEST ONE OF ALL Melba Montgomery, United Artists 652	7
23	27	THE MORNING PAPER Billy Walker, Columbia 42891	4
24	29	HELPLESS Joe Carson, Liberty 55614	6
25	25	CALL ME MR. BROWN Skeets McDonald, Columbia 42807	17
26	21	GOING THROUGH THE MOTIONS Sonny James, Capitol 5057	5
27	28	HEART, BE CAREFUL Billy Walker, Columbia 42794	10
28	38	LET'S GO ALL THE WAY Norman Jean, RCA Victor 8261	3
29	20	8 X 10 Bill Anderson, Decca 31521	22
30	46	SAGINAW, MICHIGAN Lefty Frizzell, Columbia 42924	2
31	43	TADPOLE Tillman Franks, Starday 651	3
32	37	DREAM HOUSE FOR SALE Red Sovine, Starday 650	2
33	42	OUR THINGS Margie Bowes, Decca 31557	2
34	32	I ALMOST FORGOT HER TODAY Carl Smith, Columbia 42858	4
35	31	MAKE THE WORLD GO AWAY Ray Price, Columbia 42827	21
36	24	TRIANGLE Carl Smith, Columbia 42858	5
37	—	HOWDY NEIGHBOR, HOWDY Porter Wagoner, RCA Victor 8257	1
38	33	LIFE CAN HAVE MEANING Bobby Lord, Hickory 1232	2
39	39	TOO LATE TO TRY AGAIN Carl Butler & Pearl, Columbia 42892	2
40	—	YOU TOOK MY HAPPY AWAY Willie Nelson, Liberty 55638	1
41	41	BIG CITY WAYS Warren Smith, Liberty 55615	2
42	—	OH, NO! Browns, RCA Victor 8242	1
43	48	I'LL LEAVE THE PORCH LIGHT A-BURNING Billy Grammer, Decca 31562	2
44	—	THERE'S MORE PRETTY GIRLS THAN ONE George Hamilton IV, RCA Victor 8250	1
45	44	TEAR AFTER TEAR Rex Allen, Mercury 72205	2
46	—	ONE DOZEN ROSES George Morgan, Columbia 42882	1
47	45	TWICE AS MUCH Hank Thompson, Capitol 5071	2
48	—	WOODEN SOLDIER Hank Locklin, RCA Victor 8248	1
49	49	WHEN YOU NEED A LAUGH Patsy Cline, Decca 31552	2
50	40	SOMEBODY TOLD SOMEBODY Rose Maddox, Capitol 5038	5

# HOT COUNTRY ALBUMS

## Billboard SPECIAL SURVEY FOR WEEK ENDING 1/18/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	2
2	2	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	2
3	4	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	2
4	1	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	2
5	6	GEORGE JONES & MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M); UAS 6301 (S)	2
6	8	RETURN OF THE GUNFIGHTER Marty Robbins, Columbia CL 2072 (M); CS 8872 (S)	2
7	7	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	2
8	5	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	2
9	—	RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	1
10	9	DETROIT CITY & 11 OTHER HITS Bobby Bare, RCA Victor LPM 2776 (M); LSP 2776 (S)	2
11	12	FARON YOUNG AIMS AT THE WEST Mercury MG 20840 (M); SR 60840 (S)	2
12	—	PATSY CLINE STORY Decca DXB 176 (M); DXSB 7176 (S)	1
13	14	THE PORTER WAGONER SHOW Various Artists, RCA Victor LPM 2650 (M); LSP 2650 (S)	2
14	13	TALL, TALL GENTLEMEN Carl Smith, Columbia CL 2091 (M); CS 8891 (S)	2
15	10	STILL Bill Anderson, Decca DL 4427 (M); DL 74427 (S)	2
16	—	CATTLE CALL Eddy Arnold, RCA Victor LPM 2578 (M); LSP 2578 (S)	1
17	18	KITTY WELLS STORY Decca DXB 174 (M); DXSB 7174 (S)	2
18	—	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	1
19	—	GREATEST COUNTRY & WESTERN HITS, NO. 4 Various Artists, Columbia CL 2081 (M); CS 8881 (S)	1
20	—	I WROTE A SONG Don Gibson, RCA Victor LPM 2702 (M); LSP 2702 (S)	1

THE BEST IN FOLK/THE BEST IN FOLK  
**PRESTIGE**  
THE BEST IN JAZZ/THE BEST IN JAZZ  
Album Notes

7274

Brother Jack McDuff  
**LIVE**

Hot chart jazz organ

7279

MOSE ALLISON SINGS

Hit album in many markets

7285

Willis Jackson  
**GREASE & GRAVEY**

Breakout in Chicago and other R & B Jazz areas

GENE AMMONS ALBUM MONSTERS

7238...Twistin' the Jug

7275...Soul Summit #2

7192...Jug

7180...Boss Tenor

7234...Soul Summit #1

...all boomin' with new single, SEED SHACK (45-276), breakin' out all over.

7286

Jack McDuff  
**LIVE AT THE JAZZ WORKSHOP**

7297

Sonny Stitt & J. McDuff  
**SOUL SHACK**

FOLK BREAKOUT ALBUMS

10412...Dave Van Ronk...FOLK SINGER

14011...Dave Van Ronk...IN THE TRADITION

PRESTIGE RECORDS

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

"Betty & Dupree"

b/w

"Got My Mojo Working"

Sun #389

Billy Adams

SUN RECORDS

639 Madison Memphis, Tenn.

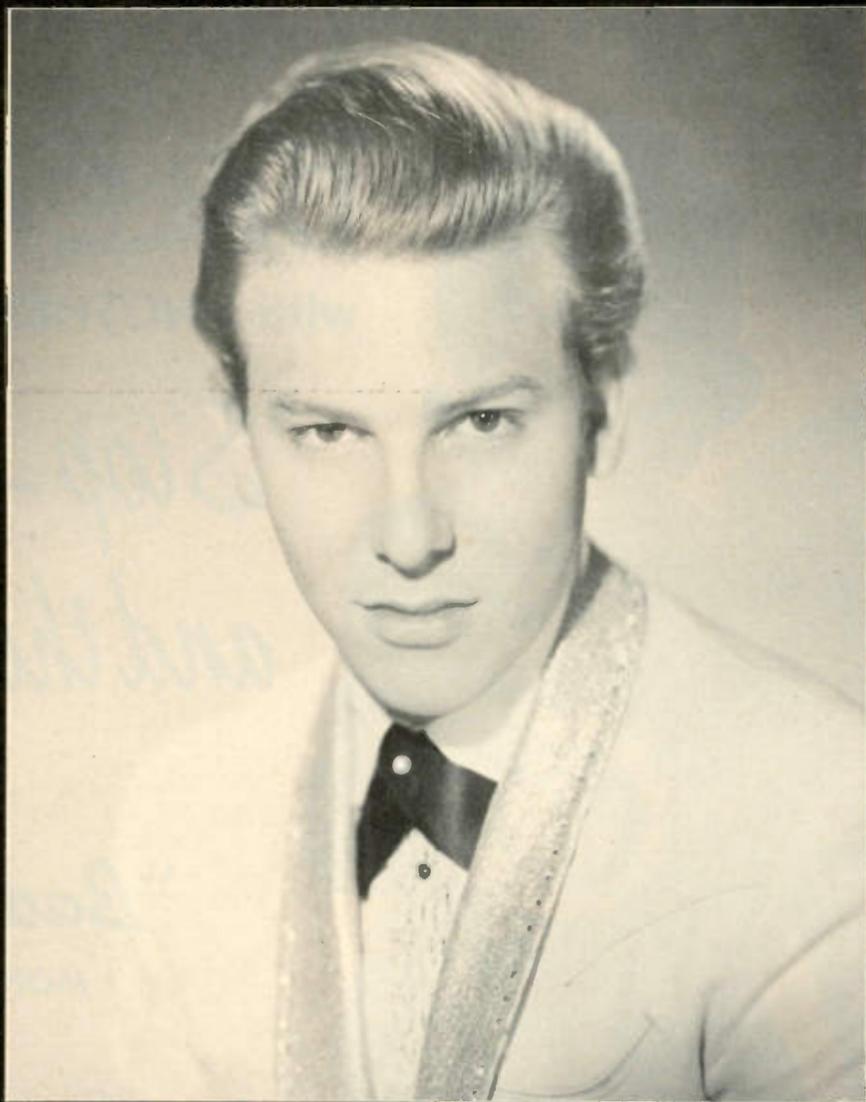


HOT! HOTTER!

PETE SEEGER-LIVE HOOTENANNY-AB1006  
Cashbox-Folk Pop Best Bet-Dec. 21, 1963  
Billboard 4 Star - Dec. 7, 1963

aravel

46-23 Crane Street, L. I. C., N. Y., EX 2-6442



Continuing a great name—a proud  
tradition in American Music

# HANK WILLIAMS JR.

sings

## LONG GONE LONESOME BLUES

b/w Doesn't Anyone Know My Name

K 13208

**MGM**



RECORDS

Hank Williams Jr. is exclusively on MGM Records!  
MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

# SWING WITH THE KING and QUEEN of '63



**DALE and GRACE**

with ANOTHER CHART TOPPER!!

*"Stop -  
and think it over!"*

B/W

*"Bad Luck"*

MONTEL #922

1963 was a big year for boy-girl duets on pop disks. This was especially true for the Montel label's big twosome, Dale & Grace. Today they are the proud owners of a disk which hit the number one spot, "I'm Leaving It Up To You." Their LP, bearing the same title is also enjoying solid sales. The team's next single, "Stop And Think It Over," hits the market this week. Dale & Grace disks are distributed nationally by the Jamie/Guyden label.

**STAY WITH THE WINNERS!**

**SURE SHOT!**

*Maxine Davis*

**"I FOUND A LOVE"**

GUYDEN #2099



"HERE AM I

**BROKEN-HEARTED**

B/W

"SAID THAT SHE LOVED ME"

*The four J's*

JAMIE #1267



**TONY BENNETT'S HIT SINGLE**  
**THE LITTLE BOY**

C/W THE MOMENT OF TRUTH/4-42931

**ON Columbia Records** 



# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

### I WANT TO HOLD YOUR HAND

Beatles, Capitol 5112

### TALKING ABOUT MY BABY

Impressions, ABC-Paramount 10511

## ★ 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.

### ASK ME . . .

Inez Foxx, Symbol 926 (Saturn, BMI) (NEW YORK)

### BABY WHAT YOU WANT ME TO DO . . .

Etta James, Argo 5459 (Conrad, BMI) (Chicago)

### DON'T CROSS OVER . . .

Linda Brannon, Epic 9640 (Peter Maurice, ASCAP) (Atlanta)

### HERE'S A HEART . . .

Diplomats, Arock 1004 (Sylvia, BMI) (Washington)

### (It's No) SIN . . .

Duprees, Coed 587 (Algonquin, BMI) (New York)

### TELL HIM . . .

Drew-Vels, Capitol 5055 (Beechwood, BMI) (Chicago)

### WHEN YOU WALK IN THE ROOM . . .

Jackie DeShannon, Liberty 55645 (Metric, BMI) (Detroit)

### YOUNG AND IN LOVE . . .

Chris Crosby, MGM 13191 (Miller, ASCAP) (Seattle)

## POP SPOTLIGHT

### JACK JONES

## LOVE WITH THE PROPER STRANGER

(Paramount, ASCAP) (2:22)—Kapp 571

A romantic ballad well sung by Jack against a lush backing of strings. His tender treatment of the flick ballad looks like another winner for the young singer. Flip is "The Mood I'm In" (Cavalcade, ASCAP) (2:39).

## POP SPOTLIGHT

### BOBBY BARE

## MILLER'S CAVE

(Jack, BMI) (2:45)—RCA Victor 8294

A strong follow-up to Bobby's "500 Miles" hit. This one's got a "Wolverton" feeling and lyrics tell an interesting story. Bare injects a phrase of narration part way in to add to the dramatic effect. Flip is "Jeannie's Last Kiss" (Central Songs, BMI) (3:00).

## POP SPOTLIGHT

### DALE AND GRACE

## STOP AND THINK IT OVER

(Crazy Cajun-Red Stick, BMI) (2:30)—Montel 922

The male-female hit-making team has its second chart item after "I'm Leaving It All Up to You." This ballad is done in a similar style with good string and guitar work in support. Flip is "Bad Luck" (Crazy Cajun-Red Stick, BMI) (2:20).

## POP SPOTLIGHT

### AL MARTINO

## I LOVE YOU MORE AND MORE EVERY DAY

(Robertson, ASCAP) (2:14)—Capitol 5108

The Martino pipes are turned loose on another country-type ballad. This one, written by Don Robertson, is sung sweetly against a bank of Italian strings and voices. The flip is "I'm Living My Heaven With You" (Damian, ASCAP) (2:25).

## POP SPOTLIGHT

### LITTLE PEGGY MARCH

## (I'm Watching) EVERY LITTLE MOVE YOU MAKE

(Spanka, BMI) (2:18)—RCA Victor 8302

Paul Anka wrote this latest outing for Miss March. It's an exciting and explosive side that has the lass' voice showcased against rolling beat, voices and a choir of trombones. The flip is "After You" (Atrium, ASCAP) (2:25).

## POP SPOTLIGHT

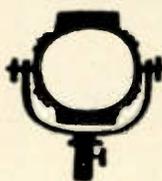
### BOBBY VEE

## STRANGER IN YOUR ARMS

(Davilene-Saima, BMI) (2:32)—Liberty 55654

VEE sticks to his successful dual-tracked off-key singing on this up-tempo ballad, supported closely by chorus and big orchestra. Side should register big with tone-deaf teeners. Flip is "1963" (Glo-Mac, BMI) (2:32).

# 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.

## GARY FOR THE MONEY



"That's Life"  
# 8292

## MARCH FOR THE DOUGH



"(I'm Watching) Every Little Move You Make"  
# 8302

**POP SPOTLIGHT**

**THE CRYSTALS**  
**LITTLE BOY**  
(Mother Bertha-Trio, BMI) (2:30)—Philles 119

The big, rolling, almost overwhelming sound, backs the girls again on this powerful side arranged by Jack Nitzsche. Side builds to a wild frenzy. It's chart-destined. Flip is "Harry (From W. Va.) & Milt" (Mother Bertha, BMI) (2:00).

**POP SPOTLIGHT**

**RUFUS THOMAS**  
**CAN YOUR MONKEY DO THE DOG**  
Q (East, BMI) (2:20)—Stax 144

Rufus is still rueful and is cross-breeding his hit-making "Dog" with the Monkey. It's a swinging side in an easy middle tempo. The flip is "I Want to Get Married" (East, BMI) (2:20).

**POP SPOTLIGHT**

**DEBBIE ROLLINS**  
**HE REALLY LOVES ME**  
(What's Happenin', BMI) (2:21)—Ascot 2148

The arrangement's a winner here with the inclusion of strings, voices and electric effects generating excitement behind the gal's fine singing. Disk was produced by Jerry Ragavey, who produced the Garnett Mimms records. The flip is "Someone" (Rittenhouse, BMI) (3:10).

**POP SPOTLIGHT**

**THE DAVE CLARK FIVE**  
**GLAD ALL OVER**  
(Ivy, ASCAP) (2:41)—Epic 9656

Here's a rocking, romping group vocal effort much akin to the Liverpool sound and the Beatles school. Solid beat and echo quality make it a strong possibility. Should be watched. Flip is "I Know You" (Ivy, ASCAP) (2:00).

**C.&W. SPOTLIGHT**

**HANK WILLIAMS JR.**  
**LONG GONE LONESOME BLUES**  
(Acuff-Rose, BMI) (2:35)—MGM 13208

Here's the long-awaited disk debut of the song of the late great Hank Williams, and the lad has a fine sound. The tune is one of his dad's and he makes it come alive, complete with some slick yodeling bits in the old Williams tradition. This could go. Flip is "Doesn't Anybody Know My Name" (In, ASCAP) (2:50).

**POP SPOTLIGHT**

**JOHNNY THUNDER**  
**EVERYBODY LIKES TO DANCE WITH JOHNNY**  
(Picturephone-Vankai, BMI) (2:37)—Diamond 155

Thunder has been away from the races since his first big one, "Loop de Loop," last year, but this new middle-tempo swinger with a big, vamping beat and breezy chorus, could go big. Good airplay is already a fact. Flip is "Zoo-Lee-Oh" (Unbelievable-Tobi-Ann, BMI) (2:15).

**POP SPOTLIGHT**

**DEMETRISS TAPP**  
**IS THIS THE BEGINNING OF THE END**  
(Valley, BMI) (2:37)—Brunswick 55257

The thrush got good action on a recent outing on another label and this soulful, belting job of a fine ballad could turn the trick for keeps. Side merits a good shake. Flip is "Let Go of My Heart" (Mill & Range, BMI) (2:37).

**POP SPOTLIGHT**

**ROOFTOP SINGERS**  
**SAIL AWAY LADIES**  
(Egypt Valley, BMI) (2:12)—Vanguard 35024

Strummy, salty, up-beat folk offering with tight singing and hard-hitting guitar. Group has fared very well on charts and this one, too, has the sound of success. Flip is instrumental "Twelve-String" (Egypt Valley, BMI) (2:09).

**POP SPOTLIGHT**

**SUE THOMPSON**  
**BIG DADDY**  
(Acuff-Rose, BMI) (2:00)—Hickory 1240

The Nashville-based thrush could have her biggest outing in a spell with this one. It's got the John D. Loudermilk touch and it's happy and bright. Gal hands it a solid reading. Flip is "I'd Like to Know You Better" (Acuff-Rose, BMI) (2:37).

**SPECIAL MERIT SPOTLIGHT**

**POP DISK JOCKEY PROGRAMMING**

**DON COSTA**  
**THE LOVE SONG OF TOM JONES**  
(United Artists, ASCAP) (2:30)—DCP Int'l 1002

Maestro Costa has a real spinnable side with this lush, big ork scoring of the popular movie theme. Could grab many middle-of-the-road spins. Flip is "Off Broadway" (South Mountain, BMI) (2:49).

**POP SPOTLIGHT**

**BEN E. KING**  
**WHAT NOW MY LOVE**  
(Remick, ASCAP) (2:34)—Atco 6284

The Gilbert Becaud ballad gets a warm, wide production treatment from Ben and supporting players. The sound is huge with strings and voices adding to the building effect of the dramatic tune. The flip is "Groovin'" (Milky Way, BMI) (2:05).

**POP SPOTLIGHT**

**FREDDY CANNON**  
**ABIGAIL BEECHER**  
(Claridge-Halseon, ASCAP) (2:26)—Warner Bros. 5409

Freddy's first for his new label affiliation, Warner Bros., is his best effort in some months. It's a wild, tearing swinger that has humor and drive. Abigail is a real Beecher. The flip is "All American Girl" (Claridge-Halseon, ASCAP) (2:50).

**POP SPOTLIGHT**

**MARY TAYLOR**  
**HE'S COMIN' HOME**  
(Central Songs, BMI) (2:50)—Capitol 5107

Miss Taylor has a real pretty sound and the material here is made to order for heavy play. It's the answer song to "500 Miles Away From Home," with new lyrics done to the same melody. Good performance. Flip is "Little Bobby Bear" (Central Songs, BMI) (2:20).

**C.&W. SPOTLIGHT**

**ROSE MADDOX**  
**WHEN THE SUN GOES DOWN**  
(Travis, BMI) (2:30)

**ALONE WITH YOU**  
(Lancaster, BMI) (2:02)—Capitol 5110

Two fine sides and either could make it. First up is a slick weeper about a gal whose heart is breaking for her old love as she cavorts around with the boys. Flip is a bright, up-tempo ditty with lots of appeal. Watch 'em.

☆☆☆☆

**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**

**EDDIE & THE SHOWMEN**  
☆☆☆ Mr. Rebel (Metric, BMI) (1:59) — ☆☆☆ Movin' (Atlantic, BMI) (1:59). LIBERTY 55659  
(Continued on page 28)

**NASH**  
TO GET ACTION

AND **SCOTT**  
TO GO



"I'm Leaving"  
# 0030



"Blue Skies (Moving in on Me)"  
# 0031



**SINGLES REVIEWS**

Continued from page 27

**POPULAR**

**DENISE GERMAINE**

★★★★ Johnny Casanova (Stride-Edlock, BMI) (2:02) — ★★★★★ Unforgotten Yesterdays (Stride-Edlock, BMI) (2:36). UNITED ARTISTS 684

**MR. ACKER BILK**

★★★★ The Harem (Pincus, BMI) (2:23) — ★★★★★ Train Song (Ludlow, BMI) (2:40). ATCO 6282

**THE DEVOTIONS**

★★★★ Rip Van Winkle (Skidmore, ASCAP) (2:20) — ★★ (I Love You) For Sentimental Reasons (Duchess, BMI) (2:18). ROULETTE 4541

**CARL DOBKINS, JR.**

★★★★ If Teardrops Were Diamonds (Premier, BMI) (2:29) — ★★ I'm So Sorry Little Girl (Painted Desert, BMI) (2:16). ATCO 6283

**REV-LONS**

★★★★ After Last Night (Metric, BMI) (2:06) — ★★ It's Gonna Happen Some Day (Limelite-Maverick, BMI) (2:31). REPRIS 0251

**BILL BAKER**

★★★★ Teen Age Triangle (Hitsville, BMI) (2:25) — ★★ Why Did Summer Have to End (Hitsville, BMI) (2:10). MUSICNOTE 119

**THE SHERWOODS**

★★★★ Monkey See, Monkey Do (Magnifico, BMI) — ★★ Journey to the Stars (Magnifico, BMI) (2:15). MAGNIFICO 103

**BILL BROCK**

★★★★ Grandpa's Tambourine (Mammosa, BMI) (2:30) — ★★ I've Taken All I Can (Moss-Rose, BMI) (2:40). LIBERTY 55662

**JERRY BERRYHILL**

★★★★ I Remember Love (American, BMI) (1:50) — ★★ Love on the Run (American, BMI) (2:18). LIBERTY 55657

**LEON BIBB**

★★★★ Little Boxes (Schroder, BMI) — ★★ Adieu Madras (Bridgton, ASCAP) (2:42). LIBERTY 55663

**PATTI PAGE**

★★★★ I Wonder, I Wonder, I Wonder (Robbins, ASCAP) (2:05) — ★★ I Adore You (Lear, ASCAP) (2:29). COLUMBIA 42963

**SAM & DAVE**

★★★★ I Found Out (Sherlyn-Frost-Ware, BMI) (2:10) — ★★ I Got a Thing Going On (Sherlyn-Frost, BMI) (2:40). ROULETTE 4533

**JOEY DEE**

★★★★ Down by the Riverside (Ware-Frost, BMI) (2:29) — ★★ Getting Nearer (Nom-Ashna-C-Wil, BMI) (2:23). ROULETTE 4539

**ANN-MARGRET**

★★★★ Hey, Little Star (Dragonwyck, BMI) (2:08) — ★★ Man's Favorite Sport (Southdale-Northern, ASCAP) (2:44). RCA VICTOR 8295

**SYLVIA SHEMWELL**

★★★★ He'll Come Back (Trio, BMI) (2:46) — ★★ Funny What Time Can Do (Trio, BMI) (2:45). PHILIPS 40149

**BEN COLDER**

★★★★ Talk Back Bibberin' Lips (Acuff-Rose, BMI) (2:37) — ★★ I Walk the Line No. 2 (Hill & Range, BMI) (2:47). MGM 13197

**THE APES**

★★★★ Tarzan's Monkey (Jandor-Emarcy, ASCAP) (2:00) — ★★ Don't Monkey With the Pony (Jandor-Emarcy, ASCAP) (2:26). MERCURY 72219

**ERNEST GOLD ORK AND CHORUS**

★★★★ It's a Mad, Mad, Mad, Mad World (United Artists, ASCAP) (2:17) — ★★ Follow the Leader (United Artists, ASCAP) (3:33). UNITED ARTISTS 692

**LENNY AND DICK**

★★★★ Last Night I Had the Strangest Dream (Almanac, ASCAP) (1:58) — ★★ Talking Supermarket Blues (Bright Tunes, BMI) (1:32). LAURIE 3216

**MILLIE FOSTER**

★★★★ Ole Father Time (Michigan-Brenner, BMI) (2:10) — ★★ It Keeps On Raining Tears (Michigan, BMI) (2:30). TCF 4

**SURVIVORS**

★★★★ Pamela Jean (Ocean, BMI) (2:34) — ★★ After the Game (Ocean, BMI) (1:57). CAPITOL 5102

**KING CURTIS**

★★★★ More Soul (Killynn, BMI) (2:45) — ★★ Soul Serenade (Killynn-Vee Vee, BMI) (3:00). CAPITOL 5109

**ROBERTA MESHEL**

★★★★ My Top Ten Chart (Tob-Ann & Unbelievable, BMI) (2:36)

**THEODORE AND HIS ORK**

★★★★ Uptown Blues (Unbelievable & Tob-Ann, BMI) (2:05). DIAMOND 154

**PIERRE AND ANNY-LYSE**

★★★★ Tourne-Tol (Turn Around) (Clara, ASCAP) (2:15) — ★★ La Petite Soeur (Little Sister) (Maravilla, BMI) (2:05). DEL-FI 4232

**DEAN MARTIN**

★★★★ La Glostra (The Merry-Go-Round) (Bourne, ASCAP) (2:34) — ★★ Grazie, Prego, Scusi (Wood, ASCAP) (2:16). REPRIS 0252

**DR. FEELGOOD AND THE INTERNS**

★★★★ Blang Dong (Cramart, BMI) (2:03) — ★★ The Doctor's Boogie (Hill & Range, BMI) (2:23). OKEH 7185

**BUDDY GRECO**

★★★★ I'll Be a Fool (Von Tilzer, ASCAP) (2:14) — ★★ Clumachella (Tender Flower) (Harms, ASCAP) (2:47). EPIC 9657

**JACK SCOTT**

★★★★ Blue Skies (Moving In On Me) (Hazel Park, BMI) (2:08) — ★★ I Knew You First (Hazel Park, BMI) (2:22). GROOVE 0031

**JOHNNY NASH**

★★★★ Oh Mary Don't You Weep (And, BMI) (2:05) — ★★ I'm Leaving (And, BMI) (2:08). GROOVE 0030

**LOU JORDAN**

★★★★ Just to Look at You (Trinity, BMI) (1:59) — ★★ My Baby Said Goodbye (Duchess, BMI) (2:27). MUSEICTONE 1121

**JAZZ**

**JIMMY SMITH**

★★★★ Can Heat (Edmy, BMI) (3:00) — ★★ Matilda, Matilda! (Duchess, BMI) (2:55). BLUE NOTE 1905

**HORACE SILVER QUINTET**

★★★★ Sweet Sweetie Dee (Ecaroh, ASCAP) — ★★ The Dragon Lady (Ecaroh, ASCAP). BLUE NOTE 1903

**CHRIS CONNOR**

★★★★ Lullaby of Birdland (Patricia, ASCAP) (2:22) — ★★ All About Ronnie (Criterion, ASCAP) (2:56). BETHLEHEM 3081

**COUNTRY**

**BOBBY LEEDS**

★★★★ Suicide (Lowery, BMI) (1:55) — ★★ Twirl Away Tena (Boblo, BMI) (2:32). KING 5841

**ROY COUNTS**

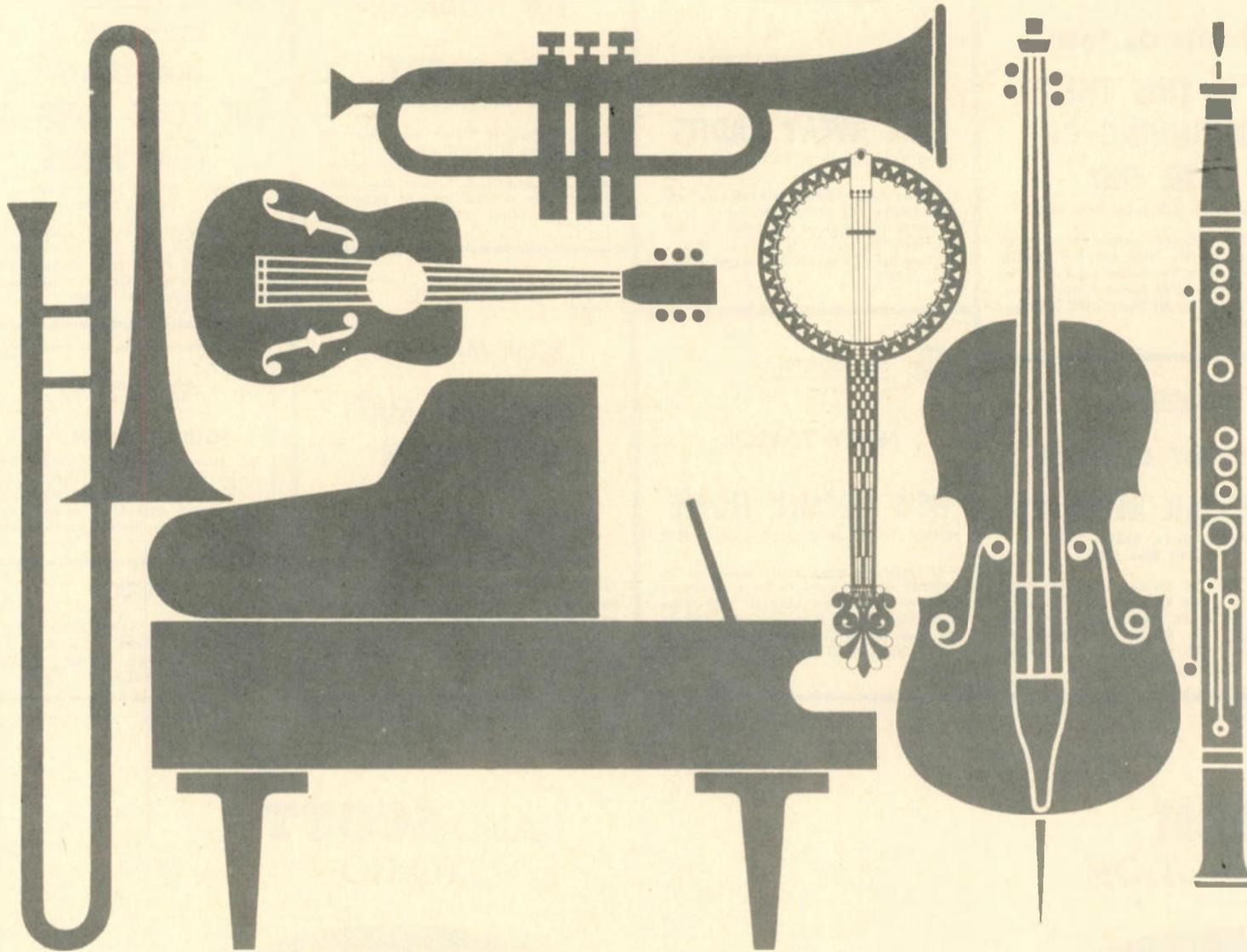
★★★★ Temptation (Hitway, BMI) (2:00) — ★★ Blue Angel (Trio, BMI) (2:28). COMMERCE 5009

**GENE DAVIS**

★★★★ I'm in the Book (Metric, BMI) (2:37) — ★★ I'll Tell Her Tomorrow (Metric, BMI) (2:12). LIBERTY 55658

**EDDY ARNOLD**

★★★★ The Song of the Coo Coo (Davidson Country, BMI) (2:54) — ★★ Molly (Screen Gems-Columbia, BMI) (2:54). RCA VICTOR 8296



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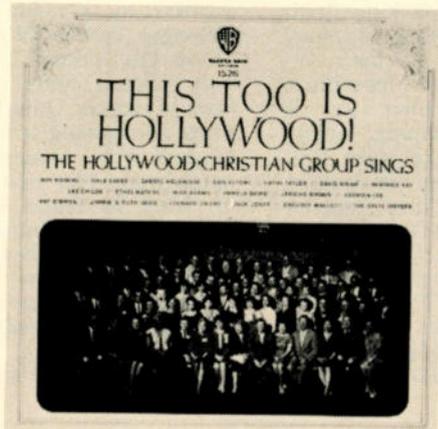
# Question:

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# Answer:



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BOB NEWHART FACES BOB NEWHART



W/WS 1526  
THIS, TOO, IS HOLLYWOOD  
THE HOLLYWOOD CHRISTIAN GROUP



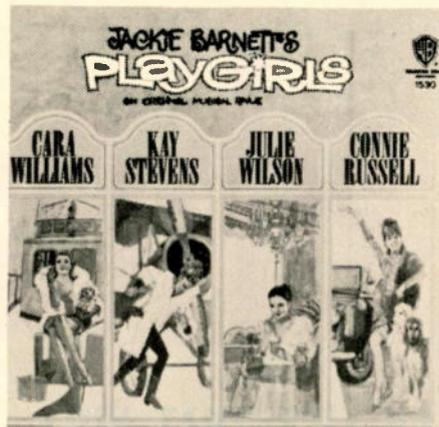
W/WS 1527  
"AMERICA AMERICA"  
ORIGINAL SOUND TRACK ALBUM



H/HS 1528  
"RUGANTINO"  
ORIGINAL BROADWAY CAST



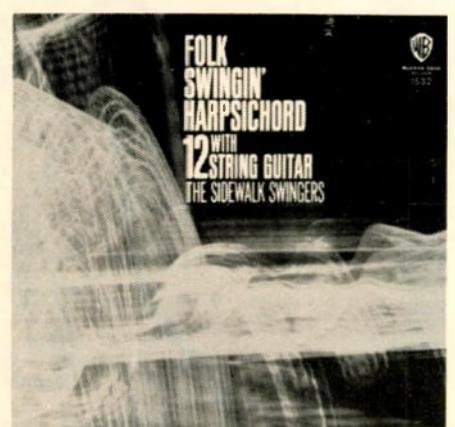
W/WS 1529  
TOP TV THEMES—'64  
CARL BRANDT, WARNER BROS. ORCHESTRA



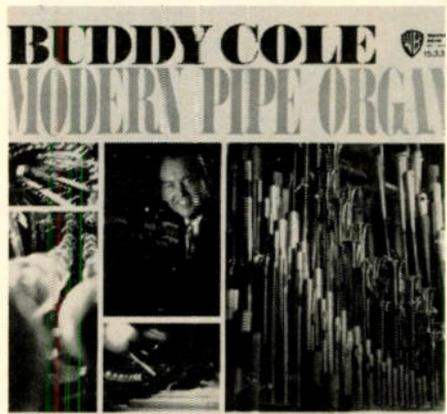
W/WS 1530  
"PLAYGIRLS"  
ORIGINAL MUSICAL REVUE



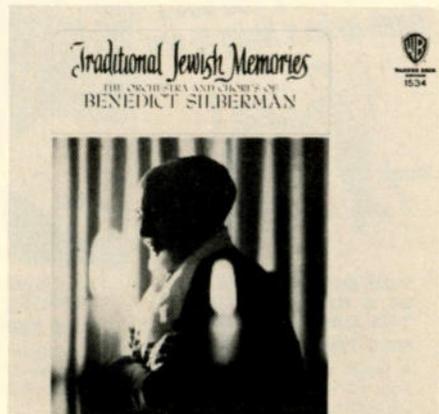
W/WS 1531  
HELLO, YOUNG LOVERS  
JIMMY DURANTE



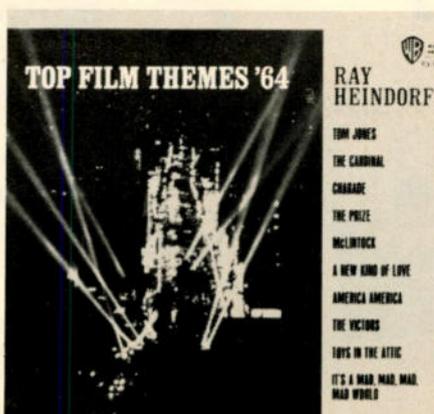
W/WS 1532  
FOLK SWINGIN' HARPSICORD  
THE SIDEWALK SWINGERS



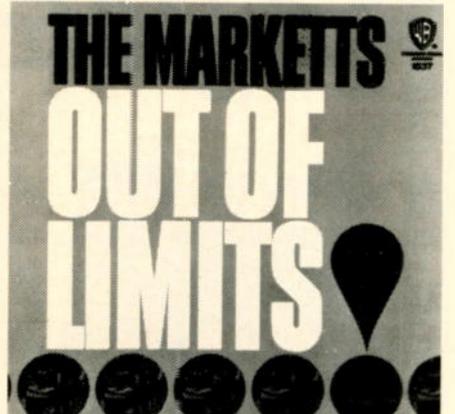
W/WS 1533  
MODERN PIPE ORGAN  
BUDDY COLE



W/WS 1534  
TRADITIONAL JEWISH MEMORIES  
BENEDICT SILBERMAN



W/WS 1535  
TOP MOVIE THEMES—'64  
RAY HEINDORF, WARNER BROS. ORCH.



W/WS 1537  
OUT OF LIMITS  
THE MARKETTS



Humbly, Warner Bros. Records the first name in sound

Big-Timers



TONY BENNETT AND HAROLD ARLEN run through "So Long, Big Time," a new Arlen tune the popular Columbia diskster will introduce on "The Songs Of Harold Arlen," an hour-long documentary about the great Tin Pan Alley composer which CBS-TV's "Twentieth Century" program will present February 9. Bennett, who'll share guest star honors on the show with Lena Horne, will be seen in an actual Columbia recording session, cutting the new Arlen tune, with Arlen himself conducting the orchestra and handling the piano accompaniment. Currently riding high with his "Little Boy" and "Moment of Truth" platters, Tony will have his "So Long, Big Time" dinking released nationally the morning after the special Arlen telecast.

Dick Gregory

Continued from page 14

dug both the straight material — "My Christmas present bit my mother-in-law. Can you imagine going to India for a black widow spider with rabies?" — and the ethnic stuff — "You can't demonstrate in the snow; it gives us away."

Gregory's pacing was just as smooth and as fast as Joe and Eddie's opening. These two young folksters, who have three

LP's on Crescendo, are a hand-clapping, knee-smacking tandem whose infectious rhythmic style seeps down to their audience. Performers harmonize beautifully and their act is geared to the romping, quick-paced tune. Unlike most folk singers, they do not play guitars but gain their backing from an accompanying rhythm section. Their repertoire includes the fabled "Swing Down Chariot," "Kisses Sweeter Than Wine," "D'Ya Hear About Jerry" and their disklick, "Meetin' Here Tonight." **ELIOT TIEGEL**

MUSIC AS WRITTEN

NEW YORK

... Don Costa has recorded the theme from "Tom Jones." ... Congrats go to Chad Mitchell Trio member Mike Kobluk who married Claire Foran Monday (30). Another happy event occurred when Emil La Viola's secretary at Shapiro-Bernstein, Norma Penny, married David Mann (writer of "There! I've Said It Again") Tuesday (31). ... Realm Records is a new jazz subsid of Sir Records. Amy is issuing the first Joey Powers LP which will include his chart item, "Midnight Mary." ... Arnie Ritt (of Ritco Records) has formed a new production firm Ridema Productions and a new recording company, Pelham Records. Mr. and Mrs. Tim Gayle have a girl offspring named Pony Marie born New Year's Eve.

TORONTO

Doc Williams had a very successful three-day stint at Toronto's Club Kingsway. He is planning another recording session early this year and will include in all probability a song written by Canada's Suzanne Belanger called "Why Do the Good Die Young?" Suzanne is only sixteen years old and is from Waterloo, Ontario. ... Another 16-year-old artist is Loreen Church from Moose Jaw, Saskatchewan. Her first recording, "I Want to Stand Up on the Mountain," is a single on the Barry label and has just been released in Regina, Edmonton, Calgary, Moose Jaw and Hamilton and is already on the charts here. "Winter Song" and "Dance

of the Panda Bear," written by Ozzie Williams and recorded on Columbia Records, are getting plenty of Canadian air play.

BMI Canada's S. B. (Whitey) Haines off to Nashville January 5 for a recording session and huddles. ... Bob Harrington and the Esquires have a single "Man From Adano" on Capitol. ... Montreal registering sales for Canadian Harmony LP "Ambriance a et Musique," with Geirges Vestry. This recording is in French, was cut in Montreal.

"There, I've Said It Again" on Epic and "Drip Drop" by Dion are Columbia's two big singles. Year 1963 was best ever for Columbia in Canada with a 30.4 increase in singles over 1962.

Freddy the German recording star's "Son, Won't You Come Back," on MGM label, was released in Canada at the same time as it was released in the U. S. A. and is making the charts here too. ... Bill Butler is now writing special material and popular songs with Bernie Orenstein. ... The Singing Nun's newest release "Tous les Chemis" (All the Roads) on the Philip label, is moving as quickly, if not quicker than the first release.

RUTH MCGARRETT-CHILDS

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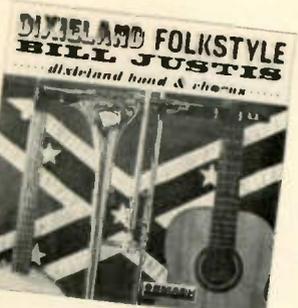
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MGS 27047/SRS 67047  
All time great dixieland tunes by the champion SMASH LP seller and a singing long chorus.



Vendor: Mercury Record Corporation

**SMASH/FONTANA LEAP YEAR SALES PLAN**  
JANUARY 1, 1964  
FEBRUARY 29, 1964

## Hickory Covers World Markets

• Continued from page 22

"All-Time Country Hits." This album, Rose said, is the No. 1 seller in the Sears, Roebuck catalog sales effort, with sales averaging about a thousand weekly. He said Hickory's second best album seller is the Wilma Lee and Stony Cooper team who, according to Rose, are steady sellers.

The label is releasing an Ernest Ashworth album in early February, and based on his top-flight success recently in the singles field, expect the artist to be a leading album seller.

Wesley Rose, head of the Acuff-Rose-Hickory combine, said that he will be in London January 28 to attend a launching party with the Pye organization. The party will mark the beginning of a new arrangement between Hickory and Pye, calling for Pye distribution of Hickory under the Hickory name in the United Kingdom.

Wesley Rose said he will consolidate his plans in London to pick initial releases for the area. All Hickory officers and directors will be in London for the

event, he said. The label will release four singles, two EP's and one LP in the immediate future, he said.

On January 22 Lester Rose and Hickory artist Chris Jensen leave New York for London, and on January 27 Roy Acuff and wife will follow. They will be there for promotion purposes, Rose said, and will join the Hickory-Pye party in London January 28.

## Cap Signs Ray Pillow

NASHVILLE — Marvin Hughes, Nashville a.&r. director for Capitol Records, announced last week the signing of Ray Pillow, a promising c.&w. artist who has made numerous guest appearances on WSM's "Grand Ole Opry" during the last six months.

Hughes said Pillow is scheduled for his first session here in two weeks. Joe D. Taylor, advertising manager for Martha White Mills and Ray's manager, said a major promotion program is planned for the young singer.

In addition to the "Opry," Pillow has appeared on the Flatt and Scruggs television show and numerous country shows with leading c.&w. artists.

CORBIN, Ky. — WYGO, long a top rocker in Southeastern Kentucky, has switched to a country and gospel music format. The 5,000-watt reports that it is the only station in the area programming c.&g. exclusively.

## KRAK Sets 2d Gospel Concert

SACRAMENTO, Calif.—Station KRAK kicks off the new year with the presentation of its second Gospel Concert in its series of live performances at Sacramento Memorial Auditorium Monday (13).

Featured will be the Blackwood Brothers, the Statesmen Quartet and the Golden State Quartet, with KRAK's morning disk jockey, Dick Haynes, serving as emcee.

The Blackwoods and the Statesmen played here for KRAK last September 11 pulling more than 2,000 paid.

## Boyd Buys Interest In Commerce Label

DOWNEY, Calif. — Bobby Boyd, head of Boyd Records, has purchased an interest in Commerce Records and will distribute both labels through Boyd distributors, Boyd announced here last week.

Dale Rogers will remain as Commerce president and will aid in directing Boyd Records from the West Coast. Rogers is also president of Sun Aviation Corporation, with headquarters here.

Boyd's latest release features the label's new artist, Wayne Kemp, in "Little Bitty Woman" b.w. "Tearing Our Little House Down," and new on the Commerce label is Eddie Dean doing "Don't Take Advantage of Me."

More Country Music  
News on Page 63

## New Country TV-er in Works In Hollywood

HOLLYWOOD — A new country music TV show is currently being filmed here for syndication by Medallion TV Enterprises of Hollywood. Each half-hour seg revolves around the career and music of a different country music artist.

Segments have already been completed here with LeRoy Van Dyke, Hank Thompson, George Jones, Roy Clark and Bill Monroe. Bobby Bare and Sheb Wooley will be featured when shooting resumes in Toronto January 21.

Lorrie Collins and Glen Campbell are regulars on each show, with Gene Davis as musical director. Charlie Williams and Stew Carnall, of Universal Talent Management here, are handling the casting.

## Hap Peebles Unit On 8-City Trek

WICHITA, Kan. — Eight Midwestern cities will be visited by country music entertainers on Hap Peebles' January tour, starting at Salina, Kan., January 17.

Other stops will include Lincoln, Neb., January 18; Kansas City, Mo., 19; Sioux Falls, S. D., 21; Omaha, 22; Sioux City, Ia., 23; Topeka, 24, and Wichita, 25.

Artists on the show will include Minnie Pearl, LeRoy Van Dyke, Earl Scott, Bobby Helm, Kathy Perry, Alec Houston and Elmer, Dick Flood and the Searchers.

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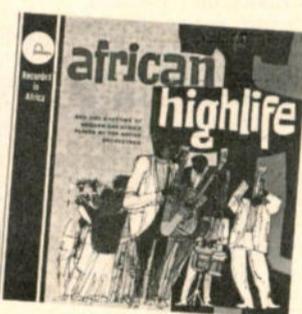
# Sales this Leap Year!

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# Phono-Tape

## MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
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### Pre-Recorded Tape Scene? 'Humbug' Says New Yorker

MINEOLA, N. Y. — What is the real future in pre-recorded tape? It's been a much-discussed subject ever since stereo tapes first entered the market, somewhat before stereo records, and it has heated up in terms of tape sales as compared to record sales in recent years. A number of dealers have done brisk business with tape and have high hopes for its future.

Others don't have such hopes. One of these is McLeod E. Baggett of Mineola Music, a record store in this suburban New York community. Calling tape a "nuisance," McLeod claims that "taped music is wonderful, superior in sound, clarity and fidelity to a record. But so is a Cadillac superior to a Ford or Chevrolet or Plymouth. Only a Cadillac owner can really afford to buy pre-recorded tape. The mass of the public, the Ford, Plymouth or Chevrolet owner, will continue to buy records."

Baggett finds a number of drawbacks to the growth of the tape field. These have to do with cost of the pre-recorded tape ("prohibitive," he says, in relation to the cost of records); too few tape recorders on the market to warrant more than one dealer carrying tape in a given market; incursions of discounters, and the fact that "the cost of a good stereo tape recorder is greater than that of a good stereo phono."

#### Wrong Foot

Baggett continues: "I remember one instance where a salesman tried to sell me a \$210 tape recorder with two four-inch speakers. We worked for years impressing upon customers the importance of speaker size and quality of speakers for proper reproduction. Good consoles have them. Even good portables have them. Then along come tape people with four-to six-inch speakers in a \$200 to \$300 recorder and they tell us this can compare with 10- and 12-inch speakers in phonos."

In accounting for difficulty in tape sales, Baggett continued that "the novelty of owning a tape recorder wears off. The sounds of the family voices lose their appeal. The toy becomes unwanted and winds up in a closet. Out comes the phono again."

Referring to the conception that recorders, with their ability to tape pop records off the air, have become big with kids, Baggett recounted a typical party scene this way: "Kid tapes records off the radio all afternoon. Party starts. Tape recorder starts. Kids dance three minutes. Some kid says 'play X record.' Owner pushes button, finds record, plays it. Another kid says 'play B record.' Buttons pushed again."

#### Back to Phono

"This goes on for a few minutes and tape recorder is finally

pushed under the table and the phono is brought out. And I've seen this happen a number of times.

"I once had \$2,500 worth of the best tape made, shows, classical, pop, movie material, etc. Customers would browse and wouldn't buy. I reduced the price to 20, 30, 40 and finally

## Zenith Features Stereo Consoles

CHICAGO — Ten new stereo consoles and a half dozen new portable phonos feature Zenith's mid-season additions to its overall home entertainment line. The new product was being demonstrated in a series of special local market showings for dealers last week.

The console units, according to Zenith officials, combine "fine furniture elegance and full-feature performance at modest prices."

to 50 per cent off, actually below cost. A few of the customers looked over the stock—the best money could buy — and finally picked up a couple of worthless waltz tapes. I gave up on tape.

"As far as tape goes, I say with apologies to Charles Dickens: 'Humbug,' Baggett concluded.

Cabinets include offerings in Danish Modern, Italian Provincial, Early American, Transitional and French Provincial. Each of the 10 new sets include firm's "stereo precision" four-speed changer with "Micro-Touch" 2G tone arm, "free floating" cartridge and either a four or six-speaker sound system. Suggested lists for these run from \$149.95 for the Seville to \$299.95 for the Versailles which comes complete with AM-FM-FM stereo radio.

Among the portables the key feature is a special newly designed changer which has a width of only seven and a half inches permitting the use of a flip-top feature in the changer design. The Tune Topper model, offering this feature, lists at \$129.95. The Stereo Duet, another new portable, including AM-FM-FM stereo radio, lists at \$229.95.



ZENITH NEW PORTABLE phone group is highlighted by the Tune Topper (Model LPS75) which offers a special narrow width, flip-top record changer (7½ inches wide). Flipping the cabinet top brings the changer up ready to play. In the down position the changer is securely locked. List price is \$129.95.

### EQUIPMENT NEWSLETTER

## Manufacturers See an Even '64

By DAVID LACHENBRUCH  
(Contributing Editor)

Editorial Director, Television Digest

**SOME VIEWS OF 1964.** The phonograph and radio business this year will be just about as good as 1963. At least, that's the consensus of major manufacturers. In connection with a recent Television Digest survey, we asked them to predict sales for 1964. Though there was a wide spread between maximum and minimum forecasts, the average for both radio and television came out almost exactly to the 1963 figure.



We asked for predictions in terms of distributor-to-dealer sales, and the median forecasts came out this way: Radio, about 10.5 million domestic-brand units; phonos, 5 million to 5.2 million domestic units. In both cases, these are pretty close to 1963 figures.

The 13 manufacturers who answered our questionnaire were not in agreement, however. Radio forecasts were spread all the way from 8,750,000 to 12 million sets, and phono sales predictions ran the gamut from 4.5 to 5.5 million. Of 11 manufacturers predicting the course of radio imports during 1964, four said they'd rise, four said they'd fall and three said they'd be unchanged from 1963.

It's interesting that there are predictions of neither a dire depression nor a huge groundswell. Some of this is due to natural conservatism and unwillingness to go out on a limb. But it also may be due to the fact that 1964 will be a year of relative quiescence in terms of radios and phonographs. Unlike the television field, where color and tinyvision are creating something of a revolution, in radio the only really important imminent changes are a continuance of the trend to a greater proportion of FM sales. In phonos, it's transistorization and larger percentages with FM stereo built in. The new development in TV may well even cut into the phono market. Some manufacturers are predicting that phono console sales will be hurt by the increasing popularity of color TV. After all, a family's home entertainment budget can be stretched only so far.

**YOU MIGHT BE INTERESTED** in specific comments of some of the manufacturers in response to the survey.

One major radio-phono maker, who asked that his company not be identified, thinks the phonograph mix definitely will be affected by color, with high-end consoles suffering, while the low-end console and portable phono market picks up steam.

RCA Sales Corporation President Raymond W. Saxon cites the possibility of a step-up in imports of phonographs this year, particularly in the lower priced portable field.

Edward R. Taylor, president of Motorola Consumer Products, Inc., sees FM a very bright spot in both the radio and the phonograph combination market. He estimates that total FM and FM-AM radio sales (excluding combinations) will rise from 1.2 million in 1963 to 1.6 million in 1964, while phonos equipped with FM stereo increase from last year's 1 million to 1.3 million. Allan Gardner, sales manager of private-label

manufacturer Wells-Gardner, foresees a continuing increase in the percentage of AM-FM-equipped phono consoles.

A change in the phonograph mix is predicted by Larry Hyde, general manager of Philco's consumer products division. He sees more goods below \$269.95 as well as greater strength in the higher priced division (above \$400).

Max Zimmer, president of Symphonic Electronic Corporation, states: "There will be a continuation of the trend that we have been noticing for the past several years, wherein sales figures in both the portable and console phono categories will continue to show unit increases. However, the percentage increase in portable sales, we feel, will continue at a faster rate than console sales. The inclusion of transistor amplifiers in the product lines of many manufacturers now and in the immediate future will accelerate this percentage increase in portable sales over consoles."

Admiral Board Chairman Ross D. Siragusa foresees a continued increase in popularity of stereo radio-phonos, "with solid-state models achieving a large share of the market."

Robert J. Thies, president of Sylvania Home & Commercial Electronics Corporation, makes these detailed observations: "The better consoles will continue to increase as the consumer is aware that there is no such thing as good, cheap stereo. Our higher priced units at \$600 and \$800 have been exceptionally strong since the day we introduced them. Bench models will fall off seriously in popularity—as the shallow market has been filled.

**"YOU CAN LOOK FOR** a continued trend in component - specification portables," continues Thies, "as even the youngsters are shying away from the poor sound found in many of the lower priced portables today. They want better equipment. This is not surprising—we have never had a generation so sound and music-oriented as we have today. This means a tremendous stereo market ahead—a resurgence as dynamic as the early talking machine days.

"As for solid-state equipment—there's a definite place and great future for it. However, you can't give professional component specifications (and this is a must with solid-state) and give the same well-designed furniture cabinet. Something has got to give—if you want to hold the same approximate list price. So it becomes a matter of: (1) fine furniture with tube amplifier at today's prices; (2) fine furniture with solid-state at higher prices; (3) average-grade furniture with solid-state at tube prices.

"There is a place for all three in a line, but solution No. 1 is the safest bet. Our experience is that a sale takes place in definite steps: First, the woman chooses the cabinet style she likes. Whether it is solid-state or tube is of little interest to her. Only after you have the furniture endorsement does the inside story enter the picture (usually directed to the husband).

"There is a definite place for solid-state equipment and solid-state pricing, but do not count out the old, established tube amplifier and tuner in a fine furniture cabinet—at today's prices. The swing will not be as fast as some would lead you to believe. Remember, the wringer washer just keeps selling year after year—in spite of the automatic."

## 2 L. A. Firms Combine in One Division

LOS ANGELES — Rheem Califone and Roberts Electronics, Inc., have been combined into a single operating division of the Rheem Manufacturing Company here, a move which, according to Rheem President A. Lightfoot Walker, presages a "major expansion in the firm's consumer and electronic markets."

The Califone operation became a Rheem subsidiary in 1960, while Roberts joined as a separate subsidiary in November of last year. The new division plans to increase production of separate lines of Califone and Roberts audio products and to sell them through existing separate marketing channels and under present sales policies used for the two product lines, Walker remarked.

O. X. Pitney, who heads the new division as vice-president and general manager, said the Roberts line will be broadened and diversified in the coming year, noting in addition, that a leading development of the past year was Roberts' Crossfield head, which allows slow speed record and playback 1½ i.p.s.) with greater fidelity.

## Bay Music Box Store on Block

SAN FRANCISCO — The Music Box, one of downtown San Francisco's leading record retail stores, is being sold by its founder and owner of seven years, George Jacques. Jacques explains he wants to take a good long rest, after which he will return to the record business "in some capacity."

He reported to Billboard that the sale would probably be to the West Coast Record Distributors, which he described as an association consisting of the Alan Herb Corporation and Stanley Distributing Corporation, both of Seattle, and C & D Distributors, of San Francisco and Seattle. However, this purchase was not confirmed.

**SMASH!**

**JONI JAMES**

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FORGET YOU**

**b/w Un Caffè . . . . . K13206**



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

**THE HIT**  
VOCAL VERSION

"Main Theme  
from  
**THE  
CARDINAL  
(STAY WITH ME)**"

Nick Noble  
Chess #1879

"HI-HEEL  
SNEAKERS"

Tommy Tucker  
Checker #1067

"WOMAN,  
LOVE AND  
A MAN"

Part II

Tony Clarke  
Chess #1880

"THAT'S  
WHAT THEY  
PUT ERASERS  
ON PENCILS  
FOR"

The Gems  
Chess #1882

"BABY,  
WHAT YOU  
WANT  
ME TO DO"

Etta James  
Argo #5459

**CHESS**  
PRODUCING CORP.  
2120 S. Michigan Chicago 16, Ill.

**BEST SELLING  
PRE-RECORDED TAPE**

Below is a list of the best selling pre-recorded tapes. This chart is compiled from pre-recorded tape dealer replies. Mail questionnaires are used to contact top dealers throughout the country on a weekly basis. Popular reels as well as classical reels and other types of pre-recorded tape will be reported on these pages with emphasis on popular reels.

**CLASSICAL REELS**

- Pos. TITLE, Artist, Label & No.
- TCHAIKOVSKY: 1812 OVERTURE**  
Minneapolis Symphony Orchestra (Dorati), Mercury ST 90054
  - CONCERTOS UNDER THE STARS**  
Leonard Pennario; Hollywood Bowl Symphony Orchestra (Dragon), Capitol ZP 8326
  - BEETHOVEN: SYMPHONY NO. 5**  
Chicago Symphony Orchestra (Reiner), RCA Victor FTC 2032
  - LORD'S PRAYER**  
Mormon Tabernacle Choir; Philadelphia Orchestra (Ormandy), Columbia MQ 324
  - TCHAIKOVSKY: CONCERTO NO. 1**  
Van Cliburn, RCA Victor FTC 2043
  - BRAHMS: CONCERTO NO. 2**  
Van Cliburn; Chicago Symphony Orchestra (Reiner), RCA Victor FTC 2096
  - PORTS OF CALL**  
Philadelphia Orchestra (Ormandy), Columbia MQ 581
  - PUCCINI: MADAME BUTTERFLY**  
Renata Tebaldi & Various Artists, London LO 90010
  - BRITTEN: WAR REQUIEM**  
Various Artists, London LO 90067
  - VICTORY AT SEA, VOL. I**  
RCA Victor Symphony Orchestra (Bennett), RCA Victor FTC 2000

**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 TRANSISTOR RADIOS**

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	10/5/63 Issue	7/6/63 Issue		
1	1	1	Magnavox	14.0
2	2	3	RCA Victor	11.2
3	8	8	Panasonic	7.9
4	7	5	General Electric	7.2
5	5	7	Sony	5.8
6	3	2	Zenith	5.5
7	6	4	Motorola	5.4
8	4	6	Channel Master	3.3
			Others	39.7

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.

10/5/63 Issue: All brands represented in current chart.  
7/6/63 Issue: All brands represented in current chart.

**BEST SELLING CLOCK RADIOS**

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	10/5/63 Issue	7/6/63 Issue		
1	1	1	RCA Victor	22.4
2	4	3	General Electric	18.0
3	5	4	Magnavox	15.8
4	2	1	Zenith	12.0
5	6	6	Emerson	9.4
6	3	5	Motorola	5.3
7	—	—	Westinghouse	3.4
			Others	4.7

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.

10/5/63 Issue: All brands represented in current chart.  
7/6/63 Issue: Olympic (7); Panasonic (9).

**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.

- 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.
- PRESTIGE**—Expires January 31, 1964. Started January 1, 1964. Prestige 7000, 15 per cent discount. Folklore and Prestige 1600, 10 per cent discount. Bluesville, two free for five bought.
- FOLKWAYS**—Expires February 15, 1964. Starts January 15, 1964. Label is offering one free for every seven bought.
- MERCURY**—Expires February 29, 1964. Started January 2, 1964. Ten per cent discount on all new January releases and all catalog product except Storyteller children's series. Dated billing to qualified dealers.

**News Briefs...**

Robert W. Sanders has been named manager of engineering of the Magnavox consumer products division, according to Ellis Friedman, vice-president, manufacturing and engineering. At the firm's Fort Wayne headquarters, he'll be responsible for engineering of radio, TV, organ and stereo phono products. . . . Jack J. Badaracco has been named field sales manager, consumer products service, RCA Service Company. . . . Motorola has expanded its field sales territories from 15 to 20, according to Jim Haley, national sales manager, Motorola consumer products. New sales manager assignments have been made accordingly. The five new sectors were created by shrinking various territories, resulting

in smaller sectors for regional managers to cover. Paul Neubert has been named vice-president in charge of sales of Zenith Radio Corporation of New York. A 10-year man with Zenith, Neubert became general sales manager of the New York Zenith operation five years ago. . . . Wesley Fujii, former staff engineer for the audio operations department of Ampex has been named engineering manager of the department, according to operations vice-president C. Gus Grant. . . . Daniel Denham, general sales and marketing manager for the 3-M Company, has promoted Charles L. Alden to merchandising manager and Carl J. Andrews to advertising manager of the firm's magnetic products wing.

*Performance  
and Profits*

. . . in background music are yours with reliable VIKING cartridge players, in package or component form . . . Cartridges . . . Pre-recorded music.



Showing Vik-o-matic — completely self contained cartridge player. Consists of deck, 8 watt amplifier with microphone input and speaker. Also, reel-to-reel transports, recorders, amplifiers for every use and purpose.

Write Sales Manager For Information

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



**Viking** OF MINNEAPOLIS, INC.

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Your assurance  
of Quality in  
Tape Components

# PREDICTION:

# 1,000,000 PEOPLE WILL BUY THIS

# LESLEY GORE **SINGLE**

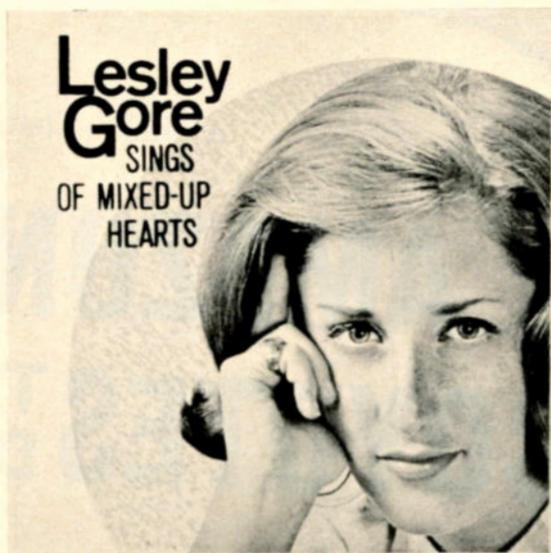
# "YOU DON'T OWN ME" 72206



*and 500,000 people will buy the album*

"You Don't Own Me"  
"She's a Fool"  
"Run, Bobby, Run"  
"The Old Crowd"  
"Fools Rush In"  
"Hello, Young Lover"  
"Sunshine, Lollipops & Rainbows"  
"My Foolish Heart"  
"If That's the Way You Want It"  
"Young and Foolish"  
"I Struck a Match"  
"Time to Go"

MG 20849 / SR 60849



FOREMOST IN FINE RECORDING



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**CHAIN  
REACTION  
ON  
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The Beatles Biggest Hit  
Is On Swan! 19 Weeks On Eng-  
lands Top 10—#3 Last Week.  
This Is The Record Performed On  
The Jack Paar Show . . .

**SHE  
LOVES  
YOU  
THE BEATLES**

S-4152

*Another Chartmaker!*

**AMAZONS AND  
COYOTES THE  
DREAMLOVERS**

S-4167

**SWAN RECORDS**

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WOODY HERMAN—1964 • PHM 200-118/PHS 600-118. The incredible Woody and his band topping even their two previous Philips best selling albums.

## DIZZY GILLESPIE & THE DOUBLE SIX OF PARIS

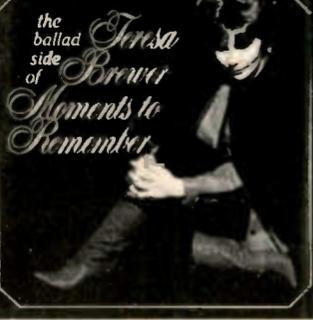


DIZZY GILLESPIE AND THE DOUBLE SIX • PHM 200-106/PHS 600-106. Two of today's great jazz acts combine to bring you the most exciting L.P. in years! A sure fire hit!

## THE SERENDIPITY SINGERS



THE SERENDIPITY SINGERS • PHM 200-115/PHS 600-115. The great new folk-pop group that everyone's talking about. Terrific hit on ABC-TV's "Hootenanny" Show.



MOMENTS TO REMEMBER—TERESA BREWER • PHM 200-119/PHS 600-119. A new Teresa singing with new warmth and feeling. Large, lush orchestral backing.

## LATIN AMERICAN ENCORES

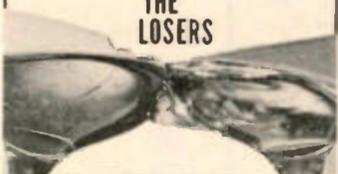
LUIS ALBERTO DEL PARANA AND HIS TRIO LOS PARAGUAYOS



LATIN AMERICAN ENCORES—TRIO LOS PARAGUAYOS • PHM 200-093/PHS 600-093. Vibrant, spirited melodies played and sung by one of the foremost Latin American groups in the world.

## GEORGIE AULD SEXTET

HERE'S TO THE LOSERS



HERE'S TO THE LOSERS—GEORGIE AULD • PHM 200-116/PHS 600-116. A superb collection of late-nite songs played by one of America's best known tenor sax men. Great appeal for jazz and pop fans.

## THE ROYAL NETHERLANDS MARINE BAND plays John Philip Sousa's marches



ROYAL NETHERLANDS MARINE BAND • PHM 200-107/PHS 600-107. One of the world's finest march bands playing all-time Sousa favorites. Sensational sound!

## Henri Duparc

Gérard Souzay

DUPARC TWELVE SONGS—GERARD SOUZAY • PHM 500-027/PHS 900-027. Magnificent performances of famed composer's songs by France's best known and best loved baritone.



DAVID OISTRAKH  
BEETHOVEN SONATAS FOR PIANO AND VIOLIN  
A MAJOR OPUS 30, NO. 1  
D MAJOR OPUS 12, NO. 1  
E FLAT MAJOR OPUS 12, NO. 3  
LEV OBORIN

BEETHOVEN—PIANO & VIOLIN SONATAS #1-#3-#6—DAVID OISTRAKH, VIOLINIST & LEV OBORIN, PIANIST • PHM 500-032/PHS 900-032. The third volume in Philips best selling series with famed Soviet violinist, David Oistrakh.

## MOZART

Symphony no. 39  
IN E FLAT MAJOR, K543  
Symphony no. 40  
IN G MINOR, K330  
COLIN DAVIS  
CONDUCTING THE  
London Symphony  
Orchestra

MOZART SYM. #29 & #40—LONDON SYM. ORCH., COLIN DAVIS, CONDUCTOR • PHM 500-036/PHS 900-036. Two of Mozart's most popular works conducted by the young English conductor who is the talk of the music world.



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NOTRE DAME  
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800th ANNIVERSARY OF THE CATHEDRAL OF NOTRE DAME, PARIS • PHM 500-039/PHS 900-039. The magnificent pipe organs and choirs of Notre Dame, plus extra brass instruments, thrillingly recorded!



SPECIAL PHILIPS CONNOISSEUR COLLECTION RELEASE • ADIEU—EDITH PIAF (LITTLE SPARROW) • PCC 208 (Mono). Original recordings transferred to L.P. without gimmicks or doctoring up. Line by line translations plus a booklet depicting in words and sketches the life of France's "Little Sparrow."

1. Powerful product—12 great new LP's loaded with sales appeal!
2. Powerful excitement in the great talent!
3. Powerful variety in Philips' January 1 Program effective through February 29!

The success story of the decade: that's the only way to describe the fantastic growth of Philips Records in '63! And '64 will be even bigger and better with a strong and varied line-up of quality product with built-in sales appeal, and a hard hitting merchandising campaign. Join in the excitement by getting your order in to your Philips representative now!

PHILIPS' STAGE III PROGRAM CARRIES A 10% DISCOUNT ON ALL NEW RELEASES AND CATALOG ITEMS.



PHILIPS RECORDS ONE WORLD OF MUSIC ON ONE GREAT LABEL!

# HOT 100

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Wks. On Chart
	1	2	3			
1	1	1	2	THERE! I'VE SAID IT AGAIN	Bobby Vinton, Epic 9638	8
2	2	2	3	LOUIE LOUIE	Kingsmen, Wand 143	11
3	3	6	8	POPSICLES AND ICICLES	Murmaids, Chaffahoochee 628	9
4	5	5	7	FORGET HIM	Bobby Rydell, Cameo 280	11
5	7	13	21	SURFIN' BIRD	Trashmen, Garrett 4002	7
6	4	3	1	DOMINIQUE	Singing Nun, Phillips 40163	11
7	19	19	35	HEY LITTLE COBRA	Rip Chords, Columbia 42921	6
8	8	9	13	THE NITTY GRITTY	Shirley Ellis, Congress 202	10
9	20	33	38	OUT OF LIMITS	Markells, Warner Bros. 5391	7
10	13	17	24	DRAG CITY	Jan & Dean, Liberty 55641	7
11	16	19	37	WHISPERING	Nino Tempo & April Stevens, Atco 6281	5
12	12	14	20	AS USUAL	Bronza Lee, Decca 31570	6
13	6	4	4	SINCE I FELL FOR YOU	Lenny Welch, Cadence 1439	13
14	31	58	—	UM, UM, UM, UM, UM, UM	Major Lance, Okeh 7187	3
15	10	10	11	MIDNIGHT MARY	Joey Powers, Amy 892	11
16	9	7	9	TALK BACK TREMBLING LIPS	Johnny Tillotson, MGM 13181	11
17	22	32	64	ANYONE WHO HAD A HEART	Dionne Warwick, Scepter 1262	7
18	37	49	72	YOU DON'T OWN ME	Lesley Gore, Mercury 72206	4
19	27	41	61	FOR YOU	Rick Nelson, Decca 31574	4
20	21	26	32	THAT LUCKY OLD SUN	Ray Charles, ABC-Paramount 10509	7
21	11	8	12	QUICKSAND	Martha & the Vandellas, Gordy 7025	9
22	14	15	15	WIVES AND LOVERS	Jack Jones, Kepp 551	12
23	30	40	52	DAISY PETAL PICKIN'	Jimmy Gilmer & the Fireballs, Dot 16539	6
24	25	31	42	SOMEWHERE	Tymes, Parkway 891	7
25	23	28	40	WHEN THE LOVELIGHT STARTS SHINING THROUGH HIS EYES	Supremes, Motown 1051	8
26	15	16	19	PRETTY PAPER	Roy Orbison, Monument 830	6
27	17	11	5	YOU DON'T HAVE TO BE A BABY TO CRY	Caravellas, Smash 1852	12
28	32	42	63	BABY I LOVE YOU	Ronettes, Philips 118	5
29	18	12	6	DRIP DROP	Dion DiMucci, Columbia 42917	10
30	33	44	55	HOOA TOOKA	Chubby Checker, Parkway 890	7
31	34	34	39	NEED TO BELONG	Jerry Butler, Vee Jay 567	9
32	24	24	22	CAN I GET A WITNESS	Marvin Gaye, Tamala 54087	14
33	29	23	25	KANSAS CITY	Trini Lopez, Reprise 20236	10

34	43	48	51	GIRLS GROW UP FASTER THAN BOYS	Cookies, Dimension 1020	8
35	42	45	49	TRA LA LA LA SUZY	Dean & Jean, Rust 5067	12
36	28	22	14	LODDY LO	Chubby Checker, Parkway 890	12
37	26	29	31	FOR YOUR PRECIOUS LOVE	Garnet Mimms & the Enchanters, United Artists 658	9
38	35	39	45	I GOTTA DANCE TO KEEP FROM CRYING	Miracles, Tamla 54089	9
39	51	62	75	WHAT KIND OF FOOL (Do You Think I Am)	Tams, ABC-Paramount 10502	6
40	47	56	60	IT'S ALL IN THE GAME	Cliff Richard, Epic 9633	7
41	36	27	30	TURN AROUND	Dick & DeeDee, Warner Bros. 5396	9
42	53	61	65	CHARADE	Henry Mancini & His Ork, RCA Victor 8256	7
43	46	47	56	THE MARVELOUS TOY	Chad Mitchell Trio, Mercury 72197	8
44	52	55	67	I CAN'T STOP TALKING ABOUT YOU	Steve & Eydie, Columbia 42932	5
45	—	—	—	I WANT TO HOLD YOUR HAND	Beatles, Capitol 5112	1
46	38	18	10	BE TRUE TO YOUR SCHOOL	Beach Boys, Capitol 5069	12
47	54	60	79	WHAT'S EASY FOR TWO IS SO HARD FOR ONE	Mary Wells, Motown 1048	9
48	65	—	—	A FOOL NEVER LEARNS	Andy Williams, Columbia 42950	2
49	56	69	85	IN THE SUMMER OF HIS YEARS	Connie Francis, MGM 13202	4
50	—	—	—	TALKING ABOUT MY BABY	Impressions, ABC-Paramount 10511	1
51	67	74	83	LETTER FROM SHERRY	Dale Ward, Dot 16520	4
52	45	36	41	I HAVE A BOYFRIEND	Chiffons, Laurie 3212	10
53	78	96	—	JAVA	Al Hirt, RCA Victor 8280	3
54	60	57	59	TODAY'S TEARDROPS	Rick Nelson, Imperial 66004	8
55	59	67	73	COMIN' IN THE BACK DOOR	Baja Marimba Band, Almo 201	5
56	61	68	84	MY ONE AND ONLY JIMMY BOY	Girlfriends, Colpix 712	4
57	55	63	71	BON-DOO-WAH	Orlons, Cameo 287	6
58	62	72	81	THE LITTLE BOY	Tony Bennett, Columbia 42931	5
59	68	70	70	DUMB HEAD	Ginny Arnell, MGM 13177	9
60	81	89	—	YOU'RE NO GOOD	Betty Everett, Vee Jay 566	8
61	63	66	77	WATCH YOUR STEP	Brooks O'Dell, Gold 214	6
62	58	53	53	LONG TALL TEXAN	Murry Kellum, M.O.C. 653	11
63	70	83	94	HARLEM SHUFFLE	Bob & Earl, Marc 104	5
64	57	51	58	AS LONG AS I KNOW HE'S MINE	Marvelettes, Tamla 54088	11
65	75	88	91	THE SHELTER OF YOUR ARMS	Sammy Davis Jr., Reprise 20216	6
66	72	82	—	YOU'LL NEVER WALK ALONE	Patti LaBelle & Her Blue Belles, Parkway 896	3

67	69	77	—	IF SOMEBODY TOLD YOU	Anna King, Smash 1858	3
68	64	64	68	THAT BOY JOHN	Raindrops, Jubilee 5466	8
69	66	71	78	TRUE LOVE GOES ON AND ON	Burl Ives, Decca 31571	4
70	90	94	—	PAIN IN MY HEART	Otis Redding, Volt 112	7
71	73	81	96	SNAP YOUR FINGERS	Barbara Lewis, Atlantic 2214	4
72	74	87	—	WHO CARES	Fats Domino, ABC-Paramount 10512	3
73	79	—	—	I WISH YOU LOVE	Gloria Lynn, Everest 2036	2
74	77	—	—	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME	Shirley, Scepter 1264	2
75	76	80	82	WE BELONG TOGETHER	Jimmy Velvet, ABC-Paramount 10488	6
76	71	75	80	PLEASE	Frank Ifield, Capitol 5089	6
77	88	91	95	PINK DOMINOES	Crescents, Era 3116	4
78	82	85	—	SINCE I FOUND A NEW LOVE	Little Johnny Taylor, Galaxy 725	3
79	89	90	—	DO-WAH-DIDDY	Exclters, United Artists 662	3
80	83	—	—	SEE THE FUNNY LITTLE CLOWN	Bobby Goldsboro, United Artists 672	2
81	84	—	—	PUPPY LOVE	Barbara Lewis, Atlantic 2214	2
82	—	—	—	COME ON	Tommy Roe, ABC-Paramount 10515	1
83	80	76	76	COME DANCE WITH ME	Jay & the Americans, United Artists 669	8
84	—	—	—	SOUTHTOWN, U. S. A.	Dixiebeats, Sound Stage 7 2517	1
85	87	—	—	BILLIE BABY	Lloyd Price, Double L 729	2
86	95	—	—	LITTLE BOXES	Pete Seeger, Columbia 42940	2
87	—	—	—	THAT GIRL BELONGS TO YESTERDAY	Gene Pitney, Muscor 1036	1
88	—	—	—	STAY WITH ME	Frank Sinatra, Reprise 0249	1
89	—	—	—	WOW WOW WEE	Angels, Smash 1870	1
90	93	95	—	DEEP IN THE HEART OF HARLEM	Clyde McPhatter, Mercury 72220	3
91	92	93	—	HIS KISS	Betty Harris, Jubilee 5465	3
92	—	—	—	SAGINAW, MICHIGAN	Lefty Frizzell, Columbia 42924	1
93	—	—	—	I'LL REMEMBER (In the Still of the Night)	Santo & Johnny, Canadian-American 164	1
94	—	—	—	SO FAR AWAY	Hank Jacobs, Sue 795	1
95	96	—	—	JUDY LOVES ME	Johnny Crawford, Del-Fi 4231	2
96	—	—	—	442 GLENWOOD AVENUE	Pixies Three, Mercury 72208	1
97	—	—	—	SLIPIN' AND SLIDIN'	Jim & Monica, Betty 1207	1
98	—	93	—	HERE COMES THE BOY	Tracey Dey, Amy 894	2
99	100	—	—	WHO DO YOU LOVE	Sapphires, Swan 4162	2
100	—	—	—	CHARADE	Andy Williams, Columbia 42950	1

## HOT 100—A TO Z—(Publisher-Licensee)

Anyone Who Had a Heart (U. S. Songs, ASCAP)	17
As Long as I Know He's Mine (Jobete, BMI)	64
As Usual (Samos Island, BMI)	12
Baby, I Love You (Mother Bertha-Trio, BMI)	28
Be True to Your School (Sea of Tunes, BMI)	46
Billie Baby (Prigan, BMI)	85
Bon-Doo-Wah (Kalmann, ASCAP)	57
Can I Get a Witness (Jobete, BMI)	32
Charade—Mancini (Southdale-Northern, ASCAP)	42
Charade—Williams (Southdale-Northern, ASCAP)	100
Come Dance With Me (Trio, BMI)	83
Come On (Fame, BMI)	82
Comin' in the Back Door (Irving, BMI)	55
Daisy Petal Pickin' (Dundee, BMI)	23
Deep in the Heart of Harlem (January, BMI)	90
Do-Wah-Diddy (Trio, BMI)	79
Dominique (General, ASCAP)	6
Drag City (Screen Gems-Columbia, BMI)	10
Drip Drop (Progressive-Quintet, BMI)	29
Dumb Head (Peter Maurice, ASCAP)	59
Fool Never Learns, A (Cricket, BMI)	48
For You (Witmark, ASCAP)	19
For Your Precious Love (Gladstone, ASCAP)	37
Forget Him (Leeds, ASCAP)	4
442 Glenwood Avenue (Merjoda, BMI)	96
Girls Grow Up Faster Than Boys (Screen Gems-Columbia, BMI)	34
Harlem Shuffle (Marc Jean-Keyman, BMI)	63
Here Comes the Boy (Saturday, ASCAP)	98
Hey Little Cobra (Vadim, BMI)	7
His Kiss (Mellin-Trio, BMI)	91
Hooa Tooka (Evanston-Woodcrest, BMI)	30
I Can't Stop Talking About You (Screen Gems-Columbia, BMI)	44
I Gotta Dance to Keep From Crying (Jobete, BMI)	38
I Have a Boyfriend (Trio, BMI)	52

I Want to Hold Your Hand (Duchess, BMI)	45
I Wish You Love (Leeds, ASCAP)	73
I'll Remember (In the Still of the Night) (Cherio, BMI)	93
In the Summer of His Years (Leeds, ASCAP)	49
It's All in the Game (Remick, ASCAP)	40
Java (Tideland, BMI)	53
Judy Loves Me (Screen Gems-Columbia, BMI)	95
Kansas City (Lols, BMI)	33
Letter From Sherry (NuStar, BMI)	51
Little Boxes (Schroder, ASCAP)	86
Little Boy, The (Morris, ASCAP)	58
Loddy Lo (Kalmann-C. C., ASCAP)	36
Long Tall Texan (Adams-Ethridge, BMI)	62
Louie Louie (Limax, BMI)	2
Marvelous Toy, The (Teena, ASCAP)	43
Midnight Mary (Jimskip, BMI)	15
My One and Only Jimmy Boy (Screen Gems-Columbia, BMI)	56
Need to Belong (Curton-Conrad, BMI)	31
Nitty Gritty, The (Gallico, BMI)	8
Out of Limits (Wrist, BMI)	9
Pain in My Heart (Jarb, BMI)	70
Pink Dominoes (Dimondaire-Room Seven, BMI)	77
Please (Famous, ASCAP)	3
Popsicles and Icicles (Dragonwyck, BMI)	76
Pretty Paper (Pamper, BMI)	26
Puppy Love (McLaughlin, BMI)	81
Quicksand (Jobete, BMI)	21
Saginaw, Michigan (Free, BMI)	92
See the Funny Little Clown (Unart, BMI)	36
Shelter of Your Arms, The (Print, BMI)	65
Since I Fell for You (Advanced, ASCAP)	13
Since I Found a New Love (Circio-Boyson, BMI)	78
Slipin' and Slidin' (Venice, BMI)	97
Snap Your Fingers (Cigma, BMI)	71

So Far Away (Saturn-Five Point, BMI)	94
Somewhere (Wynote, ASCAP)	24
Southtown, U.S.A. (Gallico, BMI)	84
Stay With Me (Chappell, ASCAP)	88
Surfin' Bird (Willona, BMI)	5
Talk Back Trembling Lips (Acuff-Rose, BMI)	16
Talking About My Baby (Curton, BMI)	50
That Boy John (Trio, BMI)	68
That Girl Belongs to Yesterday (Pittfield, BMI)	87
That Lucky Old Sun (Robbins, ASCAP)	20
There! I've Said It Again (Valiant, ASCAP)	1
Today's Teardrops (Sea Lark, BMI)	54
Tonight You're Gonna Fall in Love With Me (Screen Gems-Columbia, BMI)	74
Tra La La Suzy (Just, BMI)	35
True Love Goes On and On (Frank, ASCAP)	69
Turn Around (Clara, ASCAP)	41
Um, Um, Um, Um, Um, Um (Curton-Jalyne, BMI)	14
Watch Your Step (Ludis, BMI)	61
We Belong Together (Figure, BMI)	75
What Kind of Fool (Do You Think I Am) (Low-Twi, BMI)	39
What's Easy for Two is So Hard for One (Jobete, BMI)	47
When the Lovelight Starts Shining Through His Eyes (Jobete, BMI)	25
Whispering (Fisher-Miller, ASCAP)	11
Who Cares (Acuff-Rose, BMI)	72
Who Do You Love (Mill & Range, BMI)	99
Wives and Lovers (Famous, ASCAP)	22
Wow Wow Wee (Grand Canyon, BMI)	89
You Don't Have to Be a Baby to Cry (R.F.D., ASCAP)	27
You Don't Own Me (Merjoda, BMI)	18
You'll Never Walk Alone (Williamson, ASCAP)	66
You're No Good (Morris, ASCAP)	60

## BUBBLING UNDER THE HOT 100

101. BABY WHAT YOU WANT ME TO DO	Etta James, Argo 9459
102. WHEN YOU WALK IN THE ROOM	Jackie DeShannon, Liberty 55645
103. THE COW	Bill Robinson, American 1023
104. COMING BACK TO YOU	Maxine Brown, Wand 142
105. SOUL DANCE	Tommy Leonetti, RCA Victor 8251
106. MY HOME TOWN	Steve Lawrence, Columbia 42952
107. THE FEELING IS GONE	Bobby Bland, Duke 379
108. PROMISES	Ray Peterson, Dunes 2230
109. FOR YOUR SWEET LOVE	Cascades, RCA Victor 8268
110. BIG TOWN BOY	Shirley Matthews, Atlantic 2210
111. THE SON OF REBEL-ROUSER	Duane Eddy, RCA Victor 8276
112. (It's No) SIN	Duprees, Coed 587
113. ASK ME	Inez Fox, Symbol 226
114. NAVY BLUE	Diane Renay, 20th Century-Fox 356
115. RED DON'T GO WITH BLUE	Jimmy Clanton, Philips 40161
116. HE SAYS THE SAME THINGS TO ME	Skeeter Davis, RCA Victor 8288
117. PEANUTS	4 Seasons, Vee Jay 901 (Extended Play)
118. DON'T CROSS OVER	Linda Brannon, Epic 9540
119. I ONLY WANT TO BE WITH YOU	Dusty Springfield, Philips 40162
120. A ROOM WITHOUT WINDOWS	Steve Lawrence, Columbia 42952
121. HERE'S A HEART	Diplomats, Arock 1104
122. TELL HIM	Draw-Vels, Capitol 5955
123. CALIFORNIA SUN	Rivieras, Riviera 1401
124. PENETRATION	Pyramids, Best 1302
125. I DIDN'T KNOW WHAT TIME IT WAS	Crampton Sisters, DCP 1801
126. BEGGING TO YOU	Marly Robbins, Columbia 42950
127. THE GREASY SPOON	Hank Marr, Federal 12508
128. WHO NEEDS YOU	Bobby Paris, Chaffahoochee 31

*The first big hit of '64*  
*from*  
**20th CENTURY-FOX RECORDS**



**NAVY**

**BLUE**

**DIANE RENAY**

FOX #456

A BOB CREWE PRODUCTION

**I LOVE HIM**

BY

**THE CASTENETS**

TCF #1

**OLE FATHER TIME**

BY

**MILLIE FOSTER**

TCF #4

**BECAUSE OF YOU**

BY

**ROME & PARIS**

FOX 423



# 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

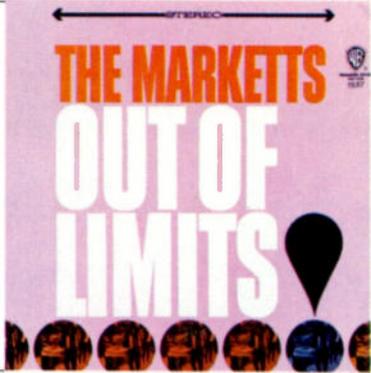
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

### POP SPOTLIGHT

#### OUT OF LIMITS

The Marketts  
Warner Bros. W 1537 (M);  
WS 1537 (S)

The Marketts' single, "Out of Limits," is fast climbing the charts. The instrumental group keeps on the ethereal kick with easy-to-listen-to original material here. Solid cuts are "Love 1985," "Hyper Space," "Saturn," "Other Limits," to name a few. LP could blast off.



### POP SPOTLIGHT

#### BOB NEWHART FACES BOB NEWHART (Faces Bob Newhart)

Warner Bros. W 1517 (M);  
WS 1517 (S)

Newhart has come up with another winner. Package contains material that is airable and perfect for parties. Perhaps the most hilarious bit is "The Man Who Looked Like Hitler," delivered in the usual bashful, relaxed Newhart manner, but all tracks warrant a good hearing.



### POP SPOTLIGHT

#### HELLO YOUNG LOVERS

Jimmy Durante  
Warner Bros. W 1531 (M);  
WS 1531 (S)

Durante scored big with his recent first album with Warner Bros. and a hit single from that album of "September Song." Here's another generous helping of sentimental oldies and more modern things, given Jimmy's inimitable treatment, to nice lush string backings similar to those in his first set. Included here are "Try a Little Tenderness," "Hello Young Lovers," "Smile," "Hi Lili Hi Lo" and "This Is All I Ask."

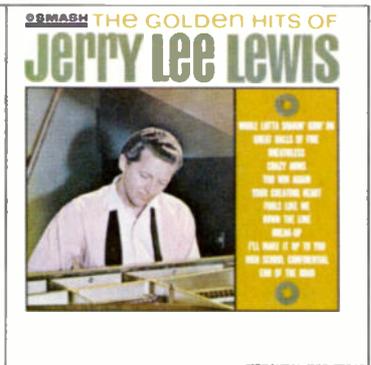


### POP SPOTLIGHT

#### THE GOLDEN HITS OF JERRY LEE LEWIS

Smash MGS 27040 (M);  
SRS 67040 (S)

This is the era of hit oldie revivals, and Smash has a great collection here of some of the wildest of the old greats by Jerry Lee Lewis. These are new recordings of his biggest early hits with the lad still belting them out and pumping away at his piano. The catalog here includes "Whole Lotta Shakin'," "Great Balls of Fire," "Breathless," "High School Confidential," etc.

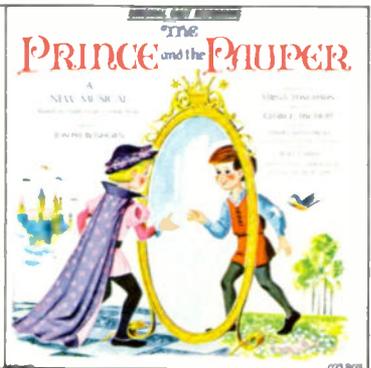


### POP SPOTLIGHT

#### THE PRINCE AND THE PAUPER

Original Cast  
London AM 28001 (M);  
AMS 98001 (S)

Originally written as a "children's musical," the score to this delightful musical will appeal to young and old alike. The lyrics and tunes are thoroughly sophisticated and never talk down to youngsters. Based on the Mark Twain story it deserves to set a standard in its class. London is planning a heavy promotion campaign on the album and it should therefore work its way into the category of a "classic." Scoring is neat and direct.

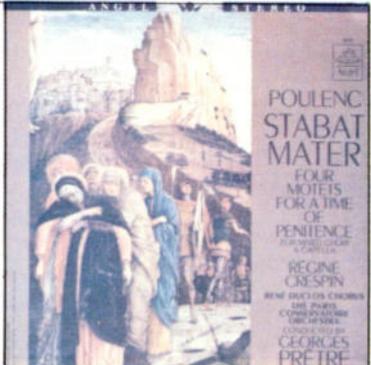


### CLASSICAL SPOTLIGHT

#### POULENC: STABAT MATER; FOUR MOTETS FOR A TIME OF PENITENCE

Choeurs Rene Duclou (Pretre)  
Angel S 36121 (S)

Poulenc has tenderly fashioned these religious works with restraint and dignity. The larger of the pieces, the "Stabat Mater," sparingly employs the services of soprano Regine Crespin, though it is the choral fabric which dominates in texture. Written by the late Poulenc on the occasion of the death of painter Christian Berard, the work was first performed in 1951. This is the first recording available.

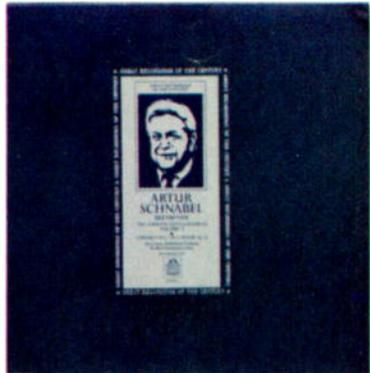


### CLASSICAL SPOTLIGHT

#### BEETHOVEN: CONCERTO NO. 1 FOR PIANO AND ORCHESTRA

Artur Schnabel  
Angel COLM 1

One year ago Angel released this disk in package form all five concerti, and now it is available independent of the complete set. This historic performance, recorded in 1932 with Sir Malcolm Sargent and the London Symphony Orchestra, has been carefully engineered to maximum fidelity under the circumstances and will have great appeal to collectors who do not already have the complete set.



### CLASSICAL SPOTLIGHT

#### BEETHOVEN: CONCERTO NO. 2 FOR PIANO AND ORCHESTRA

Artur Schnabel  
Angel COLM 2

This is the second re-release by Angel from the complete set of concerti with Schnabel. It has the aural advantage of having been recorded in 1946. On this recording, Schnabel is accompanied by Issay Dobrowen and the Philharmonia Orchestra. A quality peculiar to Schnabel's Beethoven is its complete naturalness and flow, which is without peer. Everything seems inevitable and right.

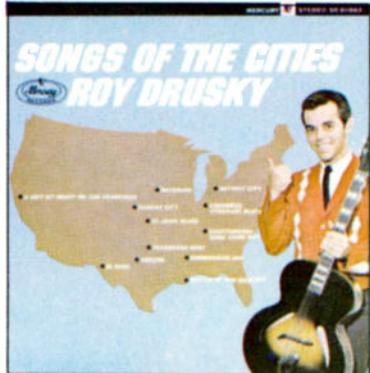


### COUNTRY SPOTLIGHT

#### SONGS OF THE CITIES

Roy Drusky  
Mercury MG 20883 (M);  
SR 60883 (S)

A clever idea for an album and it's handsomely carried off by Drusky, who more and more has the pop touch. The tunes include such as "Detroit City," "Abilene," "I Left My Heart in San Francisco," "Kansas City," "El Paso," "Water Loo," etc. The Nashville chorus-combo sound is heard neatly in support over Drusky's warm, deep-voiced vocals. Any number of these tracks warrant strong pop play.

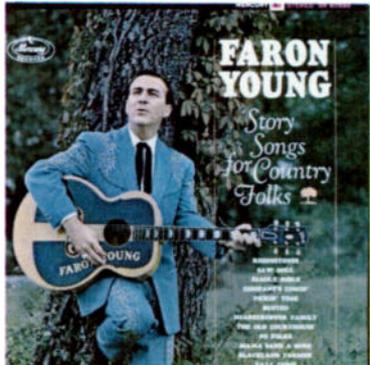


### COUNTRY SPOTLIGHT

#### STORY SONGS FOR COUNTRY FOLKS

Faron Young  
Mercury MG 20896 (M);  
SR 60896 (S)

Young, always a potent artist, has his best choice of material in a spell on this newest album. With good Nashville-styled, country-pop arrangements, he does such strong items as a new Merle Kilgore tune, "Rhinestone," Bill Anderson's "Po' Folks," "Blackland Farmer" by Frankie Miller, and Harlan Howard's smash song "Busted." It's solid wax that can easily find a good, broad market.

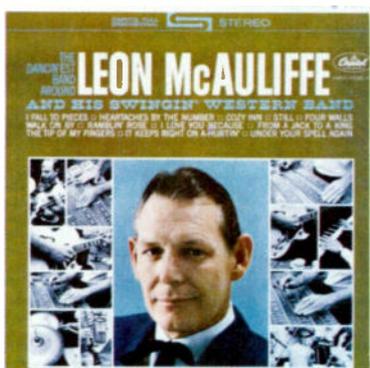


### COUNTRY SPOTLIGHT

#### THE DANCIN'EST BAND AROUND

Leon McAuliff & His Swingin' Western Band  
Copitol T 2016 (M);  
ST 2016 (S)

The distinctive instrumental sound of the McAuliff ork is applied here to a string of country-pop hits. The band sighs and swings on country weepers and high steppers alike. Among the hits done in the inimitable McAuliff manner are "Still," "I Fall to Pieces," "Jack to a King" and "Ramblin' Rose."

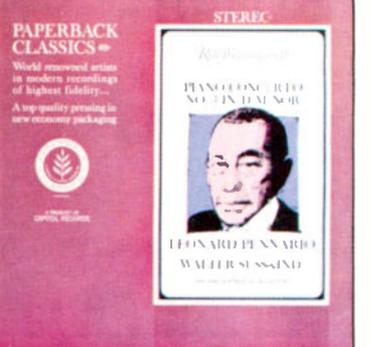
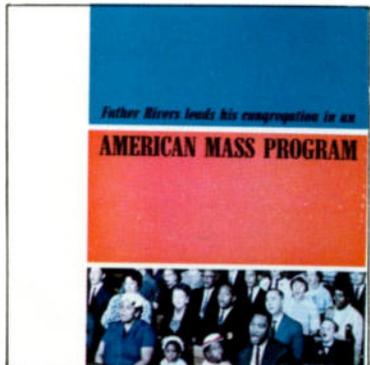


### RELIGIOUS SPOTLIGHT

#### AMERICAN MASS PROGRAM

Fother Rivers & His  
Congregation  
Spire SP 1002

Here's a most unusual album. It's a new approach to the liturgical music of the Catholic Mass. Father Rivers is steeped in the tradition of blues and the Negro spiritual, and he applies his background to the music of the Mass and comes up with something most distinctive. Portions are like a Gregorian chant touched with the blues.



### LOW-PRICE CLASSICAL SPOTLIGHT

#### RACHMANINOFF: PIANO CONCERTO NO. 3 IN D MINOR

Leonard Pennario; Philharmonia Orchestra (Susskind)  
Paperback Classics L 9224 (M);  
SL 9224 (S)

Pennario gives here a lyrical performance of one of the most demanding concertos in the piano literature. All the virtuosic demands are met with ease and breath of phrase. Walter Susskind and the Philharmonia Orchestra offer excellent support.

## 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

#### TODAY'S SOUNDS IN POP-COUNTRY HITS

Strings, Voices & Ork by Billy Liebert  
Copitol T 2000 (M); ST 2000 (S)

Here's a fine album of country hits of the recent past played with strings and sung by chorus. The treatment is of the middle-of-the-road variety, but much of the country quality of the material comes through with more than adequate use of guitars, strings and trumpets. "Ring of Fire," "Detroit City," "Still" and "From a Jack to a King" are top tracks.

### POP SPECIAL MERIT

#### THE HITS OF JO STAFFORD

Copitol T 1921 (M); ST 1921 (S)

The voice of Jo Stafford has been a pleasurable experience for many. Now to and 12 tunes she helped make famous have been re-recorded in stereo. "You Belong to Me," "Yesterdays," "Make Love to Me," "I'll Be Seeing You" and others are reproduced with top-rate clarity, and all the warmth and charm of Jo's vocalizing is retained. Stafford fans will dig the stereo treatment on "Make Love to Me." Package is also ideal for radio programming.

### POP SPECIAL MERIT

#### TONIGHT WE LOVE

Freddy Martin & His Ork  
Copitol T 2018 (M); ST 2018 (S)

A fine package to reminisce to, whether it be dancing, entertaining at home or just relaxing. Among the musical memorabilia, a la Martin, are "Tonight We Love," "Autumn Concerto," "Theme From Tchaikovsky's Sixth Symphony," to name a few. They all sounded great 15 years ago... they sound just as good today in stereo.

**SPECIAL MERIT PICKS** POP SPECIAL MERIT

**THE BIG BEN BANJO BAND**  
Capitol T 10364 (M); ST 10364 (S)

A combination of Pee Wee King, Kenny Ball and Lester Lanin, the Big Ben Banjo Band is unexcelled for parties, weddings, society hootenannies and nearly all radio stations. Crammed with more singable-danceable tunes than there's room to mention here, the rickety-tick, honky-tonk band is the greatest, playing Dixie, waltzes, fox trots, et al. Barrels of fun listening.

**SPECIAL MERIT PICKS** POP SPECIAL MERIT

**THE BEST OF WOODY HERMAN**  
Everest 5222 (M); 1222 (S)

Herman and one of the many Herds romp through a host of Herman greats. Featured are "Woodchopper's Ball," "Caldonia" (with Woody's vocalizing) and "Summer Sequence," en toto. Pop big band and jazz buffs alike will no doubt want this updated offering for their collections.

**SPECIAL MERIT PICKS** CLASSICAL SPECIAL MERIT

**CHOPIN BALLADES**  
Witold Malcuzyński  
Angel S 36146 (S)

Pianist Witold Malcuzyński's performances of the four "Ballades" is perfectly poetic without ever becoming overly sentimental. They are remarkably alive, and all the expression seems spontaneous and convincing. Even bravura sections are essentially muted. They should be recommended as definitive Chopin.

**SPECIAL MERIT PICKS** CLASSICAL SPECIAL MERIT

**RIMSKY-KORSAKOV: SUITE FROM "LE COQ D'OR"; PROKOFIEV: SUITE FROM "THE LOVE FOR THREE ORANGES"**

Pittsburgh Symphony Orchestra (Steinberg)  
Paperback Classics L 9228 (M); SL 9228 (S)

Although the packaging of Capitol's Paperback Classics is inexpensive, the music and performers are, for the most part, top rate. Classical music lovers will find much enjoyment in Steinberg's (with the Pittsburgh Symphony Orchestra) handling of "Suite From Le Coq D'Or" by Rimsky-Korsakov and Prokofiev's Suite from "The Love for Three Oranges."

**SPECIAL MERIT PICKS** CLASSICAL SPECIAL MERIT

**VIVALDI: FOUR CONCERTI FOR VIOLIN, STRINGS AND CEMBALO, Vol. 2**

Nathan Milstein  
Angel S 36004 (S)

The name of Nathan Milstein is readily recognizable to the purchasers of classical LP's. However, Antonio Vivaldi and the works contained in this LP are not so well known. Despite this commercial handicap, few purchasers of the LP will be disappointed in Milstein's educated and spirited performance of this all-Vivaldi concert.

**SPECIAL MERIT PICKS** CLASSICAL SPECIAL MERIT

**TCHAIKOVSKY: ROMEO AND JULIET; FRANCESCA DA RIMINI**

Philharmonia Orchestra (Gulini)  
Angel S 35980 (S)

A great favorite, Tchaikovsky's "Romeo and Juliet" will usually capture the eye of the public. "Francesca Da Rimini"—an intense work—a neat partner in this packaging. The Philharmonia Orchestra under the direction of Carlo Maria Giulini turns in an excellent performance of both. Packaging is worth exposure.

**ALBUM REVIEW POLICY**

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**SPECIAL MERIT PICKS** CLASSICAL SPECIAL MERIT

**BIZET: CARMEN SUITE; L'ARLESIEUNNE SUITES 1 & 2/CHABRIER: ESPANA BOURREE FANTASQUE MARCHE JOYEUSE**

Detroit Symphony Orchestra (Paray)  
Mercury MG 50374 (M)

Mercury offers a vividly recorded combination of musical fare by French composers which can hardly be beat for the price. All standards of the romantic repertoire, they have been nicely blended on one disk which gives the consumer one full hour of listening pleasure. Paul Paray directs the Detroit Symphony Orchestra in impassioned, deliberate performances. It's of particular interest to the new collector. The attractive "eye catching" album is glibly annotated by musicologist Edward Downes.

**SPECIAL MERIT PICKS** COMEDY SPECIAL MERIT

**THE BEST OF STAN FREBERG**  
Capitol T 2020 (M); ST 2020 (S)

Today comedy albums are making it bigger than at any time in recent years. Freberg was among the pioneers of comedy on records. This collection of Frebergmania includes such comedy classics as "St. George and the Dragonet," "Great Pretender," "John and Marsha," "Banana Boat."



**FOUR-STAR ALBUMS**

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

**POPULAR**

**THE HITS OF JOE (FINGERS) CARR**  
Capitol T 2019 (M); DT 2019 (S)

**THE HITS OF THE ANDREWS SISTERS**  
Capitol T 1924 (M); DT 1924 (S)

**THE TOUCH OF YOUR LIPS**  
Pat Boone. DLP 3546 (M); DLP 25546 (S)

**AMERICA AMERICA**  
Sound Track. Warner Bros. W 1527 (M); WS 1527 (S)

**CLASSICAL**

**SCHUMANN: KINDERSCENEN; CHOPIN: SONATA NO. 3 IN B MINOR**  
Rudolf Firkusny. Paperback Classics L 9225 (M); SL 9225 (S)

**LA MONTAINE: CONCERTO FOR PIANO AND ORCHESTRA**  
Karen Keys; Oklahoma City Symphony Orchestra (Harrison). Composers Recordings CRI 166

**HAYDN: TRUMPET CONCERTO; DIVERTIMENT**  
Bernard Jeannotot; Kurt Redel, Flute; Pro Arte Chamber Orchestra of Munich (Redel).  
Angel S 36148 (S)

**JAZZ**

**UNA MAS**  
Kenny Dorham. Blue Note 4127 (M)

**INTERNATIONAL**

**CHANSONS DE LA VIELLE FRANCE**  
L'Ensemble Vocal "Contrepoint."  
Spoken Arts 213

**TYROLEAN MUSIC OF AUSTRIA**  
Various Artists. Capitol T 10352 (M); ST 10352 (S)

**GREEK HOLIDAY**  
Various Artists. Capitol T 10341

**BLUES**

**BLUES N' TROUBLE, VOLUME 2**  
Various Artists. Arhoolie F 1012



**THREE-STAR ALBUMS**

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

**POPULAR**

**JEANNIE HOFFMAN THE FOLK-TYPE SWINGER**  
Capitol T 2021 (M); ST 2021 (S)

**BROTHERS CASTRO RECORDED LIVE AT HARRAH'S TAHOE**  
Capitol T 2015 (M); ST 2015 (S)

**SPECIALTY**

**STRANGE TRUTHS**  
Tom O'Neil  
Petal 3000

**BREAKOUT ALBUMS**

★ NATIONAL BREAKOUTS

**DRAG CITY**

Jan & Dean, Liberty LRP 3339 (M); LST 7339 (S)

**JOHN FITZGERALD KENNEDY MEMORIAL ALBUM**

Premier 2099 (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.

**SONGS I LIKE . . .**

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

**JOHN FITZGERALD KENNEDY A MEMORIAL ALBUM . . .**

Diplomat 10000 (M); (No Stereo)

**OLDIES BUT GOODIES, VOL. 6 . . .**

Various Artists, Original Sound 5011 (M); 8855 (S)

**SINCE I FELL FOR YOU . . .**

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

**JOHN FITZGERALD KENNEDY—THE PRESIDENTIAL YEARS—1960-1963 . . .**

Pickwick JK 1 (M); (No Stereo)

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

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

**500 MILES AWAY FROM HOME . . .**

Bobby Bare, RCA Victor LPM 2835 (M); LSP 2835 (S)

**ETTA JAMES ROCKS THE HOUSE . . .**

Argo LP 4032 (M); LP 4032 (S)

**LISTEN AND DANCE TO THAT SAN FRANCISCO BEAT . . .**

Ernie Heckscher & His Fairmont Ork, Columbia CL 2086 (M); CS 8886 (S)

**HAVE SOME NUTS!!! . . .**

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

**HAVE YOU HEARD . . .**

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

**LAUGHING ON THE OUTSIDE . . .**

Aretha Franklin, Columbia CL 2079 (M); CS 8879 (S)

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

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

**THE DREAM DUET . . .**

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

**Jazz Series Opens 2d Year On Network**

NEW YORK—"Jazz Casual," the National Educational Network's Jazz TV series, opened its second year on Channel 13 here Saturday (28). "Jazz Casual" is again being produced by noted West Coast jazz critic Ralph Gleason and he is emcee on the show as well. This is the second series of shows done for National Educational Television by Gleason. The first show in the new volume features Gerry Mulligan, Jimmy Rushing, Earl Hines, Woody Herman, Paul Winter, Lambert Hendricks and Bavan along with others are also set.

Gleason has also produced a unique three-part documentary called "Anatomy of a Hit" which, still centering on jazz, traced the rise of the Vince Guaraldi hit "Cast Your Fate to the Winds." This will be shown after the 11 regular programs have been telecast.

The show is carried on 75 stations throughout the country for 11 weeks plus the three films. Gleason has also re-signed with NET to produce another jazz series for 1964.

**Coast Distrib Reorganized**

SAN FRANCISCO—D. M. Sales Co., local record distributors, has been reorganized and has acquired several new pop labels.

Partners Chuck Dondero and Don Graham have purchased the interest of Jim McGuire, who founded the company together with Dondero about two years ago. McGuire will maintain his retail store, Studio Records, in Oakland as well as his Seattle One Stop in the northwestern city.

New labels acquired by D. M. as of January 1 include Challenge, Double L, Tri Disc, Scepter-Wand, Sue and Spokane, and also the folk label, Elektra. The company continues to represent Jubilee, Prestige and A and M as before.

**Realm Records Sets Up Shop**

NEW YORK—A new jazz label, Realm Records, has made its debut here. Firm is headed by Jackson Leighter, who is also president of Sir Records. The firms, however, are otherwise not affiliated. First two Realm albums ready for mid-January

**Folkways 1-for-7**

NEW YORK—Folkways Records has a special deal starting on its entire catalog beginning January 15. The label is offering one free record for every seven bought.

release are "Jazz for Bach Buffs" and "Lullabies in Jazz," by pianist Dave McKenna.

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# TOP LP's

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

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	<b>THE SINGING NUN</b> Phillips PCC 203 (M); PCC 603 (S)	11
2	2	<b>IN THE WIND</b> Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	13
3	4	<b>FUN IN ACAPULCO</b> Elvis Presley, RCA Victor LPM 2756 (M); LSP 2756 (S)	5
4	6	<b>PETER, PAUL &amp; MARY</b> Warner Bros. W 1449 (M); WS 1449 (S)	91
5	5	<b>WEST SIDE STORY</b> Sound Track, Columbia OL 5670 (M); OS 2070 (S)	117
6	3	<b>THE SECOND BARBRA STREISAND ALBUM</b> Columbia CL 2054 (M); CS 8854 (S)	19
7	8	<b>JOAN BAEZ IN CONCERT, PART 2</b> Vanguard VRS 9113 (M); VSD 2123 (S)	7
8	10	<b>MOVING</b> Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	53
9	9	<b>LITTLE DEUCE COUPE</b> Beach Boys, Capitol T 1998 (M); ST 1998 (S)	11
10	34	<b>JOHN F. KENNEDY—THE PRESIDENTIAL YEARS 1960-1963</b> 20th Century-Fox TFM 3127 (M); (no Stereo)	4
11	18	<b>SURFER GIRL</b> Beach Boys, Capitol T 1981 (M); ST 1981 (S)	15
12	16	<b>WASHINGTON SQUARE</b> Village Stompers, Epic LN 24078 (M); BN 26078 (S)	12
13	20	<b>BYE BYE BIRDIE</b> Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	39
14	7	<b>MARIA ELENA</b> Los Indios Tabajaras, RCA Victor LPM 2822 (M); LSP 2822 (S)	10
15	25	<b>MY SON, THE NUT</b> Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	23
16	19	<b>ELVIS' GOLDEN RECORDS, VOLUME 3</b> Elvis Presley, RCA Victor LPM 2765 (M); LSP 2765 (S)	19
17	27	<b>DAYS OF WINE AND ROSES</b> Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	40
18	35	<b>SHUT DOWN</b> Various Artists, Capitol T 1918 (M); OT 1918 (S)	28
19	15	<b>BACH'S GREATEST HITS</b> Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	13
20	21	<b>CURB YOUR TONGUE, KNAVE!</b> Smothers Brothers, Mercury MG 20862 (M); SR 60862 (S)	6
21	17	<b>I LEFT MY HEART IN SAN FRANCISCO</b> Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	81
22	13	<b>TRINI LOPEZ AT PJ's</b> Reprise R 6093 (M); R9-6093 (S)	27
23	12	<b>JOAN BAEZ IN CONCERT</b> Vanguard VRS 9112 (M); VSD 2122 (S)	65
24	11	<b>MORE TRINI LOPEZ AT PJ's</b> Reprise R 6103 (M); RS 6103 (S)	7
25	14	<b>THE BARBRA STREISAND ALBUM</b> Columbia CL 2007 (M); CS 8807 (S)	41
26	23	<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b> Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	89
27	37	<b>CAMELOT</b> Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	156
28	31	<b>HONEY IN THE HORN</b> Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	18
29	28	<b>PAINTED, TAINTED ROSE</b> Al Martino, Capitol T 1975 (M); ST 1975 (S)	15
30	38	<b>ROY ORBISON'S GREATEST HITS</b> Monument MLP 8000 (M); (no Stereo)	73
31	42	<b>THE JAMES BROWN SHOW</b> King 826 (M); S 826 (S)	30
32	26	<b>INGREDIENTS IN A RECIPE FOR SOUL</b> Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	21
33	44	<b>THINK ETHNIC</b> Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	42
34	43	<b>HOLLYWOOD—MY WAY</b> Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	24
35	40	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	298
36	49	<b>WIPE OUT</b> Surfaris, Dot DLP 3535 (M); DLP 25535 (S)	24
37	30	<b>SINATRA'S SINATRA</b> Frank Sinatra, Reprise R 1010 (M); R9-1010 (S)	16
38	41	<b>HERE'S LOVE</b> Original Cast, Columbia KOL 6000 (M); KOS 2400 (S)	10
39	45	<b>RICK NELSON SINGS "FOR YOU"</b> Decca DL 4479 (M); DL 74479 (S)	3
40	52	<b>TWO SIDES OF THE SMOTHERS BROTHERS</b> Mercury MG 20675 (M); SR 60675 (S)	57
41	48	<b>BLUE VELVET</b> Bobby Vinton, Epic LN 24068 (M); BN 26068 (S)	24
42	47	<b>LET ME SING</b> Brenda Lee, Decca DL 4439 (M); DL 74439 (S)	5
43	59	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	70
44	22	<b>RAMBLIN'</b> New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	22
45	55	<b>THE SMOTHERS BROTHERS AT THE PURPLE ONION</b> Mercury MG 20611 (M); SR 60611 (S)	28
46	88	<b>SURFIN' U. S. A.</b> Beach Boys, Capitol T 1890 (M); ST 1890 (S)	38
47	69	<b>THAT WAS THE WEEK THAT WAS</b> Various Artists, Decca DL 9116 (M); DL 79116 (S)	4
48	50	<b>DEEP PURPLE</b> Mino Tempio & April Stevens, Atco 156 (M); SD 156 (S)	9
49	64	<b>LAWRENCE OF ARABIA</b> Sound Track, Colpix CP 514 (M); SCP 514 (S)	47
50	29	<b>JOAN BAEZ, VOL. II</b> Vanguard VRS 9094 (M); VSD 2097 (S)	112
51	36	<b>ROBERT COULET IN PERSON</b> Columbia CL 2088 (M); CS 8888 (S)	14
52	32	<b>ANY NUMBER CAN WIN</b> Jimmy Smith, Verve V 8552 (M); V6-8552 (S)	11

This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	66	<b>THE BEST OF THE KINGSTON TRIO</b> Capitol T 1705 (M); ST 1705 (S)	85
54	24	<b>CATCH A RISING STAR</b> John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	11
55	33	<b>THE FREEWHEELIN' BOB DYLAN</b> Columbia CL 1986 (M); CS 8786 (S)	20
56	51	<b>HOW THE WEST WAS WON</b> Sound Track, MGM 1ES (M); 15E5 (S)	40
57	84	<b>JACK JONES' WIVES AND LOVERS</b> Kapp KL 1352 (M); KS 3352 (S)	4
58	78	<b>ROMANTICALLY</b> Johnny Mathis, Columbia CL 2098 (M); CS 8898 (S)	4
59	54	<b>THE IMPRESSIONS</b> ABC-Paramount ABC 450 (M); ABCS 450 (S)	21
60	61	<b>WEST SIDE STORY</b> Original Cast, Columbia OL 5230 (M); OS 2001 (S)	171
61	81	<b>THE BIG SOUNDS OF THE DRAGS</b> Capitol T 2001 (M); ST 2001 (S)	6
62	46	<b>OLIVER</b> Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	64
63	62	<b>HOT ROD RALLY</b> Various Artists, Capitol T 1997 (M); ST 1997 (S)	6
64	78	<b>SONGS I SING ON THE JACKIE GLEASON SHOW</b> Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	50
65	63	<b>SUGAR SHACK</b> Jimmy Gilmer & the Fireballs, Dot DLP 3545 (M); DLP 25545 (S)	10
66	87	<b>CHAD MITCHELL TRIO SINGIN' OUR MIND</b> Mercury MG 20838 (M); SR 60838 (S)	11
67	82	<b>KNOCKERS UP</b> Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	167
68	77	<b>THE VERY BEST OF CONNIE FRANCIS</b> MGM E 4167 (M); SE 4167 (S)	12
69	71	<b>GOLDEN HITS OF THE 4 SEASONS</b> Vee Jay LP 1065 (M); SR 1065 (S)	20
70	39	<b>THE SOUND OF MUSIC</b> Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	213
71	68	<b>THE BEST OF JOAN BAEZ</b> Squire SQ 33001 (M); SSQ 33001 (S)	9
72	65	<b>BANNED IN BOSTON</b> Rusty Warren, Jubilee JGM 2049 (M); (no Stereo)	14
73	75	<b>FRANK FONTAINE SINGS LIKE CRAZY</b> ABC-Paramount ABC 460 (M); ABCS 460 (S)	22
74	83	<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</b> Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	92
75	109	<b>CHARADE</b> Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)	4
76	53	<b>SUNNY SIDE!</b> Kingston Trio, Capitol T 1935 (M); ST 1935 (S)	23
77	60	<b>MANTOVANI MANHATTAN</b> London LL 3328 (M); PS 328 (S)	11
78	80	<b>THEMES FOR YOUNG LOVERS</b> Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S)	31
79	57	<b>JOAN BAEZ, VOL. I</b> Vanguard VRS 9078 (M); VSD 2077 (S)	99
80	70	<b>WE SHALL OVERCOME</b> Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	6
81	90	<b>110 IN THE SHADE</b> Original Cast, RCA Victor LOC 1085 (M); LSO 1085 (S)	3
82	79	<b>WONDERFUL! WONDERFUL!</b> Lawrence Welk, Dot DLP 3552 (M); DLP 25552 (S)	7
83	85	<b>KATE SMITH AT CARNEGIE HALL</b> RCA Victor LPM 2819 (M); LSP 2819 (S)	5
84	74	<b>THE CONCERT SINATRA</b> Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	31
85	147	<b>MY FAIR LADY</b> Original Cast, Columbia OL 5090 (M); OS 2015 (S)	376
86	93	<b>BROADWAY—MY WAY</b> Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	42
87	98	<b>THE NEW CHRISTY MINSTRELS</b> Columbia CL 1872 (M); CS 8672 (S)	60
88	94	<b>FOR YOU</b> Roger Williams, Kapp KL 1336 (M); KS 3336 (S)	10
89	92	<b>SCARLETT O'HARA</b> Lawrence Welk, Dot DLP 3528 (M); DLP 25528 (S)	24
90	104	<b>THE BEST OF THE CHAD MITCHELL TRIO</b> Kapp KL 1334 (M); KS 3334 (S)	17
91	130	<b>JENNIE</b> Original Cast, RCA Victor LOC 1083 (M); LSO 1083 (S)	3
92	99	<b>HEAVENLY</b> Johnny Mathis, Columbia CL 1351 (M); CS 8152 (S)	226
93	58	<b>THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER</b> Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	29
94	89	<b>LET'S GO</b> Ventures, Dolton BLP 2024 (M); BST 8024 (S)	21
95	118	<b>JFK THE MAN, THE PRESIDENT</b> Barry Gray, Documentaries Unlimited 1 (M); (no Stereo)	2
96	120	<b>SING A SONG WITH THE KINGSTON TRIO</b> Capitol KAO 2005 (M); SKAO 2005 (S)	2
97	102	<b>A PORTRAIT OF ARTHUR PRYSOCK</b> Old Town LP 2006 (M); LP 2006 (S)	4
98	100	<b>BUDDY HOLLY STORY</b> Coral CRL 57279 (M); (no Stereo)	158
99	73	<b>CONCERT FOR LOVERS</b> Ferrante & Teicher, United Artists UAL 3315 (M); UAS 6315 (S)	6
100	107	<b>I WANNA BE AROUND</b> Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	42
101	114	<b>THE CLANCY BROTHERS &amp; TOMMY MAKEM IN PERSON AT CARNEGIE HALL</b> Columbia CL 1950 (M); CS 8750 (S)	10
102	106	<b>STOP THE WORLD—I WANNA GET OFF</b> Original Cast, London AM 58001 (M); AMS 88001 (S)	61
103	72	<b>TIME OUT</b> Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	157

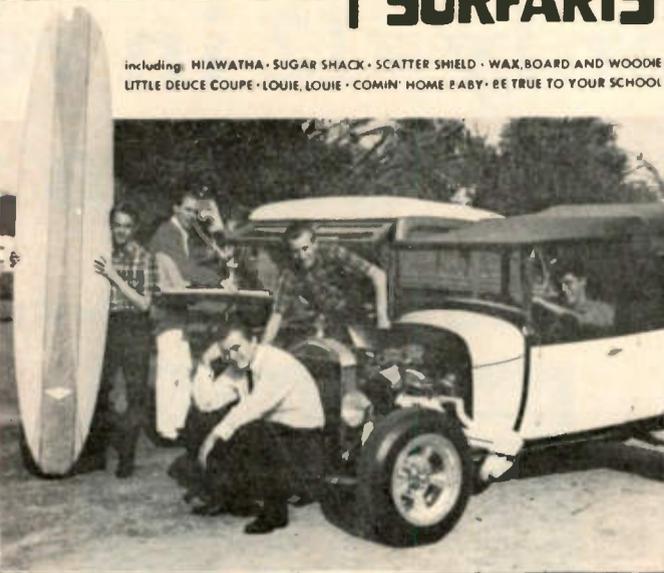
This Week	Last Week	Title, Artist, Label	Wks. on Chart
104	108	<b>HERBIE MANN LIVE AT NEWPORT</b> Atlantic 1413 (M); SD 1413 (S)	5
105	122	<b>THE SURFARIS PLAY</b> Decca DL 4470 (M); DL 74470 (S)	8
106	101	<b>IT'S A MAD, MAD, MAD, MAD WORLD</b> Sound Track, United Artists UAL 4110 (M); UAS 5110 (S)	5
107	56	<b>JOHNNY</b> Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	22
108	91	<b>I LOVE YOU BECAUSE</b> Al Martino, Capitol T 1914 (M); ST 1914 (S)	32
109	86	<b>THIS IS ALL I ASK</b> Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	22
110	141	<b>PETER NERO IN PERSON</b> RCA Victor LPM 2710 (M); LSP 2710 (S)	20
111	105	<b>GENE PITNEY SINGS WORLD-WIDE WINNERS</b> Musicor MM 2005 (M); MS 3005 (S)	25
112	119	<b>ELLA &amp; BASIE</b> Ella Fitzgerald & Count Basie, Verve V 4061 (M); V6-4061 (S)	14
113	125	<b>THE MIRACLES DOIN' MICKEY'S MONKEY</b> Tamla 245 (M); (no Stereo)	3
114	115	<b>TODAY'S BEST—SOUNDS OF THE GREAT BANDS, VOL. 7</b> Glen Gray & the Casa Loma Ork, Capitol T 1938 (M); ST 1938 (S)	14
115	95	<b>MARIA ELENA</b> The 50 Guitars of Tommy Garrett, Liberty LMM 13030 (M); LSS 14030 (S)	6
116	67	<b>MONDO CANE</b> Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	27
117	110	<b>BIG FOLK HITS</b> Brothers Four, Columbia CL 2033 (M); CS 8833 (S)	15
118	—	<b>DRAG CITY</b> Jan & Dean, Liberty LRP 3339 (M); LST 7339 (S)	1
119	123	<b>PAUL ANKA'S 21 GOLDEN HITS</b> RCA Victor LPM 2691 (M); LSP 2691 (S)	29
120	150	<b>SOUTH PACIFIC</b> Sound Track, RCA Victor LOC 1032 (M); LSO 1032 (S)	251
121	—	<b>JOHN F. KENNEDY—MEMORIAL ALBUM</b> Premier 2099 (M); (no Stereo)	1
122	138	<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC, VOL. II</b> Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	64
123	126	<b>BROTHER JACK McDUFF LIVE</b> Prestige PR 7274 (M); ST 7274 (S)	11
124	113	<b>SEPTEMBER SONG</b> Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)	18
125	145	<b>THE WHAM OF THAT MEMPHIS MAN</b> Lonnie Mack, Fraternity F 1014 (M); F 1014 (S)	8
126	127	<b>IN DREAMS</b> Roy Orbison, Monument MLP 8003 (M); SLP 18003 (S)	23
127	133	<b>GREATEST AMERICAN WALTZES</b> Connie Francis, MGM E 4145 (M); SE 4145 (S)	16
128	112	<b>RING OF FIRE—THE BEST OF JOHNNY CASH</b> Columbia CL 2059 (M); CS 8859 (S)	26
129	—	<b>KENNEDY &amp; ROOSEVELT</b> John F. Kennedy & Franklin D. Roosevelt, Somerset 16100 (M); (no Stereo)	1
130	121	<b>SHANGRI-LA</b> Percy Faith & His Ork, Columbia CL 2024 (M); CS 8824 (S)	14
131	—	<b>THERE'S A MEETIN' HERE TONIGHT</b> Joe & Eddie, Crescendo GNP 86 (M); GNP 86 (S)	1
132	135	<b>THE LANGUAGE OF LOVE</b> Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	20
133	117	<b>THE SONGS I LOVE</b> Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)	13
134	140	<b>THE FUNNY SIDE OF MOMS MABLEY</b> Chess LP 1482 (M); (no Stereo)	3
135	137	<b>NIGHT BEAT</b> Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)	17
136	—	<b>PICK HITS OF THE RADIO GOOD GUYS</b> Various Artists, Laurie LLP 2-21 (M); (no Stereo)	1
137	132	<b>CHECKERED FLAG</b> Dick Dale & His Del-Tones, Capitol T 2002 (M); ST 2002 (S)	5
138	131	<b>THE SOUND OF THE WONDERFUL TYMES</b> Parkway P 7038 (M); SP 7038 (S)	5
139	142	<b>THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S</b> Count Basie, Reprise R 6070 (M); R9-6070 (S)	27
140	128	<b>PRISONER OF LOVE</b> James Brown, King 851 (M); (no Stereo)	17
141	134	<b>GREAT SCENES FROM GERSHWIN'S PORGY &amp; BESS</b> Leontyne Price & William Warfield, RCA Victor LM 2679 (M); LSC 2679 (S)	16
142	116	<b>THE WORLD OF MIRIAM MAKEBA</b> RCA Victor LPM 2750 (M); LSP 2750 (S)	10
143	139	<b>TODAY'S ROMANTIC HITS—FOR LOVERS ONLY</b> Jackie Gleason, Capitol W 1978 (M); SW 1978 (S)	7
144	—	<b>LOUIE LOUIE</b> Kingsmen, Wand 657 (M); (no Stereo)	—
145	146	<b>THE VICTORS</b> Sound Track, Colpix CP 516 (M); SCP 516 (S)	3
146	143	<b>THE GREAT ESCAPE</b> Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)	18
147	144	<b>FLY ME TO THE MOON</b> Earl Grant, Decca DL 4454 (M); DL 74454 (S)	3
148	97	<b>JOHNNY'S NEWEST HITS</b> Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	40
149	—	<b>TOP HITS OF 1963 SUNG BY BOBBY RYDELL</b> Cameo C 1070 (M); SC 1070 (S)	1
150	96	<b>MORE (Soul Surfin')</b> Kai Winding, Verve V 8551 (M); V6-8551 (S)	24

# THE FIRST BIG HIT ALBUM FOR THE NEW YEAR



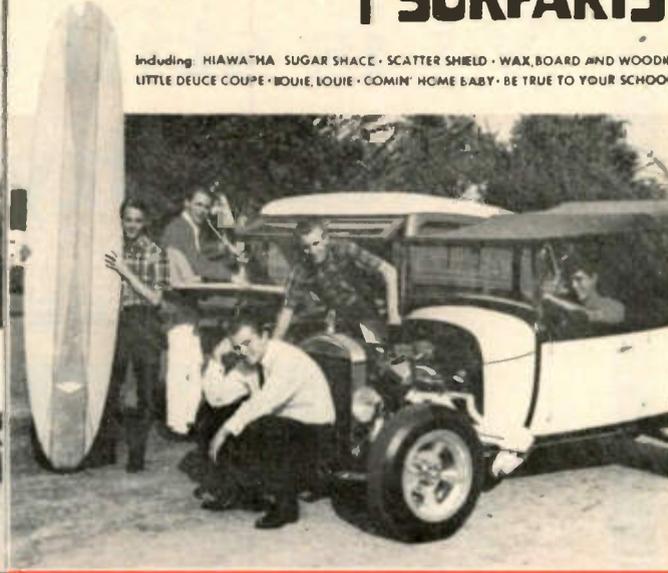
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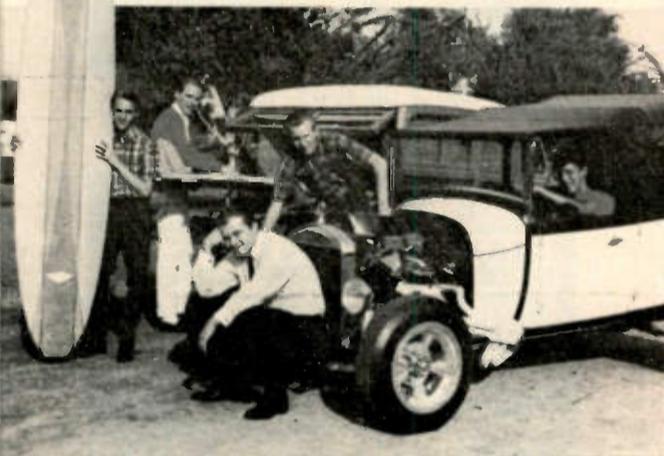
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# THE FIRST BIG HIT ALBUM FOR THE NEW YEAR



HIT CITY 64 | THE SURFARIS

including: HIAWATHA · SUGAR SHACK · SCATTER SHIELD · WAX, BOARD AND WOODIE  
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Includes their latest  
HIT Single

# SCATTER SHIELD

c/w

I Want to Take  
A Trip to the Islands

31581

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DL 4487

DL 74487 (Stereo)

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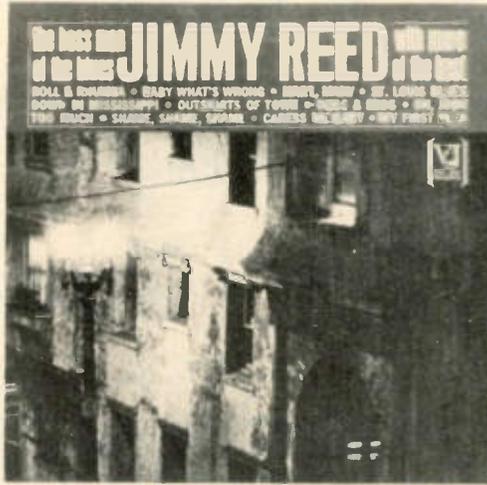
# VJ is still only #12 in record sales ... so why the hell go with us?

## NEW RELEASES / JANUARY-FEBRUARY



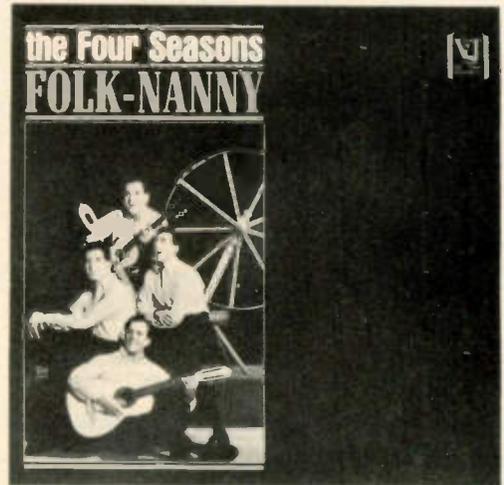
NEED TO BELONG • JERRY BUTLER

VJ 1076



THE BOSS MAN OF THE BLUES • JIMMY REED

VJ 1080



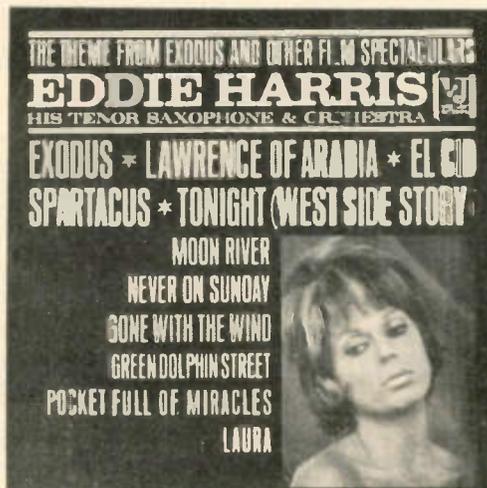
FOLK-NANNY • THE FOUR SEASONS

VI 1082



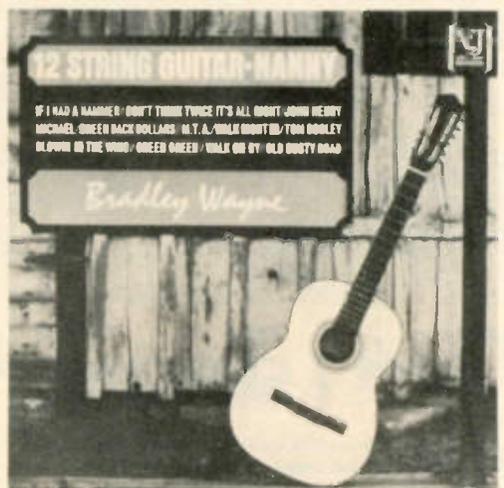
YOU'RE NO GOOD • BETTY EVERETT

VJ 1077



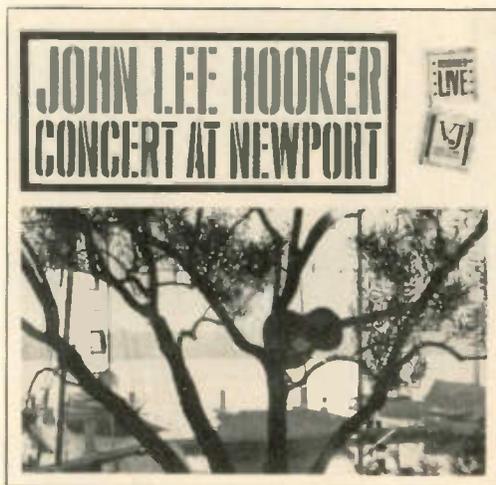
THE THEME FROM EXODUS AND OTHER FILM SPECTACULARS • EDDIE HARRIS

VJ 1081



12 STRING GUITAR-NANNY • BRADLEY WAYNE

VJ 1079



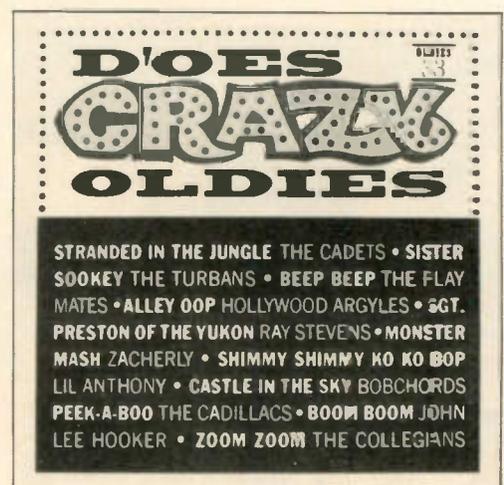
CONCERT AT NEWPORT • JOHN LEE HOOKER

VJ 1078



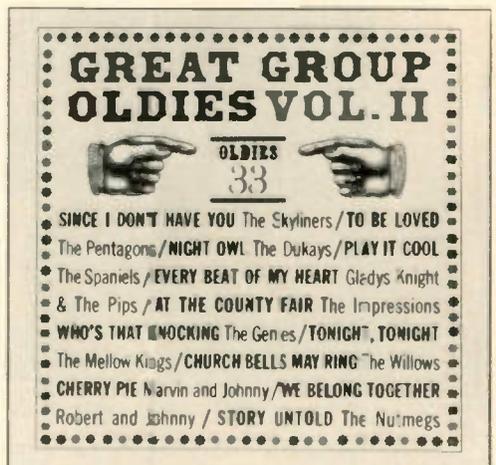
THE ORIGINAL NITTY GRITTY

VJ 1084



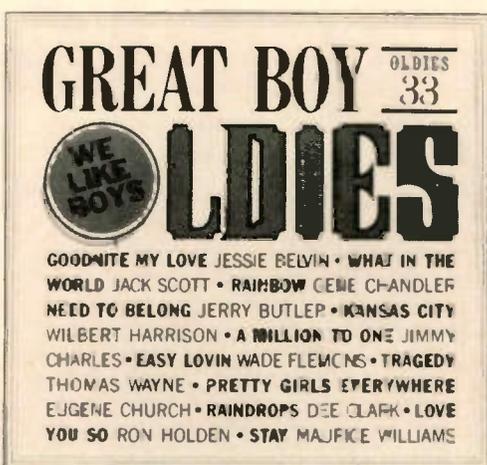
D'ONES CRAZY OLDIES

OL 8007



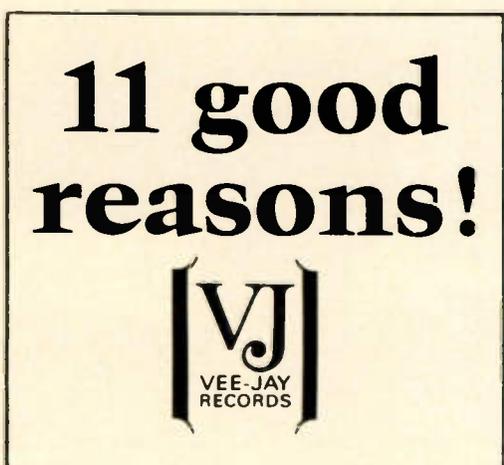
GREAT GROUP OLDIES VOL. II

OL 8006



GREAT BOY OLDIES

OL 8004



# Kapp Views Recording Artist As Long-Term Asset to Label

Dave Kapp doesn't conform with the traditional picture of the record company executive, and his label, Kapp Records, doesn't quite fit into any of the convenient cubby holes into which tradesters are apt to assign the various diskeries.

The philosophy of Kapp Records is pretty much the personal philosophy of Dave Kapp, and it's rare if not unique in the record business.

Kapp—and the name can be used interchangeably with the label and the man—isn't terribly concerned about producing million-seller singles. Kapp also will not hop on the bandwagon to cash in on the musical mood of the moment. And Kapp has never launched a crash program to build an artist overnight.

The policies worked for other labels. But they are diametrically opposed to the style of the man and the label.

## Kapp and Williams

In the last decade, the rise of Kapp as a leading independent label has been paralleled with the rise of Roger Williams as a top recording artist. Both developments probably would have taken place if Dave Kapp had never met Roger Williams, but their association has certainly speeded the process.

Cornerstone of Kapp's approach to the record industry is the reliance on the artist as a long-term asset. Kapp isn't interested in one-shots—he is interested in how long he can keep the artist going as a top property.

Kapp isn't interested in an artist without a long-term contract, preferably six years. And he insists that an unknown artist establish himself with standard repertoire. Kapp reasons that people will listen to an unknown artist if he sings songs with which they are familiar, but they may balk at an unknown artist and new material.

After the artist is established, said Kapp, he will have ample opportunity to use new material.

## Father Confessor

Kapp's interest in his artists goes well beyond the traditional relationship between a performer and a record company head. He will assist artists in bookings, act as a personal counselor and guide them in their career, without acting as a personal manager. In many cases, Kapp will act as an unpaid personal manager to the artist's regular personal manager.

This concept has but one goal in mind—to build a catalog based on a select group of artists.

In order to put this concept into operation, Kapp was forced to form his own label 10 years ago. For 17 years, he had been a Decca vice-president, and for nearly two years he had held a similar post with RCA Victor.

## Idea Vetoed

Early in 1953 Kapp wanted to record Harry Belafonte live at a concert, with a folk group in the background. This would have been the first hootenanny record. The idea was vetoed.

# Music Is Emotional as Well as Technical: Roger Williams' Credo

Music is emotional as well as technical, according to pianist Roger Williams, and he credits his deep belief in this axiom as the key to his own long-sustained success as a recording and concert artist. Currently observing his 10th anniversary on Kapp Records (he has 35 albums on the label), he is that rarity in the business who has maintained his stature as a major artist for an extended period and one of an even smaller handful who have retained a single label affiliation for such a lengthy stretch.

"Technically, piano playing is very advanced," Williams has observed, "but emotionally I don't think it's kept pace. A lot of piano work today is cold and quite mathematical, and that's okay. But I think Mr. Average Listener is not any more interested in higher mathematics with his music than he is in using calculus to figure out his grocery bill."

"I think the average person wants to be touched in his heart

rather than his head and for that reason I try to put feeling in my playing. As a matter of fact, when I first met Dave Kapp I was doing graduate work at Juilliard. I had also worked and studied with Teddy Wilson and Lenny Tristano. I was working in numerous directions at once. Kapp thought I phrased like a singer in my playing and that I did a lot to bring out a melody. He liked that and encouraged me along those lines.

## Format Right

"That's the direction I've taken over the years since then and I think the format was and is right. In fact, I memorize the lyrics to all the songs I play and I'm thinking them as I play. So the lyrics come out of my hands, in a sense. If the words say 'I hate you' or 'I love you,' that's the emotion that comes out, and people like it that way."

Williams is an intense student of what's going on in the music world, be it pop, classical, jazz, folk or any other offshoot from the main stream. "I

About this time, Kapp realized that if he was going to record the kind of music he wanted, he had better make the break and form his own label.

Kapp Records was incorporated in October, 1953, and early in 1954 the label released its first album—"One God" with Bill Hayes.

Shortly thereafter, Kapp caught a young pianist in a New York cocktail lounge and figured he had a potential. Roger Williams' first release on Kapp was an album—"The Boy Next Door." The disk didn't break any sales records, but it did fairly well. Williams' next release on the Kapp label was "Autumn Leaves," a single. It sold more than a million records. Since then Williams has come up with one more million-seller single, "Till" in 1958.

## Hit Big in 1960

It wasn't until 1960 when Williams hit the half-million seller list on albums. But that year he made it with two, "Songs of the Fabulous Fifties" and "Till."

But Kapp isn't too concerned about whether any of his releases hit an arbitrary sales figure. He is concerned with the staying powers of his artists, and that concern has paid off over the years.

Second only to the artist in the Kapp concept is the distributor. Kapp doesn't believe in hitting the distributor over the head because "the hammer bounces both ways." As a result, he ships the distributor as much product as he thinks the distributor can sell and Kapp Records is the only indie to take back all records.

"Good music" is difficult to define, but Kapp feels that the public standard is as high as his own. The label has made novelty singles, but Kapp has refused to make a rock and roll record.

## Taste and Talent

"Good music," by Kapp's definition, is not music of any particular category or nationality, but it is music that reflects the taste and originality of the a.&r. man and the talent of the artist.

International boundaries mean nothing to Kapp. A large chunk of the label's income comes from overseas sources, with Japan the biggest market. Kapp's Japanese releases are recorded in English, and most of the legend on the album jacket is also in English.

And when Kapp brings foreign product to the U. S., it is generally in the language of the country of origin. Kapp feels that good music needs no translation, and that lyrics sound best when recorded in the native language of the artist. Hence, when Kapp brings a recording of fado music to the U. S., it's done in the original Portuguese, and when he does U. S. music for the European market, the artists sing in English.

Boiled down, the Kapp formula comes to this: Good artists make good records. So forget about hopping on the bandwagon and make the kind of music you like. It pays off.



MORE THAN 1,000 FLOOR BROWSERS will be distributed to Kapp Records' 26 distributors during the label's Roger Williams promotion. Distributors get them at no charge.

# Roger Williams World's Leading Popular Pianist

Roger Williams, Kapp recording artist, is probably the most successful pop pianist in the world. He's also a top concert artist and a leading television artist.

Williams learned to play the piano by ear before his third birthday, and he wrote his first original composition when he was four. By the time he was eight, he not only played the piano, but could perform on 12 other instruments.

During his high school days in Des Moines, Williams conducted the school orchestra and choir, played on the basketball team and boxed.

His career almost came to a halt during his World War II Navy service. A gun breech crashed down on his hand, and only a brilliant operation by a Navy surgeon saved the hand. Months of practice were required to restore his fingers to their normal flexibility.

He was mustered out of the Navy in November 1945 and returned to Des Moines to continue his piano studies. During this period he was given his own radio show and accepted professional concert dates throughout the Midwest.

It was at one of these concerts, at Idaho State College, that he met his wife, Joy Duns-moor. She was studying organ and music and had been selected college football queen.

Williams, by this time, had radio shows on almost every station in town and seemed content with the way his career was developing. However, the engineering courses he had taken while in the Navy had almost qualified him for a college degree, and, being a stickler for finishing something he starts, Roger decided to return to Idaho State College in 1949. He received his bachelor of science degree the following year and enrolled at Drake University in Des Moines for a master of arts degree in music. Subsequently, he has received a doctorate of

music and doctorate of humane letters.

It was in 1952 that he finally took the big step and moved to New York. He became interested in contemporary music as well as the classics and enrolled at Juilliard. One of the classes he attended was conducted by Teddy Wilson, the jazz pianist. Wilson was impressed with Roger's ability and encouraged him to continue in the jazz medium. Roger took to it so readily that he pursued his studies after Juilliard with another fine jazz musician, Lennie Tristano.

As a result, he remained in New York and in a few months he was an Arthur Godfrey Talent Scout winner, and later won a \$1,000 prize on the "Chance of a Lifetime" television show.

But piano players are abundant in New York and the competition is keen. Jobs and meals became few and far between and it reached the point where an occasional job in a cocktail lounge became a big event. He was playing such an engagement when Dave Kapp, the head of Kapp Records, heard him and invited him to record for his company. Roger's first album was titled "The Boy Next Door."

The response was encouraging but far from sensational. But a quirk of fate which was destined to skyrocket Williams to fame happened shortly thereafter. Roger was present at a Kapp Records recording session for another artist. She completed her recording with a half hour to spare, so Kapp asked the young virtuoso if he wanted to rehearse any tunes for his forthcoming session.

Kapp had suggested that Roger record "Autumn Leaves" and prepare an arrangement of the tune. By coincidence, Williams had the music with him at this time. He agreed to run through it. After 20 minutes, the rehearsal had turned into a "take." Six weeks later, "Autumn  
(Continued on page 46)

(Continued on page 46)

## Williams Promotion To Cost \$100,000

Kapp Records is pulling out all the stops for the promotion of Roger Williams' "Solid Gold Steinway" album. The promotion, which ties in with Williams' 10th year with the label—and also Kapp Records' 10th anniversary—will cost an estimated \$100,000, with the label bearing half the cost. The balance will come from distributor promotion and dealer advertisements.

Kapp Records' 26 distributors will kick the promotion off Sunday (12) with a meeting at the New York Hilton Hotel. The distributors will be briefed on the Williams promotion, then get a rundown on new Kapp recording talent for 1964.

Monday (13), the promotion rolls into high, as Williams holds a reception for local press, radio and television.

Half-page advertisements in all the New York dailies will herald the event, and local radio will carry spots boosting the new Williams album.

In addition, local radio interviews and at least one network television appearance is on tap.

The round of disk jockey appearances and press interviews continues Tuesday (14) and culminates Wednesday (15), with an autograph session for the public and a cocktail party for the press at Macy's (16).

Friday (17) and Saturday (18) the show goes to Boston, with press conferences and disk jockey appearances set for Wil-

liams. The artist will make one appearance at Jordan Marsh, New England's largest department store on Friday. The following day he will appear at two Jordan Marsh branch stores and at two Grant department stores. Williams will greet the public and sign autographs at all these appearances.

More of the same is scheduled for Cleveland for the next three days. January 22 and January 23 are set for the Detroit appearances, with Williams signing autographs in Hudson's department store.

A round of radio, television and press interviews begins in Chicago on January 24, with one department store appearance and several cocktail parties scheduled.

From Chicago, the entourage takes off to Seattle, San Francisco and Los Angeles, with the same general format being followed.

Masterminding the promotion is Al Cahn, Kapp's national sales manager. Gerry Gordon, of Gordon, Weiss and Arbusco, Kapp's advertising agency; Wilma Freeman, New York publicist, and Moe Preskell, Kapp's national promotion director, are all on the board of strategy.

Preskell and Norm Greer, of the West Coast public relations firm of Rogers & Cowan, will accompany Williams on the tour and handle press relations en route.

## 3 WILLIAMS ALBUMS SET FOR 10TH ANNIVERSARY

Roger Williams' "Solid Gold Steinway" album, issued on the anniversary of the artist's 10th anniversary with Kapp Records, will be accompanied by two other Williams albums—a limited edition package and a special disk jockey edition.

"The Solid Gold Steinway" album, which lists for \$3.98 monaural and \$4.98 stereo, is the artist's special salute to the pop pianists and composers of our times.

Williams outlines the theme of the album in the following manner:

"I was happy to read recently that musical interest in America is at an all-time high . . . people like everything from highbrow to hootenanny. . . . A great deal has been written about classical

piano and almost as much about jazz piano . . . but little, if anything could I find about the history of pop piano. I began to think that the wonderful contribution our artists and composers have made to popular piano music in our country . . . and so I thought it might be fun to re-create here the styles of these pop artists and composers and at the same time offer them my special tribute."

Included in the album is a 10-page book entitled "Cookies Made Me Practice." This Roger Williams autobiography is illustrated with 17 pictures of the artist.

The limited edition, which sells for \$5.98 in monaural and \$6.98 in stereo, is a special packaging of three Williams albums—"Roger Williams Plays Gershwin" "More Songs of the Fabulous Fifties" and Always."

## Williams Set for Radio, TV Shows

A round of radio and television appearances are set for Roger Williams in New York when Kapp's promotion on the "Solid Gold Steinway" kicks off this week.

Williams is set for appearances with Ed and Pegeen on WOR, with Les Crane on WABC, on NBC-TV's "Today" show, on WNBC's "Big Wilson Show" and on Joe Franklin's "Down Memory Lane" television show.

Radio and television personalities to be at the Macy's press conference and cocktail party include Jack Spector and Joe O'Brien from WMCA, Lee Jordan, Ted Steele and Johnny Andrews from CBS, Big Wilson and Wayne Howell and Jim Lowe from NBC.

## Roger Williams

• Continued from page 45

"Leaves" was the No. 1 record in America. Since then Williams has recorded albums and single records that have sold millions of copies.

During the past few years Williams has played concerts in more than 200 cities in the United States and Canada. He has come to be recognized as the top popular instrumental concert artist in the world.

The Williams family live in a hilltop home above California's San Fernando Valley.

Roger's concerts typify his musical thinking. He blends popular and classical music in his program because he believes that people who genuinely enjoy good music will accept and appreciate the best in all forms.



pre-tested newspaper ads that sell

# DO-IT-YOURSELF ADVERTISING MAT KIT

Make up a Roger Williams ad...

**Record Riot**

America's biggest selling piano albums are by

**Roger Williams**  
Mr. Piano

0<sup>00</sup>


STORE NAME

Suggested layouts

Do it yourself!

Choose a suitable headline from Column A (preceding page).

Choose an artist from Column B.

Set your price (if desired).

Choose the corresponding albums from Column C.

Choose a Kapp logo.

Add your store name.

## Mat Service Aids Distributors

Newspaper advertising mats, display material, floor browsers and albums for local radio contests figure prominently in Kapp's 10th anniversary promotion.

Al Cahn, Kapp's national sales director, said that all the promotional material will be supplied

without charge to Kapp's 26 distributors.

In addition, co-operative advertising funds are being made available for the distributor, with the money going for dealer advertisements in local newspapers and radio.

An important part of the tie-

in advertising promotion is the "Do-It-Yourself Advertising Mat Kit."

The kit has suggested advertising layouts for local newspapers, with mats of album covers, artists, sales headings and various other features which go into the layouts.

The distributor or dealer, by assembling the various components to tell his individual story, is able to create a personal advertisement.

Pictured above is the cover of the mat book and a suggested advertising layout.

## Music Emotional and Technical

• Continued from page 45

the classical-jazz thing. And Ferrante and Teicher, I think, are both great musicians."

Williams' home in Encino, Calif., is usually filled with melody as the pianist devotes his eight to 10 hours a day at the keyboard. "I'm still looking for an easier way, but so far I haven't found it," Williams reflected. "There is no substitute for the constant practice. And during those hours I'm thinking at all times of material for new albums and ways of handling the songs, as well as practicing.

"We have a musical neighborhood actually, with Julie London our across-the-street neighbor, and Steve Allen just a few doors away. Steve, by the way, is a terrific musician and a real student of many kinds of music. He just has so many different talents that he doesn't have time to spend the kind of

time at the piano he'd like to.

"Right now I'm away from home probably close to six months a year on my concerts and recording dates. I may possibly be away somewhat more than that too because right now I'm very eager to do some concerts overseas as well. But I think as far as my own goals are concerned, I'm in the niche where I want to be. These last 10 years have been good years.

"As for the next decade, I don't have any hidden longings. I've been a classical concert pianist and I've played jazz. I understand and appreciate these fields deeply. In fact, I have my master's and a doctorate in music. But I like my direction right now and I think for the next decade I'll work much along the same lines, except, frankly, the next decade will be even better than the last."

## KAPP RENAMES EASTERN DIST. FOR HARTFORD

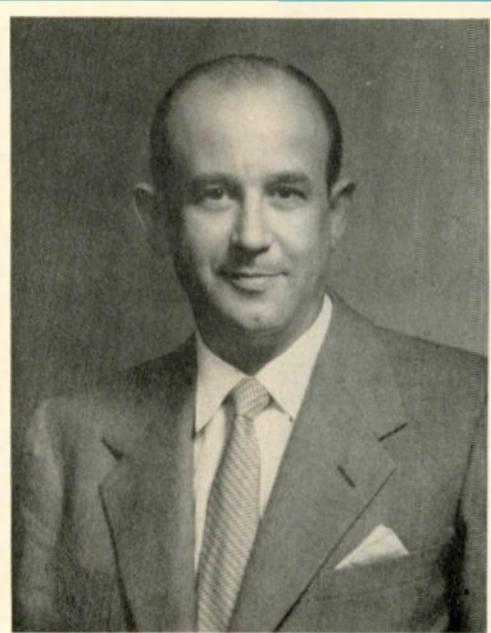
HARTFORD, Conn. — Eastern Record Distributors, 26 Clark Street, East Hartford, Conn., has been reappointed distributor for Kapp Records. The news of the reappointment came too late for inclusion of the firm among the other Kapp distributors in the advertisements which appear elsewhere in this section. Eastern is headed by Dick Godlewski. The phone number is (203) 289-1431.



**All I did was play the piano.**

(You did all the rest.)

# It all began 10 years ago when Dave Kapp heard me play in a cocktail lounge.



One day while I was playing piano at the Madison Hotel in New York City, Bobby Brenner of M.C.A. called to tell me that Dave Kapp was looking for a new, young pianist.

One day soon after Dave Kapp walked into the lounge—sat down and listened as I played for the customers.

## Then came “Autumn Leaves.”





My first Gold Record, symbolizing the first million copies of "Autumn Leaves," is presented to me by Dave Kapp, president of Kapp Records.

**Over 2,000,000 copies were sold  
with the help of a lot of  
wonderful people...**

Disc Jockeys

Retailers

One Stops

Rack Jobbers

Distributors

Juke Box Operators

Sound Engineers

Musicians

Arrangers

Music Publishers

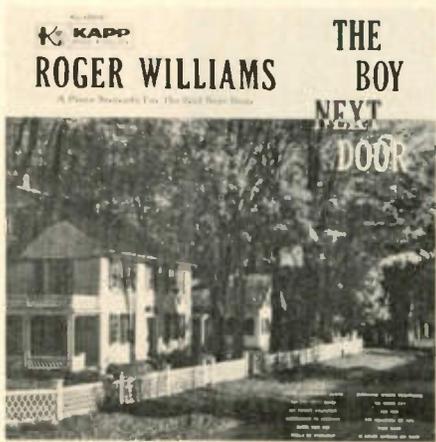
Copyists

Song Writers

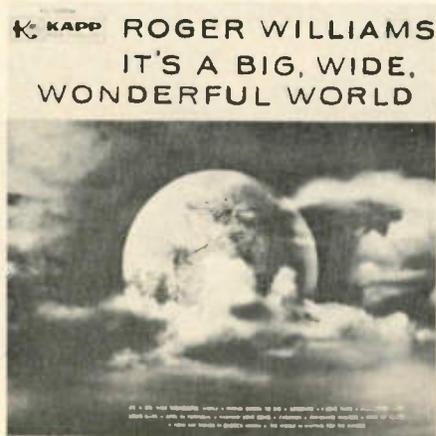
and the entire Kapp team!

**My career was launched.**

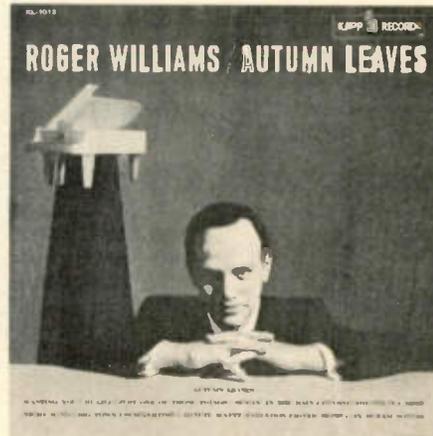
# Since then I have received seven



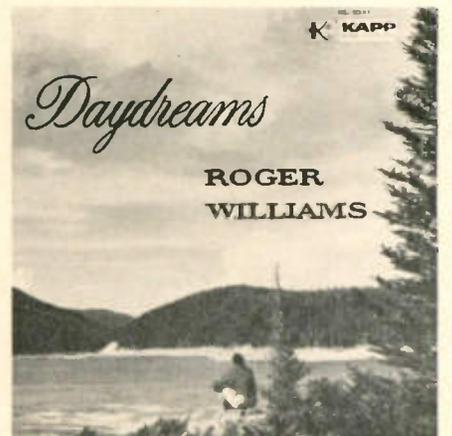
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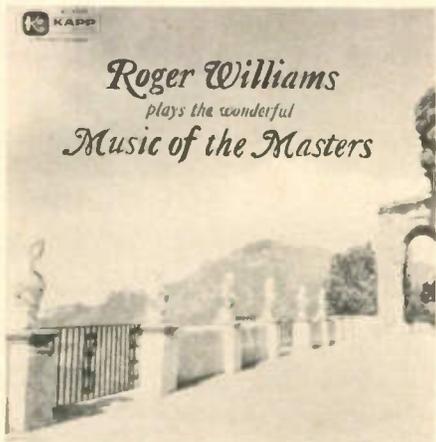
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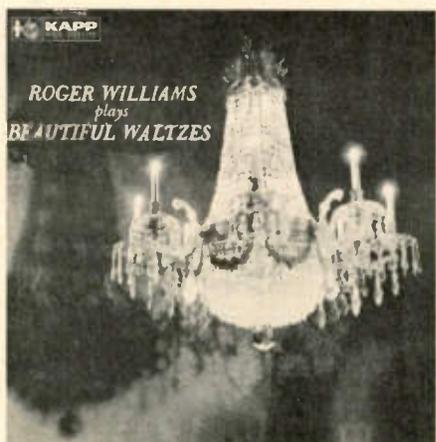
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KL-1031

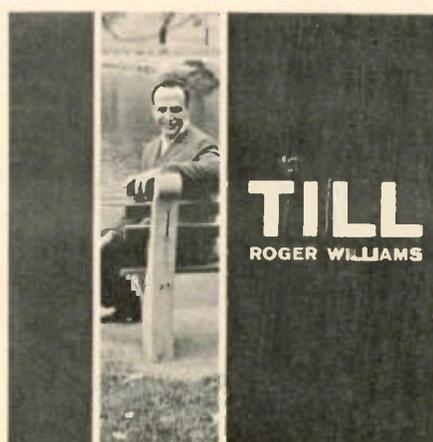


KL-1040



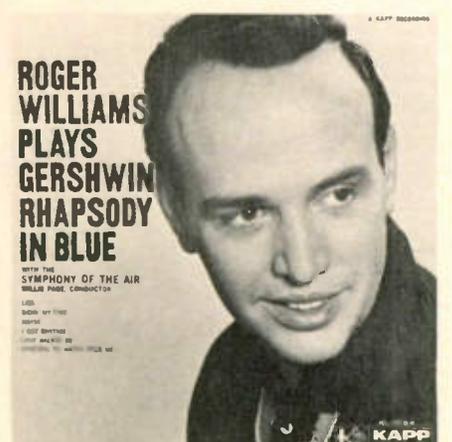
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KS-3000



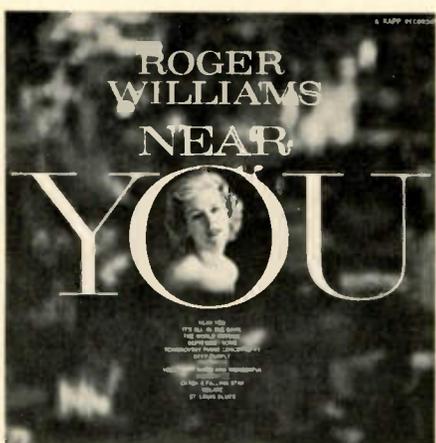
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KS-1081



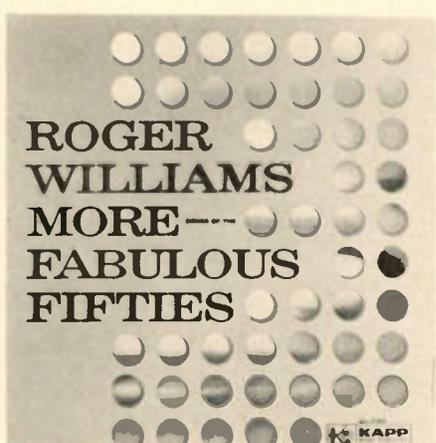
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KS-1088



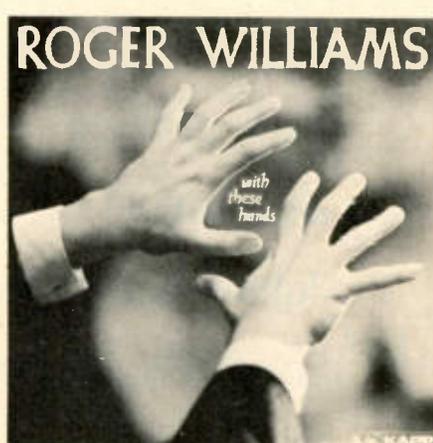
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KS-1112



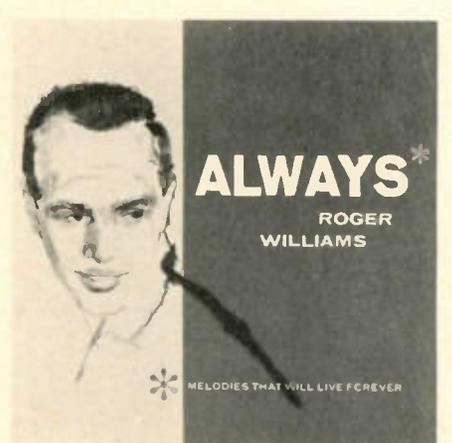
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KS-3013



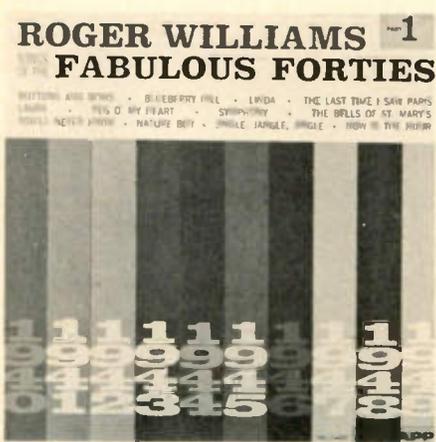
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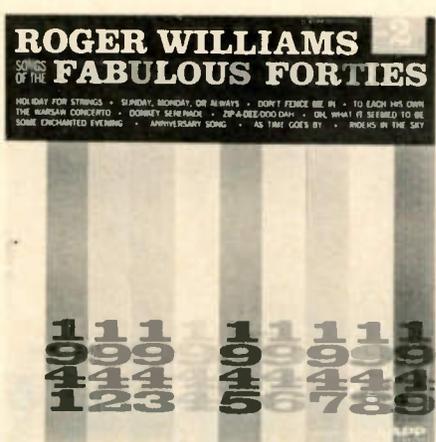
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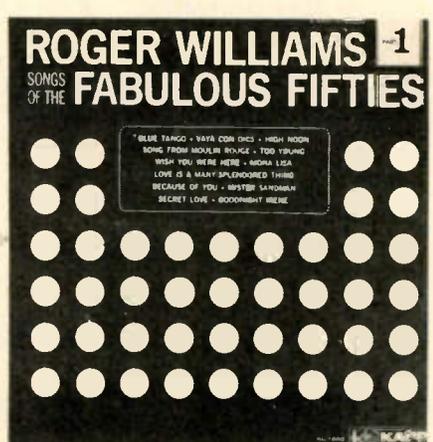
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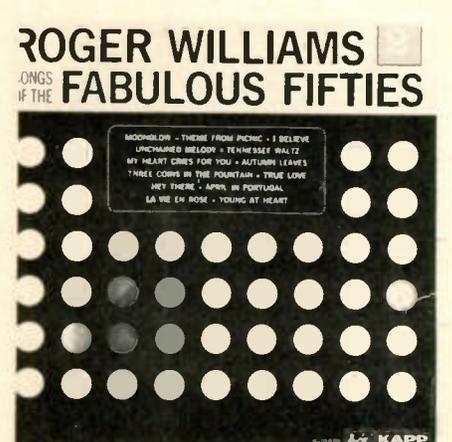
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KS-3208



KL-1209

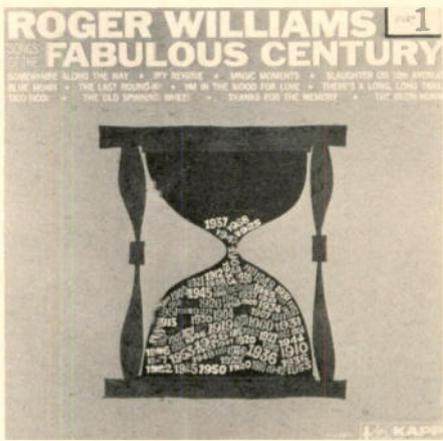
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KL-1210

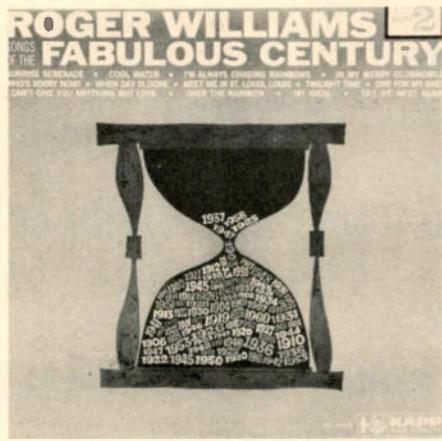
KS-3210

# gold records for these albums.



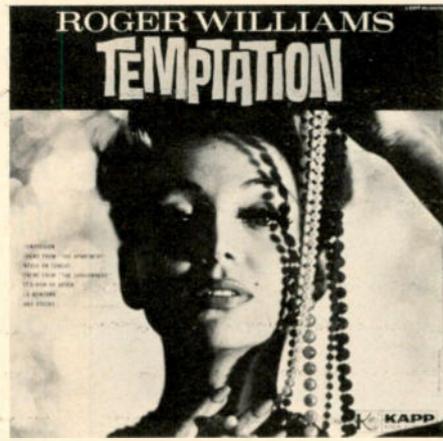
KL-1211

KS-3211



KL-1212

KS-3212



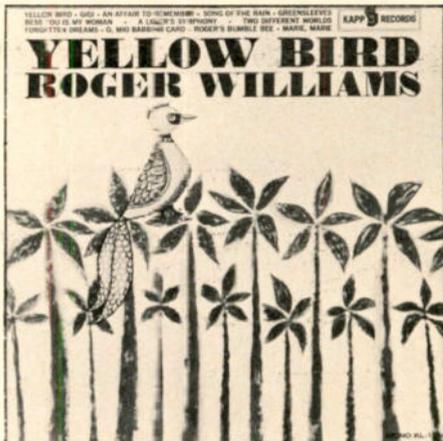
KL-1217

KS-3217



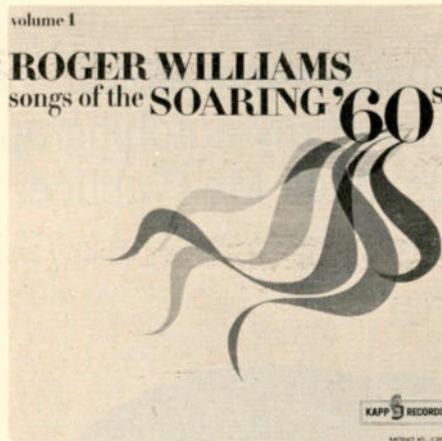
KL-1222

KS-3222



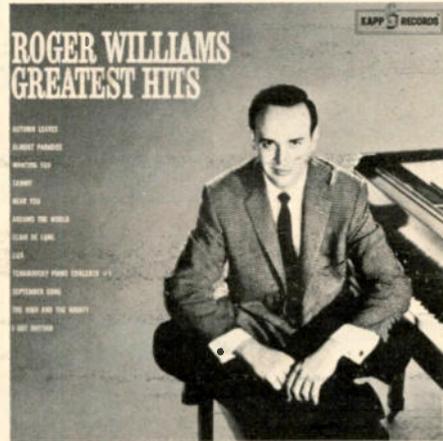
KL-1244

KS-3244



KL-1251

KS-3251



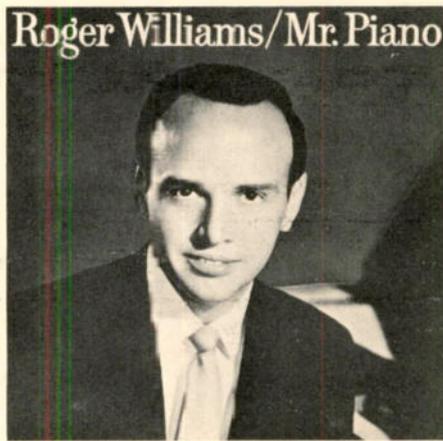
KL-1260

KS-3260



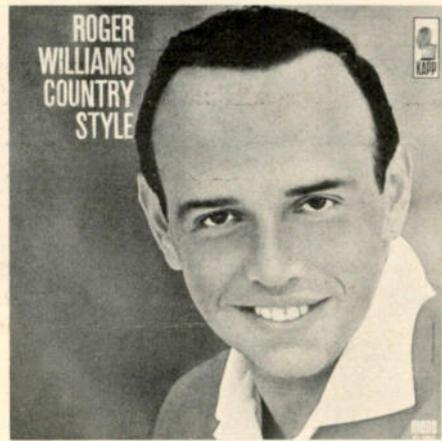
KL-1266

KS-3266



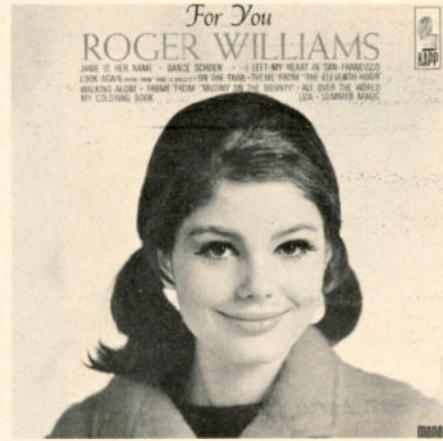
KL-1290

KS-3290



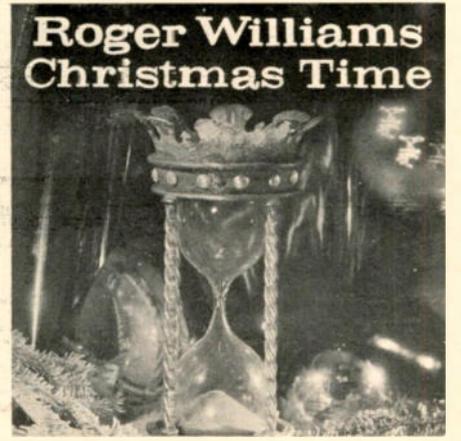
KL-1305

KS-3305



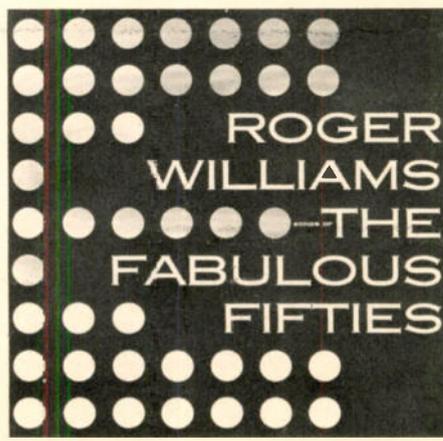
KL-1336

KS-3336



KL-1164

KS-3048



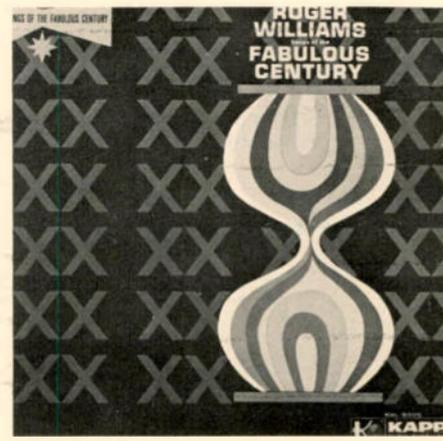
KXL-5000

KXS-5000



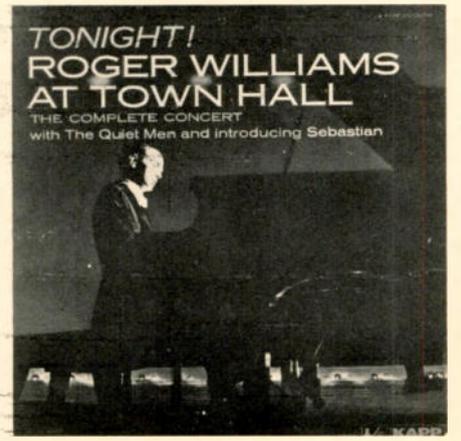
KXL-5003

KXS-5003



KNL-5005

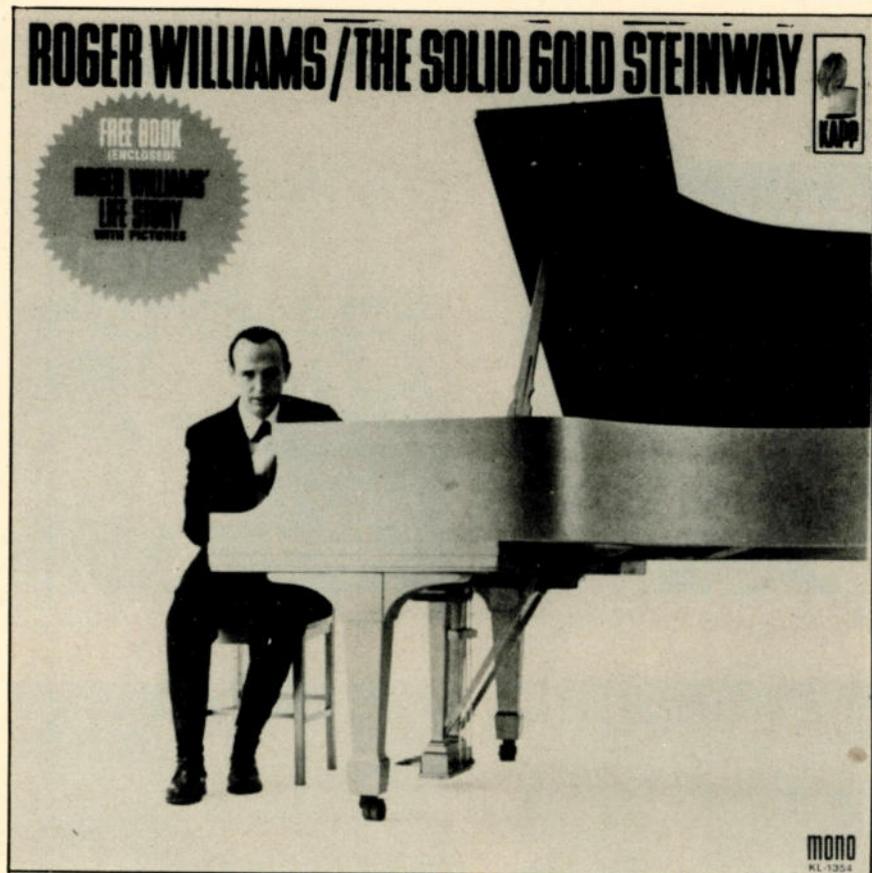
KXS-5005



KXL-5008

KXS-5008

# To celebrate my **Tenth Anniversary**, Kapp Records is releasing these albums.



KL-1354 KS-3354

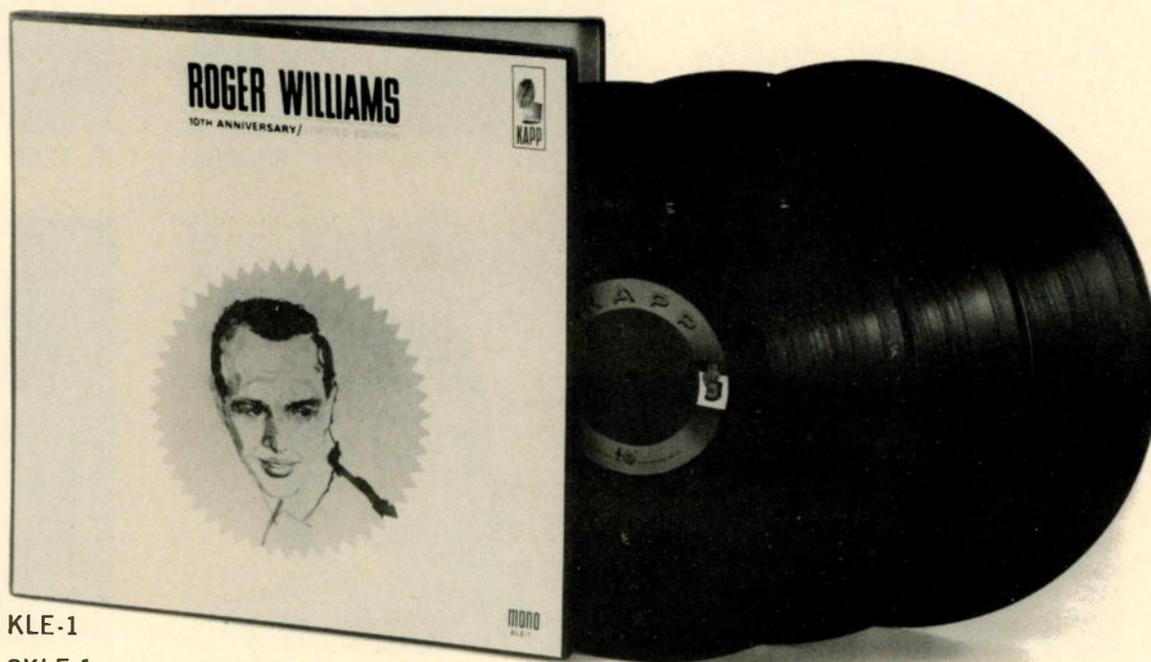
## SIDE 1

Dominique  
Maria Elena  
Toccata  
Teakwood Nocturne  
Felicia  
Theme from "The Cardinal"

## SIDE 2

Roger Williams' special salute to  
the pop pianists and  
composers of our times

Free! Inside every album  
is a copy of my autobiography—  
Cookies Made Me Practice.



KLE-1  
SKLE-1

Roger Williams  
10th Anniversary / Limited Edition

For my loyal fans or for the new collector;  
a special three record package.

**It takes a lot of highly professional people to produce an album.**

# ROGER WILLIAMS



ADAMS PHOTOPRINT CO. INC.  
New York City

ALLENTOWN RECORD CO. INC.  
Allentown, Pa.

ASCO SOUND CORPORATION  
New York City

BERKSHIRE PRESS  
New York City

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New York City

CENTRAL MUSICAL INSTRUMENT RENTALS  
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COLUMBIA RECORD PRODUCTIONS  
Sales Offices:  
New York, Detroit, Nashville, Chicago, Los Angeles  
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QUEENS LITHOGRAPHING CORP.  
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RCA—CUSTOM RECORD SALES  
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Plants:  
Rockaway, N.J.; Indianapolis, Ind.;  
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RAPID MAIL SERVICE INC.  
New York City

SONOCRAFT CORPORATION  
New York City

UNITED RECORDING CORPORATION  
Hollywood, Cal.; Las Vegas, Nev.

# **This is a good time for me to for all they**

Companies aren't successful—it's the people in the com-  
thank you and salute you by name. From the oldest

## **Jake Friedman, John Towles**

Dixie Records Distributing Co., 1235 Techwood Drive, N.W., Atlanta, Ga.

## **Harry Carter, Gordon Dinerstein**

Music Suppliers, Inc., 75 North Beacon Street, Boston, Mass.

## **Milton Salstone, Marvin McDermott**

M. S. Distributing Co., 1700 S. Michigan Ave., Chicago, Ill.

## **Henry Droz**

Arc Distributing Co., 13415 Lyndon, Detroit, Mich.

## **Bob Chatton, Vince Cosgrove**

Chatton Distributing Co., 2517 San Pablo Ave., Oakland, Calif.

## **Bob Hausfater, Norm Wienstroer**

Roberts Record Distributors, 1906 Washington Ave., St. Louis, Missouri

## **Jim Schwartz, Stu Schwartz**

Schwartz Brothers, Inc., 2146 24th Place, N.E., Washington, D.C.

## **Bill Emerson**

Big State Distributing, 1337 Chemical, Dallas, Texas

## **Walter Slagel, Grace Barger**

Walter Slagle & Co., 725 S. Broadway, Denver, Colo.

## **Ken Kaizawa**

Microphone Music Co., 605 Coral St., Honolulu, Hawaii

## **Herb Sandel, Bill Taylor**

Sandel Co., Inc., 49 Glenwood Ave., Minneapolis, Minn.

## **Hutch Carlock**

Music City Record Distributors Inc., 127 Lafayette Street, Nashville, Tenn.

## **Cliff Keaton, Bill Burton**

B & K Distributing Co., 129 N.W. 23rd Street, Oklahoma City, Okla.

## **David Rosen, Harry Rosen, Irv Derfler**

David Rosen, Inc., 835 N. Broad Street, Philadelphia, Pa.

# thank the Kapp distributors have done.

panies who create the success stories, so I would like to  
“old-timer” to the newest salesman—you’re “tops”!

## **Steve Brodie, Lenard Silver**

Best Distributing Co., 959 Main Street, Buffalo, New York

## **Herb Weisman**

Mangold Distributing Co., 2212 Morehead, Charlotte, N.C.

## **Jim Shipley, Jr., Ed Rosenblatt, Chuck Huesman**

Main Line Cleveland, Inc., 1260 East 38th Street, Cleveland, Ohio

## **Stan Terry**

Record Sales Corp., 1070 Union Ave., Memphis, Tenn.

## **Sidney, Sherman and Melvin Koenig; Frank Cama**

All-State Distributors, Inc., 665 11th Ave., New York, N.Y.

## **Henry Hildebrand, Jr.**

All South Dist. Corp., 630 Baronne, New Orleans, La.

## **Sidney, Sherman and Melvin Koenig; Irwin Fink**

All-State New Jersey, Inc., 87 Stecher Street, Newark, N.J.

## **Herb Cohen, Nick Cenci**

Fenway Record Corp., 1601 Fifth Ave., Pittsburgh, Pa.

## **Charles Ford**

R & M Distributing Co., 431 St. Johns Ave., Billings, Mont.

## **H.W. Daily, Bud Daily**

H.W. Daily, Inc., P.O. Box 7473, Zone 8, Houston, Texas

## **Sid Talmadge, Bud Dolinger**

Records Merchandising Co., 2567-78-80 W. Pico Blvd., Los Angeles, Calif.

## **Henry Stone, Murray Jacobs**

Bold Record Distributors, Inc., 418 Southeast Tenth Ct., Hialeah, Fla.

## **Wally Tolles**

Fidelity Electric Co., 5301 Shilshole Ave., N.W., Seattle, Wash.

# And a "Thank You" to the Foreign Distributors Who Sell My Records Around the World.

ARGENTINA  
Tonodisc SRL  
15 de Noviembre 1287  
Buenos Aires, Argentina

AUSTRALIA and NEW ZEALAND  
Australian Record Co. Ltd.  
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East Sydney, N.S.W.  
Australia

CANADA  
Phonodisc, Ltd.  
355 King St. West  
Toronto, Canada

COLOMBIA  
Alberto J. Verswyvel  
Apartado Chacao 49-11  
Bogota, Colombia

COSTA RICA  
Indica  
Industria de Discos Centroamericana Ltda.  
Apartado 1645  
San Jose, Costa Rica  
C.A.

DENMARK  
Morks Musikforlag  
247 Vesterport  
Copenhagen V., Denmark

ENGLAND  
Decca  
9 Albert Embarkment  
London, SE 11, England

GERMANY  
Ariola GMBH  
Gutersloh, Germany

HOLLAND  
Negram  
N.V. Nederlandsche Gramofoon MIJ  
Amsterdamsche Veerkade 22-22a  
The Hague, Holland

ITALY  
Decca Dischi Italia Spa  
Via Brisa 3  
Milano, Italy

ISRAEL  
Synphonia Ltd.  
29 Benjehuda Rd.  
Tel Aviv, Israel



JAPAN  
Toshiba Musical Industries Ltd.  
Asahi Shinbun Bldg., 3-2-Chome  
Yuraku-Cho, Chiyoda-Ku  
Tokyo, Japan

MEXICO  
Trans Radio Disc, S.A.  
Articulo 123-127-5  
Mexico D.F., Mexico

NORWAY  
Egil Monn Iverson  
Malerhaugvenigen 20  
Oslo, Norway

PHILIPPINES  
Mareco  
131 Del Monte Ave.  
Quezon City, Philippines

SOUTH AFRICA  
Gallo Africa Limited  
161 President St.  
Johannesburg, South Africa

SPAIN  
Discos Vergara  
Paseo Gral. Mola 4-1  
Barcelona, Spain

SWEDEN  
AB Knappupp  
Eliegatan 7  
Sundbyberg, Stockholm  
Sweden

VENEZUELA  
Fonograma C.A.  
Avda. General Paez. Qta. Aribi  
Al lado del M.A.C.—(Zona 7)  
El Paraiso—Caracas  
Venezuela

HONG KONG  
Colonial Trading Co.  
P.O. Box 950  
Hong Kong

PUERTO RICO  
Juan Martinez Vela Inc.  
P.O. Box 2027  
358 San Francisco St.  
San Juan, Puerto Rico

A handwritten signature in black ink, appearing to read "Rosa Williams". The signature is fluid and cursive, with a large, looping initial "R".

# NBC O&O Radio Stations Preparing to Move Head

By GIL FAGGEN

NEW YORK—Six of the nation's top radio markets will be in for increased competition in the near future as the NBC-owned radio stations prepare to make a bid for a healthier and more sizable share of audience in their respective cities.

The most significant move made thus far by NBC to become more competitive in this area has been the hiring of former independent station consultant Michael Joseph (Billboard December 28) to guide and develop each station's operations and programming through the newly created post of vice-president, NBC-owned radio stations. Seasoned observers have noted that Joseph's title carries with it the significance that Messrs. Sarnoff, Kintner and Welpot (executive vice-president of the NBC o.&o.'s) are not only aware of the serious decline of their owned radio outlets, but the vital need to do something about it now.

Joseph has been doing much about radio stations for more than 13 years.

He began his executive career as program director in 1950. Since then Mike has served in the various capacities of program director, national program director, and program consultant for 36 stations representing virtually every type of format on the books.

Working almost exclusively (90 per cent) with net affiliates, Joseph's list of credits includes several "blue chip" broadcasting groups. Among them are: Capital Cities—where he worked with "good music" outlet WROW MIN Albany, and as vice-president at the highly successful WPRO, Providence; the ABC owned-and-operated radio stations, where he was instrumental in the modernizing and reforming of WABC, New York, he also acted as consultant to KQV, Pittsburgh, and WXYZ, Detroit — as well as all-talker KABC, Los Angeles.

### Great Rise

Prior to the switch in 1960 inaugurated by Joseph, WABC was 11th in Gotham. It has since moved into first place (experiencing softening ratings during the past year with the emergence of WMCA into the top slot).

Transcontinent's WGR Buffalo, also came under the station doctor's soundscape in 1962 and early 1963. His most recent firecracker is WKNR (formerly WKMH) Detroit, which reportedly (see Billboard January 11) represents one of the most dynamic rating turn arounds in recent radio history.

Other chapters in the success story are WTAC, Flint, Mich; Capital Cities' WKBW, Buffalo; Corinthian's WISH (now WIFE), Indianapolis; WKBN, Youngstown, and "good music" WEW, St. Louis.

"We want to and are going to progress to a point where the six NBC o.&o. radio stations are again pace-setters and leaders in an industry where the parent company enjoys an outstanding reputation," said Joseph.

The new NBC exec intends to accomplish this seemingly monumental task by completely surveying, monitoring and personally working on the spot with management at WNBC, New York; WMAQ, Chicago; WRCV, Philadelphia; KNBR, San Francisco; WRG, Washington, and WJAS, Pittsburgh. It will be a "good" guessing game



NBC's MICHAEL JOSEPH

to foresee just what programming each will decide on.

### Community Service

"Among the things that may be needed," says Joseph, "is a possible streamlining of operations, techniques, and approach to programming, whatever it may be at these stations in order to ensure greater profitability and utmost service to the community.

"We intend to keep pace with the times in the rapidly changing radio scene.

"We will continue to capitalize fully on the award-winning NBC News and public affairs programming," Joseph emphasized.

Indeed NBC does have a proud heritage and a royal background that well should be cap-

(Continued on page 58)

## BILLBOARD LAUNCHES NEW CHART SERVICE

NEW YORK—This week Billboard is launching as a service to advertising agencies, the music industry, and the broadcasting industry a comprehensive chart of musical commercial producers and current musical commercials in production. The chart, first in a series, will be a regular feature of Billboard appearing every six to eight weeks depending on the number of commercials in production.

## Quinn Quits WINS for Boston Post

NEW YORK — Dominic Quinn, program manager of WINS here, has resigned to accept a similar position with WEEI, the CBS-owned radio station in Boston.

Quinn, who has held program executive positions with WIND (Chicago) and KDKA, Pittsburgh (both Group W outlets), will report to WEEI General Manager Don Trageser. Trageser was assistant sales manager at KDKA during Quinn's occupancy of the p.d. chair there.

WINS General Manager Mark Olds accepted Quinn's resignation with "regret" after requesting that Quinn "stay on." Many programming functions at the

(Continued on page 58)

## PROGRAMMING NEWSLETTER

# Station Execs Cool to Record Men

By BILL GAVIN  
Contributing Editor

IF THERE IS ANY ONE SINGLE TREND in radio emerging out of the past year, it is the acquisition of several stations by a single owner.

Such group ownership has, of course, been in effect for many years. In addition to the major networks with their owned-and-operated stations, we have had Westinghouse, Storer, Storz, McLendon, Balaban, Crowell-Collier, Metro Media, Trailways, Bartell and several other group ownerships.

In the past year, there appeared to be increasing activity on the part of successful owners of one or two stations to reinvest their surplus capital in the acquisition of new radio properties. This has become apparent in medium-sized cities as well as in the larger markets. Existing chains have been looking around for new properties, reasonably priced. This trend toward increasing group ownership is especially significant on the programming level, and on the relationships between station groups and the record business. Music policies that were formerly decided locally are now being plotted in a distant city by people who are totally unknown to the local distributors. Granted, group ownership does not mean the same music policy for each station in the group. What it does mean is a standard policy of dealing with record promotion at each station. It also means that in the event of a controversial record, a decision applying to the entire group will probably be made by its top management.

LOCAL AUTONOMY NOTWITHSTANDING, it is always the station owner who bears the responsibility of maintaining the license. When any programming issue involves a threat to a license renewal, the owner of a group of stations will apply the same reasoning that he would to a single station.

Distributors are equipped to deal with local record promotion. In some cases they can sit down and talk over problems with station management. But they are powerless in dealing with

management decisions beyond their local area. By the same token, manufacturers who have their own promotion organizations deal almost entirely with station program people. Contacts with management are rare, whether on the group or local level. Suppose that a group manager has been receiving from his local managers reports of problem situations involving record promotion people. Perhaps another group manager will be asked for a ruling on whether or not a certain controversial record should be played. Whatever the decision of top management, it will be made without recourse to, or discussion with, any of the record people involved. This is unfortunate, since a better and fairer decision might be reached after considering the views of the record people.

Radio and the record business are an economic marriage. The record business furnishes the bulk of radio's program content. Radio, in turn, furnishes the prime exposure necessary to the sale of records. There has never been any tendency on the part of record people to deprecate the importance of radio to their prosperity. Radio people, on the other hand, seem most reluctant to admit their dependence on the record business. They seem to feel no responsibility for the continuing prosperity of the business which supports their programming.

IT WOULD BE REFRESHING some day to hear a top radio executive declare publicly that he accepted a concern for the continuing success of the record business, financial as well as artistic, and that he wanted his station to co-operate, in any reasonable way, in promoting the sale of records in their markets.

No such millennium is apt to be reached unless the initiative is taken by leading members of the record business. Their spokesmen could constitute a committee to work with a group from the NAB. Such a joint committee could organize programming conferences that would be far more practical for the member stations than those sponsored solely by the NAB.

The record business has an incalculable stake in American radio. Record men should have a better chance to plan, rather than simply to promote.

# Radio-TV

## PROGRAMMING

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

## VOX JOX

By GIL FAGGEN

WAIT UNTIL the wife finds out: I am both charmed and alarmed upon being named one of 10 honorary chapter members of CKY's "I.S.G.W." (International Society of Girl Watchers). CKY (Manitoba) is credited with being the first radio station to form its own chapter of the group. The San Diego-based I.S.G.W. has had its manual, "How to Watch Girls" listed as educational material by the U. S. Department of Health, Education and Welfare. By the way, Dave, I hope the membership card you sent is good in the States!

KQV (Pittsburgh) personality Chuck Brinkman is the winner of second prize in the 1963 "Contest for D.J.'s Only!" sponsored by the B. F. Goodrich agency, Foote, Cone & Belding.

Though I rarely mention records in this column, I feel that two new sounds would be of interest to programmers from coast to coast. The first, "You Gotta Walk It by Yourself" b-w "Wildwood Flower" by a new and exciting vocalist, Corinne Bucci, will be released on Decca this week. The second,

fine change-of-pace programming, and material for "middle of the roaders," is Hildegard's new one on Spiral, "Peace and Harmony," b-w "Leave It to the Girls." The beautiful messages were written by Gladys Shelley with music by Ray Ellis. Deejays wishing copies of the disk may write Spiral at 575 5th Avenue.

Gary Seger of KUPD (Phoenix) and Freeman Hover formerly of KRIZ (Denver) have recently launched the Open Mike School of Broadcasting in Phoenix.

Lee Gray, program director and morning personality at WABY (Albany) won the lead part in the Albany Civic Theater's latest production, "A Hatful of Rain."

Larry Solway's "Speak Your Mind" telephone-audience participation program on CHUM (Toronto) has been expanded to two hours from its former 30-minute format.

## SEGUE

VIP APPOINTMENTS: Jerry Spinn, program director KQV (Pittsburgh) reported replaced by Johnny Rook (Rowe) of KTLN (Denver). . . . Doug China, former program director of WKBK (Buffalo), resigns as program director-air personality at WPOP (Hartford). . . . Dom Quinn, program director WINS (New York) appointed program director of CBS owned WEEI (Boston) replacing Dick Covington who resigned in December.



KAL RUDMAN

Kal Rudman, Philadelphia air personality, appointed assistant program co-ordinator and music director for Scott Broadcasting chain. Rudman began his career at WCAM (Camden, N. J.) and later took up-tempo record program to WAAT (Trenton) where he won several honorable mentions as "Music Director of the Year" in the Bill Gavin poll. Rudman will continue his nightly show over WDAS (Philadelphia). . . . Frank Pointer, formerly with WIBG (Philadelphia) appointed program co-ordinator of WTTM (Trenton) recently purchased from National Insurance Company by Herbert Scott.



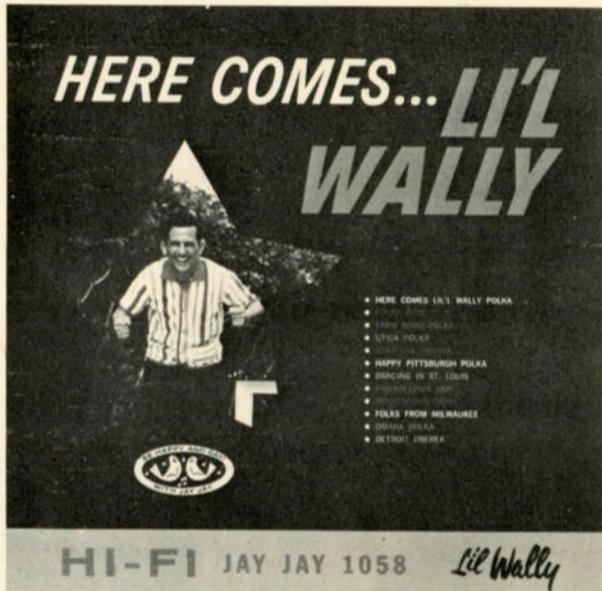
**FOR THE NEW YEAR!  
ALL NEW  
INTERNATIONAL  
POLKA  
ALBUM**

Composed and Recorded by  
**Mr. POLKA MUSIC**

*Lil' Wally* and the  
**HARMONY BOYS**

MONO 1058

STEREO 5058



Lil' Wally has composed these tunes for polka fans everywhere and has dedicated special tunes in this album for the fans in areas where he holds the largest personal appearance attendance records.

- HERE COMES LI'L WALLY POLKA  
POLKA OHIO  
FARM ROAD POLKA  
UTICA POLKA  
SYRACUSE OBEREK  
HAPPY PITTSBURGH POLKA  
DANCING IN ST. LOUIS  
PHILADELPHIA HOP  
MINNEAPOLIS TWIRL  
FOLKS FROM MILWAUKEE  
OMAHA POLKA  
DETROIT OBEREK

**CASH IN ON SALES! EXTENSIVE PROMOTION!**

TWO WINNING ALBUMS by LI'L WALLY



JAY JAY M-R 1065

MONO 1065

STEREO 5065

ALL POLISH ALBUM



HI-FI JAY JAY 1057 Lil' Wally

MONO 1057

STEREO 5057

MOST REQUESTED POLISH ALBUM

**LOOK!**  
INSTRUMENTAL  
IN A  
POLKA BEAT

45 rpm  
**DOMINIQUE**  
c/w  
**UTICA POLKA**  
JAY JAY 261  
by LI'L WALLY

ORDER FROM YOUR JAY JAY DISTRIBUTOR OR WRITE WIRE OR PHONE  
JAY JAY RECORD COMPANY 2446-56 S. Kedzie Ave., Chicago 23, Illinois — RO 2-6000

**READY-TO-GO  
PROGRAMMING**

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

**MIDDLE-ROAD SINGLES**

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	8
2	2	POPSICLES AND ICICLES, Murmaids, Chaffahoochee 628	9
3	4	FORGET HIM, Bobby Rydell, Cameo 280	11
4	3	DOMINIQUE, Singing Nun, Philips 40152	11
5	11	WHISPERING, Nino Tempo & April Stevens, Alco 6281	5
6	8	AS USUAL, Brenda Lee, Decca 31570	6
7	5	SINCE I FELL FOR YDU, Lenny Welch, Cadence 1439	13
8	7	MIDNIGHT MARY, Joey Powers, Amy 892	11
9	6	TALK BACK TREMBLING LIPS, Johnny Tillotson, MGM 13181	11
10	14	ANYONE WHO HAD A HEART, Dionne Warwick, Scepter 1262	7
11	16	FOR YOU, Rick Nelson, Decca 31574	4
12	13	THAT LUCKY OLD SUN, Ray Charles, ABC-Paramount 10509	7
13	9	WIVES AND LOVERS, Jack Jones, Kapp 551	12
14	15	SOMEWHERE, Tymes, Parkway 891	7
15	10	PRETTY PAPER, Roy Orbison, Monument 830	6
16	12	YOU DON'T HAVE TO BE A BABY TO CRY, Caravelles, Smash 1852	12
17	17	KANSAS CITY, Trini Lopez, Reprise 20236	10
18	—	IT'S ALL IN THE GAME, Cliff Richard, Epic 9633	7
19	18	TURN AROUND, Dick & Deedee, Warner Bros. 5396	9
20	—	CHARADE, Henry Mancini & His Ork, RCA Victor 8256	7

**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  
January 19, 1959**

1. Smoke Gets in Your Eyes, Platters, Mercury
2. My Happiness, C. Francis, MGM
3. The Chipmunk Song, D. Seville & the Chipmunks, Liberty
4. Donna, R. Valens, Del-Fi
5. 16 Candles, Crests, Coed
6. A Lover's Question, C. McPhatter, Atlantic
7. Gotta Travel On, B. Grammer, Monument
8. Whole Lotta Loving, F. Domino, Imperial
9. Stagger Lee, L. Price, ABC-Paramount
10. To Know Him Is to Love Him, Teddy Bears, Dore

**POP-10 YEARS AGO  
January 16, 1954**

1. Oh My Papa, E. Fisher, RCA Victor
2. Rags to Riches, T. Bennett, Columbia
3. That's Amore, D. Martin, Capitol
4. Changing Partners, P. Page, Mercury
5. Ricochet, T. Brewer, Coral
6. Stranger in Paradise, T. Bennett, Columbia
7. Stranger in Paradise, Four Aces, Decca
8. Ebb Tide, F. Chacksfield, London
9. Oh Mein Papa, E. Calvert, Essex
10. Stranger in Paradise, T. Martin, RCA Victor

**RHYTHM & BLUES-5 Years Ago-January 12, 1959**

- Lonely Teardrops, J. Wilson Brunswick  
Stagger Lee, L. Price, ABC-Paramount  
A Lover's Question, C. McPhatter, Atlantic  
Nobody But You, D. Clark, Abner  
Smoke Gets in Your Eyes, Platters, Mercury

- Try Me, J. Brown, Federal  
Whole Lotta Loving, F. Domino, Imperial  
Right Time, R. Charles, Atlantic  
16 Candles, Crests, Coed  
Pretty Girls Everywhere, E. Church, Class

**NBC O&O Radio**

Continued from page 57

itized on by its stations. Among their many other assets (besides a hefty bankroll) is the location of the stations in the nation's first 10 markets; four are 50,000 watters and two, 5,000 watters. In combination the six stations blanket the major population areas of the United States.

Few, Messrs. Sarnoff, Kintner, Welpot and Joseph included, expect such an important and enormous transformation to take place overnight. However, few can deny that the move forward is long overdue. Behold, the giant awakens!

**Quinn Quits**

Continued from page 57

station were taken over by Joel Chaseman, former exec producer, upon his appointment as assistant general manager several months ago. Recently Quinn had been working primarily in program development in conjunction with the station's sales department.

Quinn's departure comes on the heels of a move to NBC-TV

**New Mag Set For N.Y. WQXR**

NEW YORK—Subscribers to the WQXR Program Guide will receive a new 100-page publication called "FM Magazine" starting with the January 1964 issue. The regular station guide is being discontinued.

"FM Magazine" will contain the detailed listings of most New York Metropolitan area FM stations, as well as WQXR-AM and FM. Also included will be editorial features, equipment reports and reviews of selected new recordings.

The WQXR Program Guide is the oldest in the country, and has been published continuously since 1936. The new magazine will be distributed in New York, Chicago and San Francisco.

**Glascok Appointed**

PHILADELPHIA — Harvey L. Glascok, vice-president and general manager of WIP, has been appointed to the Broadcasters' Committee of Radio Free Europe as a community co-ordinator.

made by the station's executive producer, Don Luftig, several weeks ago.

# MUSICAL COMMERCIAL PRODUCERS

## Current Commercials in Production

FIRM NAME ADDRESS PHONE	TYPE OF PRODUCT	BRAND OR CO.	SPONSOR	AGENCY	PRODUCER'S NAME & ADDRESS	COMPOSER: MUSIC (M) LYRICS (L)	PERFORMERS	INITIAL PERFORMANCE DATE
Ad-Staff Inc. 1680 Vine St., Hollywood, Calif. (213) HO 9-7274	Soft Water Service	-----	Rayne Corp.	-----	Martin Sperzel c/o Ad-Staff	Ad-Staff (ML)	Sportsmen Quartet	Current
	Apartment Real-Estate Promotion	Barrington Plaza	Louis Lesser Enterprises	Anderson McConnell	Same	Ad-Staff (M) Bob King & Anderson McConnell (L)	Martin Sperzel	Current
	Food	Nibb-Its Potato Krisp	Nibb-Its Corp. of America	Burt Cochran	Same	Ad-Staff (ML)	TBA	Unknown
Dick Boyell Productions 919 N. Michigan Ave., Chicago, Ill. (312) 943-5312	Grape & Blackberry Wines	Mogen-David	M-D	Edward H. Weiss	Rolf Brandis 360 N. Michigan Chicago, Ill.	Boyell Agency (ML)	Donna Kime Joe Eich	1963-Jan.
	Bread	Holsum	HUP	W. E. Long	J. Pesik 188 W. Michigan Chicago, Ill.	Same	-----	Same
	Gold n'Round Bread	Same	Gardner & Nissen Baking	Same	Same	Same	Doree Crews	Same
	Bath Oil	Tender Touch	Helene Curtis	Edward H. Weiss	Jack Sheasby 360 N. Michigan Chicago, Ill.	Same	J. Kauffer	Same
	Soft Drink	Pomac	Dr Pepper	Grant Advertising	Gail Light 919 N. Michigan Chicago, Ill.	Same	-----	Same
	Home Appliances	Hot Point	Hot Point	Compton	Gene Dion 5600 W. Taylor Chicago, Ill.	Same	Billy Leach Mary Ann Lockett	Same
	Eye Make-Up	Maybelline	Maybelline	Post, Keyes & Gardner	Mrs. M. A. Schroeder	Same	Unknown	Same
	Laundry Bleach Soft Drink	Beads o' Bleach Dr Pepper	Purex Dr Pepper	Edward H. Weiss Grant Advert.	Rolf Brandis G. Light 919 N. Michigan Chicago, Ill.	Same Same	Ted Howard Donna Loren	Same Same
	Salad Dressing	Wishbone-Italian	Thomas J. Lipton	Edward H. Weiss	Jack Sheasby	Same	Doree Crews	Same
	Beer	Burgermeister	Schlitz Brewing	Post, Keyes & Gardner	Sherman Rogers 919 N. Michigan Chicago, Ill.	Same	Jamie & The J's	Same
Beer	Old Milwaukee	Same	Same	Same	Same	Duke Hazelett Darlene Zito	Same	
Wade Denning Productions 1 Hillside Ave., Port Washington, N. Y. (516) PO 7-3850	Coffee	Maxwell House	General Foods	Ogilvy, Benson & Mather	WCD, N. Y.	Wade Denning	Dick Jason	Current
	Cereal	Team Flakes	Nabisco	Kenyon & Eckhardt	On Film, N. Y.	Same	Norman Rose	Same
	Shoes	Flings Stuart Holmes	Kinney Shoes.	Frank B. Sawdon	Griffon, N. Y.	Same	Eugene Baird	Current
	Cigarettes	Tareyton	American Tobacco	BBDO	Agency	Same	-----	Current
	Automobile	Chevrolet Impala	General Motors	Campbell- Ewald	Same	Same	-----	Same
	Cigars	Muriel	Consolidated Cigar	Lennen & Newell	MPO, N. Y.	Same	Edie Adams	Jan. 1964
	Bank	Meadow Brook National Bank	Same	-----	-----	Same	Bob Shepard	Same
Cocktail Mix	Party-Tyme	Same	Frank Sawdon	-----	Same	Eugene Baird	Current	
Waas Incorporated 1418 Walnut St., Phila., Pa. (215) PE 5-0555	Apple Products	Lucky Leaf	Knouse Foods	Marketing & Advertising	Waas Inc.	Les Waas & Pat Herrity (ML)	Staff	Current
Chuck Goldstein Productions Inc. 730 5th Ave., N.Y.C., N.Y. (212) JU 6-7477	Beer	Schlitz	Schlitz Brewing	Leo Burnett	Hooper White	Chuck Goldstein Production (ML)	Chuck Goldstein Productions	Current
	Cigarette	Kent	Lorillard Tobacco	Lennen & Newell	Ed Flynn	Same	Same	Same
	Automobile	Chevrolet	General Motors	Campbell- Ewald	Pete Miranda	Same	Same	Same
	Cigarette	Alpine	Philip Morris Tobacco	Leo Burnett	Don Tennant	Same	Same	Same
	Instant Coffee	Yuban	General Foods	McKim	Durnie King	Same	Same	Same
	Tire	Goodyear	Goodyear Rubber	Norman Malone	Harry Stitzlein	Same	Same	Same
	Coffee	Maxwell House	General Foods	McKim	Bob Fleck	Same	Same	Same
Meat	Hormel Foods	Hormel Food	B.B.D.O.	Brad Morrison	Same	Same	Same	
Beer	Hamm's	Hamm's	Campbell- Mithun	Tom Shallbetter	Same	Same	Same	
Morris Mamorsky Associates, Inc. 56 W. 45th St., N.Y. 36, N.Y. (212) YU 6-1084	Upset Stomach Remedy	Cerebelli & Co.	Brioschi	Lawrence C. Gumbinner	Merl Bloom 655 Madison NYC	Information not provided	Information not provided	Current
	Aluminum Foel	Alum. Co. of America	Alcoa Wrap	Ketchum, Mac Lead & Grove	Art Ross 733 3d Ave. NYC	Same	Same	Current
	Foods	Borden's	Borden's	Young & Rubicam	Clay Warnick 285 Madison NYC	Same	Same	Same
Lorin-Frank Productions 330 E. 46th St., N.Y.C. (212) MU 7-1680	Prune Juice	Sunsweet	Duffy Mott	Sullivan, Stauffer, Colwell & Bayles	Lorin-Frank Prod.	Will Lorin (M)	Information Not Provided	Current
	Diet Drink	Tab	Coca-Cola	McCann-Marschalk Co.	Same	Same	Same	Same
	Auto Tire	Duracene Rubber	General Tire & Rubber	D'Arcy	Same	Same	Same	Same
	Soups	Campbell Soup	Campbell Soup	BBDO	Same	Will Lorin (ML)	Same	Same
	Baking Flour	Wondra	General Mills	Dancer- Fitzgerald	Same	Will Lorin (M)	Same	Same
	Jello Desserts	Jello	General Foods	Baker Adv. Agency, Ltd.	Same	Will Lorin (M)	Same	Same
Hair Dressing	Command	Alberto-Culver Products	J. W. Thompson	Same	Will Lorin (ML)	Same	Same	
RPM Associates, Inc. 801 2nd Ave., N.Y.C. 17 (212) MU 6-3636	Cigarettes	L&M	Liggett & Myers	J. W. Thompson	Hal Taylor & J. W. Thompson	Ray Martin (M)	Orch. & Singers	Current
	Cars	Pontiac	General Motors	Mc. M.J.A.	Bill Fieldhouse	Same	Orch.	Same
	Cars	Chevrolet	Same	Campbell-Ewald	Chuck Manno	Same	Same	Same
	Toothpaste	Pepsodent	Lever Bros.	F.C.&B.	Bill Duryea	Same	Same	Same
	Soups	Knorr	Best Foods	Dancer-Fitzgerald	Ron Colby	Same	Same	Same
	Communications	Telephone	A.T.&T.	N. W. Ayer	Wynn Walsh	Same	Same	Same
	Cigarettes	Old Gold	Lorillard	Grey Adv.	Bob Warner	Ray Martin (ML)	Orch. & Singers	Current
	Food	Tip Top Bread	Ward Bakeries	Same	Jim Sommers	Same	Same	Same
	Refrigerators	Frigidaire	General Motors	Dancer-Fitzgerald	Ron Colby	Ray Martin (M)	Orch.	Same
	Cars	Ford Galaxie	Ford	J. W. Thompson	S. Woloshin	Same	Same	Same
	Cars	Ford Thunderbird	Ford	Same	Same	Same	Same	Same
	Creme (Cosmetics)	Noxzema	Noxzema Chem.	Dancer-Fitzgerald	G. Quinn	Sid Ramin (M)	Same	Same
	Bernie Saber Musical Productions 75 E. Wacker Dr., Chicago 1, Ill. (312) FI 6-5952	Beer	Schlitz	Schlitz	Burnett	C. Hovel	Bernie Saber	Pierre Olaf
Tabasco		Tabasco	-----	Knox-Reeves	D. Turgeon	B. Saber (M) D. Turgeon (L)	Dana Sisters	TBA
Canned Food		Green Giant	Green Giant	Burnett	R. Noel	B. Saber (M) R. Noel (L)	-----	TBA
Long Distance		Telephones	Wisconsin Tel.	Cramer-Krasselt	K. Hegard	B. Saber (L)	Jamie Silvia	TBA
Hair Dressing		'Get Set'	Alberto-Culver	Compton	S. Chartoc	B. Saber (M) F. Gruss (L)	-----	Same
Hair Dressing		Suave	Helen Curtis	McCann-Erickson	B. Woodruff	B. Saber (M) B. Woodruff (L)	Donna Kime, Toni Gilman	Same
Wine	Roma	Roma Wines	C. Frank	L. Langlois	L. Langlois (M)	Jamie Silvia	Same	

(Continued)

FIRM NAME ADDRESS PHONE	TYPE OF PRODUCT	BRAND OR CO.	SPONSOR	AGENCY	PRODUCER'S NAME & ADDRESS	COMPOSER: MUSIC (M) LYRICS (L)	PERFORMERS	INITIAL PERFORMANCE DATE
Sonny Hayes Productions, Inc. 141 E. 55th St., NYC 22 (212) PL 8-2470	Packaged Meats	Cudahy	Cudahy Packing	Knox Reeves	Sonny Hayes	Sonny Hayes Prod. (M)	Staff	Open
	Cigarettes	Lucky Strike	American Tobacco	BBD & O	Same	Paul Harvey (ML)	Same	Current
	Cosmetics	Tussy	Tussy	Kudnee	Same	Sonny Hayes Prod. (ML)	Same	TBA
	Cigarettes	Paxton	Philip Morris	Benton & Bowles	Same	Agency (ML)	Same	Current
	Cigarettes	Saratoga	Same	Same	Same	Same	Same	TBA
Auto Tires	General	General Tire	D'Arcy	Same	Sonny Hayes Prod. (M) Agency (L)	Same	Same	
Network Theme	National Broadcasting Co.	NBC	Direct Client Contact	Same	Sonny Hayes Prod. (M)	Staff	Current	
Intercom 1420 Madison Ave., S.E., Grand Rapids, Mich. (616) 612-6106	Grocery Chain	Food Mart	Food Mart	Sanders Co.	Intercom	Ted Maters (ML)	Barb Kuhn & Staff Orch.	Current
	Malt Liquor	University Club	Gettleman Div. of Miller Brewing	Hoffman, York, Paulson & Gerlach	Same	Same	Same	Same
	Political Candidate	"Burns for Mayor"	"Burns for Mayor" Committee	Louis E. Wade	Same	Same	Same	Same
The Jay IV Co. 39 Andover Rd., Roslyn Heights, N. Y. (516) MA 1-9196	Red Cross Campaign	Red Cross	Red Cross	J. W. Thompson	Agency	Alvy West (Arranger & Conductor)	Gordon MacRae Army Air Force Symphony & Chorus	1963-1964
	Brillo	Brillo	Brillo	Same	Same	Same	Artie Malvin Sylvia Textor	Current
	New Paddy Beer Cans	New Paddy Alcoa	New Paddy Alcoa	Same	Same	Same	Kevin Gavin Orch.	Same
	Margarine	Imperial	Imperial	Foote, Cone & Belding	Same	Same	Same	Same
	Bath Oil Beads	Calgon	Calgon	Ketchum-MacLeod Groves	Same	Same	Rosemary Jun	Same
	Star Time	Promotion	NBC	-----	-----	Same	NBC Orch.	1963-1964
Jack Meakin Enterprises 3338 Waverly Dr., Hollywood 27, Calif. (213) 664-0452	Development Homes	Paradise Palms (Las Vegas)	Paradise Palms	Frost & Shaffer	Jack Meakin Enter.	Jack Meakin (ML)	Modernaires	Current
	Same	Woodland West (Dallas, Tex.)	Buffalo Construction	Same	Same	Jack Meakin (M) Bobby Lange & Jack Meakin (L)	Same	Same
	Gasoline, Oil, etc.	Boron Gasoline	Richfield Oil	Hixson & Jorgensen	Same	Jack Meakin (M)	Orchestra Only	Same
	Dog Food	Bar-B-Chew	Kellogg	Burnett	John Sutherland Prod.	Same	Same	Same
	Gasoline, Oil, etc.	75 Gasoline	Union Oil of Calif.	Smock, Debnam & Waddell	Jack Meakin Enter.	Agency (M)	Same	Same
	Development Homes	Greentree (Victorville, Calif.)	Greentree Develop.	Frost & Shaffer	Same	Jack Meakin (L)	Orch. & Soprano	In Production
Salame & Meat Products	Gallo	Earnest Gallo	Richard C. Russell & Associates	Same	Jack Meakin (M) Bobby Lange & Jack Meakin (L)	Orch. & Tenor	Same	
C/Hear Services, Inc. 210 East 47th St., NYC (212) EL 5-7212	Beer	Molson's	Molson's (Canada)	McLaren's Advert.	C/Hear Services	Sascha Burland (M)	Full Orch.	Fall, 1963-1964
	Gas	Esso Imperial	Esso Imperial (Canada)	Same	Same	Same	Same	Current
	"What's My Line?" Show Opening	-----	-----	CBS-TV	Same	Same	Same	Current
	Razor Blades (Stainless Steel)	Gillette	Gillette	Maxon Advert.	Same	Same	Skipjacks & Orch.	Fall 1963-1964
	Institutional	Esso	Esso Imperial (Canada)	McLaren's Advert.	Same	Same	Same	Same
Hormel Meat Products	Hormel Brown 'n Serve Sausages	Hormel	BBD & O	Same	Same	Sascha Burland & Mason Adams & Skipjacks Choir	Same	
David Carroll Productions 79 W. Monroe St., Chicago, Ill. (312) ST 2-9035	Long Distance Finance Co.	Wisconsin Bell Telephone Thorp Finance	Wisconsin Bell Telephone Thorp Finance & Credit	Cramer-Krasselt Klau Van-Pietersom & Dunlap	David Carroll	John McCarthy	Jamie & The J's	Current
	Distillers	Brown Forman Distillers	-----	John McGee Production	Same	John McGee	Choir & Orch.	Same
	Potatoe Chips	Mrs. Howes	Mrs. Howes	Al Herr Advert. Agency	Same	David Carroll	Elaine Rodgers & Group	Same
	Gas Heat	Milwaukee Gas	-----	Cramer-Krasselt	Same	John McCarthy	Jamie With The J's & Frank Babcock	Same
	Duplicating Machines	A. B. Dick	A. B. Dick	John McCarthy	David Carroll & John McCarthy	Same	Choir & Orch.	Same
Insurance	Blue Cross & Blue Shield	Blue Cross & Blue Shield	Cramer-Krasselt	David Carroll	Same	Len Dresslar & Group	Same	
Creative Music Services 2541 Nicollet Ave., Minneapolis, Minn. (612) TA 2-7272	Tape Recorder	Wollensak	Revere Wollensak-3 M	Erwin Wasey Ruthrauff & Ryan	Creative Music Services	Information not provided	Information not provided	Current
	Vegetables	Freshlike	Larsen	Campbell-Mithun	Same	Same	Same	Same
	Frozen Turnovers	Pillsbury	Pillsbury	Same	Same	Same	Same	Same
	Pangles Stores	Pangles	Same	Same	Same	Same	Same	Same
	Lawn Mower & Snow Plow	Torro	Torro	Same	Same	Same	Same	Same
	Seed Corn	Tomco Genetic Giant	Tomco Genetic Giant	Colle & McVoy	Same	Same	Same	Same
	Automobile Dealers	Lake Street Auto Row	Lake Street Auto Row	Fishbein Advert.	Same	Same	Same	Same
Sugar	American Crystal	American Crystal	W. A. Krause	Same	Same	Same	Same	
Phil Davis Musical Enterprises 59 E. 54th St., NYC (212) MU 8-3950	Milk	Rowan Dairy	Rowan Dairy	Harry Gianaris	Phil Davis Enter.	Staff (ML)	Ralph Cummings, Jerry Duane, Gene Steck, Jimmy Blaine	Current
	Money	Beneficial Finance	Beneficial Finance	Al Paul Lefton, Inc.	Same	Same	Rosemarie Jun, Dottie Evans, Ralph Cummings, Jerry Duane, Gene Steck, Artie Malvin, Mike Fitzmaurice	Current
United Recording Service, Inc. 100 7th St. and Fort Duquesne Blvd. Pittsburgh 22, Pa. (412) AT 1-9898	Automotive	Rambler (Allegheny County Dealers)	Rambler Auto Dealers	Jay Reich Advert.	Alex DeGurian	Alex DeGurian (ML)	John Reed King	Current
Scott-Textor Productions, Inc. 333 E. 46th St., NYC 17 (212) YU 6-3850	Cereal	Country Corn Flakes	General Mills	Dancer-Fitzgerald Remington	Scott-Textor Prod.	Scott-Textor Prod. (ML)	Will Able	Unknown
	Insurance	Aetna Casualty & Surety	Same	Same	Same	Same	Keith Textor, Rosemarie Jun, James Leyden	Current
	Cheese	Cracker Barrel	Kraft Foods	J. W. Thompson	Same	J. W. Thompson	Sylvia Textor	Information not provided
	Cookies	Christmas Gift Box	Pillsbury	Campbell-Mithun	Same	Same	Peter Thomas	Same
	Cameras	Kodak	Eastman Kodak	J. W. Thompson	Same	J. W. Thompson	Sylvia Textor	Same
Candy Bars	Peter Paul Mounds, Almond Joy, Almond Cluster	Peter Paul	Dancer-Fitzgerald	Same	Scott-Textor Prod.	Keith & Sylvia Textor	Current	
Cigarettes	L&M	Liggett & Myers	J. W. Thompson	Same	Same	Same	Same	
Beer	Falstaff	Same	Dancer-Fitzgerald	Same	Same	Same	Same	
Money	C.I.T.	C.I.T. Corp.	Fuller Smith & Ross	Same	Same	Same	Same	
Sy Shaffer Enterprises 342 Madison Ave., NYC 17 (212) YU 6-3045	Automobile	Buick-LeSabre	General Motors	McCann-Erickson	Chet Gierlach	Information not provided	Information not provided	Current
	Paint	Devoe Paint	Devoe	E.W.R. & R.	Henry Bate	Same	Same	Same
	Mennen Skin Bracer	Mennen	Mennen	Warwick & Legler	Walter Sachs	Same	Same	Same
	Coffee	Beech Nut	Beech Nut	C. W. Hoyt	Tom Lee	Same	Same	Same
	Tires	Goodyear International	Goodyear International	McCann-Erickson	Chet Gierlach	Same	Same	Same
	Hair Cream	Score	Bristol-Myers	Grey	Manning Rubin	Same	Same	Same
	Hair Pomade	Dixie Peach	Lander	Shaller-Rubin	D. Nathan	Same	Same	Same
	Detergent	Cashmere Liquid	Colgate	Norman, Craig & Kummel	Bill Moseley	Same	Same	Same
	Anti-histamine	Tripirin	Tripirin	Papert, Koenig & Lois	Ed Murphy	Same	Same	Same
	Mouthwash	Green Mint	Block Drug	S.S.C. & B.	Ray Sader	Same	Same	Same
Sutton Productions, Inc. 945 2d Ave., NYC 22 (212) PL 2-5648	Automobile	Chevrolet	General Motors	Campbell-Ewald	Jim Morrison	Glenn Osser (M)	Staff	Current
	Television	RCA Victor	RCA	J. W. Thompson	Max Glaubard	Same	Same	Same
	Automobile	Buick	General Motors	McCann-Erickson	Hal Matthews	Same	Same	Same
	Foods	Campbell Soup	Campbell	BBD&O	Berard Haber	Same	Same	Same
Clothing	Stretch Bra	Warners	Doyle Dave Bernbach	Aaron Ehrlich	Same	Same	Same	
Willis H. Schaefer 136 E. 55th St., NYC 22 (212) PL 5-4030	Cigarette	Salem	Salem	Wm. Esty	Don Devoiz	Roy Ross & Don Devoiz (ML)	Information not provided	Current
	Cigarette	Winston	Winston	Same	Same	Same	Same	Same
	Automobile	Ford	Ford	J. W. Thompson	S. Woloshin	Willis H. Schaefer (ML)	Same	Same
	Automobile	Renault	Renault	Fuler & Smith & Ross	Rubin Hardy & George Wyland	Same	Same	Same
	Industrial Food	Alcoa Kellogg's Cereal	Alcoa Kellogg's	Same	Same	Same	Same	Same

Billboard

HITS OF THE WORLD

AUSTRALIA

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

This Week	Last Week	Wk. Ago	Title	Artist
1	1	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)—Leeds
2	2	2	DO YOU LOVE ME	Brian Poole (Decca)—Tu-Con
3	11	11	THE CRUSHER	The Atlantics (CBS)—Southern
4	—	—	SHE LOVES YOU	The Beatles (Parlophone)—Leeds
5	3	3	SECRET LOVE	Kathy Kirby (Decca)—Allans
6	4	4	ROYAL TELEPHONE	Jimmy Little (Festival)—Crown
7	9	9	VAYA CON DIOS	Kathy McCormack (RCA)—Morris
8	—	—	BEACH BALL	Jimmy Hannan (R.G.)—Trinity
9	—	—	DOMINIQUE	The Singing Nun (Philips)—Belinda
11	—	—	DON'T TALK TO HIM	Cliff Richard (Columbia)—Belinda
12	12	12	NOW	Lena Horne (20th Century)—Chappells
13	6	6	MEMPHIS, TENNESSEE	Dave Berry (Decca)
14	15	15	HE'S MY BLONDHEADED STOMPIE WOMPIE REAL GONE SURFER BOY	Little Pattie (HMV)—Castle
15	7	7	SUGAR SHACK	Jimmy Gilmer (London)—Alberts

AUSTRIA

This Week

This Week	Last Week	Wk. Ago	Title	Artist
1	—	—	ROTE LIPPEN SOLL MAN KUESSEN	(Lucky Lips)—Cliff Richard (Columbia); Gus Backus (Polydor)
2	—	—	NACHTS HOER ICH IMMER ALL E UHREN SCHLAGEN	Peter Alexander (Polydor)
3	—	—	BUONA NOTTE	Rocco Granata (Columbia)
4	—	—	TAUSEND TRAEUME	Udo Juergens (Metronome)
5	—	—	SCHENK MIR EINEN TALISMANN	Peter Kraus (Polydor)
6	—	—	ROTE KORALEN	Nana Muskouri (Fontana)
7	—	—	JOHNNY	Frank Roberts (Philips)
8	—	—	AMERICANA	Trini Lopez (Ariola)
9	—	—	DOMINIQUE	Soeur Sourire (Philips)
10	—	—	ALLEIN WIR DU	Freddy Quinn (Polydor)

BRITAIN

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

This Week	Last Week	Wk. Ago	Title	Artist
1	1	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)—Northern Songs, Ltd.
2	2	2	GLAD ALL OVER	Dave Clark Five (Columbia)—Ivy Music
3	4	2	SHE LOVES YOU	The Beatles (Parlophone)—Northern Songs, Ltd.
4	6	6	I ONLY WANT TO BE WITH YOU	Dusty Springfield (Philips)—Springfield Music
5	3	7	DOMINIQUE	Singing Nun (Philips)—Flamingo Music
6	5	4	SECRET LOVE	Kathy Kirby (Decca)—Harms-Witmark
7	8	4	YOU WERE MADE FOR ME	Freddie and the Dreamers (Columbia)—Feldman Music
8	7	8	TWENTY-FOUR HOURS FROM TULSA	Gene Pitney (United Artists)—A. Schroeder
9	11	9	DON'T TALK TO HIM	Cliff Richard (Columbia)—Shadows-Belinda Music
10	9	13	SWINGING ON A STAR	Big Dee Irwin (Colpix)—Morris Music
11	10	10	MARIA ELENA	Los Indios Tabajaras (RCA)—Latin American Music
12	18	—	HIPPY HIPPI SHAKE	Swinging Blue Jeans (HMV)—Ardmore & Beechwood
13	12	15	I WANNA BE YOUR MAN	Rolling Stones (Decca)—Northern Songs, Ltd.

This Week	Last Week	Wk. Ago	Title	Artist
14	14	11	GERONIMO	*Shadows (Columbia)—Shadows-Belinda Music
15	17	25	KISS ME QUICK	Elvis Presley (RCA)—West One Music
16	13	14	TWIST AND SHOUT	(EP)—*Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.
17	19	16	YOU'LL NEVER WALK ALONE	*Gerrit and the Pacemakers (Columbia)—Williamson
18	20	20	BEATLES HITS (EP)	*Beatles (Parlophone)—Northern Songs, Ltd./Shapiro-Bernstein
19	25	22	STAY	*Hollies (Parlophone)—Lorna Music
20	21	23	NOT TOO LITTLE	*Chris Sandford (Decca)—Marquis Music
21	15	17	WITH THE BEATLES (LP)	*Beatles (Parlophone)—Northern Songs/Jaep/Frank/Dominion/Jewel/Leeds Music
21	23	24	WE ARE IN LOVE	*Adam Faith (Parlophone)—Freddie Poser
23	24	19	IT'S ALMOST TOMORROW	*Mark Wynter (Pye)—Macmelodies
24	22	12	I'LL KEEP YOU SATISFIED	*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
25	26	—	DO YOU REALLY LOVE ME TOO	*Billy Fury (Decca)—Shapiro-Bernstein
26	28	28	STEPTOE AND SON AT BUCKINGHAM PALACE	*Harry H. Corbett & Wilfred Brambell (Pye)—Associated London Scripts
27	16	18	ALL I WANT FOR CHRISTMAS	*Dora Bryan (Fontana)—Flamingo Music
28	—	—	HUNGRY FOR LOVE	*Johnny Kidd (HMV)—Leeds Music
29	—	—	MONEY	*Bern Elliott and the Fenmen (Decca)—Dominion Music
30	—	—	BEATLES VOL. 1 (EP)	*Beatles (Parlophone)—Northern Songs/Shapiro-Bernstein/Aldon Music

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)  
\*Denotes local origin

This Week	Last Week	Wk. Ago	Title	Artist
1	1	1	IF I HAD A HAMMER	Trini Lopez (Reprise)—Editions Tropicales
2	2	2	BOSSA NOVA BABY	Elvis Presley (RCA)—Belinda Music
3	3	3	ALLEEN	*John Larry (Polydor)—Pass Partout
4	4	4	BE MY BABY	The Ronettes (London)—Belinda Music
5	5	5	ALLEEN DOOR JOU	*Bob Benny (Polydor)—World
6	7	7	TOMBE LA NEIGE	*Adamo (Pathe)—Rudo
7	6	6	BLUE BAYOU	Roy Orbison (London)—Acuff Rose
8	9	9	DON'T TALK TO HIM	Cliff Richard (Columbia)—Belinda Music
9	8	8	THIS LAND IS YOUR LAND	Trini Lopez (Reprise)
10	10	10	IK LEES IN JE OGEN	*Louis Neefs (Moonglow)—Intervox

FRANCE

This Week	Last Week	Wk. Ago	Title	Artist
1	2	2	LA MAMMA	Charles Aznavour (Barclay)—Compagnona (Polydor)
2	1	1	SI J'AVAIS UN MARTEAU	(If I Had a Hammer)—Claude Francois (Philips)
3	3	3	ROSE	Sally Go Round the Roses—Richard Anthony (Columbia)
4	—	—	BONNE NUIT LES PETITS	TV soundtrack (Philips)
5	4	4	LE SIFFLET DES COPAINS	Shelia (Philips)
6	5	5	MA GUITARE	Johnny Hallyday (Philips)
7	7	7	IF I HAD A HAMMER	Trini Lopez (Vogue)
8	—	—	PETIT PAPA NOEL	Tino Rossi (Columbia)
9	6	6	REVIEWS VITE ET OUBLIE	(Be My Baby)—Les Surfs (Festival)—Frank Alamo (Barclay)
10	—	—	LES TANTES JEANNE	Gilbert Beaud (VSM)

HOLLAND

Courtesy Platennieuws, Amersfoort

This Week	Last Week	Wk. Ago	Title	Artist
1	2	2	SPIEGLEBEELD	Willeke Albertie (Philips)—Altona
2	9	9	NIMM DEINE WEISSE GITARRE	Gert Timmerman (Telefunken)—Basart
3	1	1	IF I HAD A HAMMER	Trini Lopez (Reprise)—Basart L. C.
4	5	5	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)—Basart-Amsterdam
5	—	—	MARIA NO MAS	Cliff Richard (Columbia)—Holland Music
6	3	3	IK HEB EERBIJ VOOR JOUW GRIJZE HAREN	Gert Timmerman (Telefunken)—World Music & Intl. Music
7	5	5	LASS MEIN HERZ NICHT WEINEN	Imca Marina (Imperial)—Anagon Music
8	6	6	RED SAILS IN THE SUNSET	Fats Domino (ABC Paramount)—Melodia
9	7	7	LA BAMBOLA	Trini Lopez (Reprise)—Basart
10	—	—	AMAPOLA	The Spotnicks (CNR)—Basart L.C.

HONG KONG

This Week	Last Week	Wk. Ago	Title	Artist
1	3	3	WONDROUS ARE THE WAYS OF LOVE	Cliff Richard (Col.)—Belinda
2	7	7	FORGET HIM	Bobby Rydell (Cameo)
3	—	—	THE GREAT ESCAPE MARCH	Mitch Miller (CBS)
4	—	—	GERONIMO	The Shadows (Columbia)
5	—	—	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)
6	6	6	THE IMPOSSIBLE HAPPENED	Little Peggy March (RCA Victor)
7	—	—	CLEOPATRA	Frankie Avalon (Chancellor)
8	8	8	SUGAR SHACK	Jimmy Gilmer and the Fireballs (Dot)
9	—	—	MARIA ELENA	Los Indios Tabajaras (RCA Victor)
10	—	—	YESTERDAY AND YOU	Bobby Vee (Liberty)

HUNGARY

(All recordings on the Qualiton label)  
\*Denotes local origin

This Week	Last Week	Wk. Ago	Title	Artist
1	1	1	AVE MARIA NO MORRO	Vico Torriani-Southern (London)
2	2	2	LIEBSTRAU TWIST	Vico Torriani
3	3	3	A HAJA SZOKE VOLT	*Janos Vamosi (Editio Musica)
4	4	4	MEG IDE-ODA HUZ A SZIV	*Laszlo Araczkzy (Editio Musica)
5	5	5	TELSTAR	Koltai-Papp Combo-Campbell, Conolly (London)
6	6	6	KEK A TE SZEMED	*Janos Koos (Editio Musica)
7	7	7	SZIVTOLVAJ	*Maria Toldi (Editio Musica)
8	8	8	VAN E REMEKEBB	*Eva Mikes (Editio Musica)
9	9	9	NEM VAGYOK IDEGES	*Gyorgy Korda (Editio Musica)
10	10	10	PERCOLATOR	Koltai-Papp Combo—Peter Maurice (London)

ITALY

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

This Week	Last Week	Wk. Ago	Title	Artist
1	1	1	NON TE NE ANDARE	Jimmy Fontana (RCA)
2	2	2	O MIO SIGNORE	*Eduardo Vianello (RCA)
3	3	3	L'ETA' DELL'AMORE	Francoise Hardy (Vogue)
4	5	5	ADESSO NO	Neil Sedaka (RCA)
5	7	7	BABY	*Peppino Di Capri (Carisch)
6	4	4	RIDI	*Michele (RCA)
7	8	8	T'AMO E T'AMERO	*Little Tony (Durium)
8	6	6	SABATO TRISTE	*Adriano Celentano (Cian)
9	9	9	TI CERCHERO	*Ricky Gianco (Jaguar)
10	10	10	LETTERA DI UN SOLDATO	*Domenico Modugno (Fonit)
11	12	12	MES AMIS MES COPAINS	*Catherine Spaak (Ricordi)
12	11	11	PER QUESTA VOLTA	Richard Anthony (Columbia)

This Week	Last Week	Wk. Ago	Title	Artist
13	14	14	AMO SOLO TE	Caterina Valente (Decca)
14	—	—	RITORNA	Gene Pitney (UA)
15	—	—	DATEMI UN MARTELLO	*Rita Pavone (RCA)

MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

This Week	Last Week	Wk. Ago	Title	Artist
1	3	3	MAGIA BLANCA	(Devil Woman)—*Hnos. Carrion (CBS)—Grever
2	—	—	EN LA REVANCHA	*Sonia Lopez (CBS)—Pending
3	1	1	PARAPA-PAPA	Rocio Durcal (Philips)—Pending
4	—	—	DOMINIQUE	*Las guerrilleras/*Hnos. Zaizar (Peerless)—Pending
6	—	—	EL MARTILLITO	Trini Lopez (Reprise)—Pending
7	4	4	ENTREGA TOTAL	*Javier Solis (CBS)—Mundo musical
8	6	6	TEQUILLA CON LIMON	*Los Juniors (Peerless)—Pending
9	7	7	RECUERDOS DE IPACARAI	Neil Sedaka (RCA)—Fermata
10	9	9	GRACIAS	Connie Francis (MGM)—Reimsa

NEW ZEALAND

This Week	Last Week	Wk. Ago	Title	Artist
1	1	1	DON'T TALK TO HIM	Cliff Richard (Col.)—Belinda
2	1	1	DOMINIQUE	The Singing Nun (Philips)—Cop Con
3	1	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)—Leeds
4	—	—	WASHINGTON SQUARE	The Village Stompers (Col.)—Cop Con
5	1	1	FIRST DAY BACK AT SCHOOL	Paul & Paula (Philips)—Wallaby
6	—	—	BOSSA NOVA BABY	Elvis Presley (RCA)—Belinda
7	—	—	YOU'LL NEVER WALK ALONE	*Gerrit & Pacemakers (Col.)—Chappell
8	1	1	I WHO HAVE NOTHING	Shirley Bassey (Col.)—Leeds
9	—	—	GERONIMO	The Shadows (Columbia)—Cop Con
10	—	—	SUGAR AND SPICE	The Searchers (Pye)—Cop Con

PHILIPPINES

\*Denotes local origin

This Week	Last Week	Wk. Ago	Title	Artist
1	2	2	WHAT KIND OF FOOL AM I?	Andy Williams (Columbia)—Mareco
2	4	4	(I LEFT MY HEART) IN SAN FRANCISCO	Tony Bennett (Columbia)—Mareco
3	—	—	COSSACKS	*Celtica (Mabuhay)—Mareco
4	1	1	YOUR LOVE IS MINE	Jerry Vale (Columbia)—Mareco
5	—	—	DEAR TERESA	*Jerry Fuller (Challenge)—Dyna Products
6	8	8	BOSSA NOVA BABY	Elvis Presley (RCA)—Filipinas
7	—	—	DID YOU HAVE A HAPPY BIRTHDAY	*Paul Anka (RCA)—Filipinas
8	—	—	DEAD MAN	*G. Weston (Challenge)—Dyna Products
9	—	—	I'M IN PARADISE	*Ronnie Villar (Mabuhay)—Mareco
10	5	5	THE MYSTERY OF LOVE	Piliita Corrales (Villar)—Mareco

SPAIN

(Courtesy Discomania)

This Week	Last Week	Wk. Ago	Title	Artist
1	2	2	AMOR DE VERANO	*Duo Dinamico (Voz-Amo) Musica Sur
2	1	1	TELL HIM	*Luis Aguile (Voz Amo)—Robert Mellin
3	—	—	HEART	Rita Pavone (RCA)
4	3	3	FREE ME	Enrique Guzman (CBS)—Canciones Mundo
5	5	5	CRYING IN THE WIND	Paul Anka (RCA)—Hispavox
6	4	4	RHYTHM OF THE RAIN	Sylvie Vartan (RCA)—Universal Jazz
7	6	6	A HUNDRED POUND OF CLAY	Enrique Guzman (CBS)—Hispavox
8	9	9	DEVIL IN DISGUISE	Elvis Presley (RCA)—Aberbach-Madrid
9	—	—	TOUS LES GARCONS ET LES FILLES	F. Hardy (Hispanavox)—Universal Jazz
10	7	7	SE'N VA ANAR	Salome (Zafiro)—Canciones Mundo

MUSIC AS WRITTEN

LONDON

The Crystals, Bobby Rydell and Kyu Sakamoto are among the international stars Alan Klein hopes to sign for his next British screen pop musical, "What a Marvelous World." The film adaptation of Klein's stage musical "What a Crazy World," starring British popsters Joe Brown, Marty Wilde and Susan Maughan, has just been acclaimed by the critics here as one of the best ever of its kind. . . . Film news is uppermost this week. Bobby Vee's British agent Tito Burns is handling negotiations for Vee to shoot a major movie here after the Liberty star's concert dates with Big Dee Irwin which run through March. Burns has another interest in the project; his publishing company, Toby Music, would handle the songs Bobby Richards is writing. . . . Producer Edward Dryhurst moves into Elstree Studios in March to start shooting "Lessons in Love" for which Maurice Chevalier and young British lark Jan Burnette are signed. Pat Boone and Petula Clark are expected to sign for the picture.

Pye issued Kris Jensen's "Donna Donna" (7) as its first Hickory single. . . . Decca has issued here the sound track albums of the BBC-TV show "That Was the Week That Was" devoted to the late President Kennedy. On Friday (10) Parlophone released a single of the song Millicent Martin sang in the show "In the Summer of His

Years" and at the same time recordings of the song by Connie Francis (MGM), Julie Felix (Decca) and Kate Smith (RCA) were put out. . . . A British guitarist, Bruce Baxter, has replaced ailing Bo Winberg in Sweden's top instrumental group, the Spotnicks.

Johnny Mathis' appearances on ATV's "Sunday Night at the Palladium" and BBC-TV's "Juke Box Jury" were canceled by promoter Vic Lewis as a result of the illness of Mathis' mother. . . . Little Stevie Wonder winged in from Paris for his debut trip to Britain and made two TV's during the fleeting visit. . . . Publisher Dick James hosted a luncheon for Brian Epstein and his stable of artists which have given James so many hits in 1963, including the Beatles, Billy J. Kramer and the Dakotas, the Fourmost and Cilla Black.

CHRIS HUTCHINS

MADRID

One Sunday morning the Juvenile Organization of Spain was selling the All Star Festival LP to thousands of Roman Catholics at the entrance of most Spanish churches. That day 20,000 copies were sold. The group claims the single day record since the figure surpasses sales in Austria, Finland, France, Greece, Italy, Canada and other countries in the period of February 1 to March 31. Spain hopes to sell 35,000 copies of the All Star Festival record.

RAUL MATAS

# Adenauer Gets Hot-Selling LP

BONN—West Germany Ex-Chancellor Konrad Adenauer received a copy of the Ariola-Eurodisc album "Deutschland aus der Asche" (Germany Out of the Ashes). The album is still selling in strong fashion after release some months ago. General manager of Ariola-Eurodisc, Rudolf Englander, made the presentation.

Ariola's fast-moving series is no trail-blazing venture: Adenauer, Chancellor Ludwig Erhard and other political leaders have been waxing their speeches for disk counter sale for some time now.

The wax review of German history encompasses the entire

## Bertelsmann Buys Universum Film Firm

BONN—Bertelsmann, a major force in the German disk trade, has purchased Universum Film AG (UFA), yesteryear's German film colossus.

Bertelsmann acquires not only the parent UFA company but virtually all of its subsidiaries, including UFA International GmbH, Munich; Tonverlag GmbH, Berlin-Munich; Boheme-Verlag GmbH, Vienna; Deutsche Wochenschau GmbH, Hamburg, as well as UFA Werbefilm, Fernsehproduktion und Filmauswertung (advertising films). UFA now ceases to exist, bringing to an anti-climactical ending a fabulous chapter of German film history. In the 1920's UFA was the Continent's largest film producer, celebrated for its pictures directed by Josef von Sternberg and starring Marlene Dietrich (in the "Blue Angel," among others) and Pola Negri.

period from 1914 to 1945 and on through the Adenauer era. The series covering the prewar period is titled "Germany's Way Into Dictatorship," and the World War II series is "Germany in World War II."

The Germans, moreover, have had lively success in transplanting to this sober-sided country the spoofing style popularized by Vaughan Meader in "The First Family."

Seizing the occasion of Chancellor Adenauer's retirement, Beierlein of Munich produced a parody platter, "Lasst doch mal den Diken ran, lasst ihn zeigen, was her kann!" — "Now Let Fatty Take Over, Let Him Finally Show What He Can Do!" This disk pleaded the case, in spoofing style, for Erhard's accession to the Chancellorship.

There then followed Beierlein's companion piece, a light-hearted c.&w.-style tribute to Adenauer, "Goodbye, alter Haeuptling, Goodbye!" Its Texas-style melody — "Wenn die Rosen blue'n am Rhein, werden in Gedanken wir stets bei dir sein" ("When the Roses Bloom on the Rhine, You Will Always Be in Our Thoughts")—has become a German top tune.

Meantime the pedagogues are being pressed to take a stand on pop platters. Culture ministries in the 11 West German States (which operate the school systems in each State on the U. S. system) have been petitioned to include pop in school music courses. The school officials have been handed surveys showing that 4,000 pop platters are produced annually in West Germany and that 75 per cent of male students and 80 per cent of the girls listen regularly to pop.



## Music Gals Name Slate

NEW YORK—MARCH, the music women's philanthropic organization, has had a formal election of officers. President is Jeanette Hendler of J. L. J. Enterprises; Betty Smith of Cadence Records is vice-president; Adrienne Lawner of Francon Music is secretary, and treasurer is Edie Sohmer of Ivan Mogul Music.

First project for the organization is a fund-raising drive for the University Settlement House in Manhattan's East Side. The gals have already donated records, toys, clothing, instruments and a tape recorder to the Settlement House. All arrived in time for Christmas and Chanukah celebrations.

## Disks Stars Set For Int'l Show

MUNICH—Polydor producer Gerhard Mendelson staged a teen-age party for Germany's second TV network that assembled all teen-age stars available from all labels. The live show has been taped for airing in February. These are the artists Mendelson contracted for the show: Lil Babs from Sweden, Susi Ball from Bavaria, Gina Dobra from Bulgaria, Freddy Brock from Bavaria, Thomas Fritsch from Hamburg, Gerd Boettcher from Berlin, Rex Gildo from Munich, Gino from Greece, Peter Kraus from Austria, Gus Backus from the States, Mina from Italy, Cherry Wainer from London, Françoise Hardy from Paris, Jack Hammer from London, Albert Rainer from Paris, Gene Reed from the States, Konrad Pringl from Vienna, Benny Quick from Cologne, Ted Herold from Dueseldorf, Shirley from London, the Gerry Friedrich Singers from Tegernsee, and the Max Greger big band from Munich and Mainz.

## CBS Takes Over Big N.J. Building

PHILADELPHIA—To strengthen and intensify its distribution in the Southern New Jersey communities, Columbia Broadcasting System, Inc., leased large quarters for its records and sets division at nearby Pennsauken, N. J. A 40,000-square-foot building was leased in the Airport Industrial Park there to serve as Columbia's distribution center for Southern New Jersey for phonographs, radios, television sets and records. The building, newly built, includes air-conditioned offices and tail-gate truck-loading facilities.

## Darin Picture-Song Folio Hits Market

NEW YORK—"The Best of Bobby Darin," a 40-page song and picture folio, will be marketed by Darin's T. M. Music, Inc. In addition to scores of 13 Darin-penned and recorded songs, folio includes 20 photos tracing the actor-singer's career, plus a biography and color-photo cover. Deal was concluded here last week which assigned rights as sole selling agent to Hill & Range Songs, Inc. Darin folio will sell for \$2.

## Orion Firm Now to Be Called Metronome

NEW YORK — Orion Development Company, U. S. rep for the Metronome label of Denmark and other countries in Scandinavia, is having its name changed. The label will now be represented by a firm with the same name, Metronome Records, Inc. The company will continue to be located at its former West 48th Street address and Mrs. Brigitta Peschke will be in charge. She replaces Claus Dahlgren, who left Orion to take over U. S. representation for Swedish radio and TV.

# Norse Artist Prize Goes To Teen Lass

OSLO — The 17-year-old school girl Wenche Myhre was named pop artist of the year by the newspaper Verdens Gang December 31. Wenche Myhre, who was discovered three years ago, made her breakthrough in 1963 and reached the top of the VG top 10 with her version of "Gi Meg En Cowboy Til Mann" (Give Me a Cowboy for a Husband), which managed to stay atop for five weeks. Wenche Myhre has been represented four times on the VG charts during 1963, one week with three tunes simultaneously. Her records have sold about 40,000-50,000 during the year, with her best seller, "Gi Meg En Cowboy Til Mann" reaching a 20,000 sales.

Wenche Myhre will be featured in forthcoming movie, "Operasjon Sjosproyt" (Operation Seasick), and her next record is due in January, titled "Jeg Gar Jo Pa Skole" (I Go to School), a rewrite version of German top hit "Ich gehe noch zu Schule." Wenche Myhre also plans TV and disks in Germany this fall.

OSLO—The Salhus Quintette Olkabilamo received five silver disks from the newspaper Arbeiderbladet for their recording of the local hit "Singel og sand," which sold 25,000 copies.

The five members of the Olkabilamo are Monrad Holm Johansen, leader; Lars Kalvik, Ole Mjelde, Karl Sjurson and Birger Marthinussen, all industrial workers in the age between 40 and 50.

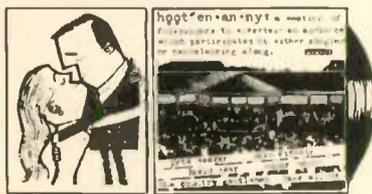
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# COUNTRY MUSIC CORNER

By BILL SACHS

**Ernest Tubb and the Texas Troubadours** concluded an eight-day tour of the Midwest in Wichita, Kan., January 4, and hit out for Nashville, where they appeared on "Grand Ole Opry" Saturday (11). This week Tubb and the lads embark on a swing through Georgia and Florida to carry them through January. . . . Pamper Music, Goodlettsville, Tenn., headed by **J. Hal Smith**, is currently riding on a string of big ones, including "Good Morning Self," by **Jim Reeves** on RCA Victor; "It Should Be Easier Now," **Rusty Draper** on Monument; "Late Movies," **Tex Williams**, and "I Can't Stand It," **Harland Howard** on Monument.

**Danny Harrison** has a new release in England on Starlight, Esquire's country and western label. Sides are "Have You Ever Been Lonely" and "Mary Ann, I'm Lonesome." **Carl Krahmer**, 76 Bedford Court Mansions, Bedford Avenue, London, W.C.1, England, offers deejay samples to all who'll write in on their station's letterhead. . . . **Gary Williams**, whose instrumental foursome is currently holding forth five nights a week at the Hitchin' Post, Anchorage, Alaska, has just had one of his tunes, "Love, Come to Me," recorded by **Webb Pierce** on Decca. This marks the third Williams tune Pierce has waxed.

**Don Wheeler**, recently discharged from the Army, is now fronting **Joe Carson's** New Western Swing Band, while doubling on bass and vocals. Other members of the group are Liberty's **Joe Carson**, vocals and fiddle; **Chuck Caldwell**, steel guitar; **Don Mathes**, drums, and **Jerry Case**, take-off guitar. Prior to its opening at the Golden Nugget, Las Vegas, January 23, the band plays Hobbs, N. M., January 15; Lubbock, Tex., 16, and a return engagement at Panther Hall, Fort Worth, January 17-18. . . . **Sheriff Tex Davis**, who handles the talent bureau at WCMS, Norfolk, Va., has signed **Er-**

**est Ashworth** as the feature of the station's first big country show of 1964 to be held in Norfolk February 23. Appearing with Ernest will be **Ray Price**, **Porter Wagoner**, **Minnie Pearl**, **Loretta Lynn**, **Jim and Jessie** and the local band, **Four C's**. The song that's tearing 'em up in the Norfolk area at the moment, according to Davis, is **Lefty Frizzell's** "Saginaw, Michigan." "The No. 1 song for 1963 in our area," writes the Sheriff, "was Ernest Ashworth's beating 'Ring of Fire' by a pretty good margin. Third was 'Act Naturally,' by **Buck Owens**. **Skeeter Davis** was No. 4 with 'End of the World.' 'Don't Let Me Cross Over,' by **Carl and Pearl Butler**, finished fifth."

**Earl Scott**, following a seven-day tour through the Midwest with a **Hap Peebles** unit starting this week, heads out for California, where he is set for a string of 15 one-nighters in February under the guidance of **Steve Stebbins**. . . . The **Judy Lynn Show**, after closing at Harrah's Club, Reno, Nev., Tuesday (14), will play three one-nighters en route to Florida, where the unit opens January 21 at the Tradewinds Hotel, Fort Lauderdale, to remain through March 15. On Thursday (16), the Lynn show plays Richards Gebaur Air Force Base, just south of Kansas City, Mo.; Friday (17) it plays the Trianon Ballroom, Oklahoma City, and Saturday (18) shows its wares in "Big D Jamboree," Dallas.

**Jimmy Key**, Newkeys Music and Key Talent, left Nashville Wednesday (8) on a tour that will carry him to Charlotte, N. C.; Washington, Baltimore, Pittsburgh, Cincinnati, Cleveland, Detroit, Chicago; Kansas City, Mo., and St. Louis, promoting **Jimmy Newman's** "D. J. for a Day," **Dave Dudley's** "Last Day in the Mines," **David Price's** "The World Lost a Man," and **Chris Cain's** "Settin' in the Sunshine." He will also huddle with distributors for Rice Records, a new label which

Newkeys has just launched. . . . Added to the membership roster of the Country Music Association last week were: **Chuck Alan**, Homestead, Fla.; **Floyd Cramer**, Nashville; **Charlotte Cromwell**, Palm Springs, Calif.; **Lee Farley**, West Hill, Ont.; **Kern Lee Hagin**, Garland, Tex.; **Jerry L. Haymes**, Homestead, Fla.; **George R. Struth**, Scarborough, Ont.; **Sonny Thomp-**

**son**, Fort Edward, N. Y., and **Audrey Williams**, Nashville.

**Webb Pierce's** Hitmakers last week took over the No. 1 position in the Commercial League at the Plamor Bowling Alleys in Nashville. Pierce has sponsored the team many years, and bowls regularly with the team when not on the road. He sports a 145 game average. Three members of the Hitmakers are

from the management firm, Denny-Moeller Talent, Inc., and include **W. E. (Lucky) Moeller**, who also averages 145; **Larry Moeller**, with an average of 160, and **Jack B. Andrews**, riding a 175 average. Non-music business personnel on the team and their averages include **Bill Hutcherson**, 175; **Sonny Russell**, 187, and **Bud Morris**, who tops the team with a 184.



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## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Deejays missed in the mailing of the new United Artists release by **Kathy Dee**, "Don't Leave Me Lonely Too Long," may obtain a copy by writing on their station letterhead to **Kathy's manager, Quentin (Reed) Welby**, B-W Music, Inc., Box 337, Wooster, Ohio. . . . **Happy Harvey Thompson**, country jock on KTLW, Texas City, Tex., has his third release on the Allstar label, of Houston, coming out this week. Deejay copies are available by writing to **Miss Marty Surprise** at P.O. Box 590, Wharton, Tex. She also has deejay samples on **Vernon Godowx's** new one on Chestnut, "Take a Good Look."

**Buddy Dean**, a newcomer to the country music deejay ranks, has had five hours added to his daily stint on Station KCJH, Arroyo Grande, Calif. For his first four months on the station, Buddy aired country an hour a day. His new task has him whirling the country stuff from 6 a.m. to 12 noon daily, and he reports that the station already has experienced an increase in business as a result of the added time. Station KCJH is owned by **Les Hacker**, a veteran of many years in radio and TV. . . .

**Mack Allen**, of WTCR, Huntington, W. Va., puts in another plea for better platter service from the major labels. "If we are to continue to grow," type-writes Mack, "we have to have the new releases or go back to promoting the older records."

Record hustler **Slick Norris**, P.O. Box 653, Highlands, Tex. 77562, has available deejay copies of the following releases to all country deejays who'll holler on their station letterhead: **Warren Smith's** "That's Why I Sing in a Honky Tonk," **Johnny and Jonie Mosby's** "Who's Been Cheatin' Who" and "Trouble in My Arms," **Joe Carson's** "Helpless," **Billy Walker's** "The Morning Paper" and "Heart, Be Careful," **Webb Pierce's** "If the Back Door Could Talk," **Frankie Miller's** "A Little South of Memphis," **Ernest Ashworth's** "Talk Back Trembling Lips" and "That's How Much I Care," **Wade Ray's** "Have Yourself a Party," and **Floyd Tillman's** "I'll Never Get Over You." . . . Jocks needing a copy of **Charlotte Harden's** new one, "I Can't Be Myself" b.w. "Chalk One Up for Me," are urged to write to **J. G. Harden** at 2432 Lippincott, Flint, Mich., for sample.

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Andre de Vekey, European Director, 15 Hanover Square, W. 1, England  
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INFORMATION REQUIRED AS TO whereabouts of D. Miller Wilson (Clarence Gartner), composer. Last known address was Los Angeles. Notify M.C.P.S., 380 Streatham High Road, London, S.W., England.

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# Coin Machine OPERATING

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

## EUROPEAN NEWS BRIEFS

### Membership Up

VIENNA—Despite the continuing slump in phonograph operation, the Austrian trade association, Verband des Oesterreichischen Automaten-Gewerbes (VOAG) succeeded last year in boosting its membership and in otherwise strengthening the organization.

The VOAG now has more than 200 members, representing the cream of the Austrian trade. VOAG's membership has been widened to include distributors and general import-export agents as well as solely operators. This was necessary because about 80 percent of all Austrian phonographs continue to be in the hands of the location owners.

### Plan Museum

COLOGNE—West Germany's coin machine trade plans establishment of a coin machine museum, which would trace the development of the production industry and operating trade in this country and also in Europe.

The museum would house equipment and significant documents tracing the rise of the trade. It would be a center for research to students of the world coin machine industry.

### Eltec in Belgium

BRUSSELS—Eltec, West Berlin's phonograph producer, is developing a substantial Belgian market through its energetic Belgian distributor, Henry Coolen, whose firm of Nonkel Rik is situated at Wetteren, Flanders.

Eltec is having surprising success in the Benelux market with promotion of the phonograph's

## Seeburg Says All OK After Issuing Notes

CHICAGO — The Seeburg Corporation has issued \$17,000,000 worth of 5½ per cent promissory notes due December 1, 1978, it was announced last week by Delbert Coleman, board chairman.

Purchasers in equal amounts were the Prudential Insurance Company of America and Northwestern Mutual Life Insurance Company. Coleman said that \$9,500,000 of the proceeds would be used to retire current bank loans obtained last December to acquire the Cavalier Corporation, Chattanooga, and the remainder for general corporate purposes.

Coleman said the company could foresee no additional financing requirements in the near future because under the terms of the notes, no payments other than interest are due for the first five years. White, Weld & Company, investment bankers for Seeburg, participated in the placement of the notes.

super-compact economy features. The firm attributes this largely to the fact that Coolen works closely with the West Berlin headquarters in translating his own market research into the designing of Eltec's new models.

Eltec also uses the Belgian firm as a staging area for its sales in the United Kingdom, where it is represented by the firm of Gainsmead of Reading.

### Italian Expansion

ROME—The year 1963 was the most successful phonograph expansion year in Italian history. Total phonographs in operation expanded to just under 20,000, from 17,000.

But the most important fact, according to Italian trade authorities, is the substantial expansion which took place in the less-developed area of Italy, primarily in Sicily. The number of phonographs on Sicily increased from under 500 to around 650, together with substantial replacement of old equipment with new.

Less-developed areas such as Sicily, Sardinia, and the Basilicata region in the far south offer tremendous phonograph expansion potential in line with general economic development in these areas.

### Danish Operation

COPENHAGEN—In the opinion of executives of Skandinavisk Grammophon Aktieselskab, the E.M.I. subsidiary in Denmark, more diskeries could profitably operate phonographs.

Skandinavisk Grammophon, in 1963, racked up its most successful phonograph operating year since 1959, the year it entered the operating field. The company has established a phenomenally successful relationship with other operators, a pattern of coexistence apparently unrivalled anywhere else.

About one third of Denmark's phonographs are now operated by Skandinavisk Grammophon, which makes it a point to operate the least desirable locations. For example, many of the firm's machines are on Jutland. Finally, the company plays no favorites with its disks but plays the disk in demand, whether of E.M.I. origin or that of competitors.

### Swiss System

ZURICH—Switzerland's coin machine trade is prepared in 1964 to help other world trade organizations establish trade judicial machinery pattern after its own. Such machinery has proved the prime factor in the prosperity and harmony enjoyed by the Swiss trade.

Operated by the Swiss trade association, Association de la Branche Suisse (ASA), the machinery consists of an ASA commission and an ASA tribunal, which is empowered to levy fines.

The commission and tribunal hear complaints involving ASA members and dealing with location poaching, unethical advertising and self-publicity, and "conduct generally unbecoming a businessman of high ethics."

# To Unveil New Wurlitzer

NORTH TONAWANDA, N.Y.—Operators throughout the nation will view the new Wurlitzer Model 2800 in distributor showrooms this week. While the new model has no radical restyling, the new programming features include a modification of the Ten Top Tunes feature and the introduction of the seven-inch album.

The Ten Top Tunes modification makes it possible to set top sides of 10 records or the top and bottom sides of five records with the shift of a lever. This new programming feature enables the listener to hear album music from 10 sides of five records at the same price as the Ten Top Tunes.

The dual-speed stereo music machine comes in both 100-selection and 200-selection models.

### Little LP's

Little LP records, containing three bands to a side, may be played for 25 cents a side or two sides for 50 cents. Either two quarters or one 50-cent piece will put the two sides into play.

If the phonograph is on 50-cent play (with seven singles for the half dollar) the patron has the option of picking two little LP selections and one single.

The Model 2800 may be programmed with little LP's in  
(Continued on page 82)



WURLITZER MODEL 2800

## Bergmann Expansion Sets Pace For West German Coin Trade

By OMAR ANDERSON

HAMBURG—West Germany's widening share in the world coin machine export market is reflected in the expansion of production facilities at a number of German companies.

The most spectacular expansion is that of Th. Bergmann & Company of Hamburg, a major European diversified producer of phonographs (Symphonie), games, and payouts. Bergmann boasts one of the best diversified product lines of any European producer, and its success in the world export market has made the firm a bellwether for the German trade.

Ernst Bergmann, the firm's chief, reports that all of the firm's products are selling well

in the world trade. The runaway best seller, however, is Bergmann's new target game, Arizona, which has backlogged production orders from the U. S., Japan, and Britain.

Bergmann has resorted to flying equipment to England to reduce the waiting time. There is waiting time, too, on orders from the U. S. and Japan.

### Attended U. S. Meets

Ernst Bergmann attended the U. S. meeting last autumn of the Music Operators of America and the NAMA. He returned home convinced that there is no reason why the German industry cannot compete successfully with the United States on the world market.

Bergmann is particularly im-

pressed by U. S. pinball production (what Europeans call "flippers"). Bergmann is already producing pinballs and intends bringing out new models.

Pinball popularity is growing steadily in West Germany, Bergmann believes, but the space required is a limiting factor in this country. German restaurants and cafes have substantially less space than in the U. S., where space is not a factor in pinball siting.

Bergmann admires U. S. pinball production, and he believes it will be hard for European producers to overtake the U. S. But he believes, nevertheless, that European producers can produce pinballs comparing favorably with U. S. product—and competing successfully on the world market.

### Labor Shortage

Bergmann points out that the severe labor shortage is handicapping German coin machine expansion. The labor shortage is serious across the board—incredible as this may seem to the North American trade.

However, Bergmann is pressing expansion of exports in all directions. The Hamburg firm has special plans for the European Common Market, and is negotiating at the moment for the erection of a new general sales agency in France.

In London, Bergmann is enjoying a flourishing business through its United Kingdom representative, Symplay. For the British market, Bergmann is producing a special payout, Monaco, which meets British gaming law specifications.

### Modern Equipment

Bergmann was impressed by the very high productivity achieved in U. S. coin machine plants. But he believes West German producers enjoy a certain advantages in ultra-modern equipment—the result of the fact German industry generally  
(Continued on page 82)

## Bally to Exhibit New Bell Fruit Unit at London Show

CHICAGO—Bally will introduce its new bell fruit machine at the London Amusement Trades Exhibition in London, January 28-30, Bill O'Donnell, Bally president, said this week.

Some of the features of the new bell fruit machine, O'Donnell said, are its "sleek styling, illuminated signs, big easy-to-read symbols and visible jackpot."

"But more than this, the big innovation is that jackpots are paid out automatically in coins, not tokens. One of the several models we shall preview in London has five jackpots and each is paid out in a cascade of coins."

### Cheat-Proof

O'Donnell also said that electro-mechanical coin mechanisms, proved cheat-proof in hundreds of thousands of Bally games, eliminating the need for escalators.

"Slugs or improper coins immediately drop into the coin-return cup. Bent or otherwise faulty coins are ejected when the handle is pulled and, of course, reels do not spin unless the coin is accepted by the mechanism," he said.

The entire machine is housed in the ordinary compact case and has the familiar look of other units, he said, but inside the standard case engineers have packed "more new features than you would expect to find in a console three times the size."

### Inspection Reports

O'Donnell said that veteran operators from Europe, as well as Nevada, have inspected the machine and report that it is the most trouble-proof they have ever seen.

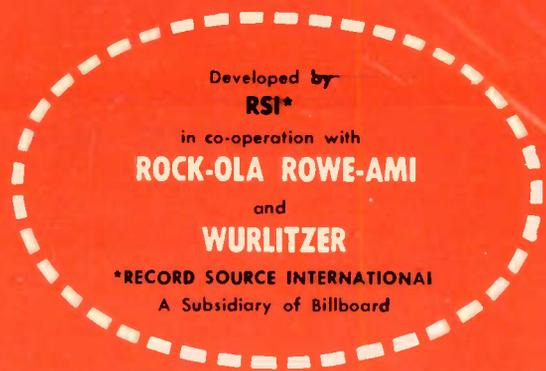
The Amusement Trades Exhibition will be held in London's New Horticultural Hall.

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- 3 1/2 Stereo Singles in Five-Packs • Four-Color Album Display Miniatures



MOSS RELEASE #12	MOSS RELEASE #11	MOSS RELEASE #10	MOSS RELEASE #9	MOSS PACK #8
<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>AIN'T MISBEHAVIN'/ON THE SUNNY SIDE OF THE STREET</b> Ella Fitzgerald &amp; Count Basie, Verve Album: Ella and Basie</li> <li>• <b>COME ON HOME BOY/TENDER HEARTED BABY</b> George Hamilton IV, RCA Album: Abilene</li> <li>• <b>WABASH CANNONBALL/WILD-WOOD FLOWER</b> Billy Strange, Crescendo Album: 12 String Guitar</li> <li>• <b>SHE'S GOT YOU/ARE YOU SURE</b> Timi Yuro, Liberty Album: Make the World Go Away</li> <li>• <b>RAMONA/HARBOR LIGHTS</b> Al Martino, Capitol Album: Painted, Tainted Rose</li> </ul>	<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>GOT HER OFF MY HANDS/YOUNG AND FOOLISH</b> Tony Bennett, Columbia Album: This Is All I Ask</li> <li>• <b>SENTIMENTAL JOURNEY/TUMBLING TUMBLEWEEDS</b> Ted Heath &amp; His Music, London Album: Satin, Strings &amp; Bouncing Brass</li> <li>• <b>FREIGHT TRAIN/QUIT YOUR LOWDOWN WAYS</b> Peter, Paul and Mary, Warner Bros. Album: In the Wind</li> <li>• <b>ONCE UPON A TIME/EBB TIDE</b> John Gary, RCA Victor Album: Catch a Rising Star</li> <li>• <b>ROLL ON, COLUMBIA, ROLL ON/THE TALE OF MICHAEL FLYNN</b> The Highwaymen, United Artists Album: Hootenanny With the Highwaymen</li> </ul>	<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>FASCINATION/THE LAST TIME I SAW PARIS</b> Andre Previn, Columbia Album: Andre Previn in Hollywood</li> <li>• <b>RAWHIDE/NEW MEXICO</b> Faron Young, Mercury Album: Faron Young Aims at the West</li> <li>• <b>BYE BABY, BYE BYE/FOREVER, FOREVER</b> Fats Domino, ABC-Par. Album: Here Comes Fats Domino</li> <li>• <b>PARADISE/MR. WONDERFUL</b> Ann Margret, RCA Album: Bachelors' Paradise</li> <li>• <b>AT LONG LAST LOVE/YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU</b> Vic Damone, Capitol Album: The Liveliest</li> </ul>	<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>BEALE STREET BLUES/CARELESS LOVE</b> Nat King Cole, Capitol Album: Nat King Cole Sings the Blues</li> <li>• <b>A TRAVELIN' MAN/ROVIN' GAMBLER</b> The New Christy Minstrels, Columbia Album: Ramblin'</li> <li>• <b>THE GREAT HISTORICAL BUM/THE UNFORTUNATE MAN</b> The Chad Mitchell Trio, Kapp Album: The Best of the Chad Mitchell Trio</li> <li>• <b>TILL THEN/BIRDLAND</b> Si Zentner, Liberty Album: More</li> <li>• <b>I CAN'T GET STARTED/JAVA</b> Al Hirt, RCA Album: Honey in the Horn</li> </ul>	<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>SHINE ON, HARVEST MOON/I WANT A GIRL</b> Frank Fontaine, ABC-Par. Album: Frank Fontaine Sings Like Crazy</li> <li>• <b>DIAMANTINA/I'LL BE SEEING YOU</b> Mr. Acker Bilk, Atco Album: Call Me Mister</li> <li>• <b>REMEMBER THE ALAMO/PEACE IN THE VALLEY</b> Johnny Cash, Columbia Album: Ring of Fire—The Best of Johnny Cash</li> <li>• <b>THE HAWAIIAN WEDDING SONG/WHEN I LOST YOU</b> Perry Como, RCA Album: The Songs I Love</li> <li>• <b>IRMA LA DOUCE THEME/MEET IRMA</b> Sound Track, U.A. Album: Irma La Douce</li> </ul>
MOSS PACK #7	MOSS PACK #6	MOSS PACK #5	MOSS PACK #4	MOSS PACK #3
<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>WE KISS IN THE SHADOW/PEOPLE WILL SAY WE'RE IN LOVE</b> Andy Williams, Cadence Album: Andy Williams Sings Rodgers &amp; Hammerstein</li> <li>• <b>ANY PLACE I HANG MY HAT IS HOME/LOVER COME BACK TO ME</b> Barbra Streisand, Columbia Album: The Second Barbra Streisand Album</li> <li>• <b>WHERE CAN I GO?/OL' MAN TIME</b> Ray Charles, ABC-Par. Album: Ingredients in a Recipe for Soul</li> <li>• <b>A JAPANESE GARDEN/APRIL IN PORTUGAL</b> Ferrante &amp; Teicher, U.A. Album: Holiday for Pianos</li> <li>• <b>THE GOOD LIFE/THEME FROM A SUMMER PLACE</b> Kenny Ball, Kapp Album: The Big Ones</li> </ul>	<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>BYE BYE BLACKBIRD/WE KISS IN THE SHADOW</b> Sammy Davis Jr., Reprise Album: As Long as She Needs Me</li> <li>• <b>TAKE GOOD CARE OF MY BABY/JOEY</b> Anita Kerr, RCA Album: Tender Words</li> <li>• <b>DEVOTION/SANDS OF TIME</b> Ferrante &amp; Teicher, U.A. Album: Love Theme From Cleopatra</li> <li>• <b>END OF A LOVE AFFAIR/THIS COULD BE THE START OF SOMETHING BIG</b> Gloria Lynne, Everest Album: Gloria Lynne at Las Vegas Thunderbird</li> <li>• <b>TROUBLE IN MIND/I CAN'T STOP LOVIN' YOU</b> Jimmy Smith, MGM Album: Hobo Flats</li> </ul>	<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>I KEEP GOING BACK TO JOE'S/WHERE DID EVERYONE GO?</b> Nat King Cole, Capitol Album: Where Did Everyone Go?</li> <li>• <b>THE ONE I LOVE (BELONGS TO SOMEBODY ELSE)/I'LL NEVER SMILE AGAIN</b> Jo Stafford, Reprise Album: Getting Sentimental Over Tommy Dorsey</li> <li>• <b>WHEELS/MUSKRAT RAMBLE</b> Chet Atkins, RCA Album: Travelin'</li> <li>• <b>LA VIE EN ROSE/NATURE BOY</b> Mr. Acker Bilk, Atco Album: Only You</li> <li>• <b>MODEL IN BLUE/LIFE SAVERS GIRLS</b> Orig. Soundtrack, U.A. Album: Mondo Cane</li> </ul>	<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>MOONLIGHT &amp; ROSES/THREE O'CLOCK IN THE MORNING</b> Hugo &amp; Luigi Chorus, RCA Album: Cascading Voices of the Hugo &amp; Luigi Chorus</li> <li>• <b>LOVE THEME FROM MUTINY ON THE BOUNTY/THEME FROM GIGOT</b> Jackie Gleason, Capitol Album: Jackie Gleason Presents Movie Themes—For Lovers Only</li> <li>• <b>GINA/STRANGERS ON THE SHORE</b> Felix Slatkin, Liberty Album: Winter Love</li> <li>• <b>THE ANTONY &amp; CLEOPATRA THEME/CAESAR &amp; CLEOPATRA THEME</b> Original Score, 20th-Fox Album: Cleopatra</li> <li>• <b>LOVER COME BACK TO ME/MISTY</b> Erroll Garner, Reprise Album: One World Concert</li> </ul>	<p><b>SELECTIONS</b></p> <ul style="list-style-type: none"> <li>• <b>MY ROMANCE/THEY DIDN'T BELIEVE ME</b> Jack Jones, Kapp Album: Call Me Irresponsible and Other Jack Jones Hits</li> <li>• <b>STARDUST/THE GLOW WORM</b> Boston Pops/Arthur Fiedler, RCA Album: Stardust</li> <li>• <b>BILLY GOAT HILL/TAKE HER OUT OF PITY</b> The Kingston Trio, Capitol Album: The Best of the Kingston Trio</li> <li>• <b>CHEROKEE/SUMMERTIME LOVE</b> Caterina Valente, London Album: Strictly U.S.A.</li> <li>• <b>ALLEY CAT/FLY ME TO THE MOON</b> David Carroll &amp; His Ork, Mercury Album: Today's Top Hits</li> </ul>

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## OPERATORS

### PROGRAM FOR EVERY LOCATION

A total of 55 singles have now been released through the various MOSS Pre-Packs. You can separate these singles into all your important music categories—Folk, Country & Western, Dance, Big Band, Easy Listening and Male & Female Pop Vocalists. You can now give each location a best selling musical menu as taken from the best selling Stereo Albums.

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# *the Wurlitzer*

# 2800



Makes the swing to higher earnings



Model 2800  
200 Selections

# *the Wurlitzer 2800*



**Available in 200 or 100 Selection Models**

*New Jet Age Styling*

*New Simplified Servicing*

*New Higher Earning Power*



The Wurlitzer 2800, the best looking, best sounding phonograph we have ever built, is the latest product of a Wurlitzer policy deliberately established with the operator's interest in mind.

While brilliantly styled in step with the jet age, and incorporating many refinements and improvements over its predecessors, there are no changes just for change sake . . . no radical restyling aimed at depreciating the value of recent Wurlitzer models.

The Wurlitzer 2800 is a superb phonograph. Ingeniously designed to minimize service costs, it has more to offer the location owner, with an array of advanced features that makes it a favorite with patrons.

No words can adequately portray its beauty or define its ear pleasing stereophonic sound. Once you have seen and heard this splendid phonograph you will appreciate what Wurlitzer has done to make the Model 2800 a milestone in the history of instruments expressly created to make the swing to higher earnings.

# Wurlitzer

The Only Phonograph Offering  
the Extra Earning Power  
of the  
**TEN TOP TUNES  
FEATURE**

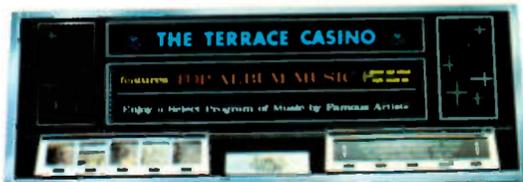
Plus **LP ALBUM  
SELECTIONS**

With a Wurlitzer Model 2800 you've got everything working for you that will turn music into money. A name that means music to millions. Jet age styling . . . a mechanism long recognized for its service-free performance . . . plus the greatest extra coin-coaxing features in juke box history — Ten Top Tunes for Fifty Cents — with the versatility that makes it possible to play pre-selected album tunes from the top LP's. Or, should you prefer to program little LP's with three tunes per side, this optional feature is available.

Only Wurlitzer Has This Variety in  
Play-Promoting Dome Displays



The Famous Ten Top Tunes



Adult Listening from Top Album Music



A Program of Record Specialties for Every Taste



Little LP's with Three Tunes on Each Side

Backlighted Miniature LP Album Covers



Display cases for miniature covers of programmed album tunes. If phonograph is not set up to play LP Album Picks, these cases carry appropriate play-promoting messages.

# Features



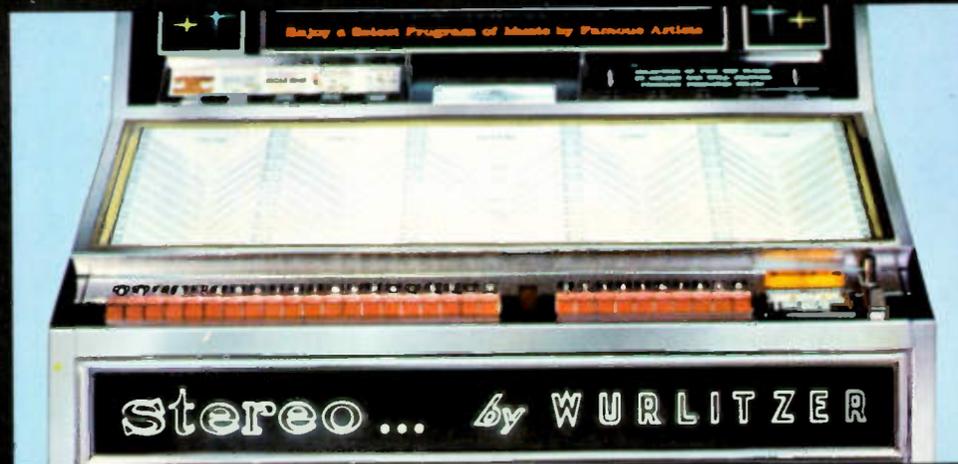
**NEW SPRING-LOADED DOME** — Unlock the dome and it lifts automatically to finger hold clearance. Raise to latch position with almost effortless action. It can't drop even if a spring should fail. As dome is opened, the title strip holder can be dropped into loaded position and is held firmly in place while strips are changed. Programming, record changing, needle replacement and tone arm adjustments are all quickly performed. Dome closes with the same hydraulic-like cushion action.



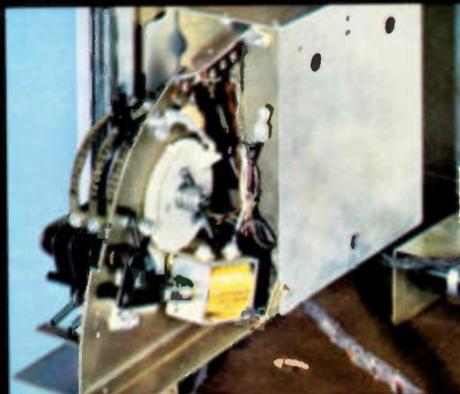
**HUNDRED SELECTION DOME STYLING** — This aerostyled silhouette of the Model 2810 one-hundred selection phonograph vividly depicts the complete die-cast frame which surrounds the program holder and the top display panel. This design, standard on both models, is accentuated by the Kashmir Walnut color of the grained Dinoweld side.



**NEW COLORFUL GRILLE** — Pastel lighted grille gleams with chrome finish. Die-cast "W" in tri-panel framing conceals skillfully created sound-ing board.



**NEW STEREO PROMOTION PANEL** — The words "Wurlitzer Stereo" on a three-dimensional glass panel call attention to the fine tonal qualities which patrons have come to associate with Wurlitzer.



**NEW IMPROVED PLAYRAK** — The Wurlitzer 2800 incorporates an advanced version of the famed Playrak that accepts nickels, dimes, quarters and halves. It can be pre-set to offer from one to fifteen plays per coin.



**RELAYS MOUNTED ON CONTROL CENTER** — The Wurlitzer 2800 introduces a convenient relay control center on the junction box which contains the selector circuitry and is controlled by five plug-in relays. These relays can now be checked as you would check vacuum tubes — a feature that saves time, speeds service and eliminates a goodly percentage of costly call-backs.

# Every Unit of Wurlitzer Remote Equipment is a Proven Contributor to Higher Operator Earnings



**PRIVATE STEREO SPEAKER MODEL 5121**

Pipes personalized music direct to patrons seated in booths, at counters or bars. Features volume control, twin 5" stereo speakers and slot loaded cavity to enhance low frequency response.



**STEREO EXTENDER MODEL 5125**

New wrap around grille in antique bronze finish features brass-plated zinc "W" and script "Stereo," brass moldings. Neutral finish top and bottom. A 6" x 9" oval speaker is set in a 20° fixed baffle. Treble and middle sound ranges extend stereo sound through location. Sold in pairs.

**DIMENSIONS:** 12" High, 14" Wide, 8" Deep.

**STEREO DIRECTIONAL SPEAKER MODEL 5126**

Uniquely designed to fill a variety of requirements. May be mounted on wall or in corner vertically or horizontally. Can be rotated 180°. Bronze metal grille, sturdy metal case. Neutral finish. Houses 6" x 9" speaker. Has fader control and matching transformer. Mounting brackets furnished. Packaged in pairs.

**DIMENSIONS:** 22½" High, 9¼" Wide, 8" Deep.



**HALF-DOLLAR SINGLE COIN WALL BOX MODEL 5010**

The already fantastic play-stimulating power of the Wurlitzer Ten Top Tunes feature gets an added boost from these wonderful little wall boxes. Only 6" wide, 9" high and 2¾" deep, they fit on bars, counters or in booths. Patron doesn't have to move from his seat to enjoy the programmed top tunes at the drop of a half-dollar coin. Deluxe chromed bracket permits eye-appealing installation, features Wurlitzer Crest with see-deep effect. Bracket also available in aluminum finish.



**WALL BOX MODEL 5200-5250**

Accepts all coins including half-dollars. Has credit indicator and coded key. Top-operated program pages and title strips illuminated top and bottom. Chromed die-cast case. Available as Model 5250 (200 selections) and Model 5200 (100 selections). **DIMENSIONS:** 15½" High, 11" Wide, 8" Deep.

## BASIC PHONOGRAPH SPECIFICATIONS - MODELS 2800-2810

**SIZE:** Height 52½" Width 33¾" Depth 27⅝"

### RECORD CHANGERS

Model 2800	Model 2810
200 Selections from 100 33 and 45 seven-in. records	100 Selections from 50 33 and 45 seven-in. records

### SPEAKERS

Two 12-inch, one heavy duty and one mid-range. One 6-inch tweeter. Both models equipped with multipurpose sonotone pick-up with dual 7/10 mil. sapphire stylus.

**WATTAGE:** Complete 325 Standby 125 Maximum with auxiliary equipment 460

### SOUND SYSTEM AMPLIFIER

Slide switch converts from monophonic to stereophonic sound system. Each amplifier contains automatic, two-channel, level control. Four-step, bass and treble controls for each channel. Balance control and manual loudness control.

### WEIGHTS

Model 2800	Model 2810
Uncrated 355 lbs.	Uncrated 340 lbs.
Crated 403 lbs.	Crated 386 lbs.



**THE WURLITZER COMPANY • NORTH TONAWANDA, N. Y.**

*108 Years of Musical Experience*

# Chicago Coin's Cadillac Bowler Is Played Without Visible Pins

CHICAGO — Cadillac, Chicago Coin's newest long bowler, is a follow-up to the firm's popular Official model, and has three new game features never before used on a bowler.

Shadow Bowl is played without any visible pins, much as is done by professional bowlers when they are warming up for a tournament. The bowler throws at a spot on the alley. If he hits a strike, it registers, just as in a regular game. If

not, a red light flashes, telling him exactly where to throw to pick up his spare.

Step Up has progressively higher scores for each game. In the first frame, strikes count 30, spares 20. In the second, strikes are 60, spares 40. In the third, strikes 90, spares 60.

In the fourth frame the progression starts all over again. This continues throughout the game until the last frame, where the 90-60 scoring continues until the player is finished.

Add-A-Frame permits the player to shoot the entire game in regulation manner. At the end of the game a light flashes, indicating whether a player scores one, two or three extra frames.

Other games are Regulation, Dual Flash and Flash-O-Matic. Six can play at one time. Cabinet is similar to the firm's previous Official model, but color and trim is changed and there are numerous servicing extras.

# Operators, Accountants Attend World Wide Session on Taxes

CHICAGO—Several hundred juke box, game and vending operators gathered with their accountants here last week for a luncheon meeting on taxation, depreciation and accounting, sponsored by World Wide Distributing Company, veteran Seeburg distributorship headed by Nate Feinstein.

The session was put on by Silver, Millman & Company, public accountants, and consisted of a series of talks on key issues by members of the firm, followed by a question and answer session by the operators.

Interesting was the broad base of attendance, signifying the ever-lessening cleavage between the juke box and game industry on the one hand and the vending trade on the other.

Whereas, up to a few years ago, the meeting of the two would be virtually out of the question, the meeting last week was marked by juke box, game and vending operators hobnobbing casually throughout the afternoon on problems of mutual interest.

### Hunger and Need

Nate Feinstein, World Wide head, welcomed the gathering, noting there was a "hunger and need for information on depreciation, accounting and taxation."

Feinstein noted that in many cases, the problems of operators in business difficulties could be traced to improper accounting practices that did not enable them to realize a full profit.

Among some of the key questions discussed were How many

years are best for depreciation, what are the new guide rule lines, 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?

Sam Millman, head of the public accounting firm and moderator of the panel, traced the history of federal tax legislation from 1913 to the present. In discussing bonus depreciation, he noted the general subject of depreciation had caused more dispute between tax payers and the government than any other.

### 20 Per Cent Bonus

He noted operators were entitled to a 20 per cent bonus depreciation allowance which was applicable on all personal property, new or used, with a life of six years or more.

The allowance lets operators add a 20 per cent bonus to their annual depreciation computation. Thus, given a \$1,000 article, the operator can add \$200 to the regular annual depreciation figured for the first year. If the operator uses the straight-line method, his regular depreciation allowance would be \$166 (on a six-year life basis) and his bonus would be another \$200, making a total allowance of \$366.

Millman said that in some cases it would be more advantageous for operators to change from a four or five-year rate to a six-year rate to avail themselves of this privilege.

The bonus is not applicable to trusts, is limited to \$10,000 per person, has no pro-rata clauses, is applied only to actual cash outlays on trade-ins, and is subject to several other technical requirements.

Neil Kaplan discussed a 7 per cent investment credit that operators could take covering new and used equipment. The credit is given in addition to the regular depreciation allowance.

### Ops Can Recover

Kaplan noted it enables operators to recover up to 25 per cent of the cost of their property in the first year.

The 7 per cent credit is on tangible personal property only and is restricted to one-third of the value of the property if it has a four to six-year life, two-thirds of the property value if a six to eight-year life, and 100 per cent of the property value if eight or more years life.

In discussing depreciation guidelines, Harold Minkus noted there were four methods available: Straight line, double declining balance, sum of the year's digits and the 150 per cent declining balance methods. The latter two enable operators to take a maximum initial deduction.

Minkus noted the life of the asset should be consistent with actual practice and that the government now had guidelines on various types of equipment giving depreciation lives.

Dave Bramson said that the government has attempted to eliminate the practice of buying and selling routes for capital gains purposes. Under the new approach, he said it was advantageous for both buyer and seller to utilize deferred payments in a sales contract.

# N. Y. Commish Ruling Eases Things for Ops

ALBANY, N. Y.—The New York State Alcoholic Beverage Control Commission, which governs coin machine placements in taverns, has ruled that unless the seating capacity of a location is altered by the placement of a game, the ABC does not consider such placement as a major alteration.

Prior to the ruling, some operators were forced to pay a \$100 fee every time they placed a game on a tavern location, or every time they switched games, added games, or removed them.

The theory was that game placement was a major alteration to the premises.

Under the new ruling, the \$100 fee is payable only when the installation of game causes a change in the seating capacity of the location.

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Best looking, best sounding phonograph ever built.

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Bally Golf Champ . . . \$150	Moroscope Vendors . . . \$125	Wms. Ten Pins . . . \$125
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Chester Pollard . . . 125	License Bureau . . . 95	Capitol Midget . . . \$110
Football . . . 125	Love Meters . . . 110	Color Comic Peek . . . 110
Evans Ball-A-Score . . . 75	Fl. Model . . . 135	Color Comic Peek w/sound . . . 110
Ex. Hi-Ball . . . 75	MacLevy Foot . . . 175	Capitol Panorams . . . 275
Cross Country . . . 250	Vibrator . . . 175	Mills Panorams . . . 325
Evans Hole in One . . . 95	Motorama . . . 125	C. C. Ray Gun . . . 295
Goatee . . . 110	Midway Red Ball . . . 75	Desert Hunter, new . . . 375
Genco Grandma . . . 195	Mills Scales . . . 275	Pop Gun Circus . . . 225
Hi-Fly Baseball . . . 125	Pro Basketball . . . 125	Polar Hunt . . . 165
Harvard Metal Typer . . . 195	Periscope . . . 275	Sharp Shooter . . . 225
Standard Metal Typer . . . 225	Quarterback . . . 125	Squall . . . 225
	Road Racer . . . 95	Un. Sky Raider . . . 250
	Radiogram, Fl. Model . . . 175	Bazooka Gun . . . 195
	Space Age . . . 110	
	Sidewalk Engineer . . . 195	
	Set Shot Basketball . . . 125	
	Silver Gloves . . . 150	
	Shoe Shiner . . . 150	
	United Slugger . . . 110	

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Sales Manager

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# Op Headaches in Wake Of Memphis Blizzard

MEMPHIS—The snow blizzard which hit Memphis and the Mid-South recently and paralyzed highway travel for three days and partially hampered it for three more posed some unique problems for Southern operators and distributors.

George Sammons, president of Sammons-Pennington Company, Memphis distributor, cites just one problem encountered:

"We have 99 background music locations in the Mid-South. We put Christmas music on the day after Thanksgiving. Then the day after Christmas all the locations want the Christmas music taken off.

"We have a route set up with a man in a station wagon changing all the music. We normally give them fresh music every 90 days.

"This year, though, one man

wanted Christmas music October 1. He has a dollar store at Texarkana, Tex-Ark. I told him we couldn't till after Thanksgiving.

"We got the music on all right. It takes about three days for our man to make the entire route, parts of which are in Arkansas, North Mississippi and West Tennessee.

"But this year the snow really threw us behind. It took our routeman, Ben Fontaine, a week to change the music after Christmas—and he was getting up at 5 a.m. and back in at midnight that week to do it.

"We finally got it all changed on January 2. I had several calls from people squawking, but they all understood on account of the snowstorm and bore with us.

"We were like an old mule. All we could do was try to do our best."

## American's "IMPERIAL" Pays . . .

The exciting IMPERIAL attracts more players and more coins because it is designed to work for you, the operator.

Handsome and sturdily constructed, its many new features include Horse-Collar Play Control, Pin Gate Control (even when electricity is off), beautiful, cantilevered scoreboard, brilliant lighting.

For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.



**American SHUFFLEBOARD CO.**  
210 Paterson Plank Road  
Union City, N.J. • 201 UN 5-6633

# It Was a Traditional Yuletide In Lots of Ways for Chicago Ops

CHICAGO—It was a traditional Christmas as far as juke box operators here were concerned. Traditional in more ways than one.

Collections were about even with a year ago, and music was primarily of the standard, well-known variety.

A spot-check at Singer and Music Box one-stops showed that operators were lacking a solid, hot Christmas hit. Most of the programming was from libraries.

Gus Tartol, at Singer, said that Allan Sherman's "Twelve Gifts of Christmas" might have been a hot number, but "it wasn't out soon enough." He said the same held true for the Chad Mitchell Trio's "Wonderful Toy."

Tartol said operator buying was restricted mostly to standards and this was in the form of fill-in buying, not new stock for a large percentage of boxes, such as would take place if a hot hit was being placed.

Steve Hegedus, at Music Box, echoed much of what Tartol said. Hegedus said he did pretty good business with Bing Crosby's "Auld Lang Syne," but that this wasn't enough to make much of an impression.

Interestingly, both one-stops reported a strong pickup after the holidays. Hegedus said there was a shortage of "good standards" for the operators but that Music Box was doing well with the teen-age material.

Tartol said that Singer juke box business was very strong,

especially the out-of-town shipments. Among the hot tunes at Singer are "You Don't Own Me," by Lesley Gore on Mercury; "I Want to Hold Your Hand," by the Beatles on Capitol; Andy Williams' "A Fool Never Learns" b.w. "Charade" on Columbia, which Tartol feels will be a good two-sided record for operators; "Mind Your Own Business," by Jimmy Dean on Columbia, and "Southtown U.S.A.," by the Dixie Belles on Sound Stage 7.

Tartol said from all indications, this January would be even stronger than last year. Operators were taking off their holiday standards and there seemed to be plenty of room for hot, exciting new merchandise.

At Music Box, Hegedus said that he was doing good operator business on the Williams and Henry Mancini version of "Charade," the various versions of the "Cardinal," Brenda Lee's "As Usual," and Bobby Vinton's "There, I've Said It Again."

## Declare Belgian Industry Made Ground in 1963

BRUSSELS — The Belgian coin machine industry made significant strides in 1963, according to H. de Vroey, president of the Union Blege de l'Automatique and of the Bourse de l'Automatique.

De Vroey hailed the action of the Belgian Parliament in amending the nation's gambling law with regard to coin machines. One provision of the new law reads as follows:

"Under the penal law, games which give the player no chance of enriching himself or of gaining any material advantage other than the right to continue playing, are not considered games of chance."

The new ruling clears up the cloud under which games of the bingo and flipper type had been operating. They had been forbidden in four of the nine Bel-

gian provinces since August 1962.

The Belgian organization is now pushing for a national tax on coin-operated amusement devices to replace the current system.

De Vroey explained that "under the present regulations, municipal and provincial authorities are at liberty to impose taxes within their own jurisdiction. As a result, very great injustices arise in the discriminatory assessment of such taxes which, according to the various areas of the country, ranges between total exemption up to a taxation of 24,200 francs. The new government bill tends to put an end to this state of affairs and to level taxation by creating a tax ranging between 500 francs and 15,000 francs per annum, according to the type of machine and the category of commune."

## 5 New Singles Get Off Well In Mid-South Locations

MEMPHIS—Five recently released singles have made fast breaks and are selling outstandingly well in Memphis and the Mid-South to phonograph operators.

They are: "As Usual," by Brenda Lee, Decca; "A Fool Never Learns," Andy Williams, Columbia; "Soft Winds," by Bill Black's Combo, Hi; "Daisy Petal Pickin'," Jimmy Gilmer, Dot, and "How Much Can a Lonely Heart Stand," Skeeter Davis, RCA Victor.

Frank Berretta, manager of Poplar Tunes Record Shop, lead-

ing one-stop in Memphis which sells to the public and local and Mid-South operators, said these five singles were far ahead of the dozens of other recent releases.

A check with three representative operators, Clinton Collins, Crystal Amusement Company, Grenada, Miss., Nathan Wheelless, Service Amusement Company, Jonesboro, Ark., and William V. Forsythe, Forsythe Amusement Company, Millington, Tenn., also showed the five disks leading the play on their phonograph routes.

## Wurlitzer Little LP Set-Up Seen Boost for Adult Programming

NEW YORK — Wurlitzer's entry into the little LP programming field with the Model 2800 should accelerate the current operator trend to adult programming. All four major phonograph manufacturers now produce models capable of playing the seven-inch stereo album as well as the 33-r.p.m. and 45-r.p.m. single.

Curiously, while sales of special stereo single five-packs in the 33 speed and the little LP stereo disks are enjoying substantial sales to operators, no record company has produced any of this product except on

special order from music machine sources and with a guaranteed sale.

The diskeries appear unwilling to make either the stereo singles or the little LP's on speculation. The order must be there in advance.

Meanwhile, operators are boosting collections by programming for adult audiences, both with singles taken from leading stereo albums and from cut-down versions of the albums themselves.

With the majority of music machine locations bars and grills, juke box operators have

### Recent

## STEREO RELEASES

for Music Operators

### SEEBURG LITTLE LP's

#### Pop Vocal

SAMMY DAVIS JR.—As Long as She Needs Me ..... Reprise  
Brenda Lee—Let Me Sing ..... Decca

#### Pop Instrumental

TITO PUENTE—Bossa Nova by Puente..... Roulette  
EARL GRANT—Fly Me to the Moon..... Decca

#### Jazz/Rhythm & Blues

MURPHY CAMPO AND THE JAZZ SAINTS—  
Bourbon St. That's My Beat..... Spark  
LITTLE WILLIE JOHN—The Sweet, The Hot,  
The Teen-age Beat ..... King  
WES MONTGOMERY  
MARK MURPHY  
SAM JONES  
CANNONBALL ADDERLEY } Compositions of  
Miles Davis . Riverside

#### Folk/Country & Western

BURL IVES—Singin' Easy..... Decca

#### International

CATERINA VALENTE—Madison, Tamoure,  
Bosa Nova (Spanish) ..... Decca  
VARIOUS ARTISTS—Mal Richtig Tanzen,  
Nr. 1 (German) ..... Telefunken  
LOS "PEPITO" MACHUCAMBOS—Spanish  
Selections ..... Decca

\* \* \*

### SEEBURG ARTIST OF THE WEEK

RICK NELSON—For Your Sweet Love  
Decca (Pop)

All titles listed are custom 33 $\frac{1}{3}$  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.

## Name Sales Drive Winners In Utah Struve Competition

DENVER—Winners of a 60-day sales drive competition by Struve Distributing Company here have been released by President Struve, Seeburg distributor who operates headquarters in both Denver and Salt Lake City.

Winners in the program, which resulted in the cash sale of 50 new phonographs, include

Music Service Company, of Albuquerque, which took the grand prize of \$5,000 or a new Cadillac; Arapahoe Vending Company, Denver, second-place prize of \$1,200, or a trip to Hawaii; Bonanza Music, Alamogordo, N. M., third prize of \$750, or a trip to Mexico City.

Winners of \$225 cash (or a trip to Las Vegas, Nev.) included John Madia of Sheridan, Wyo.; Mood Music Systems, Denver; Golden Amusement & Music Company, Las Animas, Colo.; Johnson Novelty Company, Sheridan, Wyo.; Navajo Music Company, Farmington, N. M.; E & M Music Company, Colorado Springs; Greiner Music, Socorro, N. M.; Deming Music, Deming, N. M., and F. W. Hall, of Lovington, N. M.

Winners in the \$200 bracket included Skyline Music, Denver; Art's Amusement Company, Clovis, N. M.; Apollo Music Company, Alamogordo, N. M.; H & H Music Company, Casper, Wyo.; J. & L. Vending, Laramie, Wyo.; Western Music Company, Hobbs, N. M.; Arapahoe Vending, Denver; Ideal Music Company, Greeley, Colo.; Capital Music Company, Roswell, N. M.; Ellis Music, New Castle, Wyo.; H & H Corporation, As-

(Continued on page 82)

BUY  
**Bally**  
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**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE

Dinner time?



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**ROWE AMI**  
music

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SERIES

Designed Exclusively for

**JUKE BOX  
PROGRAMMING**

**UNITED  
ARTISTS  
RECORDS**

# MUSIC AS WRITTEN

• Continued from page 8

ist Frank Goudie, well known in European jazz circles and a native of New Orleans, is gravely ill at the Sutter Towers Hospital here. . . . Lenny Bruce is scheduled for a long run at Off Broadway, from January 10 to February 13. Fantasy Records, by the way, has a good deal of unissued Bruce material on tape and plans to issue some of it soon. . . . Bassist Steve Swallow became ill while appearing at the Jazz Workshop with Art Farmer's quartet and

was temporarily replaced by Dean Reilly, regular bass man for the Kingston Trio.

Turk Murphy is hoping to have the first releases on his new label, Mother Lode, out in January. The trombonist plans to issue LP's by the late pianist Paul Lingle and the late humorist Lord Buckley, as well as new material by his own band. For the time being most of Mother Lode's output will be moved through Murphy's night club, Earthquake McGoon's. . . . Kay Starr at the Venetian Room in the Fairmont Hotel for three weeks, beginning January 16. . . . Glenn Gould in concert at the Opera House January 25. . . . Chad Mitchell Trio appearing January 25 at Berkeley Community Theater. . . . Band leader Del Courtney and a partner have purchased local radio Station KSAN for a reported \$700,000.

## HOLLYWOOD

Bob Crystal, who recently left the Marty Melcher music company to form his own management firm, has just signed his first sister-brother act, April Stevens and Nino Tempo. Another of Crystal's acts, the Rip Chords, have just completed their first LP for Columbia. . . . RCA's new West Coast vocalist, Frankie Fanelli, is cutting his second LP despite his first's still being in the can. Fanelli, a 29-year-old robust vocalist, will have his debut LP released around April, with the second package set for a summer release. . . . Jazz drummer Shelly Manne is shopping around for a disk affiliation. . . . Gerald Wilson and the band cutting at Dick Bock's World Pacific studio. Wilson's band is heard backing Nancy Wilson on her newest Capitol LP.

Indie disk producer Lester Sill's wife, Harriet, has been named president of Valley Aid for Cancer, which in the past has helped several music industry people. VAC is a local charity with 200 members in the

Los Angeles region. . . . Ground has been broken for a \$1.2 million theater-in-the-round in far off Woodland Hills, Calif. Called the Valley Music Theater, it is scheduled for a June opening, and will present a 20-week summer season of Broadway musicals for San Fernando Valley residents.

Robert Goulet finishing an LP of Gordon Jenkins' "Manhattan Towers," with the composer conducting the ork. . . . KNX planning to reshuffle its Sunday afternoon programming to schedule more music and less talk. . . . Henry Mancini has moved his offices to the Sunset Towers Building, with the Irwin Zucker disk promo firm taking over his office space. . . . Los Angeles NARAS chapter has picked up 10 new members.

ELIOT TIEGEL

## PITTSBURGH

A long distance booking has set Capitol recording star Wayne Newton into Holiday House for June 22. That club is also committed to Xavier Cugat and Abbe Lane for March 13 and Tommy Leonetti on March 23. . . . Both the Holiday House and Twin Coaches are dickering for the Pittsburgh debut of Frank Sinatra Jr. this summer. . . . Bill Lawrence, head of Bill Lawrence, Inc., and his chief aid, Dick Zimmer, have just returned from Miami Beach where they attended an ABC-Paramount sales convention. . . . The Horizon Room at the Greater Pittsburgh Airport shuttered until Easter Monday with the Four Coins as its last attraction before closing. . . . A record hop in Beaver January 4, presided over by deejay Clark Face of KDKA netted more than \$2,000 for the Children's Hospital in Pittsburgh with several hundred turned away from the Beaver High School. Featured talent included Lou Christie, the Secrets, Dion Warwick and the Tammys. . . . Peter, Paul and Mary coming to Syria Mosque January 18 as the year's first major auditorium show reports a brisk advance sale.

LEONARD MENDLOWITZ

## BOSTON

The Boston man who sang at President Kennedy's funeral has made his first recording. After spending a lifetime as an international singer and voice teacher, Luigi Vena, who sang Schubert's "Ave Maria" both at the wedding and the funeral of the late President. Now at 55 Vena is cutting the record which includes other sacred music. It will be released on the Veritas label, a firm owned by Lemuel Wells of Boston.

CAMERON DEWAR

## CLEVELAND

Tony Martell, regional sales manager for Columbia Records, reports that not only is Lefty Frizzell's "Saginaw, Michigan" selling well in Minneapolis-St. Paul, as reported in last week's issue as a Breakout, the disk has been doing very well in naturally it's No. 1 in Saginaw, Mich., but has also racked up some 20,000 copies in Detroit.

QUOTH D. RAVEN

## MEMPHIS

Marguerite Piazza flew from Memphis to Miami, Fla., last week to stage a night club act for Deauville Hotel Monday (13). Then to Milwaukee to sing with Milwaukee Symphony Orchestra. . . . Ace Cannon and his Combo, Hi recording group, are working on a new single in sessions. . . . Bette Stalneck, sacred music recording artist,

is sporting a new Cadillac—traded in last year's Thunderbird. . . . Music dealers report Jerry Lee Lewis' first album on Smash, which includes his big hits of prior years, is selling very well.

And Charlie Rich, who with Lewis was a Sun Record star, has his first album on RCA's Groove label set for a February release.

ELTON WHISENHUNT

## PHILADELPHIA

Ricki Phillips, identified with the Villanova University Jazz Festival here and who went into red for his first jazz concert promotion last month when offering Maynard Ferguson at the Philadelphia Hotel Ballroom, will make another try to recoup his losses. He will bring Miles Davis into the same room in March. . . . NAACP and the WDAS Charities will share in the proceeds of the United Artists LP of a dozen oldies with the station's Georgie Woods on the cover; and being sold exclusively by station WDAS. . . . Gunter Hauer, of Jamie-Guyden, reports that their "I Want Her to Love Me" by the Larks shows real strength in local r.&b. sales. . . . Former local record exploiter Barry Abrams is back in town to stay. . . . Al Small set to play

all the Arthur Murray dance festivals being staged by the dancing schools in this area. . . . Warner Bros. will tape the concert of comic Bill Crosby at the Academy of Music next month for an LP.

MAURIE H. ORODENKER

## MEMPHIS

Jerry Lee Lewis entertained Mercury distributor personnel at their convention in Chicago December 29-30. Lewis, signed a few month's ago for Mercury's Smash label, was accompanied by his manager Frank Casone. . . . Claude Thornhill and his ork opened a four-week engagement at Hotel Peabody's Skyway January 2. . . . A false report that Elvis Presley had been in a wreck spread fast by word of mouth December 30. Presley and his father, Vernon Presley, who lives with his new family nearby, both have unlisted numbers. A newsman finally got a friend to call Vernon Presley, who said it was not true, that "Elvis has hardly been out of the yard all week end." . . . Joe Cuogi, of Hi Records is working with some singers and this month released two vocal singles, Norm West, "Day Dreamin'" and "Angel in My Dreams" on Hi; and the Four Kings with "Early in the Morning" and "I'll Be There" on

(Continued on page 77)

versatile new  
**ROCK-OLA**  
*Rhapsody II*  
160 play deluxe stereo-monaural  
phonograph now with new 7" LP Feature



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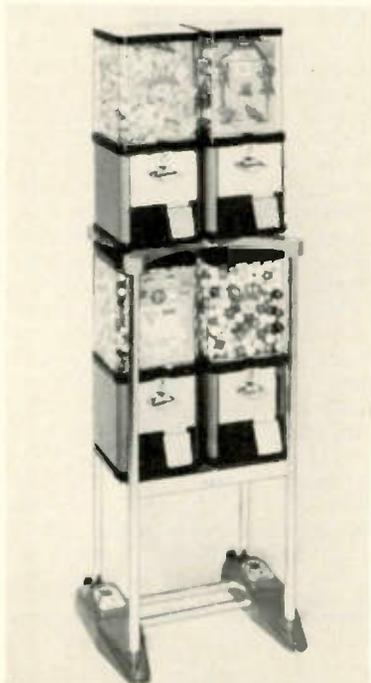
New Orleans, La.

Phone: JA 2-8123

**BULK VENDING**

# Seattle Vend Op Gives Stores That Certain Extra Something

showed that peanuts simply do not sell in the Pacific Northwest, where, perhaps, tastes for them have never been developed as they have been in the South. Out of the original 50 peanut (Continued on page 83)



**AT LAST! TRULY MODERN DESIGN in bulk vending machines.**

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STAND ON DRUGSTORE LOCATION

SEATTLE—To draw prime locations in busy super drugstores, give the location owner something extra in the way of usefulness, advises John C. McDaniel, large-scale bulk operator here.

McDaniel, in the bulk vending field actively for 15 years, and currently operating 3,500 machines in the Seattle area, has experienced very little difficulty in landing five- and six-head drugstore installations. The reason is simply that the Seattle

operator provides each drugstore with a unique combination stand which incorporates a handsome lower shelf, 3 feet by 20 inches, with space for two or three stacks of newspapers, plus the usual waist-high display of six vending machines.

The entire fixture, finished in aluminum, is mounted on soft-tired, easily moved castor wheels, which makes it possible for the druggist who has a clean-up problem to readily move vending machines and the day's stack of newspapers out of the way of the mop or broom.

**Hits Tough Ones**

McDaniel, who is a student of psychology in "selling the tough prospective location owner," invests around \$40 in each of these units, and currently has 20 of them in operation. Naturally, he has strong support from news butchers, who are glad to co-operate with the operator in keeping the stands clean, another advantage of the "combined interest" installation. Where big, busy drugstores have had unpleasant experiences with stacks of newspapers being spilled, torn apart by children, and otherwise damaged, the stand is a simple, ideal solution which has gained McDaniel entry into locations which he

## OAK READIES 1st SHIPMENT TO TEL AVIV

CULVER CITY, Calif.—Oak Manufacturing Company here is readying an initial shipment of Acorn vendors for Tel Aviv, where a sales branch has been opened and samples of the machine are on display. Sid Bloom, Oak executive, recently returned from Israel, where he initiated efforts to establish a distribution office. H. M. Katz, a resident of Israel for 37 years, was appointed to handle the line.

## Scripto Pen VENDORAMA



CABINET NOW AVAILABLE IN METAL OR SOLID OAK  
Improved mechanism

Write for Beautiful Illustrated Circular and Prices.

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Chicago 22, Ill.

## Oak Customers Cash In With Nassau Trip

PITTSBURGH — Bulk vending operators whose purchases from the Oak Sales Company total \$2,000 between October 5, 1963 and April 15, 1964, will be guests of the company on a Nassau trip.

The operators will leave from the National Vendors Association convention in Miami Beach. Any operator who has bought \$4,000 worth of merchandise from Oak during the period will be able to take his wife, with Oak picking up the tab for both.

The group flies from Miami April 19, at the conclusion of (Continued on page 82)

might never have otherwise opened up.

The Washington veteran went into vending right after a period of service with the Air Force in 1946. Originally from Kansas City, he considered joining the staff of the Vendo Corporation there, but decided to take a flyer at vending instead. He selected Seattle as a city in which bulk vending had not been developed, and with an original partner, set up 1,000 machines, pioneering each location himself, rather than buying established routes.

After six months he bought his partner out, and since then has developed the Puget Sound's largest bulk operation, with three full-time employees, servicing most machines every two weeks.

**Specialization**

Developing specialized stands to fit the type of retail outlet in which they are located has been a specialty with McDaniel throughout most of his career. He has built many multiple vending stands for large supermarkets and heavy-traffic areas, single-machine theft-proof stands for small locations, etc., all with success.

McDaniel calls himself "a specialist in bulk vending" with no particularly featured lines. He gave up peanuts, after an experiment with 50 machines

## The SUPER SIXTY

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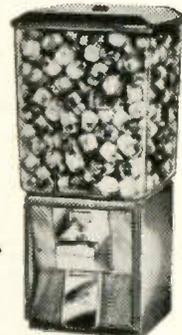
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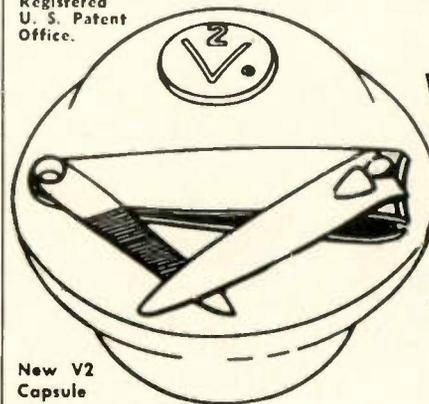
5c, 10c and 25c.

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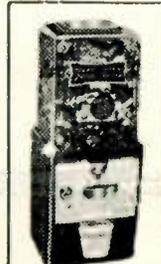
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World's Largest Selection of Miniature Charms



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Chicle Ball Gum, 130 ct... 38 1/2 lb.  
Clor-o-Vend Ball Gum... 43 1/2 lb.  
Clor-o-Vend Chicks, 320 ct... 43 1/2 lb.  
Chicle Chicks, 320 & 520 ct... 39 lb.  
Bubble Chicks, 320 & 520 ct... 31 1/2 lb.  
Tab (short stick), 100 ct... 40c box  
5-stick Gum, 100 packs... \$2.00  
F.O.B. Factory 150 lb. lots  
**AMERICAN CHEWING PRODUCTS**  
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**CABINET NOW AVAILABLE IN METAL OR SOLID OAK**  
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Write for Beautiful Illustrated Circular and Prices.  
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# NVA Counsel Sees Big Year For Bulk Vending Trade

CHICAGO — Donald Mitchell, National Vendors Association legal counsel and long a chronicler of bulk vending industry events, predicts 1964 will be the bulk industry's biggest year ever, and he cites a continuation of events that saw the industry reach its previous unprecedented heights last year.

Mitchell notes that the population explosion in this country will be more directly beneficial to the bulk industry than to any other part of the vending field. Mitchell predicts, too, an increase in capsule vending and a continuation of the multiple vending philosophy.

Among specifics that Mitchell

feels the industry should be aware of in 1964:

1. Make new operators aware of the dangers inherent in fast-buck, blue-sky promotions.

2. Be watchful of encroachment of discriminatory legislation.

3. Continue education of legislators regarding the bulk vending industry.

4. Continue activity and vigilance in NVA to see that the association stands for a clean, healthy, legitimate industry.

Looking back at 1963, Mitchell said one of the most significant accomplishments was the settlement of the Oak-Beaver litigation, which he said

was causing considerable internal strife in the industry.

Mitchell cited specifically the  
(Continued on page 77)

## Paul Price Firm Really Building

ROSLYN, L. I. — Gremlins got into the presses during the run of a recent story in Billboard and cut the actual size of land recently acquired by Paul Price Company here 90 per cent.

The charm manufacturer recently acquired 20,000 square  
(Continued on page 77)

## OP PROFITS AVERAGE 4.31% BEFORE TAXES

CHICAGO—Latest figures released by the National Automatic Merchandising Association show that the average operating firm made an annual profit of 4.31 per cent before taxes. The study, conducted by Price Waterhouse & Company, covered 82 operating firms, including six large publicly owned companies.

The analysis showed that for every \$100 of sales at retail, the operator averaged \$51.46 in product cost, while operating expenses took another \$44.39.

Operations with annual sales between \$250,000 and \$749,999 reported the highest percentage profit, while companies with sales of \$750,000 or more showed a 4.31 per cent profit. Companies with sales of less than \$250,000 showed the lowest average profit.

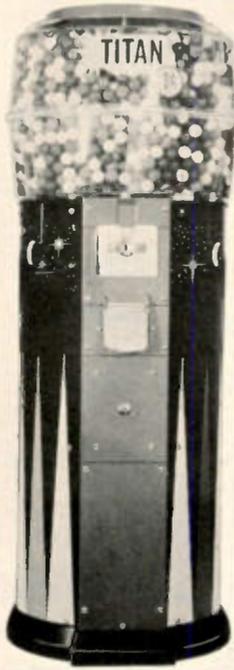
Average commissions were 8.35 per cent on total sales.

## PK Inventory Sale

PITTSBURGH — The Penny King Company this week released its Inventory Mix, some 30 higher-priced items being sold at reduced cost to cut down on inventory.

Plated and de luxe rings are included in the assortment. Display fronts are available at additional charge.

## Titan Adapted To Sell Peanuts In the Shell



TITAN

CULVER CITY, Calif. — Titan, made by Oak Manufacturing Company to vend gum and all sizes of capsules, has been adapted to sell a 5-cent portion of peanuts in the shell, Sid Bloom, an executive of the company, announced.

The machine has a capacity of more than 2,000 peanuts. The unit supported by its own stand, features a separate interchangeable coin box that will accommodate penny, nickel, dime, quarter or foreign coins. The Titan is 40 inches high and 15 inches in diameter. It weighs 45 pounds packed for shipping with one to a carton, priced at \$49.50 f.o.b. the factory here.

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10 Col. 1c Tab Gum Mach.	18.00
N.W. Model 233, 1c Porc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c 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	.63
Cashew, Whole	.68
Cashew, Butts	.65
Peanuts, Jumbo	.45
Spish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.55
Hershey-els	.47

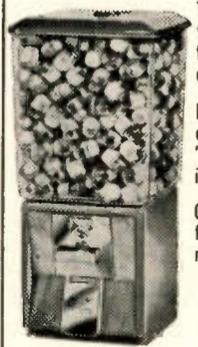
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Victor Model V's, 1c	6.50
ABT Total Score, 1c	35.00
National 100's (new), 1c	29.50
Kickers & Catchers	25.00

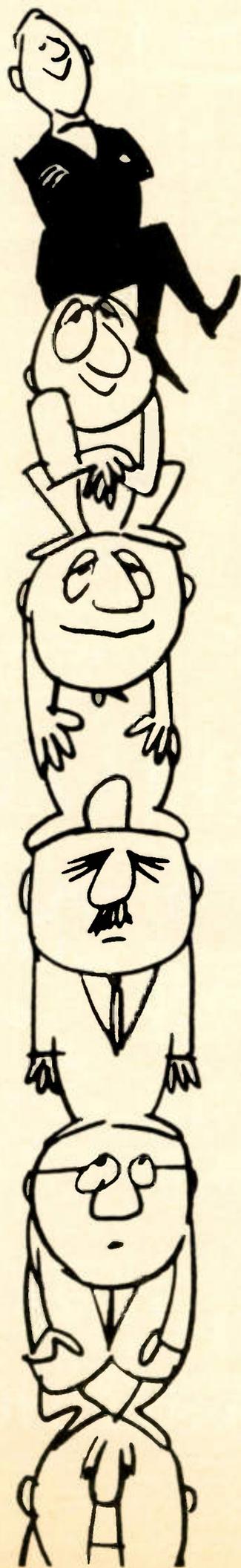
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<b>Billboard Audited Circulation (1963)</b> Average for 12 Months	19,904	Audit Bureau of Circulations (ABC)
<b>Cash Box "Stated" Circulation (1963)</b> Average for 12 Months	10,271	Not Audited
<b>Music Vendor "Stated" Circulation (1963)</b> Average for 12 Months	4,301	Not Audited
<b>Music Reporter "Stated" Circulation (1963)</b> Average for 12 Months	5,421	Not Audited

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The only ABC audited publication for the music-record industry.

# MUSIC AS WRITTEN

• Continued from page 73

MOC. Cuoghi recently signed Murry (Long Tall Texan) Kellum for more singles.

ELTON WHISENHUNT

## LONDON

Pye managing director Louis Benjamin is planning a major reception to launch Hickory here the end of this month. Wesley Rose and Roy Acuff wing in (25) for the event and are expected to bring some of the label's leading artists. . . . G. Harstone, D. H. Toller-Bond and B. Annear arrived with the 50-odd representatives of London Records from New York for their six-day stay and a preview of the British product set for release in the U. S. at an early date. . . . Agent Peter

Walsh, who became Roy Orbison's world-wide booking agent last year, has been appointed European representative of Monument Records. . . . Two more tracks—"Are You Lonesome Tonight" and "Now or Never" have been added to the "Elvis for You" album RCA Victor has set for release here the end of the month. The platter already included the eight tracks of the deleted "Loving You" LP in addition to "Flaming Star" and "Summer Kisses, Winter Tears."

Following the death last fall of noted publisher Reg Connelly, his former general manager, Roy Berry, and secretary, Miss L. Young, have been appointed to the board of the Campbell-Connelly group. Within the group George Seymour becomes a director of Cinephonic Music. . . . Decca's Tony Hall fixed a reception for the Ronettes at the diskery's new promotional office in London January 2. . . . The Caravelles are due in New York next Tuesday (14) for a three-week promotional visit.

Twenty-seven-year-old David Day, son of Francis, Day & Hunter's Eddie Day, was appointed director and general manager of FDH and a director of 11 other affiliated companies in the FDH Group as from January, 1964. David spent some 18 months in New York representing the firm's interests there before coming back to take on general duties on the business and publishing side here in London.

## HOLLAND

Beatles, from Liverpool, who are the rage in the United Kingdom, are coming to Holland on May 2. It is not yet known where they will appear, but Scheveningen is among the

most likely places. . . . Dutch Broadcast Corporation, VARA, will produce TV-shows with very popular Dutch singer Rob de Nijs at the top of the bill. Phonogram gave its yearly New Year cocktail party. All visitors got a sample of the newly released Wim Kan LP: "12 Miljoen Oliebollen OP Aardgas" (12 Million Doughnuts on Natural Gas). . . . The producer of the charity-TV-show "Open het dorp," Theo Ordemans, will soon leave AVRO-Broadcasting. . . . Karel Prior, head of AVRO's radio-variety programs, will also leave this broadcast corporation soon. **SKIP VOOGD**

## MUNICH

The radio station WEBH in Chicago has invited German singer Liselotte Malkowsky to tour the States and Canada. Starting January 29, she will visit Chicago, Milwaukee, Los Angeles, San Francisco and Toronto. . . . Trini Lopez will get the "Grand Prix Du Disque" for "the outstanding new talent of the year" January 15, in Paris. . . . German teen-age star Peter Kraus will be featured in a TV program of the French TV series "Le Bon Numero." Kraus will be the only guest from Germany at the Music Festival in San Remo, scheduled for January 27-February 1. . . . 150,000 records have been sold of Freddy's LP album "Christmas on the High Seas" on Polydor. He started a concert tour in Toronto, Canada. He will record his new Polydor disks in Nashville.

Maurice Chevalier started a tour of Germany. He will visit Hamburg, Hannover, Frankfurt, Duisburg, Duesseldorf, Munich, Zurich (Switzerland), and Stuttgart. . . . Silvio Francesco, brother of Caterina Valente, is on the stage of Berlin's "Europe Palace" in Fred Raymond's musical "Maske In Blau." **JIMMY JUNGEMANN**

## AUCKLAND, N. Z.

Viking setting up an early release of their hot property Peter Posa, it's his own composition "Hootenanny Guitar" and is slated for a release overseas. . . . Chubby Checker's Parkway hit "Loddy Lo" out here next week. . . . Trini Lopez is one

## Sees Big Year

• Continued from page 75

"different method of distribution chosen by Beaver," which Mitchell said was tearing the bulk industry apart. "Fortunately, it was all eliminated without too much damage to the industry," said Mitchell.

Other 1963 landmarks cited by Mitchell were the growth of capsule vending, increased use of multiple vending installations, and tremendous increase of bulk vending in non-commercial locations through the growth of legitimate charity vending.

The NVA legal counsel also credited much of the past year's success to the originality of charm manufacturers in the development of items such as the Horribles.

## Paul Price Firm

• Continued from page 75

feet adjacent to his plant here with an eye toward expansion. In the story which appeared in the January 4 issue the acquisition was said to be 2,000 instead of the actual 20,000 square feet.

Price told Billboard that the firm intends to expand into other areas in the near future. They are preparing new bulk items for release in next few weeks.

of the hottest teen artists in the country right now, his "PJ" LP is rated by dealers all over as the best seller in its field, stocks sold out over Christmas and orders are piling up. . . . Toni Williams' first release for La Gloria in nine months comes out early in the year, it's the Leeds tune "One Man Mississippi." . . . Zodiac released a local duo Lou & Simon called "City Lights" a zany take-off of driving conditions in New Zealand. Flip side is a parody on the Ifield hit some time back "I Remember You (You Gave Me Asian Flu)." . . . Talk is that Shirley Bassey will head this way soon. . . . Harry Miller's

(Continued on page 78)

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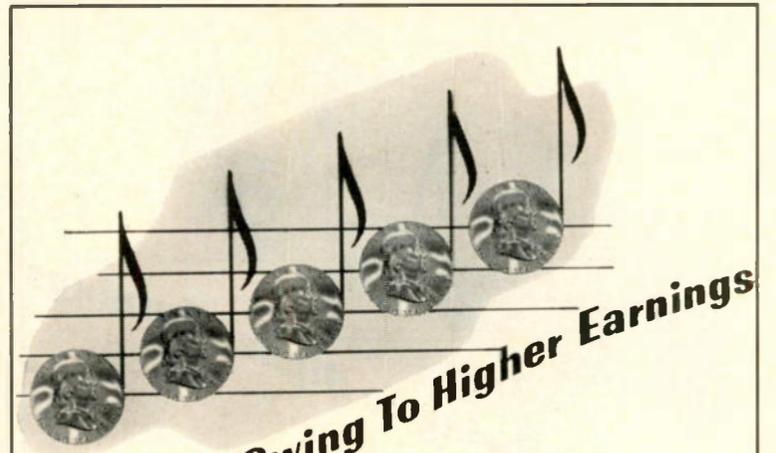
MARVEL Manufacturing Co.

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Phone: Dickens 2-2424

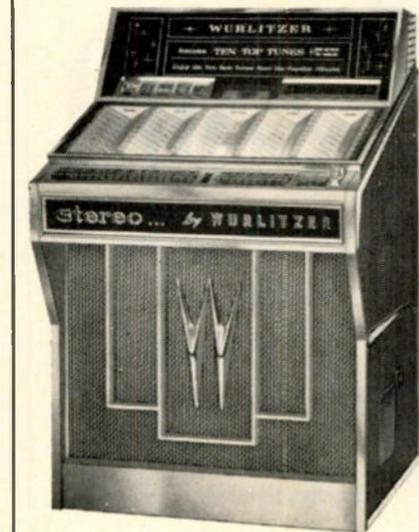


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# MUSIC AS WRITTEN

• Continued from page 77

big package tour set for this month will be headed by Roy Orbison and supports include The Beachboys, The Surfaris, the Joy Boys, while the Ker-ridge Odeon organization will bring Frank Ifield backed by Aussie Graham Bell and His Jazzman, both units due here the same month, should be a

battle of the giants... Ker-ridge Odeon have the mammoth group The Beatles for the New Zealand tour and this will be biggest drawing group in New Zealand right now and will need very little advertising to sell, their latest release here climbing rapidly up the charts here.

FRED GEBBIE

## SYDNEY

Looking back on 1963, there were certain facts and material that comes across as being among the most important events and material of the year. In 1963 very few Australian disks reached the sales mark of overseas disks. EMI took honors with a magnificent two-record set of Australian folk songs titled "The Bold Bushrangers" on Columbia. . . . W & G is the only other company who attempted to break through the folk veil. . . . In the jazz field CBS' Sven Liebeck produced the best album of the year with Bryce Rohde Quartet's imaginative, modern "Corner."

In the pop field, of course, there were hundreds of releases

but only a few showed resemblance to world class—Johnny O'Keefe's "I'm Counting On You" and "Move Baby Move" on Festival, Jay Justin's "I'm Proud of You" produced for EMI by Joe Halford, the Atlantic's "Bomber," CBS among them. . . . There was only one humorous record of any note, Barry Humphries' satirical "A Nice Evening's Entertainment" on EMI's Columbia label. It was the only disk which could be compared with material released by Allan Sherman.

The overseas trend followed early in the year with the bossa nova, folk songs, surf-in' and hootenanny. It is expected that the surf-in'-stomp era will only last until the end on the Australian surfing season early April.

What will follow no one can predict. The hot rod craze will definitely not take on in this country during our winter. It could mean that the English Liverpool sound may be the answer, but then again that is simply turning back the clock to the old sound of rock and roll.

It is predicted that country and western music will reach its peak during 1964 with both the Nashville sound and the typical Australian country sound—here again EMI leads the field with local and American c.&w. music, a close second is RCA who, to date, have only released overseas material. **George Hilder**

## ROME

Chauvinism of tourist interests may result in withdrawal of French singers from San Remo Festival. Growth of the event is regarded as threat to the dominance of the nearby French Riviera (San Remo is 40 miles from Nice). . . . Vanna Scotti, who recently toured U. S., switched to Style label. . . . Although American emcee Mike Bongiorno tried to bring Mina back to TV on his program he was overruled as well as on the use of 15-year-old Dino. . . . Domenico Modugno is recording the score of his current musical, "Tomasso d'Amalfi." . . . Milva has turned to songs of the 1920's which she has placed on a disk and now she will do two TV shows devoted to them. . . . Although to most record buyers "Rita" means Rita Pavone, is has not stopped Pino Donaggio from taping a song with that name for rival Columbia. . . . First singer from "Gran Premio" TV competition (tied to \$1,000,000 national lottery) to win a recording contract is Mario Nalin with Style. . . . Johnny Dorelli and Ornella Vanoni greeted New Year on TV with review of tangos. All three islands in the Bay of Naples now have singers who carry similar names. First there was Pepino de Capri, joined last year by Franco d'Ischia and now Vis-Radio has an artist named Gino di Procid.

SAMUEL STEINMAN

# Irving Kaye Bows New Eldorado Pool Tables



NEW ELDORADO

BROOKLYN — The Irving Kaye Company this week bowed its new line of Deluxe Eldorado pool tables featuring a new ball drawer with the underhand below the cabinet eliminated. The bottom of the drawer is flush with the rest of the cabinet giving the entire cabinet a smooth unbroken line.

The balls go to the racker's end of the table after they are released and the cue ball returns to the shooter's end, thus speeding up the game.

The line consists of the Mark I (77 by 45 inches), Mark II (85 by 47 inches), Mark III (92 by 52 inches) and the Mark V (114 by 64 inches). All tables are available with

an all-formica cabinet or with a standard paint finish except the Mark IV and Mark V, which are available in formica only.

Each of the tables contains recessed scoring markers built into the formica top frame. Corners are chrome-plated steel, and extruded aluminum molding masks out all screws between the cabinet and top frame. Large five-inch chrome leg levelers enable the operator to level the table without lifting.

Servicing is made easier by the removable drawers, as the slate bed does not have to be removed for easy access to the aluminum ball divider.

The regulation-sized Mark V comes delivered with a three-

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piece slate bed. The entire top frame is easily removed, and the three pieces of slate are set on heavy lumber cross beams, bolted fast.

Cloth is upholstered to the slate by tacking or stapling to a wooden frame which encompasses the perimeter of the playing field. When the top frame is replaced, a bolt is passed through the top frame and slate and into the cabinet for extra stability and rigidity.

Colors available are platinum walnut or mahogany in standard paint finish.

### Wash. Counties Study Licensing

SEATTLE — Seven Western Washington counties are studying the possibility of adopting a uniform ordinance for licensing pinball machines, punchboards and other amusement devices.

R. C. Watts, executive secretary of the State Association of County Commissioners, said that the Peninsula District of Counties is forming a committee to study the matter. It will consist of commissioners from Clallam, Jefferson, Grays Harbor, Mason, Kitsap, Pierce and Thurston counties.

Conflicting ordinances among the counties has led to problems for some of them, Watts noted.

### Identification Tapes Work Out

DENVER—A solution to the problem of identifying background music tapes has been the new hand-operated machines which produce embossed-letter plastic tapes, according to Keane Smith, of Mood Music Systems, Inc., here.

Smith, who maintains background music systems in dozens of top locations in the Denver area, has switched over from the familiar grease pencil, or numbers scrawled on the backs of strips of adhesive tape, to the plastic number variety, with excellent results.

Numbers are simply turned out by setting a small dial to the left of the hand-operated machine, and embossed into the plastic, exactly as the aluminum metal identification disk machines found in most penny arcades operate.

Once completed, the strips are bonded onto the plastic cases in which the 4-hour, 8-hour and 12-hour long-play tapes are used for background music, using a special acrylic plastic glue which actually becomes part of the base material, and which will never come off.

## O'Malley Says Canteen to Stay In Auto. Phono Mfg. Business

CHICAGO—Automatic Canteen Company of America President Patrick L. O'Malley held a long-postponed first Chicago press conference last week, exuding great confidence and optimism regarding the future of his firm.

O'Malley noted in particular that Canteen's coin-operated phonograph business was "profitable" and that the current Tropicana model was "in great demand."

Juke box production had increased from 30 a day, two and three years ago, to 65 a day since the introduction of the Tropicana last fall. He said Canteen was having a hard time keeping up with demand.

O'Malley also quashed rumors that Canteen was planning to sell its manufacturing facility, saying there were absolutely no such plans at the present time. He noted too that Canteen was planning to set up its manufacturing plants under a separate corporation so that Canteen, as other customers, would buy machines outright.

O'Malley said he would make no prediction regarding sales and profits for 1964, but followed this up by noting that sales and earnings were up substantially for the first four-week period in Canteen's fiscal year (started last October 1).

Fiscal 1964 earnings for the period were 7 cents per share or \$471,356, compared to \$255,711 for the same period last year. Sales for the current period were \$20,105,000 (no figure was given for the corresponding period last year).

Commenting on the tobacco-health controversy and the pending report by the U. S. Surgeon General, O'Malley said Canteen would have to wait and see what would happen. He had no immediate opinion.

He noted, however, that in England, where Canteen does considerable cigaret business, sales dropped about 10 per cent when a similar report was released throughout the British Empire. Within six months, however, the 10 per cent loss was erased and Canteen even experienced a 5 per cent increase in cigaret sales over what they had before the report was released.

O'Malley said that about 35 per cent of Canteen's vending sales volume is done in cigaret machines.

O'Malley also made the following points:

Canteen's overseas operation was doing better than ever before.

Canteen would introduce a new 460 selection first-in-first-

out candy machine April 1.

The large vending operating and manufacturing complex expected to retire all its short-term indebtedness by September 30, 1964.

Canteen expected to have its best year ever in 1964 with sales hitting the \$270,000,000 to \$275,000,000 mark, compared to a previous high last year of \$258,000,000.

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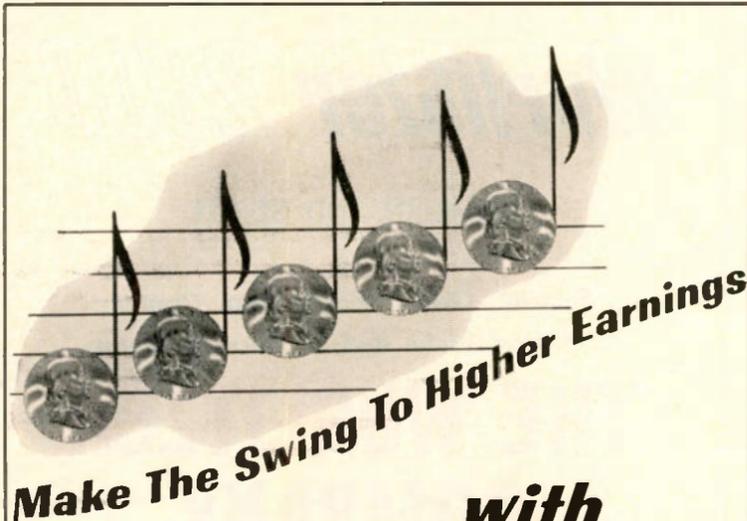
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**Wurl. Distrib in  
Milwaukee Bow**

MILWAUKEE—United, Inc., Wurlitzer distributor, will mark the opening of its new headquarters, 1907 North Third Street, with a week-long grand opening celebration, commencing Monday (13). Operators in the Milwaukee territory have been invited to tour the refurbished offices and showrooms. Completely remodeled, the building also provides United, Inc., with an expanded shop and parts department. It contains more than 6,000 square feet of space.

Following the week-long open house in Milwaukee, United, Inc., president, Harry Jacobs Jr.; Bert Davidson, Wurlitzer regional sales manager, and service chief C. B. Ross hit the road. They will unveil the new Series 28 Wurlitzer phonograph to the trade at three up-State hotel showings. The schedule includes these dates: Hotel Northland, Green Bay, Wis., January 21; Hotel Wausau, Wausau, Wis., January 22, and Hotel Lorraine, Madison, Wis., January 23.

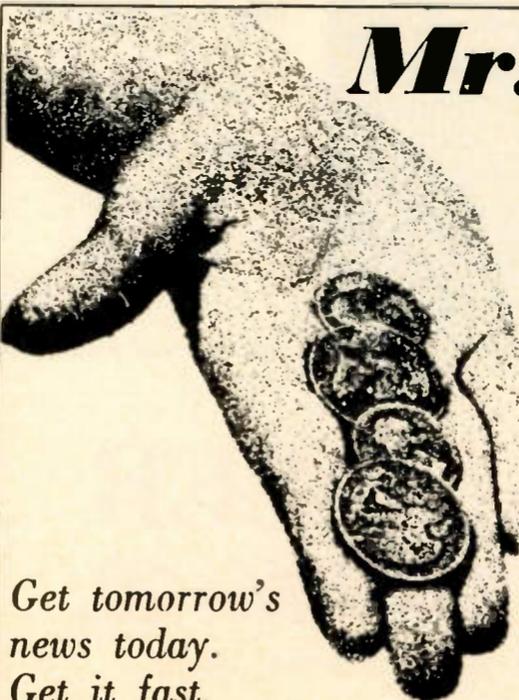
**Italian Ops Ask  
Law Review**

ROME — The Italian automatic machine group, SAPAR, is petitioning new Interior Minister Paolo Emilio Taviani to re-examine the laws involving game machines by appointing a commission of experts to apply the recent Constitutional Court decision drawing a line between amusement games and gambling games.

The question has been begging since the decision and individual operators have been loathe to force a test case which might influence new legislation. They feel that they will abide by the decision of a qualified commission. The court decision made it clear that games for amusement should be legal while those which pay out money or require a bet should be defined as gambling.



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# London Says Product Over Price

• Continued from page 1

product was presented drew an ovation from the distributor. London artists on the Phase Four line presented their own albums, with Edmundo Ros chairing the presentation. Brief talks by Mantovani, Ronnia Aldrich, Ted Heath, Johnny Keating, Capt. Rodney Basherford and Eric Rogers provided such a display of wit that distributor Jimmy Martin asked for a tape of the proceedings so that he could duplicate the presentation for his American buyers.

Toller-Bond promised to furnish all distributors with a record of the presentation. Along with photos and possibly slides—so that Martin's suggestion would be implemented.

The product in the various categories is as follows: eight Phase Four stereo albums, including "Kismet," by Mantovani, Robert Merrill, Regina Resnik, et al.; "Heath vs. Ros," "America Sings," by Eric Rogers; a piano package by Ronnie Aldrich; "Trooping the Colour," by the Grenadier Guards; "Swing Revisited," by Johnny Keating, and two Phase Four albums which initiate a new pop concert series: "The 1812 Overture" and "The Nut-

cracker Suite," by the London Festival Orchestra conducted by Robert Sharples, and the "Grand Canyon Suite," by the same group conducted by Stanley Black. The latter two have a catalog price of \$5.98. The "Kismet" is Phase Four's first venture into the Broadway scene and is the first in a new mono series, with a catalog price of \$4.98.

Five London pop packages, presented by Joe Bott, in charge of London and London International product, are led by Caterina Valente's "Songs I've Sung on the Perry Como Show" and include albums by Will Glahe.

London's international "Musical Memories" line has been broadened to include musical evocations not only of nations, but of cities and provinces. The new release includes 10 albums capturing the spirit of Germany, London, Naples, Japan, Bavaria, Paris, Calabria, Sicily, Ireland and Scotland. Leo Hafberg presented the line.

Eight London classical packages present internationally noted artists in opera, vocal and orchestral works. These include "I Puritani" starring Joan Suth-

erland; an operatic recital by Robert Merrill; highlights from "Falstaff," starring Fernando Corena, Regina Resnik, et al.; Ravel's "Scheherazade" and Berlioz' "Summer Nights," by Regina Crespin; Herbert Von Karajan and the Vienna Philharmonic in "The Jupiter" and "Drum Roll" symphonies; Lorin Maazel and the Vienna Philharmonic in Tchaikowsky's Symphony No. 5; Vladimir Ashkenazy and the Moscow Philharmonic, conducted by Kyril Kondrashin in Rachmaninoff's "Piano Concerto No. 2," and Kondrashin in Mozart "Sinfonia Concertante" and "Duo in G Major." Terry McEwen presented the line.

The London-Argo "Imports," consisting of music and spoken word largely unduplicated on other labels, are pressed and packaged in England and will be stocked in New York just as are L'oiseau-Lyre albums. London figures the line is a natural for dealers tying-in with the "import" vogue. The line is undertaking a vast poetry project documenting English literature from Chaucer to Yeats. The first seven of this project are now available, along with other Argo material. The manufacturer's catalog price for Argo mono and stereo is \$5.98.

The entire program as outlined is Part II of London's "SP-64" plan, and is titled "Fabulous Festival of Great New Releases." The distributor program begins immediately and ends March 31, 1964. A 15 per cent distributor discount is applicable to the following product categories: London Phase Four stereo SP 44000 series, London mono PM 55000 series, London Phase Four stereo SPC 21000 series, London Opera stereo OS-OSA series, London Opera mono 5000-A 4000 series, London Classics stereo CS series, London Classics mono CM series.

Ten per cent discount is applicable to London mono LL series, London International mono and stereo and Argo mono and stereo. A delayed payment provision specified one-half each April 15 and May 15, 1964, with 2 per cent cash discount.

Distributors accepting London's prepared initial order are entitled to exchange any albums in the order up to 25 per cent of the cost. This does not apply against re-orders.

Distributors achieving quota receive an extra 2 per cent discount.

Sales aids include: A brochure featuring product for racks, de-

## London Banquet

• Continued from page 1

in an affecting tribute to the pioneer record executive, stated to Sir Edward and the assemblage: "We have never before approached the end of a record convention with this kind of feeling. There has been created a Decca-London family on both sides of the Atlantic. And when we return we will do a better job."

Hartstone voiced the general opinion: Sir Edward wrought a closely knit family relationship, operating at peak morale. And most importantly, it is pegged on a sane, conservative business program (see separate story) which eschews wild discounts.

These attitudes will help restore sanity and stability to an industry which has been good to so many on both sides of the Atlantic.

signed to help distributors sell rack jobbers at special SP-64 prices; six newspaper mats; display and point of sale material; radio promotional albums; jacket kits, etc.

The week's activities opened Tuesday (7) with a visit to Decca

House, a tour of the plant at New Malden, Surrey, and included night club and theater entertainment. Thursday (9) the distributors will meet artists, disk jockeys, radio and TV notables and attend a banquet tendered by Sir Lewis.

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ROCK-OLA 1478	475
ROCK-OLA 1468	345
ROCK-OLA 1496 (Empress)	725
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# Champion Gun Game Features Rolling Ball

CHICAGO—Chicago Coin's new Champion gun game has players shooting at a rolling ball which bounds around the target area in helter-skelter fashion. The player shoots alternately at the ball and at various targets on the backglass.

Players can win extra games by hitting a high score (adjustable) or lighting a series of five pockets. The game starts when the player shoots the ball from a rail into the playfield.

From here the ball lands into one of five numbered holes.

## Nassau Trip

Continued from page 74

the NVA convention, and returns to Miami on April 22.

Oak will take care of air passage both ways, accommodations at the Nassau Beach Hotel, dinners and brunches at any of three restaurants and a rum swizzle party.

Further information may be obtained by writing M. J. Abelson, Oak Sales of Florida, 1121 71st Street, Miami Beach, Fla.

After the player shoots the ball from the first hole into which it landed, the bouncing starts.

As the ball rolls around, the player can also increase his score by lighting (by shooting) four bull's-eye targets which the ball hits. Unlit targets count 10 (each time they are hit by the ball) while lit targets count 100.

Each time the ball lands in a numbered hole or hits a side rebound kicker, the four center targets have to be relit.

The gun is a simulated .22-calibre model, and the game is attractively decorated in multi-color motif. Shipments are expected to begin shortly.

## Wurli'r Model in Chi

CHICAGO—Operators here will get a chance to view the new Wurlitzer Model 2800 at a showing by First Music Company, Inc., January 13-15 from 10 a.m. to 8 p.m.

The unveiling will be accompanied by appropriate festivities with refreshments served to all. First showrooms are located at 1750 West North Avenue.

## To Unveil New Wurlitzer Model

Continued from page 65

sections A through D, giving a total of 40 sides.

The album programming on 33 stereo, combined with the Top Ten Tunes feature of 45's, allows the operator to program for both adult and teen-age tastes.

The restyled dome permits a wide variety of display combinations, including location identification and a strip for the programming feature.

### Album Covers

Miniature album covers may be inserted into two small plated holders inside the dome. These holders also can be used to describe the type play for which the phonograph is set in one of the sections while indicating the specific tunes in the other.

The Ten Top Tunes feature is still activated by the Golden Bar. New is a printed panel on the escutcheon plate immediately below the Golden Bar. This indicates the number of plays which the patron will receive upon the deposit of each coin.

The dome is spring loaded with a lock at either side, allowing the dome to be lifted to any position for record and

title strip changes. The display panel remains in a fixed position so that the interchangeable strips with their color backings may be quickly inserted to indicate the type music included as a programming special.

### Console Look

While the dimensions of the Model 2800 are virtually the same as last year's model (two and a quarter inches lower and an inch and a half wider), the styling is that of a console without the console's width.

More use is made of chrome-plated die castings, with the entire cabinet framed in brightly gleaming metal from the completely die cast dome to the stainless steel kick plate. Sides are of heavy Weldwood Hardply and finished Dino-weld in dark Kashmir walnut. A new heavy lacquer overcoat plus the harder surface increases the panel's resistance to scratches.

Three 28-inch soft white fluorescent tubes provide the illumination — behind the display panel, below the title strip holders and behind the selector keys. The third-named light illuminates both the selector keys and stereo display panel and reflects a multi-

colored glow on the perforated grille. A large die cast "W" is centered on the grille in a tri-panel framing of stylized design.

Retained in the new model are the carousel mechanism and Wurlitzer dual-channel amplifier.

Five control relays are mounted on the junction box which contains the selector circuitry control led by the relays. These plug-in units may be checked as vacuum tubes.

An improved playrack, in conjunction with the two mechanisms, registers nickels, dimes, quarters and half dollars and can be pre-set to offer from one to 15 plays a coin.

### Wall Boxes

Remote equipment includes half-dollar wallboxes. The Model 5200 accepts all coins and is used with the 100-selection model. The Model 5250 is the same as the Model 5200, but with additional title strip holders and selector buttons for the 200-selection model. The Model 5010, designed as a bar or counter box, accepts half dollars only.

The Model 5121 speaker, enclosed completely in metal, contains two five-inch oval cones and a volume control.

Wurlitzer is also showing a complete line of stereo speakers designed to be used in pairs.

## W. German Trade

Continued from page 65

was forced after the war to rebuild literally from the ground up.

The Hamburg firm is in the process of consolidating its office facilities, which consist of a modern five-story office building in the Altona district of Hamburg; a factory under a war-time air raid shelter, and manufacturing facilities outside Hamburg.

Bergmann has startled the European trade with the success of its target game Arizona, which demonstrates the Bergmann thesis that some of the obvious game ideas can still be the best if they are properly exploited.

Arizona fires actual pellets and has a telescopic sight which can be reversed to produce the illusion of distance between gun and target. Ernst Bergmann calls Arizona the greatest production success since the firm started up in 1906.

Bergmann's backlog is over six months, and production is being carried out at Espelkamp, the factory outside Hamburg which normally concentrates on phonograph production, as well as in Hamburg. Duncan Sales Company of Cincinnati is handling U. S. sales of Arizona.

## Name Winners

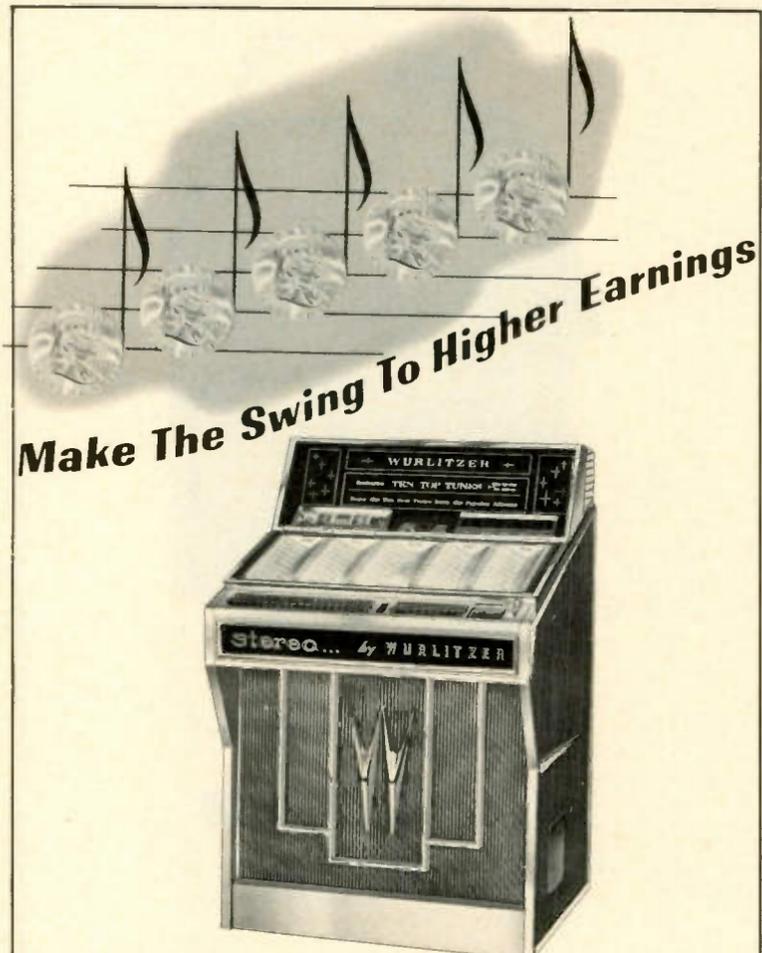
Continued from page 72

pen, Colo; William Cassidy Company, Vaughn, N. M.; Jerry's Rhythm, Laramie, Wyo.; Wyoming Distributing Company, Casper, Wyo.; Central Coin Company, Espanola, N. M.; Modern Music Company, Colorado Springs, and Conover Music Company, Clovis, N. M.

The gold-plated give-away, easily the largest ever sponsored by a distributor in the Western States, put 50 new Seeburg phonographs out where they "will do the most good," according to President Struve of the company, and his Denver executives, Al Morrison and Stan Larsen.

when answering ads . . .

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**Make The Swing To Higher Earnings**

**with the Wurlitzer 2800**

**Best looking, best sounding phonograph ever built.**

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**Easier to Load —  
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**the New Wurlitzer 2800**

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## That Certain Extra Something

Continued from page 74

machines, only a dozen are left, all 5-cent units.

McDaniel services his far-flung routes with three Volkswagen vans—economical, small and efficient. He has developed the exchange system to a fine art, exchanging complete heads on the average stop.

Incidentally, because of the high percentage of moisture in the Seattle area, where it never snows, but where drizzle rain falls through most of the winter, he personally developed a "weatherproofing system" which incorporates the use of rubber washers, waxed paper, and heavy rubber gaskets, at the point where globes attach to his vending machines. Long experimentation with various types of

rubber, plastics, etc., has produced a water-proof vending machine which can take the heavy moisture, with no discoloration stickiness or loss of flavor in the products vended. Incidentally, most of his machines are basic Acorns which McDaniel modifies to fit the situation.

### Keeps Close Tab

With his wife handling the bookkeeping, McDaniels keeps extremely close tab over his 3,500 machines, constantly diversifying in locations which have as many as 14 to 18 machines. He vends licorice, Boston baked beans, ball gum, tab gum, chicle treats and jelly beans, with emphasis on 100-count gum as a steady best seller. His candy mixes have proved popular in

both 1-cent and 5-cent operations, the 5-cent machine becoming extremely important in recent years.

McDaniel inspects all of his routes personally every two months, and makes a career of meeting location owners personally, shaking hands, asking them to call in immediately whenever dissatisfied with the machine. He maintains goodwill for the Palmer Company, his business title, by regularly replacing machines on the average of once every six months, completely stripping down, refinishing and rebuilding every vender after it has put in six months of duty in the same location. Most of his machines thus sparkle like brand-new ones, a factor which has been highly favorable in building up an operation of this size in a few years' time.

Along with being one of the

busiest bulk operators in the country, McDaniel has time to serve as district governor for the Lions Club, heading up 46 clubs started through the Pacific Northwest. He attended the international convention in Miami last year, where Mrs. McDaniel landed an eight-foot sailfish. McDaniel's hobby, too, is fishing in the salt water and fresh water lakes, bays and streams which abound in the Puget Sound area.

Contrary to the experience of most operators, McDaniel has had little competition in the Seattle area, primarily because his operation has grown continuously "by request" — location owners asking him to set up his equipment, rather than waiting for him to solicit. In many cases, he has replaced older machines which got little attention

from the operator, and considers this a necessity.

By and large, however, it has been his ingenuity in designing stands such as that pictured, and his willingness to spend as much as \$40 apiece for them, which has earned top-volume locations for the Seattle operator.

Adventure...  
Training...  
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New "Firecracker Zone"  
EXPLODES with  
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# Billboard *Photo Gallery* OF NEWSMAKERS



**WHOSE GOT THE BUTTONS?** Aaron Schroeder, who's publishing the theme music from the French film "The War of the Buttons," supervises rehearsals for a single taken from the track entitled "Pop Go the Buttons." The young performers on the single are members of the Broadway cast of "Oliver!" Seated is co-producer Yves Roberts.



**COMERS IN AUSTRALIA:** Sven Liebeck, manager of a.&r. for Australia's CBS, has signed Kevin Todd and Laurel Lee to long-term contracts. Todd was formerly under contract to EMI.



**BEATLE-MANIA GOING TO HEAD:** Starlet Gail Stevens recently received a "Beatle Cut" from stylist Gene Shacove of Beverly Hills in honor of arrival of the group in the U. S. The real Beatles, haircuts and all, will appear on Ed Sullivan show February 9 and 16.



**WBBM's MANN GETS AWARD:** While Sen. Paul Douglas looks on, Don Mann, manager of special projects for Chicago's WBBM, received the City of Hope Award from Lou Tabak (right), chairman of National Board of Directors. Mrs. Mann is also present.



**COLPIX PICKS GUY:** Guy Mitchell (center) was recently signed to an exclusive recording contract by Colpix Records. Shown with him here are Howard Greenfield (left) and Jack Keller, who will produce his first single for the firm.



**TIL ON TOUR:** Departing from New York's La Guardia Field on promotion tour is 20th Century-Fox's artist Til Deiterle. She'll be plugging latest release, "Like Time on My Hands," in Cleveland, Chicago and Detroit.



**HOME FOR THE HOLIDAYS:** Gathering in the offices of Tillman Franks in Shreveport, La., during the holidays were home-town boys (left to right) Tillman Franks, Jerry Kennedy, Shelly Singleton, Donald Demaree, David Houston and Faron Young.



**PRINCE PHILIP AT "THE VICTOR" PREMIERE:** At royal world premiere of "The Victor" in London, Prince Philip is introduced to Sol Kaplan (left), who wrote film score, by writer-producer-director Carl Foreman. Looking on is Alexander Baron, author of the original book. The sound track is released on Colpix Records.



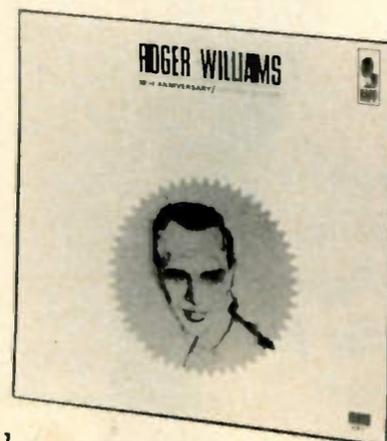
**IN BETWEEN SHOWS:** While "Camelot" was on tour in South Australia, stars Jacquelyn McKeever and Paul Daneman (center) take tea with Peter O'Loughlin, manager of ABC.



KL-1354

KS-3354

**Two Sensational New Releases  
from Kapp  
To Start Roger Williams  
on his 8th Gold Record**



KLE-1

SKLE-1