

Billboard

The International Music-Record Newsweekly

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



JULIE ROGERS, the young beauty here, proved the British Hit Parade doesn't entirely belong to long-haired boys. "The Wedding," her debut disk on the Mercury label, has soared to No. 3 in England and is currently smashing through on all U. S. hit charts. A quickie U. S. promotion tour by Julie last week set "The Wedding" bells ringing coast to coast. (Advertisement)

Columbia in Global Artist Push

By PAUL ACKERMAN

NEW YORK—The international operation of Columbia Records, which is expected to gross \$25,000,000 at the wholesale level for the year 1964 via the company's subsidiaries, is headed for greater expansion in the immediate future—with the end in view toward securing maximum exploitation and sales for Columbia artists around the world.

This was spelled out last week by Harvey Schein, vice-president and general manager of CRI. Schein noted that the aspect of artist relations was paramount in Columbia's planning; that more and

more a recording artist had to be considered a "world artist"; and that the best way to implement these concepts was via an international structure which permits utmost control of the recorded product.

All the skeins of Columbia's planning tend toward this over-all control, and include the creation of additional foreign subsidiaries and the development of an extensive publishing operation permitting ownership of the basic song material and hence greater control of the finished product—the record.

(Continued on page 18)

Banner Year Seen Ending on Yule Upbeat

Industry Heads For Peak Sales; 10% Hike Seen

By MIKE GROSS and TOM NOONAN

NEW YORK — The record industry is heading to an all-time sales peak this year, and the final figures should register a 10 per cent increase over 1963. It was a year which had more than its share of hot artists, hot labels and a hot consumer fad and which manifested itself in both the singles and album fields.

To date, the year registered more million-selling singles than have been racked up in some time. The million-selling single had become a fairly rare item in late 1962 and throughout 1963. From mid-July to mid-October, the industry sold about 20,000,000 singles a month, an all-time industry high. In August five different singles sold more than a million copies each. These were by Dean Martin, the Beatles, the Beach Boys, the Supremes and the Four Seasons.

In the past month, however, single sales experienced a slight dip, although many individual

(Continued on page 4)

BB TO LIST YULE CHARTS

NEW YORK—Beginning this week for the four following issues, Billboard will publish charts of the best-selling Christmas LP and singles. The current chart appears on page 25. Top album is "Little Drummer Boy," with the Harry Simeone Chorus on 20th Century-Fox. Leading single is Elvis Presley's "Blue Christmas" on RCA Victor.

3 Key Areas Report Weather, Election Results Strong Factors

By ELLIOT TIEGEL

LOS ANGELES—President Johnson's election figures prominently as a key reason retailers generally anticipate a good strong holiday selling season.

"With Johnson in office, the people seem to feel secure."

(Continued on page 6)

By NICK BIRO

CHICAGO — Christmas appears to be off to a good start, despite the warmest and most unseasonable fall the city has had in years. By all pre-season indicators, the record industry should finish 1964 well ahead of

(Continued on page 6)

By FRANK LUPPINO

NEW YORK — Despite the absence of block-busting albums like "The First Family" or "My Son, the Folk Singer," metropolitan area dealers may still be heading toward a banner Christmas season.

Times Square's Gaiety Music shop has just dressed its Christmas window and is awaiting the rush. The Times Square Woolworth store is putting its customers in the holiday mood

(Continued on page 6)

FCC Sets Payola Probe

By MILDRED HALL

WASHINGTON—The Federal Communications Commission has announced an inquiry into payola and plugola violations of its 1960 anti-payola amendments to Sec. 317 of the Broadcast Statute. The inquiry, which has grown out of complaints to the Commission that payola is becoming widespread, will not be a full-dress affair involving public hearings, unless later developments warrant it.

FCC Chairman E. William Henry has been delegated to look into the complaints and has been given power to subpoena witnesses and all "necessary records."

The FCC announcement does not mention any specific payola cases, but undoubtedly will look into the payola charges recently alleged against Los Angeles Station KFVB, West Coast record companies, distributors, promoters, deejays and station personnel.

FCC says the inquiry will be directed primar-

ily at direct and indirect undisclosed payments by record companies and others to deejays and station personnel for playing or influencing the play of records, and undisclosed payments for the inclusion of matter intended for broadcast. Under Sec. 317 of the Communications Act, any payment resulting in special push for a record or other product on the air requires sponsorship identification in the form of announcement disclosing payment.

Any substantial findings involving record companies, distributors or promoters could bring action by the Justice Department. The 1960 amendments—subject of lengthy hearings by the House Commerce Committee—make both payer and payee liable when any sub-rosa payment is made to promote records on radio. Also, anyone knowing of such payments, who is involved in the providing of program materials for radio broadcast, is obliged to inform station management. The law provides penalties of a year in jail and up to a \$10,000 fine.

Leeds Bought By MCA for \$4.5 Million

NEW YORK — Music Corporation of America on Wednesday (25) purchased the assets of Leeds Music and its domestic and foreign publishing affiliates, including Duchess, Pickwick, Miller, New Era, as well as Leeds Music, Pty., Ltd., Australia; Leeds Music, Ltd., Eng-

(Continued on page 4)

The BIG SELLERS for The BIG SELLING SEASON



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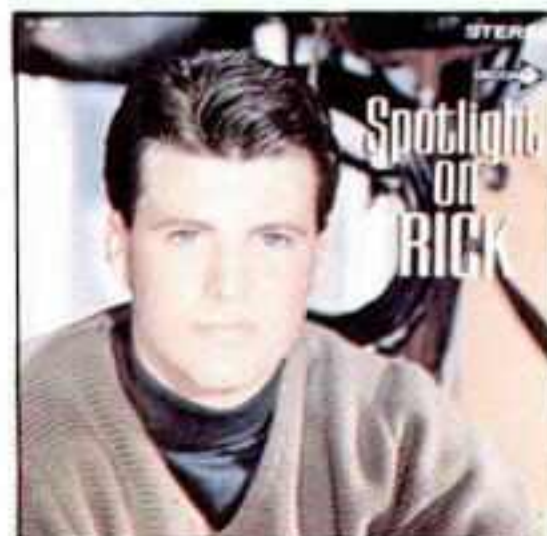
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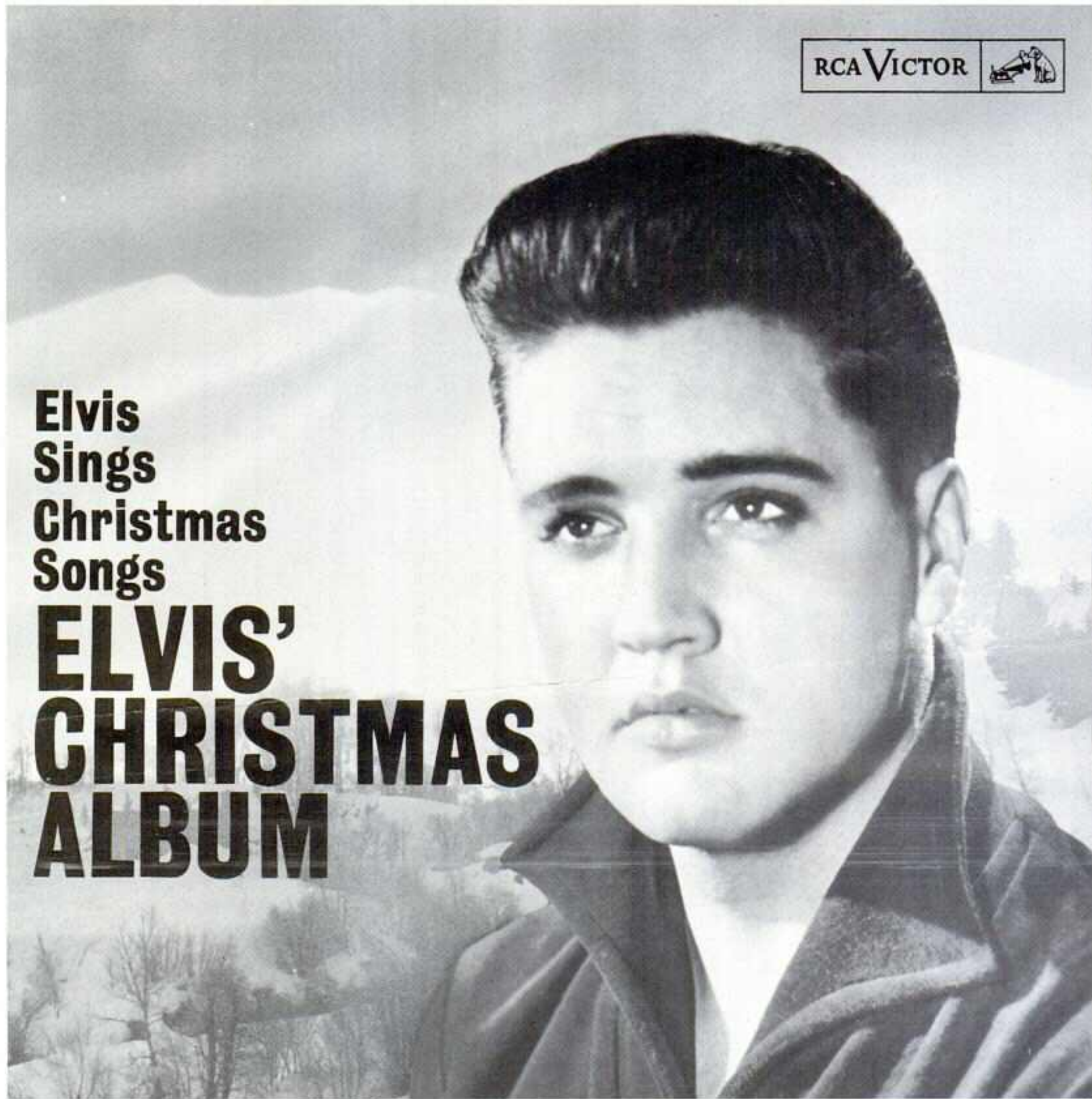


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NARAS ELECTS OFFICERS; N. ERTEGUN IS PRESIDENT

NEW YORK—Nesuhi Ertegun, vice-president of Atlantic Records, has been elected the new national president of NARAS by the Academy's 18 national trustees. Ertegun was formerly the president of the record Academy's New York chapter. He takes over the reins from outgoing President John Scott Trotter who served during the past year.

The trustees also named three new national officers and re-elected a fourth for one-year terms. Francis Scott, III, of Capitol Records, was tabbed to continue as national treasurer. Joel Friedman of Warner Bros. Records was elected first vice-president; Chet Atkins, RCA Victor artist and head of that label's Nashville operation and a member of the NARAS board of governors in Nashville was named second vice-president, and William Traut, a veteran of the Chicago chapter as well as a creative executive with Seeburg, was named national secretary.

Ertegun stated: "Naturally I consider it an honor to be elected to this very respected and responsible office. I also consider it a personal challenge, for we have already had three excellent national presidents in Paul Weston, Bob Yorke and John Scott Trotter, each of whom has served the Academy exceptionally well. It is my hope and my ambition to continue their fine work by continuing to lead NARAS in its already established direction of new vitality, responsibility and respect—a direction followed so well by my predecessors. Of course, I too will seek and hope to receive the same fine co-operation of the many dedicated and creative people within our organization. For they, after all, are really NARAS."

Mercury's Blue Rock To Specialize in R&B

CHICAGO—A specialized r&b label called Blue Rock is being launched by Mercury Records in response to what the firm terms increased activity in that field both in the U. S. and abroad.

Dick Bruce, longtime Mercury executive and last sales manager for Mercury's Lime-light label, will head Blue Rock. Carl Proctor, formerly with Summit Distributing Company here, will be national promotion manager.

Distribution will be through "independent outlets with established marketing knowledge in the r&b field." Irwin Steinberg, Mercury's executive vice-president, said that Blue Rock "wouldn't necessarily" be confined to distributors now used by the firm's other labels.

Steinberg emphasized that Mercury would use independent distributors even in those areas where the label operates its own branches.

Blue Rock will have its own

roster of talent. A&R duties will be handled by Luichi de Jesus, Lercy Lovett in Philadelphia, and Nick Venet on the West Coast.

Green said that Blue Rock will be aggressive in seeking out and purchasing masters.

The label's first release is being shipped this week. It includes a pair of singles: "Baby What's Wrong" b/w "Here Comes My Baby" by Jonnie Mae Matthews and "Let Her Love Me" b/w "When the Music Grooves" by Otis Leavill.

Green said the r&b sound is getting increased international emphasis, "no doubt due to the rapidly expanding teen-age consuming market all over the world."

He said, "even in England, the American r&b influence is being incorporated more and more into the beat. The English have been taking our r&b



NESUHI ERTEGUN

Roy Clark Wins Suit Vs. Synthetic

NEW YORK—Roy Clark, Capitol Records artist, obtained a final injunction from New York Supreme Court Judge Benjamin Shalleck prohibiting Synthetic Plastics from manufacturing or distributing records made from a tape of one of Clark's night club performances.

Clark, who records exclusively for Capitol, filed suit last April and the judgment was handed down on Nov. 25. Judge Shalleck required Synthetic Plastics to deliver to plaintiff, or destroy, all tapes and manufacturing parts and 6,000 of the records, and also awarded \$1,000 compensatory damages and \$3,500 punitive damages.

Clark was represented by Solomon Granett and Theodore Nussbaum, of the New York law firm of Halperin, Morris, Granett & Cowan.

sound, adding their own Yorkshire pudding concept to it, and sending it right back to us stronger than ever before," Green said.

He noted that r&b is king in France, too, with the country's top singer, Johnny Hallyday, being strong r&b oriented.

EDITORIAL

NARAS' TV Goal

Nesuhi Ertegun, in being named to the presidency of NARAS, paid generous tribute to the accomplishments of his predecessors, and added: "I also consider it a personal challenge."

Well-spoken, Nesuhi Ertegun!

Implicit in the attitude of the new NARAS president is the realization that the record industry, with the co-operation of a creative NARAS leadership, can achieve even higher peaks in the American and international cultural spectrum. The record industry must be on the alert to secure and maintain its proper niche in a world of increasing population and greater leisure hours. Failing this, lesser forms of entertainment and communications will assume a preponderant importance.

A means to assure this niche for the record industry is NARAS—a NARAS led with skill and imagination; led, if you will, by Ertegun; a NARAS whose annual awards will do for the record industry what the Academy of Motion Picture Arts and Sciences' "Oscars" do for the film industry.

An important step in accomplishing this would be the presentation of the NARAS Awards in May over a national TV hookup. We urge that NARAS aim for such an event; and should a deal be consummated, we urge that artists schedule their bookings so as to permit them to co-operate fully with NARAS' promotional plans.

RCA's Yule Drive: 100 Million Readers

NEW YORK—RCA Victor is gearing its 1964 Christmas campaign to 100,000,000 newspaper and magazine readers. According to George Parkhill, Victor's division manager of advertising-promotion, the drive on the label's new product, catalog best sellers and new and standard Christmas packages, has been pegged to reach the widest possible consumer audience and number of record dealers in the peak yule buying season. The promotion is built around the slogan "Give the Gift That Keeps on Giving."

The campaign includes trade, consumer magazine and newspaper, radio and TV advertising, point-of-sale materials, counter displays, window displays, full-color consumer supplements, mounted album covers, new release bulletins and special publicity.

Consumer advertising is scheduled for publications with an aggregate circulation of more

than 35,000,000 and an estimated readership in excess of 100,000,000 consumers. In addition, there will be a wide variety of ad mats covering popular and classical product, new and catalog, for use by distributors and dealers in local newspapers with many additional millions of readers.

Parkhill said Victor's distributors have been offered a program of conducting a nationwide dealer window display contest, with winners to receive three Hicks Gourmet Food Baskets, one at Christmas, one at St. Valentine's, and the third at Easter, and all dealers participating to receive smaller Hicks Gourmet packages, all this through special arrangement with Hicks, one of the nation's most famous fancy food packagers.

Yule Product

Victor's new Christmas albums this year are "The John Gary Christmas Album" (sales of which already indicate it will be Victor's biggest new Christmas album in several years); "Hark! the Herald Angels," with George Beverly Shea; "Let's Ring the Bells All Around the Christmas Tree," with John Klein; "Christmas With the Norman Luboff Choir"; the Robert Shaw Chorale in "A Ceremony of Carols," and a new stereo recording of Menotti's Christmas opera "Aha! and the Night Visitors."

In addition, special best sellers to be included in the campaign include the original cast albums of "Hello, Dolly!" and "Fiddler on the Roof" and LP's by such artists as Gale Garnett, Al Hirt, Peter Nero, Jim Reeves, Henry Mancini, Chet Atkins, Eddy Arnold, Sergio Franchi, Paul Anka, Harry Belafonte, Sam Cooke, Robert Shaw Chorale, Arthur Fiedler and Allan Sherman, Artur Schnabel, Van Cliburn, Erich Leinsdorf with the Boston Symphony as well as the spoken-word soundtrack album of "Beckett" and Laurence Olivier's "Othello."

There will be a three-dimensional window display featuring the year's slogan and picturing an adaptation of the window display; mounted album covers of the six Christmas push albums, and varying strength radio spots and dealer distributor bulletins.

Beatles as a World Commodity

WASHINGTON—The Beatles as an important international commodity made it into the conservative pages of the U. S. Government's Department of Commerce publication, International Commerce, last week. Neil C. Hurley Jr., chairman of the National Export Expansion Council, authored an entertaining column on the value of the Beatles to the British exchequer via taxes on the millions they rolled up in American tours and record sales.

Unfortunately for Her Majesty's government, the new British 15 per cent import tax does not apply to the Beatles category. Unfortunately for American record manufacturers, the new 15 per cent surtax on most manufactured imports entering Britain does apply to phonograph record shipments.

Hurley's tongue-in-cheek column commented that if the Beatles had made just a bit more, England might not have needed the 15 per cent surtax in its battle to equalize import-export balance of payments.

Writing from London, the export expansion council chairman notes that Beatles allegedly

absorbed more American money last year than exports of British automobiles. Electric and Musical Industries, which handles Beatle records over there, reportedly had a \$30 million sales increase, and the Beatles themselves earned 60 times the salary of the President of the U. S.

Commerce Department staffers point out that the new import surtax effective last month in Britain brings to 55 per cent the total in duty and taxes to be paid on shipments of American records to England. Exempt are sound recordings not produced in quantity and not for general sale. Levies on imported records include the original 15 per cent duty CIF (cost, insurance, freight value), plus a 25 per cent purchase tax on wholesale CIF values, plus the new 15 per cent surtax.

The 15 per cent surtax will also apply to American juke boxes and amusement machines, already subject to British import duty of 20 per cent and purchase tax of 25 per cent, making a total of 60 per cent in import charges at the British side.

American record shipments to Great Britain in 1963 were

valued at \$421,211. Fortunately, Canada has not followed suit, and even canceled a 1962 surtax in April, 1963. U. S. record exports to Canada in 1963 totaled \$1,099,050.

England's new Labor Government aims for two-year duration of the tax, according to Commerce Department sources. Britain is under heavy pressure by her European trading partners to lower the new tax on manufactured imports.

HOLLANDER STARTS TOUR

NEW YORK—Lorin Hollander, RCA Victor's 20-year-old concert pianist, is on tour, including 50 appearances in the U. S. and Canada. He recently returned from London where he recorded the Khachaturian Piano Concerto with the London Symphony Orchestra, with Andre Previn conducting. His recording of Prokofiev's Fifth Piano Concerto with Erich Leinsdorf conducting the Boston Symphony is his most recent for RCA Victor.

DEPARTMENTS & FEATURES	
Hot 100 Chart...	Page 16
Top LP's Chart...	Page 22
→ Other Music Pop Charts	
Breakout Singles	27
Breakout Albums	24
Hot Country Singles	33
Hot Country Albums	33
Hits of the World	15
→ Record Reviews	
LP Reviews	48
Single Reviews	31
→ Music & Record News	
Talent	20
Country Music	32
Classical Music	35
Rhythm & Blues	34
New Album Releases	26
News Photos	10
Int'l News Reports	12
Christmas Records	25
→ Departments	
Radio-TV Programming	28
Phono-Tape Merchandising	36
Coin Machine Operating	41
Bulk Vending	38
Buyers & Sellers	
Classified Mart	37

NEW REQUIREMENTS FOR CHART STAR PERFORMER

The basic requirement for a "Star Performer" designation on Billboard's LP chart will be changed from nine to 15 weeks on the chart effective with this issue.

An album in order to receive a "Star Performer" designation on the chart must have the following qualifications:

1. Fifteen weeks or less on the chart.
2. Move up three positions or more (1 through 20).
3. Move up five positions or more (21 through 60).
4. Move up 10 positions or more (61 through 100).
5. Move up 15 positions or more (101 through 140).

Any album making the chart at 140 or above for the first time receives a "Star Performer."

Any album hitting the chart for the first time at position 125 or above is listed as a "National Breakout" as well as a "Star Performer."

The requirements for a "Star Performer" designation on "Hot 100" singles chart remain the same. They are:

1. An upward move of three positions or more (1 through 10).
2. An upward move of five positions or more (11 through 30).
3. An upward move of 10 positions or more (31 through 60).
4. An upward move of 15 positions or more (61 through 90).

Any single hitting the chart at position 90 or above receives a "Star Performer."

Any single making the chart at position 70 or above for the first time receives a "National Breakout" listing as well as a "Star Performer" designation. The 15 weeks or less requirement does not apply for the "Hot 100" chart.

Three weeks ago the Record Industry Association of America (RIAA) seal of certification for a million selling single was introduced on the "Hot 100" chart. The seal now runs on both the album and single chart. The seal indicates one million dollars in sales and not one million units on the LP Chart.

Industry Is Heading for Peak Sales; See 10% Hike

• Continued from page 1

hits continued to rack up impressive sales.

Album Sales

LP sales for 1965 are running ahead of the previous year by about 8 per cent and indications of a healthy Christmas sales period may even push this figure higher. Album sales took a dip, too, during the past month, but this is traditional before the Christmas buying spree.

Probably the biggest spur to sales during the year were the Beatles and the British artists that came in their wake. Among the British clicks here were the Dave Clark Five, the Searchers, Dusty Springfield, Billy J. Kramer, Gerry and the Pacemakers, the Rolling Stones, the Bachelors, Cliff Richard, Peter and Gordon, the Animals, Cilla Black, Chad Stuart and Jeremy Clyde, Manfred Mann, Danny Williams, George Martin, Millie Small, the Kinks, Julie Rogers, Terry Black and the Carefrees, to make the greatest impact on the U. S. market than any group of artists in the record industry's history.

The Beatles, to date, have had 28 sides on Billboard's "Hot 100" chart and six best selling LP's. Thirty-two British artists had 99 different sides on the Billboard charts. Labels such as Capitol, Vee Jay, Tollie, Swan, Imperial, Philips, Laurie, London, MGM, United Artists, Ascot, Epic, World Artists, Parrot, Kapp, Reprise, and some others benefitted by the acceptance of the American record buyers for the British product.

Beatle Binge

During the hottest period of the Beatles' virtual monopoly of the "Hot 100" chart, labels without a Beatles representation (at one point six different record companies had Beatles product) were moaning that all of the teen-agers' disk-buying money was going to the Beatles. Other disk hits were around at the time but their total potential sales were stymied by the Beatles Binge.

The Beatles phenomenon was also extraordinary in that it

appealed to a wider age group at the consumer level than any other rock 'n' roll or teen beat favorite. The mopets fell for the Beatles, as did the sub-teens, teen-agers from 15 through 19 and many over the 20-year mark bought Beatles product.

The strong sales picture this year is also effecting the rack jobbers who are expected to exceed the percentage increase of the retailers to a significant degree. Rack jobbers have, for the past few years, been tightening their operations to only serve profit locations and this past year did not show any great change in the type of outlets being served by the rack jobbers.

With better distribution to their outlets, rack jobbers were in a better position to take advantage of the many single and LP hits at an earlier stage of each record's development and sell more records on each particular item.

Predictable Pattern

The pattern of hits this past year were fairly predictable once developed and hit artists from Britain, from the hot labels such as the Motown group, Red Bird, and other independents, as well as the majors were coming through in a steady follow-up pattern allowing all in the distribution picture to jump on them quickly.

In the album field, such artists as Barbra Streisand, Nancy Wilson, Trini Lopez, Al Hirt, Peter, Paul and Mary; Andy Williams, Elvis Presley, Al Martino, Dean Martin, Frank Sinatra, Bobby Vinton, Roy Orbison, Jimmy Smith, Bob Dylan, Tony Bennett, Jack Jones, and others had as good a year as the teen beat artists, the British performers, the Broadway cast sets and the film soundtracks.

On the radio exposure level, a tightening of programming formats has somewhat curtailed the opportunity to launch new artists other than the British segment. Increased LP play on radio has helped album sales and the additional guest shots available to top recording talent on major TV shows proved to be

Leeds Bought By MCA for \$4.5 Million

• Continued from page 1

land and Leeds Music Canada. Some 12,000 copyrights are involved. The Leeds holdings will be merged with Northern Music, which was acquired by MCA when it purchased Universal-Decca into one giant copyright pool. It was reliably reported that the purchase price was very close to \$4,500,000. An MCA spokesman stated that the purchase places its subsidiary, Universal Products, in a stronger competitive position as against other film operations which own publishing companies.

Lou Levy, head of Leeds Music, and his right-hand executive, Sal Chianti, go with the package. They hold seven-year contracts and are MCA vice-presidents. Levy reports directly to Lou Wasserman, president of MCA.

The takeover by MCA is scheduled for immediately after the first of the year.

Levy, a member of the ASCAP board of directors, started as a publisher in 1938. Prior to that he was personal manager of such songwriters as Sammy Cahn and Saul Chaplin—the latter now a film producer. Levy also entered the talent management field, and for many years managed the affairs of the Andrews Sisters.

The story of the growth of Leeds is one of the most dramatic in the recent annals of music publishing. Levy himself came from New York's East Side, and in his youth was a hooper and devotee of dance contests—a winner of prizes. As a publisher he was for a time regarded as a visionary; for in addition to his activity in the pop field he reached out to secure material from all over the world—including behind the Iron Curtain. Khatchaturian's "Sabre Dance," for instance, is in the Leeds catalog. Leeds also secured distribution rights to Russian tapes and built up an extensive catalog in the standard and educational field. On the other end of the music spectrum he corralled such copyrights as Stuart Hamblen's "It Is No Secret"—which, in addition to its recordings, sold about one million copies of sheet music; and he was one of the few Broadway publishers who had an understanding of blues—and in this connection published such items as "C. C. Rider" and "How Long Blues," many of Clarence Williams' blues, etc.

Other noted Leeds copyrights include "Manhattan Tow-

an important aid to hype the sales of records.

Steady Upbeat

With a healthy Christmas sales period in the offing, the industry is counting on a steady upbeat through 1965. Traders figure that the income tax cut in 1964 will bring additional monies back to the taxpayers in the spring.

Also, the proposed cut in excise taxes will also serve as a boon to the record business. The year after a Presidential election, in the past, has proved to be stable economically, so if everything continues along a normal route, record sales figures for 1965 should go continually upward.

Charter Lines Up Domestic Distributors; Eyes Global Scene

HOLLYWOOD — Charter Records has signed 27 domestic distributors and plans securing international licensees soon, according to President Dick Peirce. The 18-month-old label had formerly been distributed by MGM.

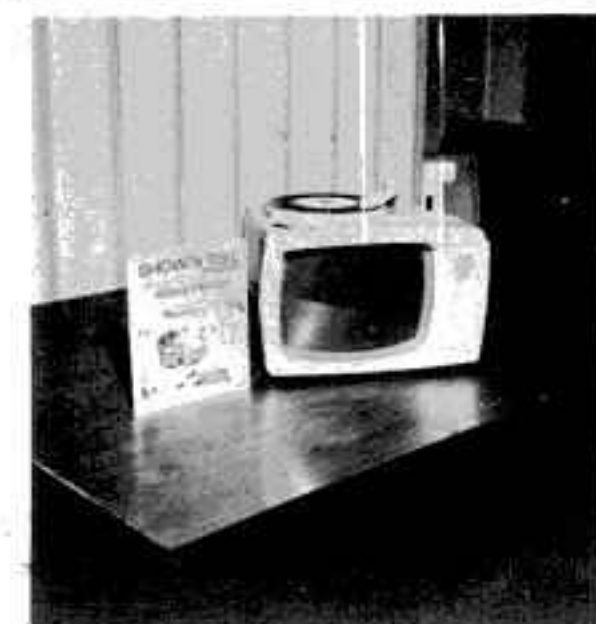
Peirce said release plans included 18 albums and 26 singles a year in all areas of repertoire. He recently acquired Crescent Records through a stock trade with Andy DiMartino, who now is vice-president for national sales and promotion. DiMartino leaves Monday (30) on a two-week trip to attend distributor meetings in eight markets.

The label has just acquired two masters as its third and fourth singles release. These new products are "River Man," by Bobby Wayne, from Jerden Productions of Seattle, and "The Ringing Rocks," by Billy Callender, from Gallo Schwartz Productions, New York.

Charter's most recent singles are "She Was Never Mine," by the Cascades, and "I've Got Better Things to Do," by the Accents, which Peirce claims are reaping strong Top 40 air play.

In the publishing field, Charter's two outlets, Honeysuckle and Peargay, are handled by Augi DiMartino. Among the important copyrights in Honeysuckle Music is "Rhythm of the

ers," "C'est Ci Bon," "Pigalle," "Now Is the Hour," "Wood-chopper's Ball," "I Wish You Love," "Rum and Coca-Cola," "Summer Time in Venice," the theme from "La Strada," as well as such recent items as "The Girl From Ipanema," "Quiet Night," "I Want to Hold Your Hand," "Heartaches," "I'll Never Smile Again," "Gypsy," "Come On-A My House," "Sugar Blues," "Baby Won't You Please Come Home," "Under Paris Skies," "Hawaiian Wedding Song," "I'll Remember April," "All or Nothing at All," "P.S. I Love You."



CORRECT PRICE of Show 'n' Tell, General Electric's phonoviewer, is \$29.95, not \$129.95 as previously reported. Pickwick International holds exclusive production and programming rights to the four-speed phonoviewer with a screen upon which color shots appear.

ANGEL CARMEN TO COST \$19

HOLLYWOOD — Angel has decided on a \$19 price for the forthcoming Maria Callas "Carmen" album. The initial estimation had been \$22. The label reports increased dealer enthusiasm for the project which took two and one half years to plan.

Rain," a No. 1 tune in the nation last year.

Album-wise, Peirce has material in release and in the can by Lena Horne, Gogi Grant and Johnny Beecher. Label's first release packet consisted of six titles, including "Lena Sings Your Requests," and "Lena Like Latin," by Miss Horne; "Sax Fifth Avenue," "On the Scene," Johnny Beecher; "The World of Sights and Sounds," Stanley Wilson and Benny Carter, and "City Girl in the Country," Gogi Grant.

Billboard

Published Weekly by

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

Publisher

Hal B. Cook ... New York Office

Editorial Office

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

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zine of automatic vending; one year, \$7 in
U. S. A. and Canada; Amusement Business,
the weekly magazine of amusement
management; one year, \$10; High Fidelity,
the magazine for music listeners; one year,
\$7; American Artist; one year, \$7;
Modern Photography, \$5, and the
Carnegie Hall Program. Postmaster,
please send Form 3579 to Billboard,
2160 Patterson St.,
Cincinnati, O. 45214.

19

Vol. 76

No. 49

BRAVO ROBERTO!

Robert Goulet's phenomenal success with the single version of Italy's top pop song, 'My Love Forgive Me,' rates an even bigger and better selling showcase—and here it is! [A Christmas Stocking Special on Columbia Records](#) 



CL 2296/CS 9096 Stereo

3 Key Areas Report Weather, Election Results Strong Factors

LOS ANGELES

• Continued from page 1

said Clyde Wallich, president of the five-store Music City chain. "Johnson will pump-prime the market," he added.

"Results of the election have tended to stabilize people's fears," said George Hocutt, president of the four-store Sam's jazz chain. "People feel what economic prosperity we have now will continue; they also seem to feel more secure in their jobs.

Aside from politics, key dealers were optimistic about the holiday selling season because merchandise appeared to "have it in the grooves." "If based on November's momentum," said Wallich, "the holiday season should be tremendous. We anticipate no letdown. There is good merchandise in the field and we anticipate a 10-15 per cent projection above last year. Comparing store for store, business is already up 20 per cent over last year."

"Discounts appear less important this season. The FTC rules and Columbia and Capitol's price moves, may be driving more people in the stores."

Percentages Up

In the hard goods category, Wallich said percentages were well over last season. "We're selling a lot of color theaters," he said. "The average color price is \$1,000, while black and white theater units sell for \$595.

Milton Harris, owner of Phil Harris Records, a key classical dealer on Hollywood Boulevard, said he expected the selling season to be very good. It was already "terrific," he said. "It seems people are in the mood to buy. All our opera packages are moving well and we expect to go 10 per cent over last year's figures." Harris said the Deutsche Grammophon Gesellschaft line, which is new to his store, had been moving well, and he was optimistic about Christmas business over-all.

George Hocutt, head of the major Jazz chain, said sales would be good because the country was riding an economic boom. "From what financial experts say, the levelling off period will not occur until after the second half of next year."

Hocutt said he felt a splurge of early Christmas shopping and had begun to sell holiday albums by Ramsey Lewis, Jimmy Smith and "Jingle Bell Jazz" on Columbia. Sam's would be shooting for a 50 per cent increase over last year's holiday sales, Hocutt said.

A discordant note was sounded by Charlie Simms of the 16-store White Front discount chain. Simms said he felt it would be a late season. There isn't any one major album drawing people into the stores, although there are several steady selling products, he said. Sales are steady nowadays, "but at this moment it doesn't feel like records are as strong as they could be," he noted. "We're still waiting for that one big album but it's not here yet."

NEW YORK—Atco Records has purchased a master "The Girl From New Orleans" by Holly Cleveland. The deal was made by Jerry Wexler, executive vice-president of Atlantic-Atco, and record producer Frank Stabile. The disk came to Wexler's attention as a result of exposure given to the record by New Orleans disk jockey Clarence Hamman of station WNNR.

CHICAGO

• Continued from page 1

last year, with many dealers already reporting excellent early store traffic.

Contributing to the optimism is a general improvement in the area's economy, plus the lack of a major dampening factor such as was the case with the Kennedy assassination last November.

Many dealers are playing it close to the vest, and holiday orders are generally conservative. But the trade is confident that the snowballing effect of gift-giving will rapidly bring business to the post Thanksgiving pitch they anticipate.

Business Split

In the product category, most of the business seems to be split between old standards and evergreens of years back and new albums by such artists as Jack Jones, Doris Day, the Beach Boys, Jerry Vale, Al Martino, Bobby Vinton and John Gary.

Most business is in the album field, with holiday singles accounting for only sporadic sales. Fred Sipiora, of Singer One-Stop, sums up his Christmas single business with two words: "Forget it!"

Jack Solinger, of Music Distributors, feels the lack of singles business (on Christmas material) is due to the limited amount of air-time available for breaking new merchandise.

Such big pop stations as WLS, WIND and WMAQ generally hold off on holiday music until two weeks before Christmas. In most cases, this is barely enough time to get a new disk started.

Holiday 45's Moving

A few dealers with good teenage traffic are, however, starting to move holiday 45's and a good example is Andy Anderson of Record Center.

Anderson hopes to finish well ahead of last year and says the trend is definitely toward a strong December.

He cites early action on such holiday singles as "Hurray for Santa Clause," by Milton DeLuga and the Little Eskimos on Four Coroners; "Oh Bambino" b.-w. "Sing of a Merry Christmas," by the Harry Simone Choral, and "Do You Hear What I Hear" b.-w. "Silver and Gold," by the Do Re Me Children's Chorus, both on Kapp.

Most of Anderson's LP business is by such artists as Bing Crosby, Fred Waring and Mitch Miller—"All the old holiday favorites," he notes.

Another store doing good holiday business is Rose Radio, where Merrill Rose says he'll finish "way ahead of last year."

Beatles Still Good

"The Beatles are still good, and we're already starting to move Christmas merchandise slowly," Rose says. Rose's action is across the board, with no one album leading in sales. Both old standards and new albums are doing well.

Rose traditionally does excellent folk business and this year is leading with such artists as Joan Baez and Burl Ives. Also getting action is an RCA Victor album titled, "The Kennedy Wit."

At the one-stop level, Fred Sipiora, of Singer One-Stop, notes a "lot of anticipation in the air," but says the dealers are buying very carefully and in small quantities.

Sipiora says that most of his

NEW YORK

• Continued from page 1

by playing Bing Crosby's "It's Beginning to Look Like Christmas" on loudspeakers throughout the store, and clerks report a healthy sale of holiday disks.

Also on Times Square, Ben Karol and Phil King, owners of the King Karol record shop, are stocking holiday product in depth. Manager Dave Martin is busy supervising the placement of holiday product in browser bins.

The King Karol operation is unique in that it is a combination retail store, a one-stop and a rack jobber. Karol said that without any increase in the number of its own controlled outlets, business this year was

dealers are asking for guarantees of full return for credit or January dating. "Many of the dealers said so bad last year, they are afraid of being burned," Sipiora says.

New Material Sells

Most of Sipiora's sales are in relatively new material as opposed to older catalog items.

He cites excellent sales on last year's new Christmas albums by Andy Williams and Robert Goulet on Columbia and Nat King Cole on Capitol.

Among Christmas albums released this year, Sipiora cites sales by such artists as Bobby Vinton, Jerry Vale, the Beach Boys, Al Martino, John Gary, Jack Jones and the Frank Sinatra-Fred Waring-Bing Crosby combine.

Of the standards still doing well for Sipiora are Bing Crosby's "Merry Christmas" on Decca; Ernie Ford's "Star Carol" on Capitol; Mitch Miller's "Holiday Sing-A-Long" on Columbia, and Harry Simeone's "Little Drummer Boy" on Kapp.

Dealers Better Off

Sipiora notes too that dealers are in a "healthier condition than in the past few years." He attributes this to "many of the weak sisters being out of business" and the benefits reaped by dealers from "increased competition between distributors, rack jobbers and one-stops."

At Mid-America, one of the city's big rack jobbing operations, Howard Rosen says that everything points to a repetition of last year's business which he says was the "biggest ever."

Leading 1963 holiday LP sales for Rosen were albums by Johnny Mathis and Andy Williams, both on Columbia. Mid-America's big business has been with standards such as Ken Griffin's organ album on Columbia, Crosby's "White Christmas" on Decca and Simeone's "Little Drummer Boy" on Decca.

Business a Bit Off

At Music Distributors, a major distributing company headed by Jack Solinger, business is a little down from last year, but the firm is hoping for a strong Christmas and expects to finish the year about even with 1963.

Solinger says that about 95 per cent of his Christmas business is with catalog merchandise—the remainder with new material. Solinger feels the warm weather is to blame for Christmas business not getting off to an earlier jump.

He notes too that much of the year's business has been slow. Even the top chart items were soft. Solinger feels the pick-up will come after Thanksgiving.

running 30 per cent ahead of last year. "Serving so many dealers, as we do, some with direct telephone lines to our store here, our increase in business can only indicate that they also are experiencing an increase in business," he said.

Karol, King and Martin all reported Christmas sales running ahead of last year and although in their own store they find that sales don't really begin to show a heavy increase until after Thanksgiving, they are able to base their sales activity on orders they are filling for other dealers, with their one-stop operation, and as a rack jobber because of the number of racks they operate in sections of New York State.

At Stern's department store, Christmas sales were already noticeable. Several customers were checking out with copies of the "Singing Nun" album. MGM children's albums, priced at \$1.49, were moving, and customers were heard to comment that they were buying albums for gifts. Over the checkout cashier was a sign reading "Sterns will be pleased to special order any books or records," this is only store among the many checked that showed any interest in ordering items not available in stock.

At the Record Centre, business was good, but holiday merchandise was not yet displayed. A sale in jazz albums and Vox classical albums was in progress and customer interest was good.

At the Record Hunter, manager Jay Flaxman was giving regular clerks an assist at the cash register. He said holiday business was on the upswing and had been for a few weeks, most noticeably on weekends. He expected sales of holiday product itself to move into high gear when the store display was readied after Thanksgiving.

Flaxman explained, "The World's Fair brought a lot of visitors to New York and this helped our sales. As we are also a mail-order store, many of our out-of-town customers came to visit us in person, just to see what we looked like. By spending time with them, we made them feel welcome and valued customers. Our interest in them brought immediate sales on the spot and has brought increased mail-order business as well."

Dave Rothfeld, speaking for

the Korvette chain, said that the holiday rush of business for the record departments had already begun. He said, "this year there is a broader spread of outstanding product available as contrasted with past years where one or two companies had the hot items. With more companies involved with such outstanding product, I expect that they will all get a greater share of sales."

At the Colony Record Shop, the indication was that Broadway customers are last-minute buyers and have always waited until the last week or 10 days before Christmas before starting to buy. The same held true for Tin Pan Alley store. The store was decorated for Christmas and the displays were filled with plenty of merchandise but buyers were scarce at the moment.

Both the Tin Pan Alley and Colony stores reported a good summer, especially August. The World's Fair again was reported as the reason for the influx of people it had brought to the city. When there are people, there will be customers. That appears axiomatic. Unfortunately, but for two days, the fall weather has been milder than usual and shoppers aren't yet in the holiday buying mood as strongly as they would were snow flying and temperatures low.

But with reports from Buffalo, in the other part of the State, telling of 38 inches of snow in a 24-hour period, sales stimulating colder weather and snow can't be far away from New York City. Then store cash registers should really jingle even more often with holiday sales.

Hit Record Outlet

HOLLYWOOD—Hit Record Distributors has been formed to handle Siena, DeVille and Celestial Records. Companies are owned by Art Benson, Benson Corey and Gene Tackett, with offices at 1607 El Centro, Hollywood.

The DeVille line has additionally named two other distributors, Huffine, Seattle, and Independent Music Sales, San Francisco. Erma Cabot is president of the label, with Lin Wilde, vice-president.

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5 HOT ONES FOR THE HOLIDAYS...



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I Just Can't Say Goodbye
b/w Two is the Loneliest Number
His first Capitol single - a hit already!

5305

KING CURTIS
Tanya
b/w Sister Sadie
As big a hit as "Soul Serenade"

5324




NANCY WILSON
Take What I Have b/w And Satisfy
Fast-starting - a major-market smash a la "How Glad I Am"

5319



SONNY JAMES
You're the Only World I Know
b/w Tying the Pieces Together
A C&W smash - now breaking pop charts!

5280



DON HINSON and the RIGAMORTICIANS
Riboflavin-flavored, Non-carbonated, Polyunsaturated Blood b/w Monster Jerk
The monster hit of the year

5314

...PLUS 2 CHRISTMAS HITS TAKING OFF RIGHT NOW!



THE BEACH BOYS
The Man with All the Toys
b/w Blue Christmas
From their smash Christmas LP

5312



AL MARTINO
You're All I Want for Christmas
b/w Silver Bells. A great artist sings two holiday favorites from his great Christmas LP

5311



Make sure your order will handle the Christmas rush!

This One



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New York, Miami, Hartford;
and more coming in fast.

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A Winners Circle Record



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over 600,000 copies in Germany.

Now breaks wide open in
Buffalo, Cleveland, Miami,
New York, and San Francisco.

GO!



A Winners Circle Record



Coming up fast from
Country & Western air play.
Spreading by word of mouth.
Strong operator sales.
Now breaking wide open
in Washington, Pittsburgh, Dallas,
New Orleans, Chicago, Cleveland.

GO!



*Love Potion
Number Nine*

THE SEARCHERS

KJB 27 (45 RPM Single)



**HAWAII
TATTOO**

THE WAIKIKIS

KJB 30 (45 RPM Single)



**ODE TO THE
LITTLE BROWN
SHACK OUT BACK**

*BILLY EDD
WHEELER*

K617 (45 RPM Single)

*Out of this
smash album.*

GO!



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AND 10 MORE



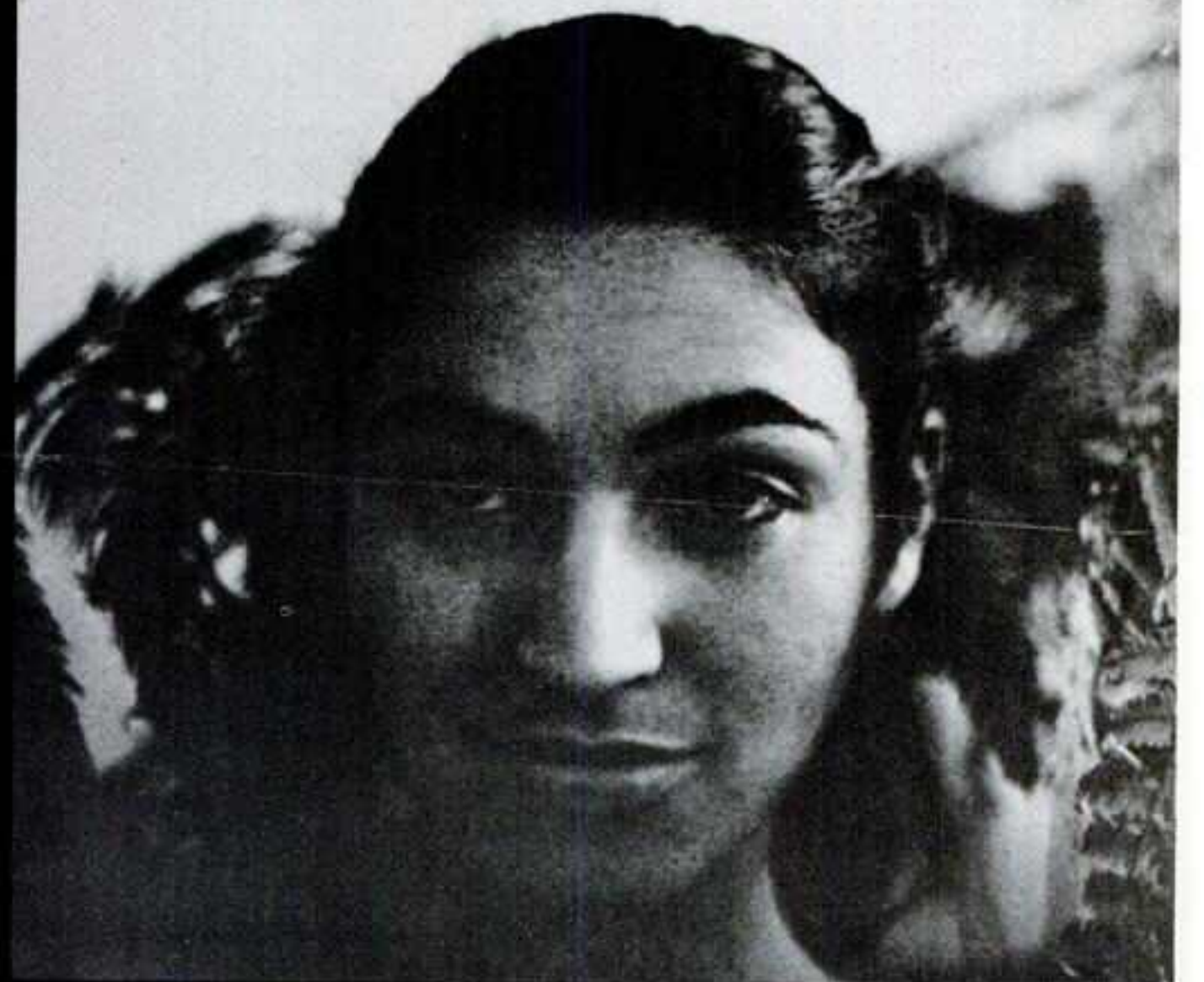
KL 1363; KS 3363

*Now in
a smash album.*

GO!



HAWAII TATTOO



KL 1366; KS 3366

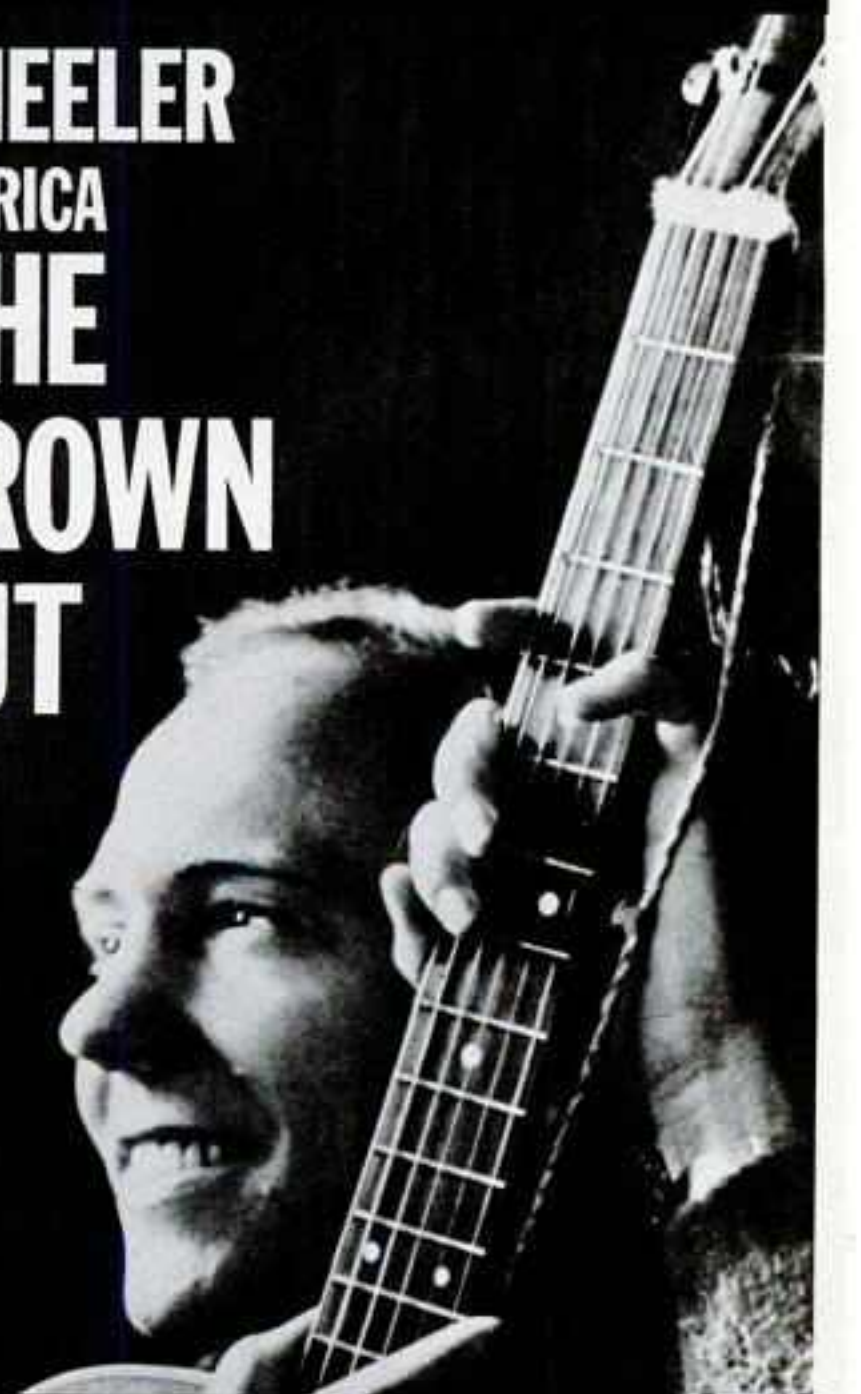
*Now the
smash album.*

GO!

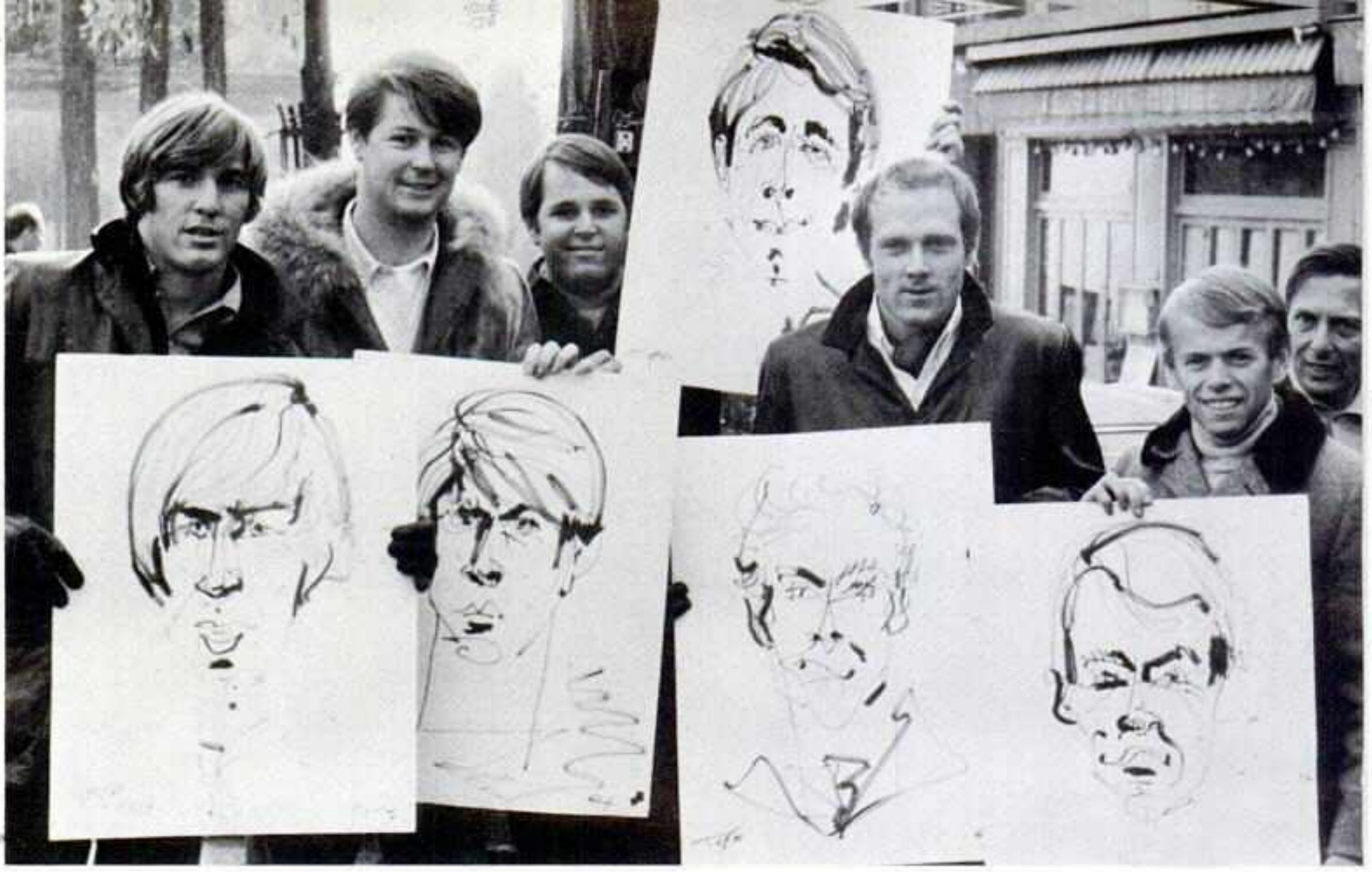


BILLY EDD WHEELER
MEMORIES OF AMERICA
**ODE TO THE
LITTLE BROWN
SHACK OUT
BACK**

KL 1425; KS 3425



This Week's
NEWSMAKERS
Around the World



THE BEACHBOYS, during their Paris appearances for the Musicorama Show at the Olympia Theater, visit Montmartre, where a sidewalk artist drew caricatures for them.



JIM MORAN, publicist-comedian who recently cut "Don't Make Waves" for London Records, and **Walt Maguire**, London Records executive, are properly startled as they get a view of Billboard's photo color separation techniques. The process—which is driving the competition wild, is being demonstrated by **Paul Scicluna**, the publication's lab technician.



DEAN MARTIN, left, receives the Billboard Top Singles Award for his Reprise disk, "Everybody Loves Somebody," from the publication's Coast representative, **Bill Wardlow**.



THE MERSEYBEATS, new group from England on the Fontana label, surround **Mike Gross**, Billboard's associate editor, during their visit to New York for a round of disk jockey and press interviews.



"**THE AMERICAN SOUND OF MUSIC**," an exhibit of musical Americana, went on view last week at New York's Saks Fifth Ave. Attending a special preview at the department store are, left to right, composer **Harold Arlen**; **ASCAP** president **Stanley Adams**, and **Adan Gimbel**, president of Saks Fifth Ave.

CHAD AND JEREMY, the mop-haired British boys, are flanked by **Bourne Co.** executives, **Jerry Brown**, left, and **Jerry Lewin**, right, as they get ready to tape a performance of "Willow Weep for Me," their current hit on World Artists Records. The performance will be seen on "The Entertainers" (CBS-TV) on Dec. 4.



LES SURFS, Madagascan sextet, currently riding high on the international best seller charts, are set up for another recording session by **RCA Victor** artists and repertoire staffer **Joe Rene**. Les Surfs' first Victor single, "Stop!" backed with "Just for the Boy," was released nationally last week. In the background are **Teacho Wilshire**, arranger and conductor at the session, and **Roger Maruani**, who is representing Les Surfs.

THE HULLABALLOOS, English rock 'n' rollers on the Roulette label, rehearse at the antique harpsichord at the estate of their manager, title Britisher named **John Chicester-Constable, Lord Paramount Holderness**, whose title dates back to feudal times.

TOP-RANKING Mexican vocalist and **RCA Victor** recording star **Marco Antonio Muniz** appearing at Caribe Hilton Hotel, San Juan. Left to right: **Tony Contreras**, Billboard correspondent; **Muniz** and **Rafael Hernandez**, Puerto Rican pop composer. Muniz's album of Hernandez's songs is one of the top sellers in his collection of eight albums for the label.





UP
POPS
A
WINNER



**BERNADETTE
CASTRO** SINGS

"GET RID OF HIM"

BY THE HITMAKERS — HOWARD GREENFIELD-HELEN MILLER
(They Wrote It and Produced It)

CP-759



A DIVISION OF
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World Parley Set on Performing Rights

WASHINGTON—American, European and Latin American talent unions will hold an international meet in Brussels in March to talk over policy on worldwide performance rights for artists, the impact of Telstar, monitoring of performer-exchange across national boundaries, and the fostering of job opportunities.

Herman Kenin, president of the American Federation of Musicians, recently acted as chairman in a preparatory committee session to set up the agenda in New York. Attending were Richard F. Walsh, president of the Theatrical Stage Employees and the Inter-American Entertainment Workers Federation, with headquarters

in Mexico City, and Stanley Ballard, its treasurer and also AFM secretary; T. L. Littlewood, chairman of the British Association of Broadcasting Staff, and Irving Brown, ICFTU representative at the United Nations.

Union leaders from U. S. included representatives from Actors' Equity, Television & Radio Artists, Screen Actors and Screen Extras, International Brotherhood of Electrical Workers, Broadcast Engineers, American Guild of Musical Artists, Theatrical Press Agents and Managers, and variety artists. All will work for expansion of activities of the International Secretariat of Entertainment Trade Unions.

Japanese Labels in Drives Campaign to Meet Quotas

TOKYO — Japanese labels are engaged in strong merchandising campaigns in hopes of meeting projected sales quotas.

King Records envisions sales of \$6,388,888 for the latter six-month period for fiscal 1964 (Sept. 21, 1964 to March 20, 1965). And to enhance sales at year's end, the firm is inviting dealers' wives to a three-day trip to spas in Japan.

Toshiba's target in sales for the latter half of fiscal 1964 is \$4,166,666 and the label is striving to materialize the sale of 60 to 70 per cent of this amount by the end of this year. Toshiba uses the Angel logo for EMI records, and is going to hold its 10th anniversary in autumn 1965. Therefore, the firm is now devoting every effort to boost Angel disks to its utmost capacity.

The diskery released a set of "20 Selections of Angel Classics" at the end of October. Purchasers of this set are entitled to receive a free guide

PYE LAUNCHES DOT PRODUCT

LONDON — Pye has issued its first batch of material on the Dot label following its acquisition of the catalog under an agreement to market the product under its own mark.

The first releases include albums by Pat Boone ("Boss Cat"), Jimmy Rogers ("English Country Garden"), Lawrence Welk ("Moon River") and Billy Vaughn ("The Great").

book of 140 pages which can serve in selecting and purchasing a series of most interesting works. This book is designed to expand the purchaser's library up to 100 records by turning popular music lovers between 20 and 25 years old to classic fans.

The book was prepared by Yasushi Akutagawa, noted Japanese composer and contents are divided into 10 chapters captioned "How to Listen to Music," "How to Choose Records," "Operas," "Symphonies," "Vocals" and others with a list

(Continued on page 14)

Christmas Push Has Incentives

Recording companies are launching an all-out sales campaign aiming at the yuletide season. Companies are offering dealers a variety of incentives: free trip to overseas countries or scenic spots in Japan; or seminars for sales promotion research.

Victor has just launched "Invitation to RCA Victor Grand Sale." The project invites 18 dealers which succeed in achieving the highest sales against quotas allocated during August 21, 1964 to February 20, 1965 to a free trip to the U.S.A. Quotas are figured out basing on the average purchases of dealers in the past several months, and range from \$13,900 to \$55,600. A party of 18 qualified dealers leaves Tokyo May 2, 1965 on a 16-day trip to visit RCA Victor plants and principal cities in the States to study retail business. Entrants in this campaign are requested to deposit \$280

(Continued on page 18)

News From the Music Capitals of the World

BRUSSELS

John Foster, the Italian with the American name, has not yet reached the peak of his possibilities. The sale of his "Amore Scusami" is still ascending. . . . Alberto Cortez has returned to his own original style, "Dame Felicidad" has that good Spanish pulsating rhythm we all enjoy. . . . Tony Geys, the famous Flemish singer, made a subtle interpretation of the beautiful ballad, "Limburg Allein." . . . Juan De Aissa, a Spanish singer who lives in Antwerp, recorded a new single entitled "La Sirena"—"Despreciable." This is the fourth disk he made with Show Records. . . . Mina has a fine single highly rated in Italy, entitled, "Amore di Tabacco." . . . The Gordy-Tamla-Motown line, distributed in Belgium by Artone, was quite active during the past months with several hits on singles. This week, due to the successful r&b sound, Artone released some wonderful albums by such artists as Mary Wells, Marvin Gaye, Brenda Holloway, Stevie Wonder. . . . More news from Motown is the rush-release of the Supreme's current No. 1 USA item: "Baby Love." The three girls, still climbing the Belgian charts with their "Where Did Our Love Go," can count now on two strong "supreme" titles. . . . Artone is releasing "The Door Is Still Open to My Heart," Dean Martin's latest smash-single is a 100 per cent successor to his current Belgian hit, "Everybody Loves Somebody." . . . As to Chuck Berry—a new EP entitled "Chuck Berry Time" (with four collectors' songs) and a single, "Let It Rock" b-w "Too Much Monkey Business" were issued on the Chess label, to fulfill the demand of his fans for old Chuck Berry material. . . . The "Robin and the Seven Hoods" flick will start in Belgium within a couple of weeks. . . . On Nov. 10 Adamo received a diamond record for the fantastic sales of his records in Holland during 1964. . . . Famous jazz pianist Dave Brubeck ended his tour in our country. The show Dave did for RTB-TV is ready to go on the air. . . . Thanks to the effort of CBS people here, records of Barbra Streisand are beginning to be popular. . . . CBS Belgium will soon release two more records of Jacky Delmone: The four titles are "Adieu et Bonne Chance," "Quand tu es Dans Mes Bras," "Pourqu'out Ne Viens Tu Pas Chez Moi," "Ne Perds Pas Ton Temps."

. . . Ardmore and Beechwood obtained the world rights for "Les Filles du Bord de Mer," "La Nuit," "Petit Camarade," "Mauvais Garcon," "Le Varbu Sans Barbe" and are co-editors for "Le Grand Jeu," "Elle," "A Vot' Bon Coeur," "Complainte d'm Amour Mort," "Grand pere et Grand Mere." All these titles figure on the new Adamo LP. JAN TORFSS

BUENOS AIRES

[Leo Dan (CBS) presented Dr. Arturo Umberto Illia, President of Argentina, with one of his latest hits here. This talented young singer has recently started shooting his first movie. . . . Travelers: Jorge Sobral (disk jockey), tango singer, left for U. S. and Japan on tour. . . . Susy Leiva (Odeon) on tour through same countries, she will be absent throughout December, and four months following. . . . Gone to Spain and Italy is Juan Ramon, one of the favorite recording talents in Buenos Aires, accompanied by composer Ben Molar, vice-president Fermata International. . . . Next visitors: Enrique Guzman (CBS), Tito Rodriguez (United Artists), the Clevers, Gino Paoli (RCA), Los Hnos Castro (Odeon), Vincentico Valdez (Secco-Fermata), Edoardo Vianello (RCA), Neil Sedaka (RCA), Brian Hyland (Famous-Philips) and Nico Fidenco (RCA). . . . Best selling albums in the last weeks: "A Hard Day's Night" by the Beatles (Odeon); "Richard Anthony, Third Album" (Odeon); "With Love" by Tito Rodriguez (United Artists); "Love Songs" by Eydie Gorme with Los Panchos Trio (CBS); Palito Ortega (RCA) Latest Album; "Youth Idols" (several local artists) (RCA); "Magic Vioces" by the Fronterizos (The Frontiersmen) (Philips) "Lopez in Latin" by Trini Lopez (Reprise-Music Hall). . . . Stereos: "Dimension 3" by Enoch Light & The Light Brigade (Tonodisc); "West Side Story" (Original Sound-track recording) (CBS); "Provocative Percussion" Vol. 1" (Tonodisc) and "Juan D'Arienzo for Export" (RCA).

REUBEN MACHADO

COPENHAGEN

For the first time, Erroll Garner gave a concert in the Tivoli concert hall of Copenhagen. During his Copenhagen stay Erroll Garner was filmed for TV and recorded for radio. . . . Recorded

live by the Danish group is one of Sir Henry and his Butlers, fastest selling records in Denmark this year. It is called "Let's Go" and was composed by bandleader Sir Henry on stage. Within three weeks "Let's Go" became No. 2 in Denmark, and many companies have made offers to Copenhagen to secure a rush-release in countries such as France, Belgium, Holland, Finland, Sweden and Norway. . . . The British group Brian Pool and his Tremelos just closed a week's tour in Denmark. This tour lost almost \$10,000.

Dean Martin and his "Everybody Loves Somebody" is climbing up fast on the Danish charts, and Dino might be one of the big sellers at Yule time. Also going up are the sales of the American folk singer, Pete Seeger, who recently was seen in Danish TV. A heavy plug of Pete Seeger in radio has created great interest in his many Folkways LP-albums.

For some unknown reasons Philips has not released the big U. S. hit, "Dang Me," by Roger Miller here. Now the internationally famed Swedish group, the Spotnicks have recorded it after a big success with "Dang Me" at a Copenhagen concert. The RIC recording of the follow-up, "Dern Ya," by Ruby Wright is released on the Sonet label. . . . The Beach Boys will give a concert in Stockholm next week, and the 18-year old top Danish teen-age disk jockey Jorgen Mylius will fly to Stockholm to make a program with the group. . . . For five weeks EMI in Denmark was unable to deliver the Supremes first hit recording, "Where Did Our Love Go," because of technical problems, today it is out with the group's new song, "Baby Love." QUAN MUSIKBUREAU

DUBLIN

Rolling Stones will appear in Dublin, Belfast and Cork in January. . . . Pye held a reception at London's ATV House to launch the "showband sound" in Britain. . . . Capitol and Pacific Showbands, whose latest singles are "Down Came the Rain" and "Distant Drums" respectively, set for commercial TV's "Thank Your Lucky Star" Dec. 6. . . . Brenda Lee, Wayne Fontana and Johnny Kidd appeared at Dublin's Adelphi to packed houses.

Advance pressings of Miami's "Just for Old Time's Sake," associated with Elvis Presley previously voted a hit on Irish TV's

"Pickin' the Pops." . . . Nashville Teens sang in same edition. . . . Val Doonican's first LP will be in the shops for Christmas. . . . Mighty Avons gave a reception to promote "Tribute to Jim Reeves" on King, which is moving well in Ireland and Britain, following U. S. release. . . . "Showband Show" emcee Paul Russell flew to Glasgow for TV shows. . . . Irish Record Factors, Ltd., issued another EP by the Dubliners.

Their first Transatlantic album is still a best seller. . . . Ella Fitzgerald will sing in Dublin April 21. . . . Greenbeats' "If This World Were Mine" nearing chart, aided by excellent radio and TV exposure. . . . Herman's Hermits postponed their first Irish tour in favor of U. S. promotion trip. . . . They will appear here from Feb. 25 instead. . . . Belfast's Bats recorded Burt Bacharach's "Accepted." . . . Royal Showband revived "I Ran All the Way Home," formerly a No. 1 U. S. hit for Impalas. . . . Rapidly increasing number of new showband disks makes more Radio Eireann pop programs a necessity. KEN STEWART

LONDON

The Rolling Stones—who scored their first British chart topper with "Little Red Rooster" leaped straight into No. 1 on the British hit parade—returned from their U. S. tour with an ailing Brian Jones. He has collapsed in Chicago and doctors have ordered him to slow down. . . . Pye has issued an album for the Christmas market called, "The Hitmakers," and it includes the recent hits of the Searchers, the Kinks, Dionne Warwick, the Honeycombs, Sandie Shaw and Chuck Berry. . . . On its Golden Records label, the Selcol Products group has introduced beat EP's for toddlers. Known as the Nursery Beat Records, they include rocked-up versions of traditional children's songs and retail at 50 cents. . . . London a&r chief Tony D'Amato is accompanying arranger Johnny Keating on his current U. S. trip to promote an album "The Keating Sound."

Dick and Dee Dee were due here last week to promote their new single, "Thou Shalt Not Steal," a religious song from the Acuff-Rose catalog. . . . Philips first release from the Vee Jay catalog following its acquisition from EMI included Little Richard's version of the former Fats Domino

hit, "Blueberry Hill." . . . According to their agent Tito Burns, the Searchers have been invited to headline the Dick Clark show when it begins a 70-day U. S. tour in March. . . . Pye has announced the Gold Disk award for the Kinks first hit, "You Really Got Me." The group is expected to visit the U. S. for 10 days in January prior to its Australian tour. CHRIS HUTCHINS

MANILA

The city was one of the world capitals selected for a premiere showing of historic U. S. government motion picture recalling the dreams and deeds of President John F. Kennedy. Ambassador and Mrs. William McCormack Blair Jr. presided at the Manila premiere of the 90-minute documentary "John F. Kennedy, Years of Lightning, Day of Drums," at the Rizal Theater. Mrs. Diosda Macapagal, cabinet members, senators and congressmen, high-ranking government officials, publishers and editors and other prominent Manilians attended.

"Bluegrass," a folk song festival, was presented Nov. 27 at 7 p.m. at the Ateneo Law School auditorium. The campus concert was sponsored by the Ateneo Student Council for the benefit of Challenge House, a vocation house for young college and high school boys. Folk singing came to the Philippines' notice for the first time last year when singing groups started to mushroom on the campus. Gaining quick adherents, folk singing has also made its impact on the young. "Bluegrass" intends to heighten interest in this type of music.

MUNICH

Brenda Lee arrived in Munich to guest-star at the Peter Weck TV spec to be taped at the Bavaria in Munich-Geiselgasteig. . . . 300,000 records have been sold of the British version "Walk Away" from the German hit, "Warum Nur, Warum" by Udo Juergens. The British version is sung by Matt Monro. . . . GEMA has a new member as lyricist. It's Marlene Dietrich. She writes German songs now, among them, "Und Ich Werde Dich Lieben," "Kleines Baby," "Mutter, Hast du Mir Vergeben." . . . For the first time in months, two U. S. hits top the German top 20: "Memphis" (Continued on page 14)

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NEWS OF THE WORLD

• Continued from page 12

Tennessee," sung by **Bernd Spier** on CBS, and "Pretty Woman" sung by **Roy Orbison** on London. . . . Three new labels will be on the German record scene starting in December: Hansa, Star Club and Kabarett. The Hansa label is made up by publisher-producer team of **Peter Meisel** and **Christian Bruhn**. It will be distributed by Ariola. The label will feature young artists like **Peggy Peters** from Berlin, and the **Blue Sisters** from Switzerland. The Star Club label is produced by the Hamburg Beat Show specialist **Manfred Weissleder**, who owns the Star Club there. The records will feature **Little Richard**, the **Rattles**, the **Searchers**, **Lee Curtis**, **Fats Domino**, **Jerry Lee Lewis** and the **Liverbirds**. Philips will release them. The Kabarett label offers the best of Munich's cabaret stars, such as **Werner Finck**, and **Ursula Herking**, and reissue of old 78's of former Berlin comedy stars like **Otto Reutter**. This label is produced and distributed by Polydor.

Vogue issued a new **Billy Vaughn** recording of a German standard, "Bel Ami" by **Theo Mackeben**. . . . Munich singing star **Heidi Bruhl** recorded the German versions of two U. S. standards, "Hernando's Hideaway" b-w "A Wonderful Guy." The German lyrics were written by **Klaus Guenther Neumann** and **Willy Dehmel**. The record is on Philips. . . . Peer publishers released the German versions of three U. S. hit tunes. **Bruno Terry** sings on Electrola "Here the Old Red River Flows" (Auf der Ranch in Louisiana). The **Lords** sing "Tobacco Road" and **Conny Froboess** sings **Brenda Lee's** hit "Is It True" (Ist Es Wehr) on the label. The Bavarian Radio Network has a one-hour program scheduled featuring music of **Hoagy Carmichael** celebrating his 65th birthday. Among the selections will

be old Hoagy records of the early 30's. The highlight will be, of course, "Star Dust" in different versions, among them the 1937 and 1940 versions by **Tommy Dorsey** (the second one with **Frank Sinatra**), a German version by **Vivo Torriani**, an Italian by **Caterina Valente**, and records by **Artie Shaw**, **Andre Kostelanetz**, **Nat King Cole**, and one by Hoagy. "Star Dust's" German publisher is **Karl Heinz Busse** in Munich.

U. S. singing stars are high in the German charts again. **Roy Orbison's** first hit in Germany is "Pretty Woman" on London. **Connie Francis** has another hit with the German number "Ich Waer Gern Verliebt" on MGM. **Paul Anka** and **Brenda Lee** have hits again in Germany with their German records "Sweet Sweet Rosalie" on RCA and "Ich Will Immer Auf Dich Warten" on Polydor. . . . Brazilian music publisher **Enrique Lebendiger** visited Cologne to meet German music publisher **Dr. Hans Gerig**. Lebendiger's new Brazilian hit numbers will be published by Gerig in the "Green Series." . . . **Werner Strupp** of Robbins Music, London, visited Cologne to meet their representative, the Sidemton publishing firm.

German music producer **Kurt Feltz** and German conductor **Franz Marszalek** got the Polydor Golden Masks for three million sold copies of operetta records. . . . **Connie Francis** visited Berlin to guest star in the TV special "Variety Evening," taped to be broadcast in January. . . . Columbia Records President **Goddard Lieberson** visited Frankfurt to meet **Bernhard Mikulski**, German CBS representative. With stars like **Bernd Spier**, **Marika Kilius** and **Hans Jurgen Baemler**, the German CBS label has top German record talent at hand. For months now no German top 20 was without CBS records.

Phono, the Austrian magazine for records, observed its 10th year. . . . South African pianist star **Dollar Brand** guest-starred at the Tangente in West Berlin. Brand recorded an LP album for Reprise.

JIMMY JUNGERMANN

OSLO

The plans of a commercial radio station, situated on a ship north of Hamburg, Germany, and transmitting in Norwegian, is the talk of the town among Norwegian diskeries. The airings has not yet begun. . . . Swedish singing quartet, the **Hootenanny Singers**, seem to be this year's Scandinavian sensation. Their records are now being exported to a series of countries. They will tour Norway this month. . . . Iversen & Frogg has recorded new platters with **Teddy Nelson & Apaches**, twins **Randi & Toril** and **Inger Jacobsen** (Norway)—**Thore Skogman** (Sweden) dueting. . . . **Roy Orbison's** London record "Oh Pretty Woman" is still leading the top 10 here, and this week A-S Nera issued a Roy Orbison record on RCA Victor called "Almost 18" b-w "Jolly." . . . Nera will also issue **Grynet Molvig's** first LP, consisting of something old and something new. . . . Norsk Phonogram has issued a **Tre Tainer's** LP, also consisting of something old and something new, on the Philips label. Cover picture is made in co-operation with Coca-Cola of Norway.

Mikkel Aas, previously a pop artist with several chart successes some years ago, will be an indie producer for Arne Bendiksen A-S. . . . **Per Gunnar**, head of indie Manu, has been to Copenhagen to see to Danish issuing of his records. . . . **Rolv Wesenlund**, a&r man with Arne Bendiksen, said: "If the commercial radio station Star Radio starts programming in Norwegian, we won't stay out of it." . . . Bendiksen's singing debutant **Kirsti Sparboe**, will be recording in Sweden for **Stig Anderson** of Pola label, the same man who launched so successfully the **Hootenanny Singers**.

ESPEN ERIKSEN

SAN JUAN

Recording stars are the big-audience attraction here and recent visitors have been **Marco Antonio Muniz** and **Miguel Aceves Mejias**, Mexican singers and top RCA Victor stars. . . . **Mirla Castellanos** and **Felipe Pirela**, Venezuelan vocalists and big-selling stars of Velvet Records. . . . **Chucu Avellanet**, of Rico Vox Records, has albums and singles that are among the top sellers here and among Puerto Ricans in New York, Philadelphia, Chicago and Los Angeles. . . . Among the scheduled presentations for the Caribe Hilton Hotel, is the perennial favorite, Cuban vocalist **Olga Guillot** (Musart label).

Big fire destroyed the million-dollar store of Bargaintown in nearby Bayamon. Bargaintown also operates stores in Rio Piedras and Ponce and are among the top retailers of records here. . . . **Eugenio Garazegui**, new general manager of Master Record Syndicate, just arrived in San Juan to re-activate operations in their pressing plant in nearby Rio Piedras. New equipment and modern presses will make this factory, according to Garazegui, one of the most modern and best equipped in the Caribbean. Master Record is an affiliate of the **Don Gabor** recording companies based in New York and Webster, Mass., and Continental Records, budget line. They feature budget labels **Sono Rico** and **Palace**. . . . **Fernando (Fred) Montilla** plans to open a modern pressing plant in Puerto Rico where he will produce records for local sales and also custom pressing for State-side labels. Montilla, at present, sells his Latin budget label **Ariel**.

Pat Boone (Dot) arrived here from Mexico via Miami to appear at the opening of his new film "Goodbye Charlie." . . . **Leonard C. Ferri**, regional manager for Latin America of RCA International, visting Puerto Rico. . . . **Roberto Yanes**, Argentinian singer (CBS Columbia) will be at the Salon Carnoval of the Puerto Rico Sheraton for two weeks.

ANTONIO CONTRERAS

TOKYO

New World Records inked a contract with Chant de Monde of Paris and is releasing its initial disk "Richter in Paris" (Schubert's works), which he etched in Paris in 1961. . . . The label also consummated a deal with a Communist Chinese recording company and is preparing to introduce the latest Chinese records to the Japanese market. . . . Nippon Columbia announced the release of **Richard Burton's** "Hamlet" (original cast album of the Broadway production) to be made Dec. 10.

Victor Records completed a sample of small-sized stereo juke box Model JB-5000 which can probably be sold for about \$833. Because of its moderate price, it may find users among coffee shops or restaurants. As soon as a production line is set up, it will be put in manufacture.

Marty Robbins arrived recently to tour Japan and Okinawa. He sung on a concert stage in Kyoto and Tokyo. . . . **Matt Monro** has arrived on a 10-day tour. After performances at U. S. Military bases in the vicinity of Tokyo, he appeared in radio and TV shows, and then at the Copacabana. . . . **Andor Foldes**, Hungarian pianist arrived recently and gave his first concert in Tokyo. This is his second visit to Japan.

The **Astronauts**, who gained immense popularity by "Hot Rod Party" here, are expected Jan. 2 to stage five performances in Tokyo, and one each in Osaka, Nagoya and Yokohama before their departure Jan. 15. . . . **Pat Boone** is coming here (for the second time in the middle of January). Victor is issuing one new album Dec. 5 in conjunction with his arrival. . . . The concert schedule of **Mustislaw Rostrovitch**, Soviet's cellist was set. The first recital will be given

Feb. 2, followed by another concert in which he plays **Shostakovich** and **Khachaturian's** cello concert with Tokyo Philharmonic Orchestra Feb. 19 in Tokyo in addition to one recital each in Sapporo, Yokohama and Nagoya.

J. FUKUNISHI

BOSTON

Latest to hit a new high here is **Ray Charles**, who came in for a one-night stand at the 3,300-seater Back Bay Theater to gross a record \$15,500. Close to the Charles mark were **Peter, Paul and Mary** at the same theater when they came in a couple of days later to gross \$15,000 for another one-night show.

Labels have been switching around lately here. **John Penney**, until recently in Boston with several European labels, has opened a new office in Newton under the name of Merrec, and is now handling Mercury, Philips, Smash, Fontana, Limelight and Cumberland. . . . Artists may begin to get wary of Boston. After **Buddy Greco** had jewels and money stolen from his hotel room, now comes **Abbe Lane** to lose \$10,000 in furs and gems to thieves at her motel while appearing at the Framingham Monticello. . . . **Asher Shuffer**, RCA's head man here, says business is at the highest peak since 1957 and it looks as though it will exceed 1957. "Fiddler on the Roof" with **Zero Mostel**, and **Allan Sherman** in "Peter and the Commissar" with Boston's **Arthur Fiedler** are both taking off and promise to be a couple of big Christmas stalwarts.

Don Dumont of Dumont Distributors back at the helm after a surgical bout in the hospital. . . . **Jimmy Durante** set for Blinstrub's Village. He will mark 50 years in show business and local bigwigs are throwing a \$100-a-plate shindig to aid Jimmy's charities. . . . Columbia Records finding the new location at Third Avenue in suburban Waltham much more convenient for customer parking than its former in-town location.

CAMERON DEWAR

CHICAGO

Jack Wager takes over as Liberty branch manager here, replacing **Fred Cassman**. Wager has been with Liberty three years, in the record business for 10. . . . **Fred Sipiara** checks into Presbyterian-St. Luke's Dec. 2 for a year-end physical. . . . **Sy Gold** joins **Howard Bedno** on All-State Distributing Company's promo staff. Sy has been handling sales for All-State some six years. He'll handle albums, leaving the singles to Howard. Sy's wife, incidentally, just got out of the hospital following an attack of bursitis.

Bill Traut has been nominated to a national NARAS post by the Chicago chapter. Traut cuts background music for Seeburg. . . . **Sig Sakowicz** has enlarged his headquarters. "The Round One" now has three rooms and a sound studio whence he broadcasts his WTAQ interview show (now in its fifth year). Sig is also getting some national billing, thanks to comedian **Jackie Vernon**, who continues to use Sig's name in his night club and TV routines (last on **Ed Sullivan's** show). . . . **Dick Boyell**, a Windy City product, is putting out "Morning in Athens" on the Nuance label. Promotion is by **Terry Teece**, a lovely touch of Athens herself. . . . **Sammy Sandler**, a 14-year veteran of Gibby's, moves into the Sheraton-Chicago's Golliwog Room Dec. 1.

NICK BIRO

HOLLYWOOD

Mrs. Percy Faith has returned home from the hospital after suffering a heart attack several weeks ago. Her sudden illness caused the cancellation of a recording session to cut an album of Latin tunes. The LP was completed at a subsequent date with **Ed Kleban** a&r. . . . **Mrs. Gwen Jones**, Columbia's office manager, takes her maternity leave soon, with **Judy Lovejoy** handling her assignments besides being **Irv Townsend's** pretty greeter.

Three projects which have kept RCA's **Al Schmitt** busy are **Montenegro's** new LP, "Candy's Theme and Other Sweets," **Si Zentner's**

Campaign to Meet Quotas

• Continued from page 12

of 100 recommendable record titles and numbers printed. It costs only 40 cents and is extensively advertised in national magazines and newspapers for direct sales to subscribers.

In the category of populars, the Beatles are still sitting on top of the ladder, causing the quantities of production increased by 50 per cent.

Teichiku, which is Decca's affiliate, sold up to \$4,111,111 during the year ending Aug. 20, and the percentage of returns was reduced to 19.6 per cent which substantiates a good business trend. The label has no special sales promotion set up for the yule season, but is doing its utmost to hike on-the-spot sales by maintaining adequate stock for prompt delivery.

Carmen Cavallaro's "Poetry in Japan," "Poetry in the World" and "Poetry in Italy" are chalking up unprecedented sales. On the heels of the above platters, his fourth etching "Poetry in My Heart" is being prepared for an immediate release. **Brenda Lee's** "I Let My Heart in San Francisco" and several other renditions are also indicating good and steady sales. Teichiku's Union label comprising **Fonit**, **Blue Bell**, **Miazzi**, **Ronex** and others is at the same offering immeasurable help in stepping up the company's business.

Reinforced with **Herbert Karajan** and **Karl Bohm**, Gramophone entered into a campaign which commenced Nov. 1 and ends on March 31, 1965. Featured during the campaign are three new LP's: **Karajan-Berlin Philharmonic** "The New World Symphony" "Symphony Patheitique," by **Tchaikovsky**, and **Bohm - Berlin Philharmonic** "Symphony No. 7," by **Schubert**. The purchaser who returns a coupon attached to these records is given a record cleaner manufactured by **Deutsche Grammophon**.

Besides the above-mentioned packages, "Continental Tango in Japan" which embodied Japanese popular songs arranged in tango rhythm is enjoying marvelous sales. Gramophone which has recently consummated a deal with **MGM Records** is issuing the soundtrack of the MGM picture "Circus World" and **Johnny Tillotson's** "I Rise, I Fall" on January 5 as special release.

British LP, "My Cup of Tea," and **Sam Cooke's** single, "Shake."

Valiant Records, in building its artists roster has added the **Enemy's**, the **Four Sounds** and **Gil Shelton**, according to **Billy Sherman**. Label's roster also includes **Shelby Flint**, **George Freeman**, **Barry** and the **Tamerlains**, the **Holly Hill Singers**, the **Address Brothers** and **Art and Loretta Sherman** says the Four Star subsidiary wants talent in all fields.

"Journey to Bethany," the six-hour religious package, cost \$1 million to produce, says **Walt Boeckley**, executive producer for Lor Productions. The published figure had been typographically scrambled to read \$50,000. . . . **Sleepy Stein**, former general manager of **KNOB** all-jazz FM station, is looking around for new properties. He had been fired by **Ray Torian** in a power-struggle battle. Stein had been with the station eight years and owns 25 per cent of its stock.

Prestige Records' new two-LP bonus pack, offering mono and stereo products for \$4.98, will become a regular feature, reports (Continued on page 18)

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HITS OF THE WORLD

ARGENTINA

*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Argentina. Includes songs like 'Collar de Caracolas' and 'A Hard Day's Night'.

AUSTRALIA

*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Australia. Includes songs like 'Leader of the Pack' and 'She's Not There'.

BRITAIN

(Courtesy New Musical Express, London)

Table with columns 'This Week' and 'Last Week' for Britain. Includes songs like 'Little Red Rooster' and 'Baby Love'.

Table with columns 'This Week' and 'Last Week' for various regions. Includes songs like 'Oh, Pretty Woman' and 'Sha La La'.

CHILE

Table with columns 'This Week' and 'Last Week' for Chile. Includes songs like 'Esto' and 'Leila'.

DENMARK

Table with columns 'This Week' and 'Last Week' for Denmark. Includes songs like 'I Should Have Known Better' and 'Let's Go'.

EIRE

Table with columns 'This Week' and 'Last Week' for Eire. Includes songs like 'Candy Store' and 'Walk Away'.

FLEMISH BELGIUM

Table with columns 'This Week' and 'Last Week' for Flemish Belgium. Includes songs like 'Oh Pretty Woman' and 'Ma Vie'.

HONG KONG

Table with columns 'This Week' and 'Last Week' for Hong Kong. Includes songs like 'Oh Pretty Woman' and 'Lou Better Move On'.

JAPAN

Table with columns 'This Week' and 'Last Week' for Japan. Includes songs like 'Ozashiki Kouta' and 'Koi o Surunara'.

Table with columns 'This Week' and 'Last Week' for Jidosha Show Ka. Includes songs like 'Kobayashi Akira' and 'Non Ho L'eta'.

MALAYSIA

Table with columns 'This Week' and 'Last Week' for Malaysia. Includes songs like 'I Should Have Known Better' and 'Ringo for President'.

MEXICO

Table with columns 'This Week' and 'Last Week' for Mexico. Includes songs like 'Como Te Extrano' and 'Pollera Colora'.

NORWAY

Table with columns 'This Week' and 'Last Week' for Norway. Includes songs like 'Oh Pretty Woman' and 'I Guess I'm Crazy'.

PHILIPPINES

Table with columns 'This Week' and 'Last Week' for Philippines. Includes songs like 'I'll Dream of You' and 'The Good Life'.

RIO DE JANEIRO

(Courtesy O Globo Nos Discos Populares)

Table with columns 'This Week' and 'Last Week' for Rio de Janeiro. Includes songs like 'Deixa Isso Pra La' and 'Diz Que Fui Por Ai'.

SINGAPORE

Table with columns 'This Week' and 'Last Week' for Singapore. Includes songs like 'Move It Baby' and 'Shanty'.

SWITZERLAND

Table with columns 'This Week' and 'Last Week' for Switzerland. Includes songs like 'J'y Pense Et Puis J'Oublie' and 'In Ginocchio Da Te'.

WEST GERMANY

Table with columns 'This Week' and 'Last Week' for West Germany. Includes songs like 'Memphis Tennessee' and 'Pretty Woman'.

HOT 100

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

Record Industry Association of America seal of certification as million selling single.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number, Weeks on Chart. Includes songs like 'Ringo', 'Mr. Lonely', 'Leader of the Pack'.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number, Weeks on Chart. Includes songs like 'Oh No, Not My Baby', 'Oh, Pretty Woman', 'The Door is Still Open to My Heart'.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number, Weeks on Chart. Includes songs like 'Almost There', 'The Price', 'The 81'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs starting with A-Z, including 'Ain't It the Truth', 'Ain't That Loving You Baby', 'Almost There'.

Table listing songs starting with A-Z, including 'How Sweet It Is', 'I Don't Want to Walk Without You', 'I Feel Fine'.

Table listing songs starting with A-Z, including 'Right or Wrong', 'Rings', 'Rome Will Never Leave You'.

Table listing songs starting with A-Z, including '101. Watch Out, Sally!', '102. Once a Day', '103. Pearly Shells'.

2 that **#** **1**
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Kai Winding

His Hit Single!

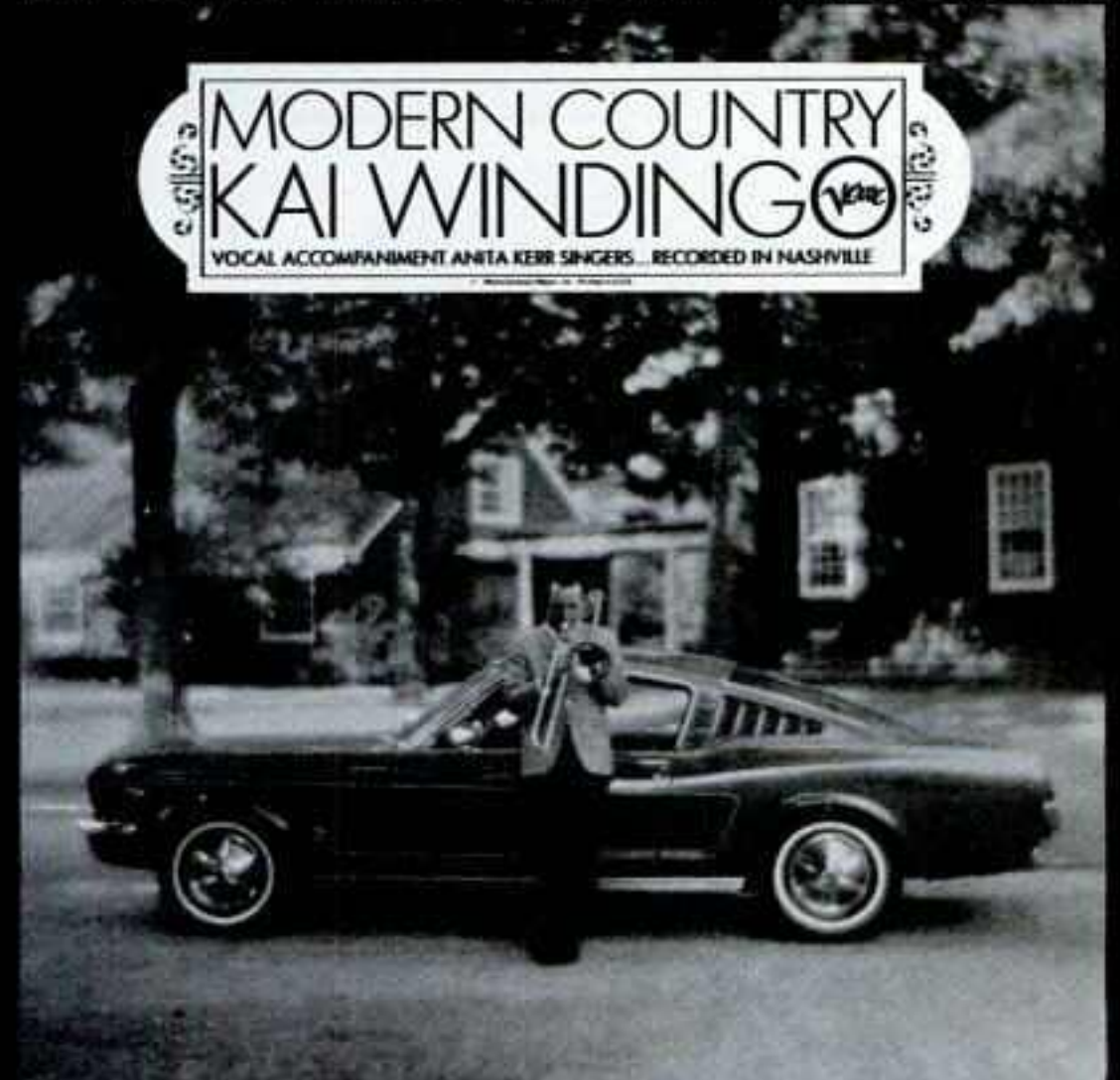
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World Artists 1034

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Reprise 0315

THE WELLINGTONS'

LET'S FALL IN LOVE

Capitol 5315

Betty Everett & Jerry Butler's

SMILE

Vee Jay 633

BOURNE CO.

136 W. 52nd St.
N.Y.C.

Columbia in Global Artist Push

• Continued from page 1

The figure of \$25,000 income is conservative and applies only to monies accruing from Columbia's foreign subsidiaries. The gross from the affiliates throughout the world is likely to add another \$25,000,000 to the total overseas sales for 1964, Schein stated.

Most of the recorded product which produced this income, Schein stated, was recorded in the United States. He notes, however, that a major facet of the Columbia overseas policy is the development of foreign artists, and the musical culture of their respective countries. Each Columbia subsidiary, Schein added, must in a sense be a reproduction of Columbia-U.S.A.; each subsidiary must assume the responsibility of cultivating the indigenous music; it must take upon itself the obligation of recording such packages even if the chances of recouping the investment are small. In brief, each subsidiary must reflect the policies President Goddard Lieberman has developed for the parent Columbia operation.

Columbia's overseas projects of a cultural nature are many—and include such diverse examples as a German original cast four-record set of "Who's Afraid of Virginia Woolf?"; multi-lingual versions of "My Fair Lady" such as those in Italian and Hebrew by the original foreign casts, etc.

Schein revealed that Columbia is now shipping overseas approximately 150 tapes and 150 metal parts per week—believed to be a greater amount than any other company. The product which is pressed abroad, Schein pointed out, undergoes tests for quality, appearance and presentation by Columbia's manufacturing specialists in the U. S. With regard to distribution abroad of product from other American companies, Schein stated: "We are looking to distribute material which will complement the Columbia product. We will not take on product merely to keep it from someone else."

Implementing the policy of overseas expansion and control so as to give artists a world market and a world image, the following was revealed:

1. Columbia, in two years, expects to be in almost every market of consequence in Europe. It is Columbia's desire to have their own company in every major market of the world within five years, Schein said.
2. Columbia will next establish its own firms in India and Colombia. The latter will further

strengthen the firm's position in Latin America, where it has subsidiaries in Mexico, Brazil and Argentina.

3. In the planning stage are the creation of six more subsidiaries in various markets.

4. Columbia is presently exploring ways and means of encouraging additional overseas bookings for its artists. The reason for this, Schein explained, lies in the fact that a positive relationship exists between record sales and personal appearances. Schein believes this type of promotion should be done even if it is expensive. As an example Schein quoted the case of the New Christy Minstrels who will go overseas in January for an extensive tour. The act will lose money on the deal, because they could make more playing dates in the U. S. But Schein believes the loss is worthwhile. The tour will build the group's international image.

The need to increase artists' booking also ties in with the logic of creating more overseas subsidiaries, Schein noted.

Speaking of the company's obligation to its artists, Schein stated, "We have a duty to the artist—to get him or her exposed all over the world... our big concern is that American repertory shall be released all over."

The need to cultivate the local talent in each of the different nations cannot be overlooked, however, and in some instances there occurs a marriage of local and American talent and resources which is extremely gratifying. An example of this is a project Columbia is now conducting in France, where the cream of French songwriters are submitting material for a Barbra Streisand package.

Columbia sales overseas by American artists who have recorded in foreign languages have often been very large. Eydie Gorme's Spanish recording of "Blame It on the Bossa Nova" sold 250,000 in Spain and Latin America and 100,000 in Italy. Other big ones have been cut by Steve Lawrence, Johnny Cash, Frankie Laine, Dion, and Andy Williams, among others.

In 1965, Schein said, "we will do more recording in foreign languages—for sales in both foreign and American markets... and to give our artists the best possible exposure we will extend our recording and publishing operations, effecting a coupling of these segments of the music business... We will build strong sales organizations, strong local artists, which in turn will permit the faster movement of American catalog."

Christmas Push Has Incentives

• Continued from page 12

which is refunded when the campaign comes to an end. The firm affords every help in advertising, publicity and promotion during the designated period only to those entrants and none to others.

The Second International Record Department is in charge of Philips label. This department not only releases records pressed from imported mothers, but also make recordings of good sellers in Japanese versions. The current plan of the department is to market disks cut by artists who are arriving by year's-end and in the new year to commemorate their visits to the country of the Rising Sun. Artists are Los Paragayos, Malandro Tango Orchestra, the Platters, Art Blakey and others.

Columbia decided to hold a special campaign named "Columbia Best 31 Selections Sale," which consists of 31 stereo disks, from Nov. 16 to Jan. 15 with prizes offered to customers: A) 100 record cabinets, B) 3,000 12-inch stereo LP's, C) 6,900 7-inch single stereo records. Specified in the list of records for sale are 10 classics, 11 populars and 10 Japanese records.

Columbia's specialties for this season seem to be musicals.

Aside from numerous Christmas records, the Bernstein-New York Philharmonic's "The New World Symphony," "Pastoral Symphony," "Eroica Symphony" and particularly the new "Ninth Symphony" marketed Nov. 20 together with a great many orchestral recordings by the late maestro Bruno Walter are the top steady sellers. In the category of populars, Yves Montand's album "Le Paris" is worthy of special mentioning.

THE ORIGINAL
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Little Drummer Boy
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NEWS OF THE WORLD

• Continued from page 14

Bob Kirstein, Western sales manager. Five LP's bow the program. Each album carries the message, "two albums for the price of one" on the front cover... Moonglow Records has begun recording at its own studio, 6359 Selma Avenue.

Al Jarvis and wife Marilyn have reactivated "The Make Believe Ballroom," which is seen Saturdays on KCOP-TV from 9-10 p.m. The program features dance contests to all kinds of music.

ELIOT TIEGEL

TORONTO

Epic a&r producer Manny Kellum, up from New York recently at the invitation of Columbia of Canada's national advertising and sales promotion manager, Bob Martin, toured Toronto clubs and coffee houses and showed great interest in a couple of Canadian singers... Canadian musician-composer Johnny Cowell ("Our Winter Love," "Walk Hand in Hand") has both sides of his current single going for him. "Winds of Chance," on which he plays trumpet, is making radio station charts in both the U. S. and Canada, and the flip side, "Eternal Flame," on which he plays piano, is also getting good play. Both are his own compositions. The single was recorded in Toronto with local musicians, by an American company, and is on the Sims label in the U. S. and on Sparton here.

The Oscar Peterson Trio seldom sees its home base of Toronto these days. Following its current tour of Eastern U. S. Colleges for Ford, the Trio will do a one-week tour of New York State spots with Ella Fitzgerald in January, then do another Ford tour in February, visiting West Coast colleges... The CBS Radio network will observe the 20th anniversary of Glenn Miller's death with a special show on Dec. 15, featuring excerpts from 30 of his famous hits. The program will also include recollections of Miller by such names as Frank Sinatra and Ray Eberle... Columbia Records of Canada is distributing Musicor records here on the Columbia label, under the agreement between Musicor and CBS for international distribution. The first release was Gene Pitney's single, "I'm Gonna Be Strong," which has already made the charts in many Canadian cities.

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Pala Sze Chłopa Polka
SIDE TWO
Pala Mary (Mary's something Polka)
Dziś Jest Dzień (Dear Father Polka)
I Heartly Am (New England Polka)
Pala Sze Chłopa (New England Polka)
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9029

McFarland Is Moving Into The Field of Diversification

NEW YORK — New vistas are opening up for Gary McFarland. Heretofore pigeonholed in the jazz groove, McFarland is now spreading his wings into such diverse areas as commercial jingles, pop songwriting, theater, film and ballet scores, and even independent disk production.

It's an expansion of activity that has been some time in the planning but is only beginning to take definite shape now because of two factors: (1) The successful reception to his ballet, "Reflections in the Park" and (2) the confidence of his newly acquired personal directions. According to McFarland, both have told him he has the capacity to work in different musical areas and to express himself more fully. "The jazz business is confining," he said, "and since I've found out that other areas of music are as interesting there is no reason why I should shut myself off from them."

McFarland figures that his

ballet, "Reflections in the Park," really opened the door to other theatrical ventures for him. The success of the ballet won him a contract with the Ashley-Famous Agency and he's now working on a theatrical project for them with Donald McKayle, who received critical praise earlier this season for his choreography of the Broadway musical, "Golden Boy."

In the pop songwriting area, McFarland is turning out songs with lyricists Gene Lees and Mayo Guryan. He's signed with MJQ Music as a writer up until July of next year and after that he'll be free to negotiate with any music firm interested.

On the recording front, McFarland is preparing to set up his own independent produc-

tion firm and is also preparing for the upcoming release on Verve of his album entitled "Soft Samba." The LP is a departure for him in that it includes 12 songs that run from between two-and-a-half to three minutes each. His jazz-oriented albums in the past contained about six songs that ran about five minutes each. The shorter running time of the songs in the "Soft Samba" album will, McFarland hopes, open up more pop radio programming opportunities for his recordings.

The repertoire of the "Soft Samba" album runs the gamut from songs originated by the Beatles to "La Vie En Rose," which is as good an example as any as to how far McFarland's musical message is expanding.

'Bajour' Misses, But Marks Makes Mark

NEW YORK — "Bajour," a Gypsy word meaning swindle, doesn't come off. It is especially regrettable because this musical which opened at the Shubert Theater here Nov. 23 has a number of entertaining ingredients that could have been developed into a sort of Romany version of "Guys and Dolls." As it stands, though, it is just a mildly diverting entry that offers occasional pleasures, but not too many or too often.

The show does serve, however, as a kicking-off point for what appears to be a budding career as a Broadway composer for Walter Marks. His words and music, for the most part, are fresh and melodic, which should make Columbia's original cast album of the show a delight for the show score buffs. Marks has a flair for words and often gets carried away with some rhyming forms but it's evident that a talent is

at work and one that is sure to blossom more fully with more discipline.

His "Love Line," "Love Is a Chance" and "Must It Be Love" could make it in the pop field and develop into standard show song material, and some of his special material songs like "Where Is the Tribe for Me," "Words, Words, Words" and "I Can" have verve and spark.

Biggest drawback to "Bajour" is the book. Adapted by Ernest Kinoy from Joseph Mitchell's New Yorker magazine series, the story really never gets going. The story concerns a Gypsy plot to make a "bajour" on an innocent widow who also happens to be the mother of an egghead daughter studying the habits of this very same tribe. It has some colorful touches but the over-all picture comes out bland. There is also a romantic sub-plot between the girl and a detective but it only serves to slow things up and

New York PRESS BOX SCORE

"BAJOUR"

"Bajour," a musical by Ernest Kinoy; book based on stories by Joseph Mitchell, with a score by Walter Marks, opened at the Shubert Theater Nov. 23 to notices that ranged from fair to so-so. Columbia has the original cast album rights, and E. H. Morris (ASCAP) is publishing the score.

Following is a breakdown of the New York press' critical appraisal:

TIMES: SHOW—"... you may find a good deal of innocent amusement."
SCORE—"Mr. Marks, whose first Broadway show this is, gives signs of being a comer."

HERALD TRIBUNE: SHOW—"... the material has an initial spice about it that is like a new cocktail sauce you've just come across. Trouble is, it can't be applied to every course without losing a lot of its tang."
SCORE—"Lyricist-composer Walter Marks is a bright beginner."

NEWS: SHOW—"Bajour" will do for a while."
SCORE—"The music and lyrics... serve best when they are noisiest."

POST: SHOW—"... the pleasures of 'Bajour' are regrettably limited."
SCORE—"The score... is pleasant."

JOURNAL-AMERICAN: SHOW—"... well worth a visit; it has speed and style."
SCORE—"... a couple of good pop tunes in 'Music It Be Love' and 'Love Is a Chance'... a noble first effort."

WORLD-TELEGRAM: SHOW—"... you can chart the ups and downs of the musical... according to who's on stage, gypsies or palefaces. Scene after scene the gypsies steal the show."

SCORE—"As a lyricist Marks leans heavily on doggerel and a kind of self-conscious cuteness... yet he can snap out choice lyrics."

detracts from fast-paced gypsy sequences.

The cast is lively and energetic and makes the best of the material at hand. Chita Rivera, as a flashing gypsy with a heart full of love and larceny, and Herschel Bernardi, as the king of the gypsy tribe, come across as lively song-and-dance performers. Nancy Dussault brings a lot of charm to the role of the intellectual who falls for both the genial gypsy way of life and the detective. Robert Burr is serviceable as the detective. Mae Questal, as the widow who is the mark for the "bajour," and Herbert Edelman, as the leader of a rival gypsy tribe, get their laughs handily.

Peter Gennaro's choreography has his familiar dash but doesn't rise to any heights. The entire production never reaches any

Jazz at Swarthmore

PHILADELPHIA — With suburban Villanova University already identified with a highly successful jazz festival, another suburban school moves into the same area. Swarthmore College in Swarthmore, Pa., sets up its Clothier Hall on campus for a jazz festival Dec. 4 and 5.

The Mose Allison Trio will open the festival Dec. 4 with the Modern Jazz Quartet featured the second day. Also scheduled on Dec. 5 at 2 p.m. is a lecture on "Jazz Today," by Gunther Schuller.

heights, either, making it a musical with a good idea that remains unfulfilled.

MIKE GROSS

PEOPLE AND PLACES

By MIKE GROSS

Columbia Records' Italian tenor Giuseppe di Stefano currently on a tour of Mexico, Canada and the U. S. He's also set to appear on TV's "Bell Telephone Hour" in January... Filmways Television, producer of the ABC-TV's "The Addams Family," set a deal with RCA Victor for the single release of Vic Mizzy's theme music for the show... David London, who has appeared on Broadway in "Most Happy Fella," "Fiorello," "Milk and Honey" and most recently in "110 in the Shade," opens at the Ben Svir in Greenwich Village Dec. 8... Warner Bros. artist Freddie Cannon taped the ABC-TV "Shindig" show last week and will appear on Dick Clark's "American Bandstand" Dec. 5... The Animals, MGM's British group, will make their second appearance on Ed Sullivan's CBS-TV show Jan 24.

The Impressions, ABC-Paramount's rock 'n' roll group, will make their first European tour in the spring... Jerry Butler, Vee Jay artist, being set by his personal manager Irv Nathan for a tour of Europe in early 1965... Jan Peerce will make his debut at the Festival of Vienna 1965 in "Luci di Lammermoor." Peerce has sung before in recitals in Austria but never in opera... Sammy Vargas, now with New Deal Records (distributors), promoting the new Mainstream LP "With a Taste of Honey," by Morgana King. Vargas was formerly with Beta Distributors... Rich Little, Canada's Capitol recording artist, is starting to make the college concert scene... The Zombies, British group scoring here with "She's Not There," are being booked for a U. S. tour by Universal Attractions. This marks the first English act to be handled here by Universal Attractions... Eddie Hazell, Columbia Records' singer-guitarist, goes into the Town, Toronto, Dec. 8 for two weeks... Marna Musicant up from Philadelphia to work with Lew Fudderman-Peter Paul firm Concerts, Inc., on a three-day week schedule... Tony Orlando joins the Dave Clark Five tour Dec. 21 and 22 in New Jersey and Buffalo.

Win Sharples is doing the music for the new Paramount Pictures animated TV series, "Squeegee," which was created and written by Joe Cal Cagno. Joe is now in the record business as a publisher and former manager of Ray Conniff... Milton Karle handling record promotion in the East for Rosemary Clooney's new Reprise single "Spoonful of Sugar" backed with "Stay Awake" from the "Mary Poppins" film... Comedian George Kirby guests on Jimmy Dean's ABC-TV show Dec. 15.



SIR HENRY AND HIS BUTLERS, Denmark's top rock 'n' roll group, were signed to the Decca label last week. First U. S. release is their Danish hit, "Let's Go," which is coupled with "High-Heel Sneakers." Negotiations for the group were handled by Karl Knudson, of Sonet Records in Denmark, and Milt Gabler of Decca's artists and repertoire staff.

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This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	THE BEACH BOYS CONCERT Capital TAD 2198 (M); STAD 2198 (S)	5
2	1	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	10
3	3	EVERYBODY LOVES SOMEBODY Dean Martin, Reprise R 6130 (M); RS 6130 (S)	17
4	4	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3366 (M); UAS 4366 (S)	21
5	14	ROUSTABOUT Elvis Presley, RCA Victor LPM 2999 (M); LSP 2999 (S)	4
6	7	GREAT SONGS FROM MY FAIR LADY AND OTHER BROADWAY HITS Andy Williams, Columbia CL 2205 (M); CS 9005 (S)	11
7	6	SOMETHING NEW Beatles, Capitol T 2108 (M); ST 2108 (S)	18
8	13	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	12
9	12	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	9
10	5	HOW GLAD I AM Nancy Wilson, Capitol T 2155 (M); ST 2155 (S)	14
11	20	THE ROLLING STONES 12 X 5 London LL 3402 (M); PS 402 (S)	4
12	8	ALL SUMMER LONG Beach Boys, Capitol T 2110 (M); ST 2110 (S)	19
13	10	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	30
14	11	PETER, PAUL & MARY IN CONCERT Warner Bros. W 1555 (M); WFS 1555 (S)	17
15	9	SUGAR LIPS Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)	16
16	22	THE CAT Jimmy Smith, Verve V 8587 (M); V6-8587 (S)	12
17	17	THE IMPRESSIONS KEEP ON PUSHING ABC-Paramount ABC 493 (M); ABCS 493 (S)	18
18	19	"POPS" GOES THE TRUMPET Al Hirt/Boston Pops Ork (Fiedler), RCA Victor LM 2729 (M); LSC 2729 (S)	11
19	21	MORE OF ROY ORBISON'S GREATEST HITS Monument MLP 8024 (M); SLP 18024 (S)	16
20	18	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	27
21	23	FUNNY GIRL Original Cast, Capitol VAS 2039 (M); SVAS 2039 (S)	32
22	25	WALK, DON'T RUN VOL. 2 Ventures, Delton BLP 2031 (M); BST 8031 (S)	9
23	16	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	18
24	15	KINGSMEN, VOL. 2 Wand LP 659 (M); LP 659 S (S)	11
25	29	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	29
26	28	INVISIBLE TEARS Ray Conniff & the Singers, Columbia CL 2264 (M); CS 9064 (S)	10
27	26	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	42
28	40	THE DOOR IS STILL OPEN TO MY HEART Dean Martin, Reprise R 6140 (M); RS 6140 (S)	4
29	27	IT MIGHT AS WELL BE SWING Frank Sinatra, Count Basie & His Ork, Reprise F 1012 (M); PS 1012 (S)	16
30	30	THE ANIMALS MGM E 4264 (M); SE 4264 (S)	14
31	33	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	64
32	32	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	35
33	38	TRINI LOPEZ LIVE AT BASIN ST, EAST Reprise R 6134 (M); RS 6134 (S)	7
34	24	DREAM WITH DEAN Dean Martin, Reprise R 6128 (M); RS 6128 (S)	15
35	49	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	10
36	34	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	59
37	78	JOAN BAEZ/5 Vanguard VRS 9160 (M); VSD 79160 (S)	3
38	41	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); SLP 18000 (S)	119
39	37	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	41
40	48	BOBBY VINTON'S GREATEST HITS Epic LN 34098 (M); BN 36098 (S)	10
41	52	HERE WE GO AGAIN! Johnny Rivers, Imperial LP 9274 (M); LP 12274 (S)	8
42	43	PETER NERO PLAYS SONGS YOU WON'T FORGET RCA Victor LPM 2935 (M); LSP 2935 (S)	9
43	45	ANOTHER SIDE OF BOB DYLAN Columbia CL 2193 (M); CS 8993 (S)	12
44	50	WE'LL SING IN THE SUNSHINE Gale Garnett, RCA Victor LPM 2833 (M); LSP 2833 (S)	11
45	42	LOUIE LOUIE Kingsmen, Wand 437 (M); (no Stereo)	47
46	51	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SMS 47049 (S)	23
47	54	THIS IS LOVE Johnny Mathis, Mercury MG 20942 (M); SR 40942 (S)	8
48	46	UNDER THE BOARDWALK Drifters, Atlantic 8099 (M); SD 8099 (S)	17
49	44	BE MY LOVE Jerry Vale, Columbia CL 2181 (M); CS 8981 (S)	15
50	47	RAG DOLL 4 Seasons, Philips PMS 200-146 (M); PMS 600-146 (S)	18
51	62	THE INCOMPARABLE MANTOVANI London LL 3292 (M); PS 292 (S)	5

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	60	THE SIDEWINDER Lou Morgan, Blue Note 4157 (M); 84157 (S)	9
53	55	LICORICE STICK Pete Fountain, Coral CRL 37460 (M); CRL 757460 (S)	16
54	53	SO TENDERLY John Gary, RCA Victor LPM 2922 (M); LSP 2922 (S)	17
55	36	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM E 4232 ST (M); SE 4232 ST (S)	21
56	57	AMOR Eddie Gomez & the Trio Los Panchos, Columbia CL 2203 (M); CS 9003 (S)	12
57	31	TRINI LOPEZ AT PJ'S Reprise R 6093 (M); RS-6093 (S)	68
58	56	WEST SIDE STORY Soundtrack, Columbia OL 5670 (M); OS 2070 (S)	163
59	74	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	5
60	63	LITTLE OLD LADY FROM PASADENA Jan & Dean, Liberty LRP 3377 (M); LST 7377 (S)	9
61	59	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	25
62	80	IT HURTS TO BE IN LOVE Gene Pitney, Musical MM 2019 (M); MS 2019 (S)	4
63	71	SONGS, PICTURES & STORIES OF THE FABULOUS BEATLES Vee Jay VJ 1092 (M); VJS 1092 (S)	6
64	90	FIDDLER ON THE ROOF Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	6
65	64	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	45
66	87	SHE CRIED Letterman, Capitol T 2142 (M); ST 2142 (S)	4
67	65	THE ROLLING STONES London LL 3375 (M); PS 375 (S)	24
68	68	MAKE WAY FOR DIONNE WARWICK Scepter LP 523 (M); (no Stereo)	13
69	76	CHAD & JEREMY YESTERDAY'S GONE Chad Stuart & Jeremy Clyde, World Artists WAM 2002 (M); WAS 2002 (S)	11
70	35	THE LATIN ALBUM Trini Lopez, Reprise R 6125 (M); RS 6125 (S)	16
71	84	LAST KISS J. Frank Wilson & the Cavaliers, Josie JGM 4006 (M); JGMS 4006 (S)	4
72	67	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	135
73	69	SHUT DOWN, VOL. 2 Beach Boys, Capitol T 2027 (M); ST 2027 (S)	35
74	72	WITHOUT YOU Robert Goulet, Columbia CL 2200 (M); CS 9000 (S)	8
75	73	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	33
76	61	AL-DI-LA AND OTHER EXTRA-SPECIAL SONGS FOR YOUNG LOVERS Ray Charles Singers, Command RS 870 (M); RS 870 SD (S)	14
77	77	INVISIBLE TEARS Johnny Mann Singers, Liberty LRP 3387 (M); LST 7387 (S)	10
78	39	THE CHIPMUNKS SING THE BEATLES HITS Liberty LRP 3388 (M); LST 7388 (S)	14
79	58	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	87
80	75	THE BEST OF MANCINI Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)	18
81	86	BREAD AND BUTTER Newbeats, Hickory LPM 120 (M); (no Stereo)	10
82	81	I DON'T WANT TO BE HURT ANYMORE Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	19
83	105	WELCOME TO THE PONDEROSA Lorne Greene, RCA Victor LPM 2843 (M); LSP 2843 (S)	2
84	79	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	65
85	82	THE BEACH BOYS SONG BOOK Hollyridge Strings, Capitol T 2154 (M); ST 2154 (S)	9
86	83	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	68
87	98	SAM COOKE AT THE COPA RCA Victor LPM 2970 (M); LSP 2970 (S)	6
88	92	BACH'S GREATEST HITS Creative Swingle Singers, Philips PMS 200-097 (M); PMS 600-097 (S)	59
89	70	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	31
90	66	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	21
91	97	RIDE THE WILD SURF Jan & Dean, Liberty LRP 3368 (M); LST 7368 (S)	8
92	91	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	422
93	93	PETER, PAUL AND MARY Warner Bros. W 1449 (M); WS 1449 (S)	137
94	125	FOR SWINGIN' LIVERS ONLY! Allan Sherman, Warner Bros. W 1549 (M); WS 1549 (S)	2
95	94	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	26
96	100	OSCAR PETERSON TRIO + ONE Mercury MG 20975 (M); SR 40975 (S)	6
97	108	I STARTED OUT AS A CHILD Bill Cosby, Warner Bros. W 1567 (M); WS 1567 (S)	3
98	89	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	111
99	99	IN THE MISTY MOONLIGHT Jerry Wallace, Challenge CH 619 (M); CHS 619 (S)	5
100	120	PETER AND THE COMMISSAR Allan Sherman/Boston Pops (Fiedler), RCA Victor LM 2773 (M); LSC 2773 (S)	3
101	88	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckaroos, Capitol T 2135 (M); ST 2135 (S)	14

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	103	DELICIOUS TOGETHER Betty Everett & Jerry Butler, Vee Jay VJ 1099 (M); VJS 1099 (S)	10
103	121	THE MANFRED MANN ALBUM Ascol AM 13015 (M); ALS 14015 (S)	3
104	104	EARLY ORBISON Roy Orbison, Monument MLP 8023 (M); SLP 18023 (S)	8
105	102	MARY WELLS GREATEST HITS Motown 616 (M); (no Stereo)	28
106	106	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	57
107	85	TODAY, TOMORROW, FOREVER Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	28
108	96	NAT KING COLE SINGS MY FAIR LADY Capitol W 2117 (M); SW 2117 (S)	11
109	111	THE RAMSEY LEWIS TRIO AT BOHEMIAN CAVERNS Argo 741 (M); 741 (S)	8
110	101	PRAYER MEETIN' Jimmy Smith, Blue Note 4164 (M); 84164 (S)	19
111	107	INTRODUCING THE BEATLES Vee Jay LP 1062 (M); SR 1062 (S)	44
112	112	HAVE A SMILE WITH ME Ray Charles, ABC-Paramount ABC 495 (M); ABCS 495 (S)	15
113	114	SATURDAY NIGHT AT THE UPTOWN Various Artists, Atlantic 8101 (M); SD 8101 (S)	5
114	113	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	127
115	109	THE BEATLES' SONG BOOK Hollyridge Strings, Capitol T 2116 (M); ST 2116 (S)	25
116	131	A BIT OF LIVERPOOL Supremes, Motown MLP 623 (M); SLP 623 (S)	2
117	110	AMERICAN TOUR Dave Clark Five, Epic LN 24117 (M); BN 26117 (S)	15
118	123	LIZA! LIZA! Liza Minnelli, Capitol T 2174 (M); ST 2174 (S)	3
119	136	GO LITTLE HONDA Hondells, Mercury MG 20940 (M); SR 40940 (S)	2
120	139	THE NEW EBB TIDE Frank Chacksfield & His Ork, London LL 3322 (M); LP 44032 (S)	2
121	118	WITH A TASTE OF HONEY Margaret King, Mainstream 56015 (M); 8/6015 (S)	14
122	130	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	42
123	138	THE PEOPLES CHOICE Ferraro & Telcher, United Artists UAL 3385 (M); UAS 4385 (S)	2
124	122	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2021 (S)	202
125	115	I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES Al Martino, Capitol T 2107 (M); ST 2107 (S)	24
126	116	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	99
127	132	DISCOTHEQUE DANCE DANCE DANCE Enoch Light & His Ork, Command RS 873 (M); RS 873 SD (S)	5
128	117	LAND OF GIANTS New Christy Minstrels, Columbia CL 2187 (M); CS 8987 (S)	15
129	129	THE CONCERT SOUND OF HENRY MANCINI RCA Victor LPM 2897 (M); LSP 2897 (S)	19
130	137	GERRY AND THE PACEMAKERS SECOND ALBUM Laurie LPM 2027 (M); (no Stereo)	3
131	128	ENCORE John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	42
132	133	JUMPIN' GENE SIMMONS Hi HI 12018 (M); SHL 32018 (S)	4
133	126	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	86
134	—	DRACULA'S GREATEST HITS Gene Maes, RCA Victor LPM 2977 (M); LSP 2977 (S)	1
135	135	SANDY NELSON LIVE IN LAS VEGAS Imperial LP 9272 (M); LP 12272 (S)	3
136	—	THE GREATEST LIVE SHOW ON EARTH—JERRY LEE LEWIS Smash MGS 27056 (M); SMS 47056 (S)	1
137	134	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M); KS 3352 (S)	50
138	—	G. T. O. Ronny & the Daytonas, Mala 4001 (M); (no Stereo)	1
139	145	BILL BLACK'S COMBO GOES BIG BAND Hi HI 12020 (M); SHL 32020 (S)	2
140	—	SONGS FOR LONESOME LOVERS Ray Charles Singers, Command RS 874 (M); RS 874 SD (S)	1
141	142	THE SLIGHTLY IRREVERENT MITCHELL TRIO Mercury MG 20944 (M); SR 40944 (S)	4
142	—	DUSTY Dusty Springfield, Philips PMS 200-156 (M); PMS 600-156 (S)	1
143	140	MONDO CANE Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	73
144	—	BURL IVES SINGS PEARLY SHELLS AND OTHER FAVORITES Decca DL 4578 (M); DL 74578 (S)	1
145	141	DAVID MERRICK PRESENTS HITS FROM HIS BROADWAY HITS John Gary, Ann-Margret, Merrill Station Valcos, RCA Victor LPM 2947 (M); LSP 2947 (S)	4
146	143	THE FABULOUS VENTURES Delton BLP 2029 (M); BST 8029 (S)	19
147	147	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8434 (S)	344
148	95	TODAY New Christy Minstrels, Columbia CL 2159 (M); CS 8959 (S)	34
149	148	WHERE LOVE HAS GONE Jack Jones, Kapp KL 1394 (M); KS 3394 (S)	15
150	—	A NEW KIND OF CONNIE Connie Francis, MGM E 4253 (M); SE 4253 (S)	1

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ALBUM REVIEWS (continued)



CHILDREN'S SPOTLIGHT

EMIL AND THE DETECTIVES

Walter Slezak. Disneyland DQ 1262 (M)

The kiddies over five years of age will primarily find this intriguing. It may hold interest for the younger tots who see the Disney film currently on the way. Slezak handles the narration. Dialog is by a group of boys.

ALBUM REVIEW POLICY

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

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

No National Breakouts This Week

★ 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.

DEL SHANNON—HANDY MAN . . .

Amy 8003 (M); (No Stereo)

ST. LOUIS TO LIVERPOOL . . .

Chuck Berry, Chess LP 1488 (M); LPS 1488 (S)

MY FAIR LADY . . .

Andre Previn & His Quartet, Columbia CL 2195 (M); CS 8995 (S)

GOLDEN BOY . . .

Original Cast, Capitol VAS 2124 (M); SVAS 2124 (S)

PETE'S PLACE . . .

Pete Fountain, Coral CRL 57453 (M); CRL 757453 (S)

TOUR DE FARCE AMERICAN HISTORY AND OTHER UNRELATED SUBJECTS . . .

Smothers Brothers, Mercury MG 20948 (M); SR 60948 (S)

I DON'T CARE . . .

Buck Owens & His Buckaroos, Capitol T 2186 (M); ST 2186 (S)

ORIGINAL MUSIC FROM THE ROGUES . . .

Nelson Riddle, RCA Victor LPM 2976 (M); LSP 2976 (S)

COME A LITTLE BIT CLOSER . . .

Jay & the Americans, United Artists UAL 3407 (M); UAS 6407 (S)

WHISTLE STOPPING WITH JONATHAN WINTERS . . .

Verve V 15037 (M); (No Stereo)

BROADWAY . . . BLUES . . . BALLADS . . .

Nina Simone, Philips PHM 200-148 (M); PHS 600-148 (S)



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

BY JUPITER & GIRL CRAZY

Jackie Cain & Roy Kral. Roulette R 25278 (M)

George and Ira Gershwin's "Girl Crazy" and Larry Hart and Richard Rodgers' "By Jupiter" get a neat jazz-styled vocal workover. The duo has a standout rhythmic sense and they make much of the material that is full of melodic and lyrical delights.



POP SPECIAL MERIT

THE ROMANTIC GUITAR OF VINCENTE GOMEZ

Decca DL 4558 (M); DL 74558 (S)

Master guitarist Vicente Gomez interweaves his own artistry with compositions long associated with romantic Spain and Latin America like "La Macarena," "La Cumparsita," "Estrellita," "Malaguena" and "Frenesi." A lush orchestra provides excellent backing.



POP SPECIAL MERIT

MOST REQUESTED! LENNY DEE ORGAN SOLOS

Decca DL 4572 (M); DL 74572 (S)

Some excellent and inobtrusive styling marks the LP, as Dee does his usual fine job playing some of the standards and top new tunes. Whether playing the swing "Java" or the "Honky Tonk Train Blues," Dee is the master. Arrangements and instrumental accompaniment have taste and quality.



CLASSICAL SPECIAL MERIT

MUSIC OF MATTHEW LOCKE

Elizabethan Consort of Biols (Nesbitt) Golden Age Singers (Field-Hyde). Westminster XWN 19082 (M); WST 17082 (S)

A fine addition to the long and far-between recordings of the English composer. Locke, one of England's most distinguished composers, is well known by students of classical music as the most eminent of the predecessors of Purcell in the composition of English stage music. The musicians and voices are excellent and stereo adds a most interesting dimension to it all.



CLASSICAL SPECIAL MERIT

HUMORESQUE

Leonard Pennario. RCA Victor LM 2731 (M); LSC 2731 (S)

A delightful collection of piano favorites including "Humoresque" in the versions by Dvorak, Rachmaninoff and Tchaikovsky, and Falla's "Andaluzia." Pennario's keyboard performance is excellent.



COUNTRY SPECIAL MERIT

ORIGINAL SUN SOUND OF JOHNNY CASH

Sun LP 1275 (M)

Sun has put together another package of masters by Cash. These have the typical Sun sound—booming guitar and Cash's distinctive vocal style. The material includes folk and country-flavored songs, such as "Goodnight Irene," "New Mexico" and "I Forgot to Remember to Forget."



COUNTRY SPECIAL MERIT

BILL ANDERSON SHOWCASE

Decca DL 4600 (M); DL 74600 (S)

A powerful set of performances of material written by Anderson (four songs) and such noted cleffers as Cindy Walker, the late Jim Reeves, Wayne Walker, etc. Included are "You Can Have Her," "Me," "Cincinnati, Ohio." Anderson is one of the great writer-artists, and this should be emphasized in promoting the album at the dealer and deejay level.



C&W SPECIAL MERIT

SATURDAY NIGHT AT THE GRAND OLE OPRY, VOL. 2

Various Artists. Decca DL 4539 (M); DL 74539 (S)

There's a lot for the money in this package: Bill Anderson, Kitty Wells, Tompall and the Glasers, Ernest Tubbs, Loretta Lynn, Bill Monroe, Wilburn Brothers and many others in a show emceed by Grant Turner. This line-up includes many of the great traditionalists and some of the best of the modern c&w artists. Deejays and dealers handling c&w will want this one.



FOLK SPECIAL MERIT

THEY CALL US THE AU GO-GO SINGERS

Roulette R 25280 (M); SR 25280 (S)

An unusually fresh-sounding folk group of nine voices. "What If" is beautifully rendered and the girl soloist is very talented. "Miss Nellie" is a mildly rocking spoof on a Western ballad. A natural for college stations and stores.



FOLK SPECIAL MERIT

BROADSIDES

Pete Seeger. Folkways FA 2456

This package includes songs of protest and songs which mirror social conditions of our times: Such as "Mack the Bomb," which is set to the melody of "Mack the Knife," and such others as "Tomorrow's Children," "We Shall Overcome," "The New York J-D Blues" (juvenile delinquency), etc. Seeger's performances are compelling.



JAZZ SPECIAL MERIT

FOR DJANGO

Joe Pass. Pacific Jazz PJ 85 (M); SJ 85 (S)

Django Reinhardt, the fabulous French guitarist, is saluted in this album by Joe Pass, a gifted American guitarist. He performs in the style of the great Django and most of the selections were among the Frenchman's repertoire. Reinhardt died in 1953. The album will have considerable appeal internationally.



SACRED SPECIAL MERIT

THE ALTAR CALL

Nash Family Trio. Sword & Shield LPM 6404 (M)

The Nash Trio are noted gospel singers from the Southwest and they deliver the "good news" in fine fashion. Their swinging style is called the "brush arbor meeting sound" and the musical backing is real solid beat. It adds up to a sound with wide appeal as it delivers "the message."



SACRED SPECIAL MERIT

THE STORY OF JESUS

Various Artists. London LL 3336 (M); PS 336 (S)

The life of Jesus on earth is commemorated in this album by hymns devoted to the highlights of His life . . . Advent, Christmas, Easter Day, Ascension, to name four. The Kingsway orchestra provides the music and talented soloists, plus a children's choir, an English singing group and the U. S. Air Force Protestant Chapel Choir, based in England, add to the tasteful vocal presentation. Not necessarily a Christmas holiday album; however, it will have wide appeal then and throughout the year.



INTERNATIONAL SPECIAL MERIT

ENGLAND'S FAMOUS BAND OF THE LIFE GUARDS

4 Corners. FCS 4204 (S)

Here's an import from England without the Beatle sound. It's the Band of the Life Guards that off plays for the English Royal Family at dinners and garden parties. The sound is magnificent in the stereo version. One of Kapp's Four Corners of the World series, this is from Delyse Records of London. Marching-concert band lovers will enjoy it.



INTERNATIONAL SPECIAL MERIT

POLYNESIAN RENDEZVOUS

Various Artists. Roulette R 25279 (M); SR 25279 (S)

This collection of authentic New Zealand Maori songs is delightfully performed by Daphne Walker and George Tumahi. Both the native language and English are used in vocals and Miss Walker's performance is charming. For those who don't know, you could broadly categorize the music as "Hawaiian."



INTERNATIONAL SPECIAL MERIT

1964 NAPLES SONG FESTIVAL

Various Artists. London Int'l TW 91363

Here are the top songs from the 1964 Naples Song Festival, including the winner written by Domenico Modugno. The artists are not the original singers of the songs but they capture the "soul of Naples" admirably.



INTERNATIONAL SPECIAL MERIT

RUDOLF SCHOCK SINGT WIEDER

Fiesta FLP 1399

Movie star and singer known to German-speaking audiences throughout the world, Rudolf Schock, aided by the Berlin Symphony, turns in an admirable performance that will have wide appeal. Album was recorded in Germany by the Ariola label.

(Continued on page 26)

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SEE ALBUM REVIEWS ON BACK COVER

RP FACTS

3 out of 4 record consumers want every issue of Record Preview



The New Full-Color Consumer Publication by Billboard

*Source: 1964 mail and personal interview survey conducted at New York Hi-Fi Show.

Record Preview

spotlight sales performer of '64 . . . now ready to sell for you in '65!

CHRISTMAS RECORDS

While dealers still report that it is a little early for Christmas product sales, certain LP's and singles seem to be jumping out in front of others. It appears that Christmas LP's do not require the radio exposure as do the singles and LP sales seem to be slightly ahead of singles sales to date. Below is a list of the best selling LP's and singles to date, with other prospects listed below in alphabetical order. As the sales of Christmas product increase so too will the number of best selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next five issues as a special buying and stocking guide for retailers during this rush season.
NOTE: It is very possible that many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP's

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
- 2 **ANDY WILLIAMS CHRISTMAS ALBUM**, Columbia CL 2087 (M); CS 8887 (S)
- 3 **JOHN GARY CHRISTMAS ALBUM**, RCA Victor LPM 2940 (M); LSP 2940 (S)
- 4 **ELVIS' CHRISTMAS ALBUM**, Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
- 5 **THIS CHRISTMAS I SPEND WITH YOU**, Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)
- 6 **BEACH BOYS' CHRISTMAS ALBUM**, Capitol T 2164 (M); ST 2164 (S)
- 7 **SOUND OF CHRISTMAS**, Ramsey Lewis Trio, Argo 687 (M); 687 (S)
- 8 **CHRISTMAS '64**, Jimmy Smith, Verve V 8604 (M); V 6-8604 (S)
- 9 **MERRY CHRISTMAS**, Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
- 10 **MERRY CHRISTMAS**, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
- 11 **SOUNDS OF CHRISTMAS**, Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
- 12 **CHRISTMAS SONG**, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)

- 13 **A VERY MERRY CHRISTMAS**, Bobby Vinton, Epic LN 24122 (M); BN 26122 (S)
- 14 **A MERRY CHRISTMAS**, Al Martino, Capitol T 2165 (M); ST 2165 (S)

OTHER CHRISTMAS LP's RECORDING SALES (Listed Alphabetically by Titles)

BONANZA—CHRISTMAS ON THE PONDEROSA, Various Artists, RCA Victor LPM 2757 (M); LSP 2757 (S)
CHRISTMAS HYMNS AND CAROLS, Mario Lanza, RCA Camden CAL 777 (M); CAS 777 (S)
CHRISTMAS WITH McGRUFF, Jimmy McGruff, Sue 1018 (M); (No Stereo)
HOLIDAY SING ALONG WITH MITCH, Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
JOLLY CHRISTMAS WITH FRANK SINATRA, Capitol W 894 (M); DW 894 (S)
MERRY CHRISTMAS, Brenda Lee, Decca DL 4583 (M); DL 74583 (S)
PERRY COMO SINGS MERRY CHRISTMAS MUSIC, RCA Camden CAL 660 (M); CAS 660 (S)
STAR CAROL, Tennessee Ernie Ford, Capitol T 1071 (M); ST 1071 (S)
WE WISH YOU A MERRY CHRISTMAS, Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)

CHRISTMAS SINGLES

POS. TITLE, ARTIST, LABEL, NUMBER

- 1 **BLUE CHRISTMAS**, Elvis Presley, RCA Victor 0720
- 2 **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox 429
- 3 **MAN WITH ALL THE TOYS**, Beach Boys, Capitol 5312
- 4 **ROCKIN' AROUND THE CHRISTMAS TREE**, Brenda Lee, Decca 30776
- 5 **PLEASE COME HOME FOR CHRISTMAS**, Charles Brown, King 5405

OTHER CHRISTMAS SINGLES RECORDING SALES (Listed Alphabetically by Titles)

CHIPMUNK SONG, David Seville & the Chipmunks, Liberty 55250
CHRISTMAS SONG, Nat King Cole, Capitol 3561
HOORAY FOR SANTA CLAUS, Al Hirt, RCA Victor 8478
LITTLE ST. NICK, Beach Boys, Capitol 5096
SILVER BELLS, Al Martino, Capitol 5311

INSTANT AIR-PLAY & SALES COAST TO COAST!

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TEENAGER CRIES”

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DELTRONS WA 1036

THANKS FENWAY DIST. for the BREAKOUT in Pittsburgh and the 10,000 Order

WORLD ARTISTS RECORDS
550 GRANT STREET, PITTSBURGH 19, PA.



ALBUM REVIEWS

Continued from page 24

DOCUMENTARY SPECIAL MERIT

MEXICO
Mexican Orch. and Chorus (Chavez).
Columbia LS 1016

This is a boxed album containing a hard cover 68-page book on Mexico. The text is in both Spanish and English and includes a forward by Columbia's Goddard Lieberman, a letter from the President of Mexico and introductory comment by Carlos Chavez, whose music is featured in several of the six selections. The music runs the gamut from ancient to the modern. In print and music, the package provides a wonderful insight into Mexico's music, history and art. One of Columbia's Legacy series that class stores can stock and sell indefinitely. Ideal for gift giving.

★★★★
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

EL LATINO!
Terry Gibbs. Roost LP 2260 (M);
SLP 2260 (S)

**THE HAWAIIAN SURFERS AT
DUKE KAHANAMOKU'S**
Decca DL 4562 (M); DL 74562 (S)

COME DANCE WITH ME, NO. 2
Sammy Kaye & His Ork. Decca DL
4590 (M); DL 74590 (S)

THE BIG BAND SOUND
Rusty Dedrick & The All Star Ork.
& Septet. 4 Corners FCS 4207 (S)

CARNIVALS AND GUITARS
Jorge Renan & His Guitar Combo.
4 Corners FCS 4205 (S)

LOW PRICE POPULAR

**THE TWIN PIANO MAGIC OF
FERRANTE & TEICHER**
Harmony HL 7325 (M)

**MOZART: PIANO CONCERTO K.
482 & PIANO SONATA K. 570**
Daniel Barenboim, Piano/Vienna
Radio Orch. (Somogyi). Westminster
XWN 19079 (M); WST 17079 (S)

COUNTRY

**OLD TIMERS OF THE GRAND
OLD OPRY**
McGee Brothers and Arthur Smith.
Folkways FA 2379

COMEDY

THE RACE RACE
Sandy Baron. Roulette R 25277 (M)

JAZZ

MY FAIR LADY—MY WAY
Johnny Richards. Roulette R 52114
(M); SR 52114 (S)

CHILDREN'S

LET'S HAVE A PARADE
Various Artists. Disneyland DQ
1261 (M)

FOLK

BARBARA DANE SINGS THE BLUES
Folkways FA 2471

SACRED

THE PARABLES IN SONG
Eamonn Andrews; Cliff Adams Singers
(Adams). London LL 3349 (M);
PS 349 (S)

LATIN AMERICAN

**ECHANDO PA'LANTE (STRAIGHT
AHEAD)**
Eddie Palmieri. Tico LP 1113 (M);
SLP 1113 (S)

INTERNATIONAL

THE PANTHER OF GORO
Milva. 4 Corners FCL 4201 (M)

★★★

THREE-STAR ALBUMS

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

POPULAR

TINY LITTLE'S FORTIES
"Big" Tiny Little. Coral CRL 57445
(M); CRL 757445 (S)

THE TROUBLEMAKER
Various Artists. Ava A 49 ST (M); AS
49 ST (S)

A HOUSE IS NOT A HOME
Soundtrack. Ava A 50 ST (M); AS 50
ST (S)

NIGHT TIME IS THE RIGHT TIME
Bill Marx. Vee Jay 1108 (M)

**EDDY HOWARD SINGS THE GREAT
ONES**
Mercury MG 20972 (M); SR 60972 (S)

**COUNTRY MUSIC FOR PEOPLE WHO
DON'T LIKE COUNTRY MUSIC**
Herman Clebanoff & His Ork. Mercury
MG 20949 (M); SR 60949 (S)

LOVE SONGS FROM A COP
Joe E. Ross. Roulette R 25281 (M);
25281 (S)

CLASSICAL

CHOPIN: MAZURKAS
Fou Ts'ong. Westminster XWN 19085
(M); WST 17085 (S)

SOLOS FOR THE VIOLA PLAYER
Paul Doktor. Westminster XWN 19083
(M); WST 17083 (S)

CHRISTMAS

**A PHILIPPINE CHRISTMAS WITH
BAYANIHAN**
Bayanihan Philippine Dance Co. Moni-
tor MF 427 (M); MFS 427 (S)

LATIN

GUAJIRA Y GUAGUANCO
Ray Barretto. Tico LP 1114 (M); SLP
1114 (S)

INTERNATIONAL

FADISTA!
Fernanda Maria. Monitor MF 425 (M);
MFS 425 (S)

SERBO-CROATIAN CAFE MELODIES
Balkan Strings Tamburitza Ork. Lon-
don Int'l SW 98344 (S)

PRIMITIVE MUSIC OF AFRICA
Various Artists. Mainstream 56021 (M);
S/6021 (S)

DOCUMENTARY

THE WHITE HOUSE OR BUST
Anthony G. Pilla. Folkways FH 5503

OTHER ALBUMS REVIEWED

INTERNATIONAL

OLD TIME HOOLERIE
Elmer Scheid & His Hooleerie Band.
Decca DL 4577 (M); DL 74577 (S)

POPULAR

DANCING IN THE BLUE ROOM
Leon Kellner, His Piano & Ork. Decca
DL 4589 (M); DL 74589 (S)

NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and broadcasters in programming.

ARGO

ETTA JAMES—Queen of Soul; LP 4040

AUTUMN

C'mon and S-W-I-M With BOBBY FREEMAN;
LP 102

AVOCA

LAWRIE ADAM—A Scottish Dance Party;
AV 149
GORDON MacKENZIE—Scotland the Brave;
and Other Scots Favorites; AV 148

BLUE NOTE

HERBIE HANCOCK—Empyrean Isles; BLP
4175, BST 84175
FREDDIE ROACH—Brown Sugar; BLP 4168,
BST 84168

CAPITOL

CANNONBALL ADDERLEY'S Fiddler on the
Roof; T 2216, ST 2216
DEAN MARTIN—Hey Brother Pour the Wine;
T 2212, DT 2212
PETER AND GORDON—I Don't Want to See
You Again; T 2220, ST 2220

CHESS

CHUCK BERRY—St. Louis to Liverpool; LP
1488
MOMS MABLEY & PIGMEAT MARKHAM—
The Best of Moms & Pigmeat, Vol. 1; LP
1487
JACKIE ROSS—Full Bloom; LP 1489

COLISEUM

TUTTI CAMARATA—Tutti's Trombones; D
41000, DH 51000

DOLTON

VIC DANA—Now!; BLP 2032

DOT

LAWRENCE WELK—The Golden Millions; DLP
3611, DLP 25611

LIBERTY

SUNSET STRINGS—The Roy Orbison Song-
book; LRP 3395, LST 7395

LONDON

WINSTON CHURCHILL—His Memoirs & His
Speeches; LP 64-36
JOHN KEATING & HIS ORCH.—The Keating
Sound; LL 3400, SP 44058
THE NASHVILLE TEENS—Tobacco Road; LL
3407, PS 407
SING AND PLAY ALONG BEATLE KIT; LL
3403
JOAN SUTHERLAND—The Age of Bel Canto;
London Symphony Chorus & Ork. New
Symphony Ork. of London (Bonyngae)
A 4257, OSA 1257
BARTOK: Dance Suite—Two Portraits,
Rumanian Dances—Orch. de la Suisse
Romande (Ansermet) CM 9407, CS 6407
BRITTEN—Albert Herring; English Chamber
Ork. (Britten); A 4378, OSA 1378
VERDI—La Traviata (Highlights) Chorus &
Orch of the Maggio Musical Fiorentino
(Pritchard); 5886, OS 25886
PROKOFIEV: Symphony No. 5 in B Flat
Major (Op 100); L'Orchestra de la
Suisse Romande (Ansermet); CM 9406,
CS 6406
PAS DE DEUX—The London Symphony Ork.
(Bonyngae); CM 9418, CS 6418
BRITTEN: Symphony For Cello & Ork.
HAYDN: Concerto in C for Cello & Ork.
English Chamber Ork. (Britten); CM
9419, CS 6419

MERCURY (WING)

JIMMY DEAN—Television Favorites; MGW
12292, SRW 16292
BENNY MARTIN—Old Time Fiddlin' &
Singin'; MGW 12289, SRW 16289
JAMES O'GWYNN—Heartaches & Memories;
MGW 12290, SRW 16290
CARL STORY & THE RAMBLING MOUNTAIN-
EERS—Good Ole Mountain Gospel Music;
MGW 12291, SRW 16291

MGM

JOHNNY TILLOTSON—She Understands Me;
E 4270, SE 4270

MOONGLOW

RIGHTEOUS BROTHERS—Some Blue-Eyed
Soul; MLP 1002

SACRED

JIM ROBERTS & THE MELLOMEN—Faith
Unlocks the Door; LP 3040

RCA CAMDEN

EDDIE CANTOR Sings "I'da Sweet as Apple
Cider" & his Other Hits; CAL 870, CAS
870

RCA VICTOR

AMES BROS.—Down Memory Lane; LPM
2981, LSP 2981
LOUIS ARMSTRONG—In the '30s in the '40s;
LPM 2971, LSP 2971
MARTY GOLD & HIS ORCH.—It's Magic;
LPM 2290
ALEX HASSILEV—Man of the World; LPM
2911, LSP 2911
RAY MARTIN & HIS ORCH.—Dynamica; LPM
2287
THE MELACHRINO STRINGS & ORCH.—Music
for Romance; LPM 2979, LSP 2979
THE THREE SUNS—A Swingin' Thing; LPM
2963, LSP 2963
VARIOUS ARTISTS—The Pick of the Country;
LPM 2956, LSP 2956
VARIOUS ARTISTS—Luau at Waikiki; LPM
2885, LSP 2885
VARIOUS ARTISTS—The Best of Dixieland;
LPM 2982, LSP 2982

STARDAY

JOHNNY BOND; SLP 298
VARIOUS ARTISTS—Deck of Cards; SLP 299
DOTTIE WEST; SLP 302

TAMLA

MARVIN GAYE—Hello Broadway; 259

WARNER BROS.

JIM COYLE & MAL SHARPE—The Insane
(but hilarious) Minds of Coyle & Sharpe;
W 1573
PICCOLA PUPA; W 1574, WS 1574
SOUNDTRACK—Sex & the Single Girl; W
1572, WS 1572

WORD

GERT BEHANNA—Women—Be Women; W
3297—LP
ROBERT ELMORE—Sacred Classics; W 4026
POLLY JOHNSON—I Found the Answer; W
3331—LP
DON LONIE Talks Again; W 3278—LP
LUTHERAN HOUR CHOIR (Seabrook)—Songs
from the Psalms; W 4023—LP
THE SINGING CHURCHMEN; W 3324—LP
OSWALD J. SMITH—Two Sermons; W 6106
—LP
THURLOW SPURR & THE SPURROWS—
Listen . . . Hear!; W 3308—LP
AUNT TERESA WOMAN—Old Testament
Heroes; W 3299—LP

Philips Gives Pontiff Two LP's as Gift

VATICAN CITY—Pope Paul VI gave his blessing to a new religious record initiative undertaken by Philips on an international scale when he recently received executives of the company and its Italian branch, Phonogram, in a private audience.

J. W. A. Langenberg, president of Philips, presented the Pontiff with two LP's issued by the company in its new religious series, "Discourses of the Popes." The first disk, entitled "Ecclesiam Suam," the first words of Pope Paul's first encyclical issued earlier this year, offers on one side the announcement of the encyclical in the five languages, Italian, French, Spanish, German and English, used by the Pope at the press conference of Aug. 5, 1964, and on the other are readings of the prologue and significant selections from the three main headings.

The second LP, "In Defense of the Jews," includes the words of Pope Pius XI in his 1937 encyclical addressed to the German bishops, "Mit Brennender Sorge" and a series of discourses by Pope Pius XII beginning with his first encyclical in October 1939 dealing with the anti-Jewish forces which had come forth on the continent of Europe. Reverse side includes reports from various members of the Papal staff on the activity of Pius XII in the nature of an answer to the current play, "The Deputy."

"Overwrap
albums with added
sales appeal"



IMPERIAL RECORDS know

that albums headed for self-service outlets have to sparkle with sales appeal, so they overwrap in Cryovac Y-Film. Crystal clear Y-Film shrinks to a skin-tight fit that brightens album covers, makes them stand out in the display racks. And this film is tough enough to stand up to the rough and tumble of self-service retailing. You can forget about rewrap problems with your albums! It's the surest way to wrap up self-service sales.



the impulse package for self-service sales

W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S. C.

RP FACTS

Record Consumers*
Use RECORD PREVIEW as check-list to make their own purchases

record preview



The New Full-Color Consumer Publication by Billboard

*82%, according to survey conducted among consumers at 1964 New York Hi-Fi Show.

Record Preview

spotlight sales performer of '64
now ready to sell for you
in '65!

**Double Decker
Chubby Checker**
Backed With a Smash
"LOVELY, LOVELY"
B/W
**"THE WEEKEND'S
HERE"**
P 936
THE RECORDS ARE
IN LAMINATED PARKWAY

**THE NOVELTY SMASH
OF THE YEAR**
**LEADER OF THE
LAUNDROMAT**
by
THE DETERGENTS
Roulette 4590

**SHIRLEY
BASSEY**
HER THRILLING
SINGLE DIRECTLY FROM
THE SOUND TRACK OF
THE GREAT FILM
GOLDFINGER
UA 790
**UNITED
ARTISTS**

FOR BIG RESULTS IN
**CUSTOM
PRESSING**
7"-10"-12"
EXPERTS IN ALL PHASES OF
RECORD MANUFACTURING
"FROM TAPE TO TRUCK"
P
PREMIER CUSTOM PRESSING
PREMIER ALBUMS INC.
140 DELAWANNA AVENUE
CLIFTON, NEW JERSEY
PHONE 473-7218 AREA CODE 201

Listen for
MARY KEEL
singing
**Christmas Is
A Season**
c/w
dear mister Santa Claus:
(Roulette 3729)
HARWELL-RACE ENTERPRISES
3432 West Paradise Drive
Phoenix, Arizona 85029
Area Code 602 WH2-0755

RP FACTS

416,000
consumer
purchases
of LP's
sparked by
**RECORD/
PREVIEW**
in 1964*

**Record
Preview**

**The New
Full-Color
Consumer
Publication
by
Billboard**

*Source: 1964 survey
of dealer-users who
reported that 52% of
all copies distributed
delivered directly
traceable LP sales.

spotlight sales performer of '64
now ready to sell for you
in '65!

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

I FEEL FINE

Beatles, Capitol 5327

SHE'S A WOMAN

Beatles, Capitol 5327

WILD ONE

Martha & the Vandellas, Gordy 7036

★ 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.

THE LUMBERJACK . . .

Hal Willis, Sims 207 (English, BMI) (Milwaukee, Memphis-Nashville)

MUSTANG 2 + 2 . . .

Casuals, Sound Stage 7 2534 (Ronbre-Coach & Four, BMI) (Baltimore)

DEAR HEART . . .

Henry Mancini's Ork & Chorus, RCA Victor 8458 (Northridge-Witmark, ASCAP) (San Francisco)

THE CRUSHER . . .

Novas, Parrot 45005 (Getter, BMI) (Minneapolis-St. Paul)

PERCOLATIN' . . .

Willie Mitchell, Hi 2083 (Jec, BMI) (Memphis-Nashville)

I'M THE LOVER MAN . . .

Little Jerry Williams, Loma 2005 (Chicory, BMI) (St. Louis)

TELL HER JOHNNY SAID GOODBYE . . .

Jerry Jackson, Columbia 43158 (Valley, BMI) (Pittsburgh)

IT'S ALRIGHT . . .

Adam Faith, Amy 913 (Gil, BMI) (Baltimore)

THEIR BIGGEST
RECORD EVER!
NOBODY BUT YOU
THE TOKENS
B. T. PUPPY 505
Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

TOMMY ROE
HAVING A REAL
PARTY WITH
"PARTY GIRL"
c/w
**'OH HOW I COULD
LOVE YOU'**
ABC 10604
ABC-PARAMOUNT
FULL COLOR FIDELITY

BEN E. KING
**SEVEN
LETTERS**
ATCO
6328

BBC Drops Top Radio, TV Shows

LONDON—The BBC has reflected the apparent decline in the big beat boom in Britain by dropping a top radio program and a major TV show. This seems to mark the end of the trend which has doubled the number of TV and radio exposures available to records here in little more than 12 months.

The radio show is "Top Gear," a marathon bonanza of beat music introduced to BBC Light program listeners earlier this year. The 10 p.m.-midnight show each Thursday was regarded by pluggers as being a major importance since it concentrated on giving the first air play to new records.

And Britain's new third TV channel, BBC-2, will be without its all-Saturday-afternoon magazine show, "Open House," (which concentrated on pop) after Dec. 5.

The BBC has also postponed indefinitely its transmission of

CAPITOL OFFERS 'GREETING' LP

HOLLYWOOD—Capitol Records has prepared a special radio album offering congratulatory greetings by several of the label's top artists for birthdays, holidays and anniversaries. The programming aid features tracks by Nat King Cole, Nancy Wilson, Freddy Martin, Ray Anthony, Kay Starr, Andy Griffith and the Beach Boys.

CRCI Elects Nash as V. P.

NEW YORK—Edward Nash has been elected vice-president and general manager of the Capitol Record Club. Nash, who was also named to the Capitol Record Club board of directors, will bear executive responsibilities for all of the club's activities, as well as for other CRCI mail-order operations.

Nash, who will report to Alan W. Livingston, Capitol Records president, joined CRCI four months ago as director of marketing for the club.

the "Hollywood Palace" TV series, which has bought and had planned to screen from Nov. 18.



BILLBOARD'S "NO 1 IN THE COUNTRY" award was presented recently to United Artists Records' executives for the Ascot release of Manfred Mann's "Do Wah Diddy Diddy." Ascot is a UA subsidiary. Pictured, left to right, are Si Mael, UA's vice-president-general manager; Andy Miele, UA's national director of single sales, and Denis Hyland, of Billboard's advertising department.

HO-HO-HO!
**LOOK
WHO'S GOT
THE HIT
CHRISTMAS
RECORD!**



**LOVE FOR
CHRISTMAS**
THE GEMS
Chess 1917

**YOU'VE NEVER
BUT NEVER
HEARD A
CHRISTMAS
RECORD
LIKE THIS!**

CHESS producing corp.

CHICAGO, ILL. 60616

Radio-TV PROGRAMMING

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

VOX JOX

By GIL FAGGEN



WNEW, New York City's "Show Business Station" presented another in its series of live music spectaculars on Thanksgiving Day. The star was Sarah Vaughan with Skitch Henderson and his 19-piece orchestra recorded live at Basin Street East during a "night club luncheon" for advertising agency broadcast buyers. Singing along with Sarah are left to right: Ted Brown and Gene Klavan (WNEW); Skitch Henderson (NBC's "Tonight" show); John V. B. Sullivan, vice-president and general manager of WNEW; Ed McMahon of the "Tonight" show; WNEW personalities Dee Finch, Jim Lowe and Varner Paulsen, WNEW program director and producer of the special. Front and center with Sarah is WNEW's William B. Williams who emceed.

Randy & the Rainbows, whose current Rust release, "Little Star" is receiving favorable reaction in the East, will be on hand Saturday, Dec. 5 for the WKNY sponsored Cerebral Palsy benefit in Kingston, N. Y. WKNY airmen Joe Shuler and Bob Milling will emcee the show.

WCAU personality Bob Meneff warms up with students from Bishop Newmann High School preliminary to the First Annual WCAU Radio Thanksgiving Day High School Foot-

ball Classic. The 50,000 watt CBS outlet in Philadelphia preempted programming on Turkey Day from 9:30-to noon to air 12 area high school games



play-by-play and live all at the same time! Bill Campbell served as anchorman and the station switched from game to game, picking up highlights and key plays at each game. Meneff, and Ed Harvey, and other WCAU personalities handled the mikes at the various locations.



WNBC's deejay talker, Big Wilson, is gaining a reputation as a mighty persuasive man. Via the power of the NBC owned station's 50,000 watts, Biggie talked his boss, George Skinner, into throwing him the world's first non-voyage party

(Continued on page 30)

DEMAND IS HEAVY FOR FM OUTLETS

CHICAGO—The value of an FM outlet was underscored recently with the announced purchase of FM outlets by Metro-media in Los Angeles and McLendon Corporation in Chicago.

McLendon, which purchased WYNR two years ago and last month switched its call letters to WNUS and instituted a 24-hour all-news operation, purchased WFMQ for \$400,000, the highest price ever paid for a Chicago FM station.

Metro-media swapped its KLAC-FM outlet for leading FM station, KRHM, for a reported \$400,000 in a move to give the company a more powerful FM voice in light of the FCC's ruling that AM-FM stations must reduce simulcasting as of Jan. 1, 1965.

The \$400,000 figures are believed to be the highest tabs ever paid for FM radio stations anywhere.

McLendon will, upon FCC approval, change WFMQ's calls to WNUS-FM and the station will be operated as an adjunct to its AM-er.

Gold Oldies Format Boon

NEW YORK—With radio stations more and more including "golden oldies" as a regular part of their daily programming the Mercury "Original Golden Hit Series" should prove a boon to programmers as well as the many thousands of record buyers who have "lived" the music as originally featured on their favorite radio stations.

The 12-album release includes: "Original Golden Instrumental Hits—Vol. 1," "Original Golden Town and Country Hits—Vol. 1," "Original Golden Teen Hits Vols. 1, 2 & 3," "Original Golden Hits of the Great Blues Singers—Vols. 2, 3 & 4," "Original Golden Rhythm and Blues Hits—Vol. 1" and "Original Golden Hits of the Great Groups—Vols. 2, 3 & 4."

The selections run the gamut from vintage rock 'n' roll to the recent past. Included are such past smasheroos as "The Great Pretender," by the Platters; "Crying in the Chapel," the Orioles; "Sh-Boom," the Crew-Henry; "I Wake Up Crying," Chuck Jackson; "Bo Diddley," Bo Diddley; "A Shanty in Old Shanty Town," Johnny Long; "Gee Whiz," Carla Thomas; "Do You Wanna Dance," Bobby Freeman; "Tequila," the Champs "Green Onions," Booker T. & the MG's; and "Walk On By," Leroy Van Dyke.

Beatle Promo

DES MOINES—KIOA radio has a new Beatle promotion under way. The security guard who guarded the Beatles on their Los Angeles appearances, was able to get four of the towels used by the Beatles. KIOA has them and they're giving them away. Hal Moore, "Official Beatle leader" for Iowa, is in charge of the giveaway. All KIOA listeners have to do to win one towel is to prove he or she is the biggest Beatle fan in Iowa.

New Type Format Clicks for WRBD



AL (DUKE OF EARL) GARNER



WILLIE (SOUL KING) MARTIN

FORT LAUDERDALE, Fla.—WRBD, swinging into its second year of broadcasting with a rhythm and blues, Negro-oriented format, has been chalking up impressive ratings and sales in the area.

Little more than a year ago, the station, one of 14 in the area, switched to its present format and aimed its programming at the more than 131,000 Negroes in Broward and Palm Beach counties.

The sweeping change included all of the air personalities with Paul Hoy, station manager and Al Garner, operations manager staying on to guide the station in its search for new vistas.

WRBD's "Rockin' Royalty" includes McKinley (Crown Prince) Williams, who joined the station from WMBM, Miami; Willie (Soul King) Martin, who moved to the station from WIXX in Fort Lauderdale; "Mother" Myrtle Frances, an ordained minister who conducts gospel and religious programs; Bill (Blues King) Allen and Al (Duke of Earl) Garner, who also doubles as operations manager.

Bucky (Count) Johnson, the station's Palm Beach sales manager, emcees "Gospel Train" from 10 a.m.-1 p.m. Sundays. He joined WRBD after 17 years with WIRK.

Dubbed "Rockin' Big Daddy Radio," 5,000-watt WRBD programs both rhythm and blues and "hot pop contemporary" music. The combination—when sharply defined—is a programming rarity. It is the only station between Daytona Beach and Miami, a distance of 240



McKINLEY (CROWN PRINCE) WILLIAMS



BILL (BLUES KING) ALLEN

miles, offering such a programming fare.



SICK WITH A TWIST is the finale of KDKA-TV's original musical revue, "Live On Tape," that was presented by the Pittsburgh station to invitation-only audiences of New York agency people at the Lambs Club Oct. 27-28. Left to right are Sterling Yates, Marcy Lynn, Paul Straney, Betty Gillett, Barbara Mullins, Don Riggs, Josie Carey and Jimmy Val. (This photo was made at a Pittsburgh presentation of the revue in the Pittsburgh Field Club Oct. 12.)

A ROARING HIT ON RSVP

TIGER IN THE TANK

The Chariots
RSVP 1105

GRAB OUR TIGER BY THE TAIL

Order From Your Nearest Distributor

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1650 Broadway
N. Y., N. Y. 10019
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RADIO RESPONSE RATING

PORTLAND, ORE.
SECOND CYCLE

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	KISN	75%
2.	KYMN	25%
★ POP LP's		
1.	KEX	48%
2.	KGW	26%
3.	KPOJ	17%
4.	KWJJ	9%
★ R&B		
No R&B Stations in Portland Area.		
★ C&W		
1.	KRDR (Gresham, Ore.)	100%
★ CONSERVATIVE		
1.	KXL-AM	100%
★ CLASSICAL		
1.	KPFM Others (KXL-AM, KWJJ-AM)	75% 25%
★ FOLK		
No Folk Shows in Portland Area.		

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

FORMAT GLOSSARY: "Contemporary"—Stations that play primarily singles and LP's of a "rock-n-roll" and rhythm and blues nature. "Pop Contemporary"—Stations that feature rock-n-roll and rhythm and blues music, as well as current singles and LP's of a non-rock nature. "Pop-Standard"—Stations programming current and stock singles and LP's, excluding rock-n-roll and rhythm and blues. "Standard-Pop"—Same as "Pop-Standard" with stations emphasizing standards to current pop singles. "Standard"—Stations programming current or stock versions of the old standards culled primarily from LP's. Rock-n-roll and "teen sound" excluded. "Conservative"—Stations featuring primarily LP music of a subdued nature in tone and performance. Background instrument music. "Classical," "Country & Western," "Jazz," "Rhythm & Blues," "Ethnic"—Stations programming more than 50 per cent of their music in the above mentioned particular categories.

STATIONS BY FORMAT

PORTLAND, ORE. AREA: 33rd radio market nationally. 13 AM; 5 FM; 1 Pop-Contemporary; 1 Contemporary; 3 Standard; 1 Pop-Standard; 3 Conservative; 1 Country & Western; 1 News; 1 Religious; 1 Gospel. **KISN:** 1,000 watts, a Star station. Music format: Contemporary. Highly identifiable air personalities. Station editorializes as the occasion arises. Special features include: "Air Watch" and "Flight Facts" M-F, both aired during drive time from station-owned plane. Station concentrates on public service projects on a daily basis, spotlighting one charity each day with 72 spots per day. 5 min newscasts every hour. Bill V-P and Gen'l mgr., Steve Shepard. Pro. dir., Frank Benny. Library uses 4 copies of 45's and 2 copies of LP's. Records should be sent to Frank Benny, 10 N.W. 10th Ave.

KEX: 50,000 watts. Golden West Broadcasters. Music format: Pop-Standard. Highly identifiable air personalities. Station editorializes as need arises. Public service documentaries aired regularly. Special

shows include Steve Davis' "Night Side" featuring light jazz and two sportcasts aired daily at 7:10 a.m. and 5:45 p.m., M-F. 5 min. newscasts every half hour. 10 min. newscasts at 7 a.m. and 15 min. newscasts 6 p.m., M-F. 4 man news department under direction of Dave Valentine. Capitol news correspondent is Bob Bruce. Exclusive Radio Press International news service in Portland area. Local sports aired during season are Oregon State Football and Basketball and Portland Beaver Baseball games. V-P gen'l mgr., Fulton Wilkins, pro. dir., Robert Hawkins. Library uses one copy each of 45's and LP's. Records should be sent to Record Librarian, Diane Brooks, 2130 S.W. Fifth Ave.

KGW: 5,000 watts. A Crown Station. NBC affiliate. Music format: Pop-Contemporary. Highly identifiable air personalities. Oldest radio outlet in the Northwest. Special programs include Hal Raymond's "Wake-Up Service" with calls to listeners whose conversations are taped for airplay. 5 min. newscasts every half hour daily

PROGRAMMING NEWSLETTER

Merit Rating Is Important

By BILL GAVIN
Contributing Editor

Many years ago, before radio and television brought the World Series into our homes, some of our metropolitan newspapers would display large scoreboards high on their buildings so that the inning-by-inning progress could be followed by all who cared to wait and watch. Large crowds of baseball fans would cluster around, and as each inning was posted there would be cheers or groans, depending on prevailing sympathies.

The impatient anxiety with which many radio people await each succeeding Pulse or Hooper report is reminiscent of those baseball fans a half century ago. The audience measurement surveys keep the score; they report who is winning; they tell the station manager and his program director whether their programming was good; they tell the advertiser how large an audience he can expect for his commercials on each and every station. There is a saying among radio people that "you live and die by the numbers."

Of course, there are many people in radio—probably a large majority—who take a fairly detached view of audience measurement reports. They are experienced professionals enough to know, without outside numerical reassurance, that they are doing a good job on the air, that they are attracting a fairly substantial audience, and that their station's position in the local community and in the advertising world is reasonably secure.

It is demonstrably true that in many cities there are frequent and large fluctuations in shares of audience among some of the leading stations. It is small wonder that such wide swings of station popularity promote strong feelings of insecurity, among the leaders as well as among those whose turn it may be to fall behind. It is also true that in other cities, such frequent fluctuations in shares of audience are comparatively unknown. There must be a reason.

PROBABLY A MAJOR cause of the impatient instability that pervades radio competition in certain cities is the tradition of explosive popularity surges that has become associated with pop format stations. New or vastly improved format operations have in the past moved into a number of cities and have taken over an impressive rating leadership in a few short months. It has become an ingrained attitude in format radio that the right combination of tested ingredients—the right

music, the right DJ's, the right promotions—will automatically produce a winner. It has worked many times in the past. When it fails to work now, the assumption is likely to be that there is something wrong with the ingredients. More money is poured into bigger prize contests and into higher priced disk jockeys. This works for a month or two, until the competition follows the same course, and the rating pendulum swings again.

The obvious fallacy in this kind of thinking is that it fails to look beyond the ingredients. It fails to note that stations holding a fairly stable rating position have built up a large following whose loyalty is practically impervious to the competitive blandishments of big prizes and high-powered disk jockeys. It fails to see that a station's position of respect and acceptance in a community is based on more long-term objectives than can be met by DJ's, prizes, records and production.

We expect a good disk jockey to put on a consistently good show. We expect that our contests and promotions will attract a certain amount of attention. We expect that skillful selection of music, plus sharp production, will make our stations more attractive to more listeners. But if we limit our expectations exclusively to what is broadcast on the air, we are neglecting opportunities to build listener loyalty—something that grows out of the station's non-broadcast activities in the community.

SHORT-SIGHTED MANAGERS conceive of public service only as a certain amount of air time devoted to non-commercial announcements that are placed to their credit by the FCC. More thoughtful managers encourage their air personalities to take an active part in community affairs—to work with schools, churches, charities and law enforcement agencies in all things that benefit the community. They don't wait to be invited, they create new ways to participate, new activities to sponsor.

Radio has been called "the constant companion." By definition, we have the right to expect our companions to be something more than pleasant, amusing, exciting or entertaining. We ask also that they be interested in us as people. Too many station managers are interested in their listeners only as numbers in a rating survey, and their stations reflect this attitude in their entire program output. It is small wonder that their brittle, superficial appeal is easily broken by an aggressive competitor.

A loyal audience is a valuable asset. It can't be bought. It can't be persuaded. It must be deserved.

and a 15 min. "10 o'clock report" nightly. 4 man news dept. under direction of Jim Miller. Two mobile news units. Play by play University of Portland basketball aired during season. Sta. mgr., Patrick H. Crafton. Prog. mgr., Wes Lynch. 2 copies of 45's and 1 copy of LP's should be sent to Wes Lynch, 1139 S.W. 13th Ave. **KYMN:** 50,000 watts. Republic Broadcasting Inc. Music format: Contemporary. Highly identifiable air personalities. Covers North West Canada and most of Alaska. Special programs include "Voice Your Choice," phone call-in show, 7:15-8 p.m., M-Sat. "Platter Poll" featuring new records voted on by listener call-ins four times a night and "Duel Of the Disks" nightly at 8:30 p.m. 5 min. news every hour and 15 min. at 7 a.m. 3 man news dept. under direction of Bob Scott. 3 mobile units. Helicopter for traffic starts Dec. 1. "Football Scoreboard" Sat. & Sun. during season. V-P & gen'l mgr., John Hunter. Prog. dir. Jack Merker. 4 copies of 45's and 1 copy of LP's should be sent to Jack Merker, Box 5865.

KWJJ: 10,000 watts. Independent. ABC affiliate. Music format: Standard. 5 min. newscasts every half hour. 15 min. news casts 7:45 a.m. and 5 p.m. "Radio Newsreel" 6-7 a.m., M-Sat. 2 man news dept. headed by George Fanders. 5 min. sportcasts 3 times daily. 1 hour classical music on Sun. at 5:30 p.m. Gen'l mgr., Rodney F. Johnson. Prog. dir., Jerry Speerstra. 2 copies of 45's and 2 copies of LP's should be sent to Jerry Speerstra at 931 S.W. King Ave.

KPOJ-AM-FM: 5,000 watts. Independent. Mutual affiliate. Music format: Pop-Standard. AM-FM

simulcast. Special programs include "Day Line" with Dick Klinger 11-12 a.m. and "Night Line" with Don Porter 9-10 p.m. Both are topics of the day discussion shows M-F. 5 min. Mutual news on the half hour and local news on the hour. 3 major newscasts a day. 35 in. at 7:30 a.m., 15 min. at 6:45 a.m. and 10 min. at noon. 3 man news dept. under direction of Vern Mueller. One mobile unit. University of Oregon football and Portland Buckaroo hockey aired in season. Gen'l mgr., R. M. Brown.

Prog. dir., Vern Mueller. 2 copies each of 45's and LP's should be sent to Vern Mueller, 1019 S.W. 10th Ave.

KXL: 50,000 watts. Independent. Music format: Conservative. 5 min news on the hour, 15 min. news at 7 a.m. daily and "News in Depth" with John Salisbury, 8 a.m., M-F. 2 man news dept. under direction of Salisbury. Light classical music played occasionally. Gen'l mgr., Lester M. Smith. (Continued on page 30)



LOONIS MCGLOHON, music director of Radio Station WBT, Charlotte, is shown (left) discussing with Paul B. Marion, general manager of the station, Loonis' new album, "Goin' Back Home." The album has recently been released in both monaural and stereo on the Jefferson label, a subsidiary of WBT. McGlohon, an outstanding jazz pianist and composer, issued his first album, Loonis McGlohon and the Trio Play, last year. (Advertisement)



2
+2
5

HYSTERICAL THOUGHTS FOR 1965

—STEREOPHONIC will be out! Someone will get the bright idea to charge a buck more for monaural discs . . . they'll just label them "AUTOMATIC STEREOPHONIC" and they'll have it made!

—CLICHES I hate: "Business is Business." That's just the trouble . . . when it is—it ain't!

—MUSIC PUBLISHERS will get a little guts. Instead of whining to the government about the erstwhile hood-ridden jukebox Business not paying royalties, they'll not license their copyrights unless freebie jukebox records are forbidden.

—TWO MAJOR RECORD COMPANIES won't start a tape-speed war and inflict another 33-45 rpm struggle on the industry out of sheer megalomania.

—David Merrick and Morris Levy will be knighted by Queen Elizabeth for the loot they're swinging into Merrie Olde England as a result of their imports.

—Goddard Lieberson will find some way to produce Original Cast Albums of: "The Black Crook"; "No, No, Nanette"; "Babes in Toyland," "The Red Mill" and "The Student Prince."

—"Common Sense" is the worst kind. It's the reasoning we use when called upon for an opinion on something we know nothing about.

HAPPY NEW YEAR!
Respectfully yours,

Arthur Shimkin

ARTHUR SHIMKIN
Golden Records
630 Fifth Ave.,
N.Y. 20, N.Y.



STATIONS BY FORMAT

• Continued from page 29

Prog. dir., Melvin M. Bailey. 1 copy of 45's and LP's should be sent to Mel Bailey, Box 5886.

KRDR: 1,000 watts. Independent. Music format: Country & Western. "Grand Ole Opry" 6-7 p.m., M-F. 2 min. news every half hour. 2 min. sports and weather hourly. 15 min. news "Sheriff's Report" at 7:30 a.m. Local high school football and basketball play-by-play during season. Sports dir. Jimmie Williams. Pres. & gen'l mgr., Jack Frant. Music dir., Clare Musser. 2 copies each of 45's and LP's should be sent to Box 32, Gresham, Ore.

KPAM: 5,000 watts. Independent. Music format: Conservative. Each hourly segment of music consists of: 1 Broadway show tune, 1 choral, 1 folk, 1 jazz, 1 big band, 1 recognizable classical selection and "bright" instrumentals. Special programs include "Great White

Way" a complete Broadway show album presented Mon. 8 p.m. "Showtime" Broadway show highlights. Thurs. 8 p.m. and "Hootenanny" at 8 p.m. Fris. Four, 15 min. newscasts daily and 5 min. newscasts hourly. 2 man news dept. under direction of Don Kneass. Remotes of a civic nature aired 6 to 8 times a year as the need arises. Editorials aired regularly. Gen'l mgr., Del Leeson. Prog. dir., Lloyd Yunker. Send 1 stereo copy of LP's to Lloyd Yunker, Box 1230, Portland.

KPFM: 5,000 watts. Independent. Music format: Conservative-Classical. Simulcast with KPAM till sundown. Classical phone-in requests from midnight till 6 a.m. Personnel: same as KPAM.

KOIN: 5,000 watts. Independent. Music format: Standard. Gen'l mgr. Harry H. Buckendahl. Records should be sent to Prog. Dir. Willard Mears, at 140 A.W. Columbia St.

KLIQ: 5,000 watts. Independent. Semi-Mutual affiliate. Music format: Gospel-Standard. Gen'l mgr., David M. Jack. Music dir., Larry Kilburn. Send 2 each of 45's & LP's to Oaks Park, Portland.

KKEY: 1,000 watts. Independent. Music format: Standard. Music pre-recorded and programmed by International Music in Bellingham, Wash. Gen'l mgr., Ernest Crater. Prog. dir., Ralph Weagant. Box 3361, Portland.

KGAR: 1,000 watts. Independent. All news station. Gen'l mgr., Gordon A. Rogers Jr., Box 1887, Vancouver, Wash.

KPDQ: 1,000 watts. Independent. Music format: Religious. Special programs include "Indianapolis Speedway Races" once a year. Gen'l mgr., Robert W. Ball Jr. Prog. dir., Jerry Johnson. Send religious records to Jerry Johnson, 4903 N.E. Sandy Blvd., Portland.

Clark's Guest

HOLLYWOOD—Al Martino, Mickey Lee Lane, and Bryan Russell will be Dick Clark's in-person guests on "New American Bandstand-65," Saturday, Dec. 5, on ABC-TV. Lane will sing his current hit, "Shaggy Dog," and Martino will offer his best seller, "I Love You Because," and his present hit, "We Could."

Clark's special guest will be 11-year-old Bryan Russell, currently in a featured role in the Walt Disney picture "Emile and the Detective." The album soundtrack has also been released on the Disney label.

On the "Hot Line to the World Music," Clark chats with Skip Wilkerson, New Orleans deejay.

Local Talent Aired

DALLAS—Proving popular locally with the prep school and collegiate crowd on WFAA-TV is "The Group and Harrigan," hosted by Irving Harrigan, KLIF deejay, and featuring local talent drawn from the teen and collegiate set.

A favorite segment of each week's show is the sing-a-long number for which the words are flashed on the TV screen and the viewers are asked to join the group.

KLEF-FM GOES ON AIR

HOUSTON—KLEF-FM began broadcasting here Sunday at 94.5 on the FM dial, at the spot formerly occupied by KARO-FM.

The station will feature classical music in FM-stereo from 6 a.m. to midnight each day. According to Ronald Schmidt, vice-president and general manager, the station will have some live music broadcasts and hopes to begin 24-hour service in the future.

KLEF-FM and a sister station, KBRG in San Francisco, will program on a syndicated basis, using the same taped introductions to the locally played records.

The staff of the new station includes Ray Landers, program director; Ray Hickman, music host and announcer; Al Urbach, Robert Boys and Les Avery, music announcers; Steve Geron and Paul Henry, commercial announcers.

VOX JOX

• Continued from page 28

held last week on the Moore-McCormack Line's S.S. Argentina. The ship sailed unfortunately, without Wilson, Skinner (center) and yours truly (right), pictured above on-board for the festivities. However, Big voiced his desire to visit a sunny clime even if he had to work. His plea was heard by Cy Swingle, general manager of WIOD, the NBC affiliate in Miami, while on a business trip here, and it was arranged for Big to take over Larry King's "Surfside Six" interview show 10 p.m.-1 a.m. on the Miami station with Brooklyn native King taking over the reins of Big's 2-4:30 p.m. telephone show on WNBC. The switcheroo took place this week with Julius La Rosa sitting in mornings 5 to 9 a.m. on Wilson's wake-up show.



Johnny Holiday carefully considers the merits of the latest RSVP release "Tiger in the Tank," by the Chariots at the WINS (New York) studios. Sign on wall immediately behind "Tiger Girl" reads, "Keep

KLRN-TV's Jazz Series

AUSTIN, Tex.—A new series of eight half-hour programs, "New Orleans Jazz" has bowed on KLRN-TV and is being aired at 9 p.m. Thursdays. The program will bring out many of the all but forgotten influences on the birth of jazz and its development as a social phenomenon. The setting will be old New Orleans, about 1885.

The series will take its camera to churches and the honky-tonks, as well as to gospel singers, blues singers and "red hot mammas."

The exploits of such well-known jazz immortals as Kid Ory, King Oliver, Jelly Roll Morton, Buddy Bowden, and Nick La Rocca are described at locations, either actual or reconstructed, where the jazzmen achieved their greatness.

Vern Cook, program director at WYES-TV, New Orleans, is host of the series. He will talk with many of the old time jazz musicians.

To be included are interviews with Papa Jack Laine, Pappa Tom Albert, and Papa John Joseph, all now over 84, and probably the only three survivors of the era when jazz was actually born.

All in Family

PITTSBURGH—Ragen, the young daughter of KDKA's deejay Clark Race, joins Linda, and other gals who have had songs written and recorded in their honor. "Ragen," a jazz instrumental written by Bob Crewe, has been released on the Parkway label by the Caliente Combo.

Hands Off—for Authorized Use Only."

SEGUE

Ken Garland, WJAR waker-upper in Providence, R.I., for the past four years, tapped for WINS (New York) early morning trick replacing exciting Ed Hider. Station will add WXYZ (Detroit) deejay Joel Sebastian to its line-up for the noon-3 p.m. segment. Changes effective in the next few weeks portend of other on-the-air staff and program changes to come. . . . **Dean Griffith**, program director-deejay at WPGC (Washington, D.C.) moves to WMCA (New York) for long-vacated Johnny Dark stanza. . . . **Jack Fisher**, formerly with WEAM (Washington, D.C.), now holding down 6-midnight slot at WROV (Roanoke, Va.). . . . **Rick Flight**, moving into WRPL (Charlotte, N. C.) as program director and 3-5 p.m. deejay. . . . **Joe Kaye**, WHIM (Providence, R. I.) to WMPA that city, for afternoon show.

VIP APPOINTMENTS: Glen D. Lockhart and Ron Lyons appointed general manager and program director respectively of KROY (Sacramento). . . . **Gordon Clark**, formerly with KRYS and KEYS (Corpus Christi) recently joined KONO (San Antonio) as program director. . . . **Robert M. Oxarart**, formerly associated with KVSM and KOFY (San Mateo) and KPEN-FM (San Francisco), appointed manager of KFRE-FM (Fresno). . . . **William C. Ross**, program and production manager at WTAR (Norfolk), to WAVY that city in similar capacity.

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SINGLES

REVIEWS



HOT POP SPOTLIGHTS

Singles with Top 50 chart potential suitable primarily for contemporary music formats. (Positions 1 through 50.)

GHUBBY CHECKER—THE WEEKEND'S HERE (Evanston, BMI) (2:28)—Powerful beat and dynamic vocal by Checker that should catapult him right into the charts. Flip: "Lovely, Lovely (Lovely, Lovely)" (Picturetone, BMI) (2:27)—A catchy rocker that bears watching, too. **Parkway 936**

BEN E. KING—SEVEN LETTERS (Milky Way, BMI) (2:47)—A country flavored tale of woe entered with dramatic emotional appeal. A real grabber! Flip: "River of Tears" (Cotillion, BMI) (2:20). **Atco 6328**

CHUCK BERRY—PROMISED LAND (Arc, BMI)—A true blue Berry rocker with plenty of get up and go. Rinky piano and wailing Berry electric guitar fills all in neatly. Flip: "Things I Used to Do" (Venice, BMI) (2:40). **Chess 1916**

THE HONDELLS—MY BUDDY SEAT (New Executive-Beechwood, BMI) (2:09)—Draggin' surfin' sound with romantic invitation. Once a buddy, always a buddy, we expect. Flip: "You're Gonna Ride With Me" (MerVen & Beechwood, BMI) (1:40). **Mercury 72366**

THE MIRACLES—COME ON DO THE JERK (Jobete, BMI) (2:47)—Sounds like a follow-up hit for the group. New and socko rendition of current dance craze. Flip: "Baby Don't You Go" (Jobete, BMI) (2:55). **Tamla 54109**

DUSTY SPRINGFIELD—LIVE IT UP (Merjoda, BMI) (2:08)—R&B rocker with Detroit beat spotlighting wailin' vocal by Dusty packed with plenty of feeling. Chorus and brass lend support. Flip: "Guess Who?" (Big Seven, BMI) (2:27). **Philips 40245**

DAVE (BABY) CORTEZ—POPPING POPCORN (Cortez-Unbelievable, BMI) (2:17)—Exciting driving beat combining rock and gospel. Should be able to pop real big commercially. Flip: "The Questions" (Do You Love Me) (Cortez-Unbelievable, BMI) (2:50). **Okeh 7208**

RONNY AND THE DAYTONAS—BUCKET "T" (Screen Gems-Columbia, BMI) (2:35)—Hot on the heels of their recent hit comes a rouser that tears down the pike with throttle wide open. Flip: "Little Rail Job" (Buckhorn, BMI) (2:20). **Mala 492**

THE POETS—NOW WE'RE THRU (Immediate, BMI) (2:13)—Currently climbing the British charts, this Scottish group debuts on the new Bob Crewe label. Blusey down under ballad with commercial impact. Flip: "There Are Some" (Immediate, BMI) (2:07). **DynoVox 201**

MICHAEL ALLEN—SHE (Saturday, ASCAP)—Good material well performed with dual-tracked voice. Ballad with medi-tempo builds into a powerful production. Could be a monster! Flip: "People Forget So Fast" (Saturday, ASCAP) (2:45). **MGM 13301**

REVIEWED THIS WEEK, 168—LAST WEEK, 150

NO GUEST PANELIST THIS WEEK

DUE TO

THANKSGIVING

HOLIDAY

Each week a program director and/or deejay is invited to sit-in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance speaker-telephone hook-up. An opportunity is also given the guest to publicize his own or station "Pick of the Week."

ISLEY BROTHERS—THE LAST GIRL (T-Neck, BMI) (2:51)—Big sound and emotional dramatic reading. The opus should register well both in the pop and r&b areas. Flip: "Looking for a Love" (T-Neck, BMI) (3:30). **Atlantic 2263**

ROBERTA DAY—(Say There) ENGLISH BOY (Extra, BMI) (2:20)—Effective teen-grooved romantic ballad sung with feeling and effect by thrush. Lyrics are tender, set off by large instrumental backing. Loaded with chart potential. Flip: "Someday" (Unart, BMI) (2:23). **United Artists 792**

JACKIE GARDNER—I KNEW THE GIRL (Range 7, Fajob, ASCAP) (2:41)—Big sound coupled with exciting vocal performance. Extremely well made record could break the chart with concentrated play. Our "sleeper" of the week's flip: "Letters of Love" (Range 7, Fajob, ASCAP) (2:18). **Day Dell 1004**

CHRISTMAS

THE DRIFTERS—THE CHRISTMAS SONG (Morris, ASCAP) (2:25)—Fine pop styling of the Torme-Wella evergreen. In good taste, the side is excellent holiday season programming by one of the hottest selling groups around today. Flip: "I Remember Christmas" (Cotillion-Tredlew, BMI) (2:56). **Atlantic 2261**

BOBBY VINTON—DEAREST SANTA (Famous, ASCAP) (2:49)—Culled from Bobby's Christmas album, this sweetie will warm the hearts of all of the many little boy and girl fans of Bobby as daddy and mommy greet trem in their cradles on Christmas Day. Flip: "The Bell That Couldn't Jingle" (Rosewood-Bacharach-Twelve Stave, ASCAP) (2:20). **Epic 9741**

JIMMY WITHERSPOON—You're Next (Leeds, ASCAP) (2:15). **PRESTIGE 341**

INTIMATES—I've Got a Tiger in My Tank (Barmour, BMI) (2:15). **EPIC 9743**

CHRISTMAS

GARRY FERRIER—Ringo-Deer (Assembly, BMI) (2:15). **ACADEMY 112**

MIDDLE ROAD

McGUIRE SISTERS—Dear Heart (Witmark-Northridge, ASCAP) (2:23). **REPRISE 0330**

JOHN GARY—Sunrise, Sunset (Sunbeam, BMI) (2:53). **RCA VICTOR 8479**

NEW CHAUTAUQUANS—It's Raining, It's Pouring (Mellin, BMI) (2:35). **ACADEMY 110**

JACK LA FORGE—Goldfinger (Unart, BMI). **REGINA 1323**

CHRISTMAS

ARETHA FRANKLIN—The Christmas Song (Chestnuts Roasting on an Open Fire) (Morris, ASCAP) (2:55). **COLUMBIA 43177**

FRANKIE YANKOVIC & HIS YANKS—Jing-A-Ling (Christmas Time Is Here Again) (Pincus-Music, ASCAP) (1:58). **COLUMBIA 43173**

FRED WARING & HIS PENNSYLVANIANS—The 12 Days of Christmas (Shawnee Press, ASCAP) (3:50). **REPRISE 0316**



PROGRAMMING SPOTLIGHTS

Outstanding singles for radio station programming, but not necessarily Top 50 chart potential.



MIDDLE ROAD SPOTLIGHTS

LOUIS ARMSTRONG—FAITH (Morris, ASCAP) (2:41)—Show-stopper from Broadway's "I Had a Ball" is given an added shot-in-the-arm via this fine Armstrong styling. Much in the vein of his "Hello, Dolly!" Flip: "Bye 'n Bye" (International, ASCAP) (2:58). **Mercury 72371**

JERRY VALE—HAVE YOU LOOKED INTO YOUR HEART (South Mountain, BMI) (2:21)—**ANDIAMO** (April, ASCAP) (1:55)—Topside is one of Jerry's most commercial sides in a while. Has all the sounds of hitting all types of programming and sales. The flip is a Latin-flavored ballad which has equal possibilities. **Columbia 43181**

MUSIC BY DeVOL—THEME FROM PEYTON PLACE (Robbins, Feist & Miller, ASCAP) (2:20)—The popular television theme gets its most commercial waxing in this rendition. Could repeat the success of Percy Faith's "Theme From A Summer Place." Flip: "Hush Hush Sweet Charlotte" (Miller, ASCAP) (2:28). **ABC-Paramount 10608**

CHRISTMAS

FRANK SINATRA-FRED WARING—I HEARD THE BELLS ON CHRISTMAS DAY (St. Nicholas, ASCAP) (2:35)—Beautiful song relating the true meaning of Christmas. First-rate sensitive treatment by Sinatra and Waring. Could be a big one. Flip: "The Little Drummer Boy" (Mills, ASCAP) (3:03). **Reprise 0314**

BING CROSBY-FRANK SINATRA-FRED WARING—WE WISH YOU THE MERRIEST (Crystal, ASCAP) (2:15)—Happy, spirited holiday tune from the talented pen of band leader Les Brown. Great combination of talents. Flip: "Go Tell It on the Mountain" (Shawnee, ASCAP) (3:22). **Reprise 0317**

Album Reviews on Page 48



COUNTRY & WESTERN SPOTLIGHTS

ROY DRUSKY—SUMMER, WINTER, SPRING AND FALL (Moss-Rose, BMI) (2:40)—Tender love ballad covering all four seasons and a first-rate vocal job by Drusky. Flip: "Almost Can't" (Moss-Rose) (2:48). **Decca 31717**

NED MILLER—DO WHAT YOU DO DO WELL (Central Songs, BMI) (2:33)—Good material penned by Miller. It's fine philosophy learned from his dad. Sounds like a fast hit. Flip: "Dusty Guitar" (Central, Songs, BMI) (2:01). **Fabor 137**

GRANDPA JONES—HERE COMES THE CHAMPION (Tunesmith, BMI) (2:09)—One of the talented people associated with the "Grand Ole Opry." Grandpa gives this happy number a spirited performance that should pay off in sales. Flip: "Falling Leaves" (G. J., BMI) (2:22). **Monument 866**

COUNTRY & WESTERN

ORVILLE COUCH—Hello Doll (Cave-LeBill, BMI). **VEE JAY 631**

RED SOVINE—Hiding Out (Cedarwood, BMI) (2:18). **RIC 131**

JAZZ

SONNY STITT AND PAUL GONSALVES—Salt and Pepper (Parts I & II) (Pab, BMI) (2:30, 3:00). **IMPULSE 230**

YUSEF LATEEF QUINTET—Sister Mamie (Parts I & II) (Alnur, BMI) (2:05, 3:00). **IMPULSE 233**

RHYTHM & BLUES

B. B. KING—Christmas Celebration (High Society, BMI) (2:35). **KENT 412**

LITTLE MILTON—Blind Man (Don, BMI) (2:59). **CHECKER 1096**

GROVER MITCHELL—Loving You (Champion-Falart, BMI) (2:16). **DECCA 31714**

RHYTHM & BLUES CHRISTMAS

FAT DADDY—Fat Daddy (Wolf, ASCAP) (2:32). **JOHNNY-A 201**

SPIRITUAL

GOSPEL HARMONETTES—You've Been Good to Me (Conrad, BMI) (2:32)—Step by Step (Conrad, BMI) (2:30). **VEE JAY 952**

THE GOSPELAIRES—Only Believe (Lion, BMI) (2:50). **PEACOCK 3037**

THOMPSON COMMUNITY SINGERS—Here Is One (Conrad, BMI) (2:40). **VEE JAY 953**

CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

HOT POP

MIKE CLIFFORD—Don't Make Her Cry (Glackwood, BMI) (2:14). **UNITED ARTISTS 794**

DOROTHY BERRY—Ain't That Love (Dragon-Wyck, BMI) (2:09)—You Better Watch Out (Dragon-Wyck, BMI) (2:00). **PLANETARY 101**

CAROLYN CRAWFORD—When Someone's Good to You (Jobete, BMI) (2:26). **MOTOWN 1070**

DON & ALLEYNE COLE—Poor Fool (Largo, ASCAP) (2:20). **TOLLIE 9036**

BITTER END SINGERS—Hard Times (Afterglow, BMI) (2:08). **MERCURY 72367**

BOOKER T. & THE MG'S—Can't Be Still (East, BMI) (1:57). **STAX 161**

P. J. PROBY—Rocking Pneumonia (Ace, BMI) (2:05)—Just Call, I'll Be There (Unart, BMI) (2:26). **IMPERIAL 66079**

IRMA THOMAS—He's My Guy (Blackwood, BMI) (2:35)—(I Want A) True, True Love (Screen Gems-Columbia, BMI) (2:30).



SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

Every single sent to Billboard is heard by Billboard's Review Panel, and its programming and sales potential is rated within its category of music. Reviews are presented for Spotlights only. No listing is printed of records receiving a 3 Star rating or under.

COUNTRY MUSIC CORNER

By BILL SACHS

Folk Talent & Tunes
KHEY-Radio is bringing a "Grand Ole Opry" show to Liberty Hall, El Paso, Tex., Dec. 11, comprising Marty Robbins, the Canadian Sweethearts, Neal Merritt, Lucille Star, Don Winters, the Teardrops, and the String of Pearls band. . . . Joe Poovey and his new bride have taken up residence in Nashville, where Joe has taken a position with Russell Sims' English Music in association with John Richbourg. Joe will review and present songs for the English firm, and will continue to record for Sims Records. His latest on Sims is "The Late and Great Me," which he wrote.

Buck Owens and the Buckaroos wind up a three-week Texas tour this week, and will spend the first week of December on the West Coast before taking off for a 10-day swing through Hawaii. . . . The Bill Anderson troupe, along with Loretta Lynn, played to turnaway business at the Auditorium, East Point, Ga., Nov. 13, to set a new house attendance mark. The following night, the show, which also featured Jimmy Gately and the Po Boys band, was part of a spectacular at the Charlotte, N. C., Coliseum, which drew over 13,000 country music fans.

James O'Gwynn, after a stand at the Ponderosa Club, near Des Moines, for deejay-promoter Smokey Smith, made dates in New Mexico, Nov. 20-21, and then departed for California, where he's set for 16 one-nighters, firmed by Steve Stebbins, of the Americana Corporation. . . . The

Bob Neal office, Nashville, has taken the booking reins on Johnny and Jonie Mosby, Columbia Records pair, who continue to make their home in Ventura, Calif., where they operate their own nitery—the Ban-Dar. . . . New on the talent roster of Capitol Records is veteran country songster Wynn Stewart, whose initial waxing on the label is "Half of This, Half of That."

Shirlee Hunter has signed to continue her affiliation with Salem Records for another year. Her newest release on the label is due out this week. Deejays may obtain a copy by writing on their station letterhead to Paul V. Groah, Salem Records, 111 Main Street, Salem, Va. . . . Willie Nelson came up with a pair of accomplishments in November—he became a regular on "Grand Ole Opry" and signed a recording pact with RCA Victor. His first for the label is set for early release, according to Willie's publicity and promotion director, Walt Breeland, of Houston.

Red Brigham is on the air Monday through Friday with a half-hour show on WRVK, Renfro Valley, Ky. Red sings, plays guitar and emcees the proceedings. He also appears with John Lair's "Saturday Night Barn Dance" from Renfro Valley, and is featured soloist on "Sunday Morning Gathering," carried by 24 radio stations across the country. . . . Adrian Roland and Glenn Barber opened the new Continental Ballroom, Port Lavaca, Tex., Thanksgiving night (26). The Continental is under the management of Alvin Day, who is ever on the lookout for prime country talent.



KITTY WELLS, Decca recording artist and "Grand Ole Opry star," has what appears to be another country hit in "KILL HIM WITH KINDNESS" c/w "I'LL REPOSSESS MY HEART" (Decca 31705).

(Advertisement)

C&W PRAISED BY KSON

SAN DIEGO, Calif.—A presentation on the growth and development of country and western music was presented to the San Diego Advertising and Sales Club by KSON Radio Wednesday (25). The presentation was patterned after that made to the Sales Executive Club in New York City by the Country Music Association. The occasion—a luncheon was open for agencies and clients.

Dan McKinnon, KSON general manager, scheduled Tommy Collins as emcee and narrator of a script titled, "Country Music Comes Down Out of the Hills."

KSON gave away prizes from clients who use country music advertising.

Plan Drafted to Restore Chi. As Record Output Center

CHICAGO—Principals in the production of records in the Windy City met recently (12) to plot the renaissance of disk-cutting in the nation's No. 2 market.

Convened through the initiative of Paul Wyatt, national studio sales manager of Columbia Records, and Constellation Rec-

COUNTRY DJ OF THE WEEK



WSM Radio's "Mr. D.J. U.S.A." Dec. 4 will be Larry Heaberlin of Radio KWKY, Des Moines. Larry is heard daily over the all-country station from 10 a.m. to 2 p.m. Heaberlin, 24, is a graduate of two broadcast schools and has been with KWKY two years.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Bob Lunningham, Chuck Goddard and Randy Jones, who dish out the country tunes on WRHC, Jacksonville, Fla.'s, only country music station that doesn't sign off at sundown, write that they need record service from the majors, especially Capitol, Columbia and Decca.

Uncle Virgil Bond has returned to KHEY-Radio, El Paso, Tex., after several years in Minnesota. He has the morning platter-spinning chores from 5 to 10. . . . WCGR, Canandaigua, N. Y., is a new station spinning country music and is having difficulty getting sufficient playing material. They ask that artists and diskeries put them on their lists for new releases. Canandaigua is located in the heart of New York State's Finger Lakes region. . . . Joel Hurley, of Radio KLUR, 3112 Seymour Highway, Wichita Falls, Tex., sends out an SOS for country and gospel records. He's doing 18 hours a day. Also in need of the good country sounds are Albert (Bud) Blevins, WSLM, Box 175, Charlestown, Ind., and Troy Comer, WAGC, Centre, Ala.

"I am in my second month of country music on WKBN, Youngs-

town, Ohio," writes Lee Shannon, all-night country jockey, "and the audience reception to the music has been nothing short of fabulous." "I'm doing the midnight to 6 a.m. slot, and have letters and phone calls from a 19-State-area." Kathy Dee (United Artists) has been by twice for visits, and Webb Pierce stopped by Nov. 14. Among other visitors were Charlie McVay and LeRoy Cortez. . . . Jim McCoy has returned to Station WINC, Winchester, Va., where he started his disk-spinning career 17 years ago. Jim says he still has available copies of his "There's Not a Thing" b-w. "This Heart." For your copy, write Jim on your station letterhead.

Deacon Bob Frazier, PD at KVOC-Radio, Casper, Wyo., writes: "May I add to the chorus of 'help!!' We went country from sign-on to 5 p.m. a few weeks ago, and are sadly in need of some sort of help on music to fill the cavities in a mish-mash library of everything but c&w. With yours truly on from early a.m. to noon, and the Old Young'un Bernie Watts on the rest of the day, we go through several stacks of our little, round-faced friends in a day. In a three-station market in the middle of the West, we are the only c&w for all the poor, music-starved cowboys and hillbillies who inhabit this Rocky Mountain roost."

Crescendo Distrib

HOLLYWOOD — Crescendo has appointed three new distributorships: Arc in Detroit, Pan American in Denver and Hit in Cincinnati. Label's national promotion manager, Bud Dain, is currently on the road promoting three singles, including Billy Strange's "Goldfinger," the title tune from the forthcoming James Bond film.

Station WBER, Moncks Corner, S. C., the only all-country and western station serving and selling the metropolitan Charleston, S. C., area, has taken on the Charles Bernard Company, Inc., New York, as its national representative. . . . Ken Collins invites deejays to write him for a promotion copy of his new release on the Encore label, "You Know the Rest" b-w. "She's Setting Me Free." Ken's address is P. O. Box 3240, Huntsville, Ala. . . . Slick Norris, P. O. Box 653, Highlands, Tex., says he has available copies of the new ones by Adrian Roland and Glenn Barber, as well as deejay samples on Wilma Lee and Stoney Cooper's "I Couldn't Care Less," Johnny Wright's "Don't Give Up the Ship," Webb Pierce's "That's Where My Money Goes" b-w. "Broken Engagement," Ernest Ashworth's "Pushed in a Corner," Johnny and Jonie Mosby's "How the Other Half Lives," and Billy Walker's "Cross the Brazos at Waco" b-w. "Down to My Last Cigarette." Write Slick on your station letterhead.



DUSTY MILLER (left), of WCSS, Amsterdam, N. Y., president of the newly formed Northeast Country Music Deejays Association, is shown here making an award to Swampwater Jake, of WGHM, Skowhegan, Maine, who was named "King D.J. of the Great Northwest" at the CMDA's first annual convention held recently. Other officers of the new deejay organization are Bob Stockdale, manager of WSEN, Baldwinsville, N. Y., vice-president, and Barry Frank, WEEE, Glenmont, N. Y., secretary-treasurer. The new association will hold its 1965 conclave in Albany, N. Y., next April.

WATCH FUJIYAMA ERUPT ON NUGGET



CONNIE B. GAY (left), CMA's founding president, presents Je Allison, of Hollywood, the Connie B. Gay President's Award for 1964. This award is given to the individual, not currently serving as an officer or director, who has rendered the most outstanding service to the Country Music Association during the past year. Last year's recipient was CMA's legal counsel, Richard N. Frank Jr.

THANKS FOR THE SPIN I'M IN

WARNER MACK "SITTIN' IN AN ALL-NITE CAFE"

Decca 31684

RP FACTS

"Very Good . . . Just What the Record Industry Needs"

preview



The New Full-Color Consumer Publication by Billboard

Comment from a Bennington, Vt., dealer—one of 70% who say they like Record Preview.

Record Preview

spotlight sales performer of '64 . . . now ready to sell for you in '65!

NASHVILLE SCENE

By DON LIGHT

Fred Foster, Monument Records' president, will record a live album by the Kim Sisters at the Stardust Hotel, Las Vegas, early

in December. . . . Don Gibson will record a new RCA Victor album this week at the local RCA studio under the direction of Chet Atkins. . . . Roy Acuff and the Smokey Mountain Boys will leave

Dec. 20 for a two-week USO tour of American bases in Germany and France.

Kentucky Gov. Ned Breathitt recently commissioned Smash Records' Roger Miller a Kentucky colonel. . . . The Everly Brothers, will record a new album for Warner Bros. this week at the Fred Foster sound studio under the direction of Wesley Rose. . . . Claude

Gray, Columbia recording artist, is currently on a 15-day tour of the West Coast, set by Joe Wright. . . . Dave Dudley was in Nashville last week conferring with manager Jimmy Key and a&r man Jerry Kennedy.

The Osborne Brothers, Decca recording artist and newly signed members of "Grand Ole Opry," left last week for a 10-day tour of California, set by Smiley Wilson, of the Wil-Helm Agency. . . . Ferlin Husky is in New York taping the Jimmy Dean TV show this week. Husky just returned from a six-week, big game hunt in Northern Colorado, where his party was successful in bagging six deer and two elk.

Over 11,000 c&w fans packed the Charlotte, N. C., Coliseum, Nov. 21, to see Bill Anderson, Faron Young, Carl and Pearl Butler, Loretta Lynn, Jim and Jessie and Ray Pillow. The show was packaged by Hubert Long Talent.

Chicago Disks

Continued from page 32

departure from the Nashville formula.

Suggested Abner: "Let this association avoid the promotion of any one type or ethnic form of music. Let us serve notice to neophyte writers, arrangers, musicians and artists interested in all types of music that we want them here."

Representatives of Columbia, Chess, Vee Jay and Universal labels, with publishing and promotion men, favored the Abner concept.

Once determined, the function of the new Chicago organization (tentatively known as the Mid-Western Recordmen's Association) may vary only slightly from the Carl Davis' suggestion.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 12/5/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	ONCE A DAY Connie Smith, RCA Victor 8416	11	26	32	PUSHED IN A CORNER Ernest Ashworth, Hickory 1281	5
2	2	I DON'T CARE Buck Owens, Capitol 5240	15	27	28	STOP ME Bill Phillips, Decca 31648	8
3	3	THE RACE IS ON George Jones, United Artists 751	11	28	31	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	13
4	7	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	9	29	21	MR. AND MRS. USED TO BE Ernest Tubb & Loretta Lynn, Decca 31643	20
5	5	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	16	30	22	SAM HILL Claude King, Columbia 43083	17
6	14	THE LUMBERJACK Hal Willis, Sims 207	6	31	24	IN THE MIDDLE OF A MEMORY Carl Belew, RCA Victor 8406	11
7	6	MAD Dave Dudley, Mercury 72308	9	32	34	I THANK MY LUCKY STARS Eddy Arnold, RCA Victor 8445	5
8	10	GO CAT GO Norma Jean, RCA Victor 8433	9	33	29	HOW THE OTHER HALF LIVES Johnny & Jonie Mosby, Columbia 43100	9
9	16	ONE OF THESE DAYS Marty Robbins, Columbia 43134	6	34	39	LEAVE A LITTLE PLAY (In the Chain of Love) Bob Jennings, Sims 202	4
10	4	CHUG-A-LUG Roger Miller, Smash 1926	12	35	50	SITTIN' IN AN ALL NITE CAFE Warner Mack, Decca 31684	2
11	12	I'LL GO DOWN SWINGING Porter Wagoner, RCA Victor 8432	9	36	49	ODE TO THE LITTLE BROWN SHACK OUT BACK Billy Edd Wheeler, Kapp 617	2
12	20	YOU'RE THE ONLY WORLD I KNOW Sonny James, Capitol 5280	4	37	—	RINGO Lorne Greene, RCA Victor 8444	1
13	11	MY FRIEND ON THE RIGHT Faron Young, Mercury 72313	10	38	42	WHAT AM I GONNA DO WITH YOU Skeeter Davis, RCA Victor 8450	4
14	15	LONELY GIRL Carl Smith, Columbia 43124	8	39	—	HAPPY BIRTHDAY Loretta Lynn, Decca 31707	1
15	23	FOUR STRONG WINDS Bobby Bare, RCA Victor 8443	4	40	38	IN CASE YOU EVER CHANGE YOUR MIND Bill Anderson, Decca 31681	5
16	9	FINALLY Kitty Wells & Webb Pierce, Decca 31663	11	41	40	EVERYBODY'S DARLIN', PLUS MINE Browns, RCA Victor 8423	5
17	8	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	22	42	37	DON'T LET HER KNOW Buck Owens, Capitol 5240	9
18	13	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	14	43	43	I'M GONNA TIE ONE ON TONIGHT Wilburn Brothers, Decca 31674	4
19	26	THREE A. M. Bill Anderson, Decca 31681	4	44	—	WE'LL SING IN THE SUNSHINE Gale Garnett, RCA Victor 8388	1
20	27	IT AIN'T ME, BABE Johnny Cash, Columbia 43145	5	45	45	CLOSE ALL THE HONKY TONKS Charlie Walker, Epic 9727	2
21	17	LOVE LOOKS GOOD ON YOU David Houston, Epic 9720	9	46	47	HALF OF THIS, HALF OF THAT Wynn Stewart, Capitol 5271	3
22	30	I WON'T FORGET YOU Jim Reeves, RCA Victor 8461	2	47	48	CAUSE I BELIEVE IN YOU Don Gibson, RCA Victor 8456	2
23	19	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	25	48	—	ANOTHER WOMAN'S MAN—ANOTHER MAN'S WOMAN Margie Singleton & Faron Young, Mercury 72312	1
24	18	PLEASE TALK TO MY HEART Ray Price, Columbia 43086	14	49	41	MOTHER-IN-LAW Jim Nesbitt, Chart 1100	11
25	25	HE CALLED ME BABY Patsy Cline, Decca 31671	6	50	—	TRUCK DRIVING MAN George Hamilton IV, RCA Victor 8462	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	14	11	17	I DON'T CARE Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	2
2	3	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	22	12	12	COUNTRY DANCE FAVORITES Faron Young, Mercury MG 20931 (M); SR 60931 (S)	10
3	2	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	18	13	10	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	27
4	5	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	4	14	11	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	13
5	4	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	18	15	15	YESTERDAY'S GONE Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	7
6	8	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	14	16	19	I GET LONELY IN A HURRY George Jones, United Artists UAL 3388 (M); UAS 6388 (S)	2
7	7	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	14	17	14	SONGS OF TRAGEDY Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	8
8	9	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	11	18	—	LIGHTHEARTED AND BLUE Jean Shepard, Capitol T 2187 (M); ST 2187 (S)	1
9	6	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	22	19	16	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	48
10	13	THANKS A LOT Ernest Tubb, Decca DL 4514 (M); DL 74514 (S)	18	20	20	COUNTRY MUSIC TIME Kitty Wells, Decca DL 4554 (M); DL 74554 (S)	2

"THE JIMMY DEAN SHOW"

Spotlights This Week

FARON YOUNG

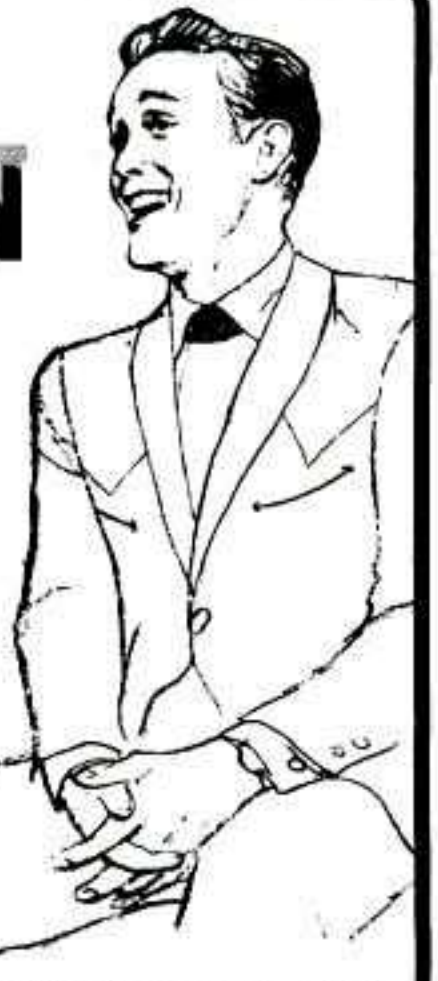
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R&B DJ ROUNDUP

The information below is reported each week by leading R&B disk jockeys. The Contributing Editor is KAL RUDMAN.

NATIONAL BREAKOUTS are those records registering sales in a significant number of regions and can be classified as new hit records.

REGIONAL BREAKOUTS are those records breaking in one or more regions of the U. S. but not in sufficient number of areas to date to be considered national in scope.

Individual disk jockey reports give those records that are making their first appearance in the local top 15, the local breakouts, records to watch based on initial action in each market and the Top LP's.

★ PAUL (FAT DADDY) JOHNSON, P.D. -WSID, BALTIMORE

- SOUL TOP 30
- BOBBY IS HIS NAME—Etta James, Argo
- COME SEE ABOUT ME—Dods/Supremes, Wand/Motown
- WOULD I LOVE YOU—Miracles, Tamla
- BABY LOVE—Supremes, Motown
- OH NO, NOT MY BABY—Maxine Brown, Wand
- THE PRICE—Solomon Burke, Atlantic
- I FOUND A LOVE—Jo Ann & Troy, Atlantic
- TOO MANY FISH IN THE SEA—Marvelettes, Tamla
- IT'LL NEVER BE OVER FOR ME—Baby Washington, Sue
- SATURDAY NIGHT AT THE MOVIES—Drifters, Atlantic
- 20-75—Willie Mitchell, Hi
- SHE'S ALL RIGHT—Jackie Wilson, Brunswick
- STRUNG OUT—James Crawford, Mercury
- VOICE YOUR CHOICE — Radiants, Chess
- A WOMAN'S LOVE—Carla Thomas, Atlantic
- IT'S ALL OVER — Walter Jackson, Okeh
- SINCE I DON'T HAVE YOU—Chuck Jackson, Wand
- HOW SWEET IT IS—Marvin Gaye, Tamla
- REACH OUT FOR ME—Dionne Warwick, Scepter
- KENTUCKY BLUEBIRD—Lou Johnson, Big Hill
- WITHOUT THE ONE YOU LOVE—4 Tops, Motown
- SWEET THING—Spinners, Motown
- GOTTA GIVE HER LOVE—Volumes, American Arts
- AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- BABY, DON'T DO IT—Inez Fox, Symbol
- TELL HER JOHNNY SAID GOOD-BYE—Jerry Jackson, Columbia
- GOT MY EYES ON YOU—Channels, Groove
- GOIN' OUT OF MY HEAD—Little Anthony, DCP
- UNITED—Jive 5, Sketch
- NEVERTHELESS—Billy Butler, Okeh
- RECORDS TO WATCH
- DON'T YOU KNOW—Rico & Ravens, Autumn

LONG AFTER THE NIGHT IS OVER—Jimmy Radcliffe, Musicor
FAT DADDY SINGS FAT DADDY—Johnny—A

★ ED WRIGHT—WABQ, CLEVELAND

- BREAKOUTS
- LONG, LONG WINTER—Impressions, ABC-Paramount
- HOW SWEET IT IS—Marvin Gaye, Tamla
- THE 81—Candy & Kisses, Cameo
- YOU DON'T LOVE ME—Z. Z. Hill, Kent
- AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- BOBBY IS HIS NAME—Etta James, Chess

★ LARRY DALEY, CHARLIE BROWN, BOB HUDSON—WCIN, CINCINNATI

- FIRST APPEARANCE IN LOCAL TOP 15
- YOU DON'T LOVE ME—Z. Z. Hill, Kent
- TOO MANY FISH IN THE SEA—Marvelettes, Tamla
- BREAKOUTS
- LOOK AWAY—Garnet Mimms, United Artists
- AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- RECORDS TO WATCH
- WHAT NOW—Gene Chandler, Constellation
- THE PRICE—Solomon Burke, Atlantic
- IN MY APARTMENT — Dee Clark, Constellation

★ PORKY CHEDWICK—WAMO, PITTSBURGH

- BREAKOUTS
- AMEN—Impressions, ABC-Paramount
- THE JERK—Larks, Money
- HE'S MY GUY—Irma Thomas, Imperial
- I FOUND A LOVE—Jo Ann & Troy, Atlantic
- RECORDS TO WATCH
- A THOUSAND CUPS OF HAPPINESS—Joe Hinton, Backbeat
- THE PHILLIE — M-M & Peanuts, Money
- A WOMAN'S LOVE—Carla Thomas, Atlantic
- VOICE YOUR CHOICE — Radiants, Chess

MY ADORABLE ONE—Joe Simon, Vee Jay
GETTING MIGHTY CROWDED—Betty Everett, Vee Jay
CAN'T BE STILL—Booker T., Stax

★ TONY QUINN—WZUM, PITTSBURGH

- FIRST APPEARANCE IN LOCAL TOP 15
- COME SEE ABOUT ME—Supremes, Motown
- GOIN' OUT OF MY HEAD—Little Anthony, DCP
- TOO MANY FISH IN THE SEA—Marvelettes, Tamla
- BREAKOUTS
- WITHOUT THE ONE YOU LOVE—4 Tops, Motown
- VOICE YOUR CHOICE — Radiants, Chess
- I'M BROKE UP INSIDE—Larry Hale, Fontana
- HOW SWEET IT IS—Marvin Gaye, Tamla
- RECORDS TO WATCH
- TAKE THIS HURT OFF ME—Don Covay, Rosemart
- HASTE MAKES WASTE—Jackie Ross, Chess

★ (TALL) PAUL DUDLEY WHITE—WENN, BIRMINGHAM

- LOCAL TOP 5
- THE PRICE—Solomon Burke, Atlantic
- MY ADORABLE ONE—Joe Simon, Vee Jay
- A WOMAN'S LOVE—Carla Thomas, Atlantic
- LONG, LONG WINTER—Impressions, ABC-Paramount
- SATURDAY NIGHT AT THE MOVIES—Drifters, Atlantic
- BREAKOUTS
- HOW SWEET IT IS—Marvin Gaye, Tamla
- WASTIN' TIME—Jackie Ross, Chess
- I FOUND A LOVE—Jo Ann & Troy, Atlantic
- AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- FIRST LOVE—Mighty Mustangs, Sure-shot
- WILD ONE — Martha & Vandellas, Gordy
- GETTING MIGHTY CROWDED—Betty Everett, Vee Jay
- TAKE THIS HURT OFF ME—Don Covay, Rosemart

★ CHUCK CUNNINGHAM—WLOU, LOUISVILLE

- BREAKOUTS
- TOO MANY FISH IN THE SEA—Marvelettes, Tamla
- THE PRICE—Solomon Burke, Atlantic
- NEVERTHELESS—Billy Butler, Okeh
- AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- YOU'VE GOT TO CHANGE—Sammy Ward, Soul
- RECORDS TO WATCH
- IT'LL NEVER BE OVER FOR ME—Baby Washington, Sue
- THE 81—Candy & Kisses, Cameo
- WHEN SOMEONE'S GOOD TO YOU—Carolyn Crawford, Motown
- HASTE MAKES WASTE—Jackie Ross, Chess
- KENTUCKY BLUEBIRD—Lou Johnson, Big Hill
- GETTING MIGHTY CROWDED—Betty Everett, Vee Jay

★ JOHNNY BEE—WBOK, NEW ORLEANS

- FIRST APPEARANCE IN LOCAL TOP 15
- WAKE UP—Eskew Reeder, Instant
- AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- YOU DON'T LOVE ME—Z. Z. Hill, Kent
- A WOMAN'S LOVE—Carla Thomas, Atlantic
- BOBBY IS HIS NAME—Etta James, Argo
- DON'T ANSWER THE DOOR—Jimmy Johnson, Magnum
- BREAKOUTS
- STRUNG OUT—James Crawford, Mercury
- IT'S ALL OVER—Walter Jackson, Okeh
- GETTING MIGHTY CROWDED—Betty Everett, Vee Jay

★ FRED HANNA—WAME, MIAMI

- FIRST APPEARANCE IN LOCAL TOP 10
- EITHER WAY I LOSE—Gladys Knight, Maxx
- A WOMAN'S LOVE—Carla Thomas, Atlantic
- SINCE I DON'T HAVE YOU—Chuck Jackson, Wand
- THE PRICE—Solomon Burke, Atlantic

★ DICK (CANE) COLE—WLOK, MEMPHIS

- FIRST APPEARANCE IN LOCAL TOP 10
- WHAT KIND OF MAN IS THIS—Ko Taylor, Chess
- PLEASE, PLEASE, PLEASE—Ike & Tina Turner, Kent
- SINCE I DON'T HAVE YOU—Chuck Jackson, Wand

THE PRICE—Solomon Burke, Atlantic
LONG, LONG WINTER—Impressions, ABC-Paramount
DON'T LET THE LOVE LIGHT—Carla Thomas, Atlantic

- BREAKOUTS
- FIND YOURSELF ANOTHER FOOL—Tams, General American
- BAR-BE-QUE—Wendy Rene, Stax
- RECORDS TO WATCH
- STRUNG OUT—James Crawford, Mercury
- ONE WAY AFFAIR—Wallace Brothers, Sims
- IN MY APARTMENT—Dee Clark, Constellation
- GO AWAY, STAY AWAY — Gladys Knight, Maxx

★ JEANO BAYLOR—KCOH, HOUSTON

- FIRST APPEARANCE IN LOCAL TOP 10
- A WOMAN'S LOVE—Carla Thomas, Atlantic
- SINCE I DON'T HAVE YOU—Chuck Jackson, Wand
- BAR-B-QUE—Wendy Rene, Stax
- AMEN—Impressions, ABC-Paramount

★ JERRY THOMAS—KNOK, FORT WORTH-DALLAS

- RECORDS TO WATCH
- DON'T ANSWER THE DOOR—Jimmy Johnson, Magnum
- LONG, LONG WINTER—Impressions, ABC-Paramount
- I BROKE UP INSIDE—Larry Hale, Fontana
- TAKE WHAT I HAVE—Nancy Wilson, Capitol
- DON'T DO IT NO MORE—Inez & Charlie Fox, Symbol
- VOICE YOUR CHOICE — Radiants, Chess
- SINCE I DON'T HAVE YOU—Chuck Jackson, Wand

★ LONNIE SHEPPARD—WHIH, NORFOLK

- RECORDS TO WATCH
- THE PRICE—Solomon Burke
- SINCE I DON'T HAVE YOU—Chuck Jackson, Wand
- A WOMAN'S LOVE—Carla Thomas, Atlantic

★ RUBEN (SUGAR DADDY) HUGHES—WMOZ, MOBILE

- FIRST APPEARANCE IN LOCAL TOP 10
- I FOUND A LOVE—Jo Ann & Troy, Atlantic
- DON'T ANSWER THE DOOR—Jimmy Johnson, Magnum
- YOU DON'T LOVE ME—Z. Z. Hill, Kent
- HOW SWEET IT IS—Marvin Gaye, Tamla
- THOUSAND CUPS OF HAPPINESS—Joe Hinton, Backbeat

★ (HAPPY) JOHNNY PETTITT—WGOK, MOBILE

- BREAKOUTS
- A WOMAN'S LOVE—Carla Thomas, Atlantic
- GOTTA GIVE HER LOVE—Volumes, American Arts
- THE PRICE—Solomon Burke, Atlantic
- IT'S ALL OVER — Walter Jackson, Okeh
- COME SEE ABOUT ME—Supremes, Motown
- RECORDS TO WATCH
- RUNAROUND—Ann Marie, Jubilee
- JIVIN' WOMAN—Jr. Parker, Duke
- MELLOW FELLOW—Etta James, Argo

★ BOB KING—WOOK-TV & RADIO, WASHINGTON

- FIRST APPEARANCE IN LOCAL TOP 15
- SWEET THING—Spinners, Motown
- SLOOP DANCE—Vibrations, Okeh
- VOICE YOUR CHOICE — Radiants, Chess
- AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- TOO MANY FISH IN THE SEA—Marvelettes, Tamla
- RECORDS TO WATCH
- BETTER TO HAVE IT—Barbara Lynn, Jamie
- SOMETIMES I WONDER—Major Lance, Okeh
- GETTING MIGHTY CROWDED—Betty Everett, Vee Jay
- I FOUND A LOVE—Jo Ann & Troy, Atlantic
- LOVE IS STRANGE—Everett & Butler, Vee Jay
- HASTE MAKES WASTE—Jackie Ross, Chess

★ AL BELL—WUST, WASHINGTON

- BREAKOUTS
- EITHER WAY I LOSE—Gladys Knight, Maxx
- I FOUND A LOVE—Jo Ann & Troy, Atlantic
- HOW SWEET IT IS—Marvin Gaye, Tamla
- THE PRICE—Solomon Burke, Atlantic
- FIND ANOTHER LOVE—Tams, General American
- SATURDAY NIGHT AT THE MOVIES—Drifters, Atlantic

★ JOHN RICHBOURG—WLAC, NASHVILLE

- BREAKOUTS
- TEEN ANGEL—Jimmy Velvet, Vee Jay
- SINCE I DON'T HAVE YOU—Chuck Jackson, Wand
- RECORDS TO WATCH
- HASTE MAKES WASTE — Radiants, Chess
- OH NO, NOT MY BABY—Maxine Brown, Wand
- NAME GAME—Shirley Ellis, Congress
- WHEN SOMEONE IS GOOD TO YOU—Carolyn Crawford, Motown
- WHAT NOW—Gene Chandler, Constellation
- I'M GETTING BETTER — Jimmy Hughes, Fame

★ CROWN PRINCE & AL GARNER—WRBD, FORT LAUDERDALE

- RECORDS TO WATCH
- STRUNG OUT—James Crawford, Mercury
- IF YOU CAN'T BE TRUE—Gene Chandler, Constellation
- ONE WAY AFFAIR—Wallace Brothers, Sims
- GETTING MIGHTY CROWDED—Betty Everett, Vee Jay
- HOW SWEET IT IS—Marvin Gaye, Tamla
- EITHER WAY I LOSE—Gladys Knight, Maxx
- IT'S ALL OVER — Walter Jackson, Okeh

★ AL SCOTT—KGFJ, LOS ANGELES

- FIRST APPEARANCE IN LOCAL TOP 15
- THE PHILLIE — M-M & Peanuts, Money
- HOW SWEET IT IS—Marvin Gaye, Tamla
- GOIN' OUT OF MY HEAD—Little Anthony, DCP
- DON'T ANSWER THE DOOR—Jimmy Johnson, Magnum
- SHE'S ALL RIGHT—Jackie Wilson, Brunswick
- AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- DON'T WAIT TOO LONG—Betty Swan, Money
- I WANT YOU TO HAVE EVERYTHING — Lee Rogers, D-Town
- MELLOW FELLOW—Etta James, Chess

Hodes Back From Europe

NEW YORK — Lennie Hodes, head of Spectorius Music Corp. and Concertone Songs, Inc., has returned from a European trip, where he strengthened his international operations by acquiring U. S. rights for songs and masters from independent producers and publishers.

He acquired four songs in Paris from Jacques Plante, Editions Jacques Plante, that were recorded by Edith Piaf just prior to her death. English lyrics are being prepared for the songs which, with original lyrics, will be released here by Capitol.

In London, he concluded arrangements with Dick James, Bunny Lewis, Fred Poser and Richard Armitage. Material he obtained will be available on Interphone, Goal, Laurie, Reprise, Kapp, Amy, Rust, Capitol and Four Corners.

ROULETTE DISK SOAKED UP FAST

NEW YORK—Roulette Records purchased a master, mailed out about 200 deejay copies and before they could make full deejay mailings, the record had gotten action in New York City. Result: 70,000 advance orders. Roulette's president, Morris Levy, said this was the first time the company jumped off with a record before deejay shipments were completed.

The record is titled, "Leader of the Laundromat," and is a spoof on the current hit, "Leader of the Pack." Writers are Paul Vance and Lee Pockriss. The artists are aptly called the Detergents.

HONESTLY—WE'RE NOT DOING TOO BAD
WE HAVE 7 HITS ON THE MARKET
AND THEY'RE ALL SELLING!!!

- | | | |
|-----------------|--------------------------|---------------|
| BOBBY BLAND | "AIN'T DOING TOO BAD" | Duke 383 |
| JUNIOR PARKER | "JIVIN' WOMAN" | Duke 384 |
| JOE HINTON | "1000 CUPS OF HAPPINESS" | Backbeat 532 |
| MIGHTY MUSTANGS | "FIRST LOVE" | Sureshot 5004 |
| BUDDY ACE | "MY LOVE" | Duke 381 |
| BUD HARPER | "WHEREVER YOU WERE" | Peacock 1932 |
| LEE LAMONT | "THE CRYING MAN" | Backbeat 542 |

—NEW SPIRITUAL RELEASES—

- | | | |
|-------------------|---|---------------|
| THE SOUTHERNAIRES | "LORD BE KIND TO ME"
and
"GOSPEL TRAIN" | Songbird 1021 |
| THE SOUL SEEKERS | "EVERYTHING BELONGS TO GOD"
and
"I'LL LET GOD USE ME" | Peacock 3035 |
| THE GOSPEL KEYS | "THE MERCY OF THE GOOD LORD"
and
"EVERY CHANCE I GET"
(I THANK YOU LORD) | Peacock 3040 |

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Everest Expands Classical Program; to Release 20 LP's

By ELIOT TIEGEL

HOLLYWOOD — Everest Records is on a classical expansion program, planning 15-20 albums for release by the end of January, President Bernie Solomon reports.

As part of this expansion, the company has secured the old Artist Records series which went out of existence in the late 1940's. Solomon says the eight-album series features Warner Jansen with the Symphony of Los Angeles. The first of these albums issued on the Everest logo are "Four American Landscapes," featuring compositions by Copland-Ives-Gilbert-Cowell, and Beethoven's "Wellington's Victory March/King Stephen's

Overture." These revitalized albums carry a regular LP price.

"Initial sales orders for these albums have totaled several thousand copies," revealed Solomon. The executive said products like this, with historical significance, are eagerly sought in the educational field.

Solomon further revealed he was in the process of recording the complete Beethoven quartets by the Fine Arts Quartet in Everest's own studios in Wilmette, Ill. The complete works will total 12 albums, he estimates. Price for the project will be about \$24, he said, "less than half the price of the competition." The complete Beethoven quartets have been released by Deutsche Grammo-

phon Gesellschaft and Columbia, the latter offering the Budapest Quartet.

The Fine Arts Quartet also figures prominently in a new world premiere Everest release of Bloch's "Quintet for Piano and Strings." Everest will also record the complete piano sonatas of Pierre Boulez next month featuring pianist Leonard Stein. This project will be a three-record set and the world premiere of Boulez's works, Solomon said. Stein is a Boulez expert, lecturing on the composer at the college level, according to Solomon.

A second three-record set will be Handel's "Samson" recorded in Germany for release in December.

Mantovani Showing He's Incomparable

NEW YORK — Despite the continual influx of young rock 'n' roll groups from England, that venerable British import, Mantovani, is more than holding his ground in the U. S. The London Records maestro wound up his most successful American tour at New York's Philharmonic Hall Nov. 29. In turn, his current London LP, "Incomparable Mantovani," has developed into a current best seller and, simultaneously, the rest of his LP catalog has been moving along at a steady sales pace.

Mantovani, who makes frequent concert tours of the U. S., began his current trek on Sept. 26 and played 56 dates through the Philharmonic Hall windup. The tour was conducted under the auspices of Columbia Artists Management.

Mantovani, who has been on London release here since 1950,

'Casals at 88' to Be Televised on Dec. 16

NEW YORK — "Casals at 88," an hour-long CBS News Special depicting the artistry of 88-year-old Spanish cellist Pablo Casals, will be aired Wednesday, Dec. 16 on the CBS Television Network. The telecast can be expected to enhance market interest in recordings of Casals and other artists participating in the show.

Violinist Isaac Stern will conduct an interview with Casals which will be woven through the broadcast. During the conversation, filmed at Casals' home in Puerto Rico, the cellist will reminisce about his life and will talk about his musical

and political philosophies.

Other sequences of the broadcast were filmed on location at Marlboro (Vt.) Festival, Casals' own festival at Prades in southern France, and in Budapest. Casals' trip to the Hungarian capital in early October marked the first time he consented to perform in concert in an Iron Curtain country.

In addition to Stern, concert pianists Rudolf Serkin and Mieczyslaw Horszowski, and violinists Igor Oistrakh and Alexander Schneider will be heard on the broadcast with Casals.

now has about 40 LP's in the catalog. None has been dropped from the line but some of the earlier ones that were recorded in monaural originally have been re-recorded in stereo.

BEST SELLING BUDGET-LINE CLASSICAL LP's

Below is a list of best selling Budget-Line Classical LP's in top Classical Retail Outlets.

This Week

- MUSSORGSKY**—Pictures at an Exhibition; Vienna St. Op. Orch. (Golschmann): Vanguard SRV-117 SD (S), SRV-117 (M).
- HAYDN**—Symphonies 99 and 102; Vienna St. Op. Orch. (Woldike): Vanguard SRV-129 SD (S), SRV-129 (M).
- STRAUSS**—Ein Heldenleben; Chicago Symph. (Reiner): RCA Victrola VICS 1042 (S), VIC 1042 (M).
- BACH**—Four Concertos for Harpsichord and Orchestra; Neumeier, Berger, Burr, Urbuteit, Chamber Orch. of the Sarre (Ristenpart): Nonesuch H-71019 (S), H-1019 (M).
- TCHAIKOVSKY**—Symphony No. 4; Halle Orch. (Barbirolli): Vanguard SRV-135 SD (S), SRV-135 (M).
- BEETHOVEN**—Symphony No. 7; Pitts. Sym. (Steinberg): Capitol SL-9202 (S), L-9202 (M).
- PUCCINI**—Madama Butterfly; Moffo, Valletti, Elias, Corena, Cesari, Rome Op. (Leinsdorf): RCA Victrola (3-12") VICS-6100 (S), VIC-6100 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano & Orch.; Gilels, Chi. Sym. (Reiner): RCA Victrola VICS-1039 (S), VIC-1039 (M).
- PUCCINI**—Tosca; Tebaldi, Campora, Mascherini, Erede: Richmond (2-12") 62002 (M).
- HAYDN**—Symphonies Nos. 6 (Morning), 7 (Noon) & 8 (Evening); Chamber Orch. of the Sarre (Ristenpart): Nonesuch H-71015 (S), H-1015 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano & Orch.; Pennario, L.A. Phil. (Leinsdorf): Capitol SL-9209 (S), L-9209 (M).
- VAUGHAN WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbirolli): Vanguard SRV-134 SD (S), SRV-134 (M).
- TCHAIKOVSKY**—Swan Lake; Prague Nat'l Th. Orch. (Skvor): Parliament (2-12") 112 (M).
- TCHAIKOVSKY**—Symphony No. 6 (Pathetique); L.A. Phil. (Leinsdorf): Capitol SL-9206 (S), L-9206 (M).
- BEETHOVEN**—Symphony No. 5/SCHUBERT—Symphony No. 8; Boston Symph. Orch. (Munch): RCA Victrola VICS 1035 (S), VIC 1035 (M).

Heebner Waxes 30 Piano Rolls

HOLLYWOOD — Hollywood's Recorded Treasures has recorded 30 albums of piano rolls performed by keyboard masters in Germany. The new product bring the total of transcribed piano rolls to 60 for the Walt Heebner-owned company.

Heebner's first release was the "Walt Legacy of Piano Treasures" last year. Each album is a true reproduction of the composer's own pianistics taken off

60-year-old paper expression reproducing piano rolls.

Of the 60 albums, only 12 have been available through national distribution, with the remainder being released periodically during the next four years.

Among the composers transcribed during a three-day recording session over the past weekend were Debussy, Ravel, Paderewski, Josef Lhevinne,

Rudolph Ganz, Josef Hofmann and Saint-Saens.

Heebner has been slowly setting national distribution for the specialized product. He has outlets in 53 markets and is also represented through the Book of the Month Club's Classics Record Library. To reach the educational market, Heebner has arranged distribution through the Educational Materials Center, St. Paul.

Naples Fest Runs Till Dec. 6

NAPLES — While the entire European musical festival schedule is completed between April and October, Naples has extended its Seventh Musical Autumn with three major events finishing their performances Dec. 6.

Now backed by RAI-TV, which has altered its new auditorium in Naples to accommodate chamber operas, the 1964 program includes a program of

three one-act operas by Goffredo Petrassi, Jean Francais and Bohuslav Martinu, all contemporaries, there is also "Intermezzo," by Richard Strauss

'Amahl' on NBC Color

NEW YORK — Gian Carlo Menotti's Christmas opera "Amahl and the Night Visitors" will be colorcast by NBC-TV Network this season on Sunday, Dec. 20.


The new recording is currently available on RCA Victor with Kurt Yaghjian singing the role of Amahl, Martha King is the mother, John McCollum is King Caspar, Willis Patterson is King Balthasar and Richard Cross is King Melchior. Herbert Grossman conducts the NBC Opera Company.

and a newly discovered work by Domenico Cimarosa, "The Two Barons of Blue Rock."

All works will be given by the Alessandro Scarlatti Orchestra of Naples, which is now a permanent adjunct of the RAI Neapolitan programs, directed by Massimo Pradella, Peter Maag and Luigi Colona. Stage directors of the event are Mario Labrocca, Marco Visconti and Alessandro Brissoni.

BURTON TO TALK AT USC

NEW YORK—Robert J. Burton, president of Broadcast Music, Inc. (BMI), will speak on "The Composer and His Performing Rights" on Dec. 2 at the School of Music, University of Southern California. His lecture is part of the continuing series supported by a grant from the Rockefeller Foundation as a special project for the training of music critics.



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EQUIPMENT NEWSLETTER

False Notions About TV Tape

By DAVID LACHENBRUCH
Contributing Editor

How about putting home video tape in its proper perspective?

I've been following the trade publications in the audio field, and I find their attitudes (and misconceptions) a little bit surprising. Steady readers of this column shouldn't share these misconceptions, but misstatements have been repeated with such frequency that it's the record that should be set straight. Here are some of them:

MISCONCEPTION NO. 1: That low-priced home video tape recorders will appear on the market within a few months. This one actually started some time late in 1963, with the wild and widely accepted reports that the Telcan recorder would be on the market at \$160 in time for Christmas 1963. The source of this statement was Telcan itself, and the incredible fact is that it was accepted virtually without question by many who should know better.

As a good rule of thumb, you can assume that it would take a large manufacturer about two years to get a radical new product such as a video recorder to market—two years, that is, from the time the manufacturer was satisfied that he had a perfected design. There's many a slip—and much production engineering—between one hand-tooled prototype sample and mass-production of tens of thousands at a price, say, below \$300.

Before such an item can be mass-produced, the manufacturer's engineers must analyze every circuit, every component, revise and economize, devise production techniques, develop or modify production equipment, let tooling contracts, find plant space (and this is no little trick in these days of soaring TV production). Every piece of material, every component, every manufacturing process must be "costed out." There are elaborate tests to be performed. The machine must be completely re-designed with an eye to foolproof operation by the consumer.

The first models will probably be quite expensive, and prices will decline gradually with consumer acceptance, large-scale production and product simplification. The first color sets, in 1954, cost \$1,000, and they had 15-inch screens; today's large-screen models still list at \$399 and up. This is the type of progress you can expect for home video tape recording. The first "home" units may list from \$600 to \$2,000, perhaps within a year—too high for the mass market.

MISCONCEPTION NO. 2: That home video recorders will be competitors of audio tape recorders. This is true only to the extent that color TV is a competitor of stereo components—they will both compete for the home entertainment dollar. The home video recorder actually will appeal to a different segment of the home entertainment market. The tape recorder hobbyist is

largely a music-lover. The home video recorder owner will be a moving-picture lover. A home video recorder and an audio tape recorder will have about as much in common as radio has with television. There will always be home audio recorders, and it's a pretty good guess that they'll be separate and distinct from home video recorders.

Long ago there was the prediction that the radio, as a separate entity, would disappear, and the radio of the future would merely be one knob on a TV set. Obviously, things just didn't happen this way. The aural and visual media are separate and distinct. By the same token, the only thing that audio and video tape recorders have in common is they both use tape.

MISCONCEPTION NO. 3: That today's audio dealer will somehow be the guy who sells video recorders. This is pure wishful thinking. The audio dealer and the record dealer both had a tremendous opportunity to become home entertainment retailers in TV's early days, but many decided to stay out (or were forced out when TV became a high-volume, low-margin item). When home video recording leaves the hobby stage and becomes a mass market, the TV dealer—and the home entertainment dealer—will take it over. The audio dealer should get some of this business, and those who sell TV as well as audio will be right in there. But video recording is an adjunct to TV and it's phony logic to think that aggressive TV dealers won't latch onto this market and try to wrap it up. The mass manufacturers, who undoubtedly will dominate the home video recorder market, want volume—and they'll go to the guys who have been giving them the volume in the TV business.

However, aggressive camera dealers could collar some of this business, too—but probably only if they're willing to move into the TV business. Some of them are already showing this willingness.

When the home video recorder comes, there'll be another big business along with it—video records, or pre-recorded video tapes. The record dealer probably will be able to get part of this business—just as he often now sells records but not phonographs. It will be completely "plus" business—and big, and eventually cut-rate—and both TV and camera dealers can be expected to put up a big fight for it.

Home video recording is coming—probably on tape, but perhaps in some other form. It will be a big business—the biggest home entertainment field since color TV. It will be a good business to have, but it won't even remotely resemble the audiophile hi-fi business or today's tape recorder business.

It's not too early to start thinking about this. It's sure to come along. It probably won't affect the audio equipment market one way or another, but neither will it be a half-hearted adjunct to the tape recorder department. It will open a tremendous new field, and volume TV dealers will have the inside track.

Perelle, who move to board chairman. . . **George C. Connor**, senior vice-president of



Sylvania and general manager of the firm's home and commercial electronics division. **Eugene J. Vigneron** will be vice-president and general manager of the commercial electronics division. . . Controllers for the three newly established operations of Philco's consumer Products division are **Edward J. Bailey**,



VIGNERON

and microphones. . . **William Satterfield**, formerly Philco West Coast regional manager, heads the firm's new factory branch in Seattle. **William Hawkins**, formerly Philco Northwest district representative, was named sales manager of the firm's Portland depot.

Charles E. Beck, onetime Philco president, was elected president, chief executive officer and a director of American Bosch Arma Corporation, succeeding **Charles W.**



BECK

PEOPLE

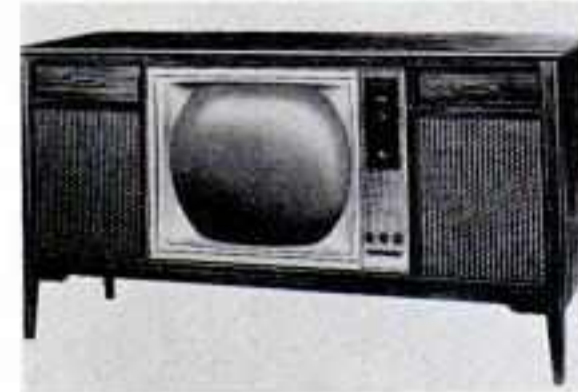
Joseph Y. Resnick, founder and board chairman of Channel Master Corporation, electronics and aluminum firm, has been elected to Congress from the 28th Congressional District in New York State. . . **Altec Lansing**

has named **Don Palmquist** to the newly created post of national high fidelity sales manager. He'll work with **Ed Grigsby**, Western sales manager, and **Bill Hazlett**, Eastern sales chief in a stepped-up sales campaign for the firm's line of speakers, receivers, amplifiers



RESNICK

NEW PRODUCTS



Michelangelo Meets Cellini

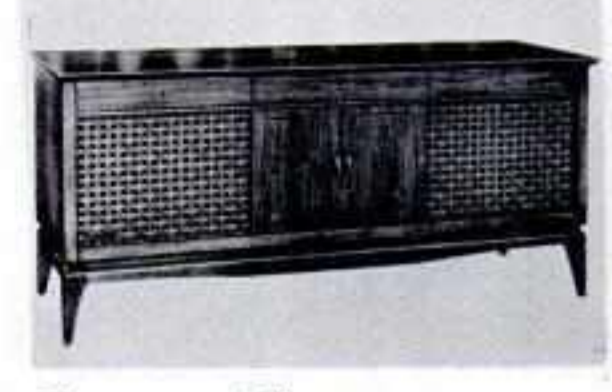
Olympic's Michelangelo (top) and Cellini (below) feature 21-inch all-channel color TV with 20-watt AM-FM-FM stereo radio (with solid state frequency control) and a de luxe four-speed phonograph with retractable "no scratch" diamond stylus. Olympic's sound control center with master and remote switches, makes it possible to play TV, radio and high fidelity in separate rooms simultaneously. Both models are in contemporary oil rubbed walnut cabinets. The Cellini is 48 inches long and includes a six-speaker system. The Michelangelo is 58½ inches long and has an eight-speaker system.



Color Model By Sylvania

New from Sylvania is the firm's 21LC31, a 21-inch color TV in contemporary lowboy styling in mahogany or walnut finishes. The set has the firm's color bonus chassis, pre-set volume, and illuminated channel window, transistorized ultra-high-frequency tuner and two six-inch speakers. Manufacturers list price is \$498.15 for the mahogany model \$511 for the walnut version.

sales and distribution; **Lewis J. Beck**, consumer electronics; and **Stewart C. Gaumer**, appliances. . . **Patrick J. Marrinan** has been appointed marketing research specialist for Sylvania's consumer markets division. . . **George W. Dick** was elected president of American Research Bureau, TV and radio audience measurement firm.



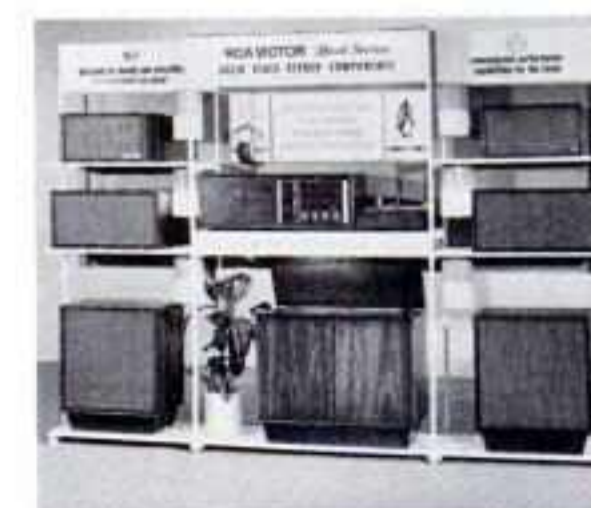
Stereo Phonos By Emerson

Among three new stereo phonoradios by Emerson—each with 30-watt solid state amplifiers—is the Danish contemporary-styled 33CO3 model with a list of \$329.95. Visual tuning eye, six-speaker sound system and Garrard changer are among the features. All three models have stereo FM-AM tuners with built-in multiplex and stereo monitor lights.



Another Sylvania HaloVision TV

Another in Sylvania's line of HaloVision TV sets is this contemporary model (23T105) with enameled brown metal cabinet. Features include a bonded shield picture tube, transistorized UHF tuner, and crossover network which makes possible VHF and UHF reception with one antenna. Set lists for \$198.02, roll-base is optional at \$10.



RCA Shows New Dealer Display

Designed to display RCA Victor's new stereo components is the firm's three-tiered "Soundstage." Lights emphasize which of the three speaker systems is being used. The unit is available to RCA Victor dealers.

NEWS BRIEFS

Sony Bows Tape

Sony is introducing its PR-150 professional recording tape through franchised dealers. Also being shown is a discount coupon booklet promotion. All holders of Sony recorder warranty cards are being supplied with a 12-coupon booklet offering tape discounts. The coupon booklet and a Sony tape brochure are being packed with every tape machine leaving the Sony Superscope factory in Sun Valley, Calif. Russ Molloy, manager of the tape division, said the new tape was the forerunner for additional consumer and professional tape products from Sony.

Concord Develops Automatic Recorder

Concord Electronics has developed a tape machine with an electronic memory device enabling the owner to program the machine for continuous play. Howard Ladd, Concord president, says the 994 priced at \$399.50 (list). The electronic memory enables the user to program pre-recorded tapes in single fashion, with automatic reverse for continuous play. Howard Ladd, Concord president, says the 994 will overcome the "inconvenience" of playing pre-recorded tapes and changing reels every 15 minutes. The machine has automatic threading, reverse action, sound-on-sound stereo recording and a stop-at-any-point feature.

Fender Adds New Guitar

Fender Sales will debut a 12-string electric guitar, a five-string electric bass and an electric piano after the first of the year. Price has yet to be set. Fender will also introduce two celeste piano models, each with a variety of keyboard sizes, ranging in price from \$595 to \$1,200.

Zenith Broadens Parts Line

As a major step in broadening its parts and accessories program, Zenith is marketing a full line of high-efficiency universal loudspeakers, heavy duty antenna rotors, and packaged wire and cable for VHF and UHF TV transmission lines, antenna rotors, loudspeakers, microphones and other uses. John Adams, parts division general manager, said the addition permits any Zenith dealer to become the No. 1 source of supply for his area.

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING UNDER \$30

POSITION			BRAND	% OF TOTAL POINTS
This Issue	8/22/64 Issue	5/2/64 Issue		
1	2	2	Masterwork	31.4
2	1	1	Decca	21.2
3	3	5	RCA Victor	11.7
4	4	3	Capitol	10.0
5	6	—	Voice of Music (V-M)	4.8
5	—	8	Zenith	4.8
7	5	4	Symphonic	3.8
			Others	12.3

8/22/64 Issue: All brands represented in current chart.
5/2/64 Issue: Commodore (6); Dean (6).

PHONOS LISTING BETWEEN \$31 and \$60

POSITION			BRAND	% OF TOTAL POINTS
This Issue	8/29/64 Issue	5/9/64 Issue		
1	1	1	Decca	25.5
2	2	2	Masterwork	18.3
3	4	3	Voice of Music (V-M)	8.9
4	—	—	Zenith	8.4
5	3	4	RCA Victor	6.3
6	6	4	Symphonic	5.5
7	5	8	Capitol	5.3
8	8	9	General Electric	4.8
			Others	17.0

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.

8/29/64 Issue: Webcor (7).
5/9/64 Issue: Webcor (6); Admiral (7).

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MISCELLANEOUS

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BULK VENDING news

Laud CBVA Retarded Children Program; Assn. Alters Name

By RAY BRACK

CHARLOTTE, N. C.—"It's Empty Again, the Gum-Ball Machine Next to the Lopsided Loveseat," is the name of an absurd new play soon to appear in London's West End.

On the other hand, a heart-warming gum-ball drama that makes absolute sense has been unfolding for the past three years in North Carolina, South Carolina and Tennessee. It is the Carolinas Bulk Vendors Association's sponsorship program which during the past three years has realized nearly \$60,000 for retarded children's societies.

An area journalist aptly entitled the effort, "Twenty-Seven Million Gumballs of Love."

Civic Leaders

Civic leaders and representatives of retarded children's agencies paid tribute to the trade's sponsorship drive during the

CBVA's annual convention held here Nov. 21. The CBVA in turn presented checks totaling \$2,000 to three State representatives of retarded children societies.

Present at the banquet meeting, presided over by Lee Smith, president of the CBVA and a National Vending Association director, were some 100 vending operators and their wives, representing 75 per cent of the bulk vending businessmen in the region.

Influential guests at the meeting were North Carolina State Sen. Martha Evans and Rep. James B. Vogler of Mecklenburg County, and State Rep. Raymond C. Eubanks of Spartanburg County, South Carolina.

Trade Reps

Trade representatives attending were Margaret Kelly of the Penny King Company, Pittsburgh; Herbert S. Goldstein, director of soles and marketing for the Oak Manufacturing Company, Los Angeles; Leo Leary of Leaf Brands, Chicago, a director of the National Vendors Association, and Carmen DiAngelo of Cramer Gum Company, East Boston, Mass.

During the meeting Billboard presented a plaque to Charlotte Observer columnist Kays Gary for his efforts in behalf of the association's sponsorship program and specifically for his interest in the Holy Angels Nursery in Belmont, N. C. Gary co-ordinated the collections of damaged coins for the retarded children program and greatly enhanced the public image of the bulk vending industry.

During the meeting, Smith credited Leary with conceiving the idea for the sponsorship program nearly 10 years ago. In the outworking of the plan today, operators, in addition to their commercial machines, place on location equipment bearing a sign notifying the customer that proceeds from sales

will be used for the benefit of retarded children.

Not Charity

"We do not call this charity," declared Smith, "It is sponsorship. This association now sponsors 9,790 machines in 88 counties in three States."

Twenty per cent of the gross from these machines before expenses go to State retarded children programs, Smith explained.

Since January of 1962 the Carolina-conceived plan has spread to 24 States and has channeled over \$150,000 to State and national retarded children agencies.

Representative Vogler acknowledged the benefits of the CBVA sponsorship drive and stressed the value of the association to the operator.

"Your association is as important to you as your home, church, family and business," he said.

Business Meet

In a business meeting earlier in the day, the Carolina operators voted to broaden their membership base by changing the association name to the Southeast Bulk Vending Association. It is expected that the move will encourage the affiliation of Kentucky, Georgia and even Alabama operators.

The status of the proposed classification of bulk-vended items such as toys, rings and trinkets as excise-taxable jewelry was stated by Smith during the business meeting.

"The National Vendors Association has been actively fighting this proposal and has forestalled its adoption," he told the operators. "The excise tax may be removed entirely under measures recently suggested by President Johnson."

Strong Industry

"As far as any proposed State tax is concerned," Smith re-

The Story of Sponsorship

CHARLOTTE, N. C.—The bulk industry's retarded children sponsoring program receives 20 per cent of the gross from 26,000 machines in 24 States.

The operator most extensively involved in sponsorship is Lee Smith, who with partner Jack Thompson, has more than 9,000 machines located in the area under the program.

There is a reason for Smith's involvement. A retarded child was born to Smith and his wife Blanche several years ago. At that time he recalled a sponsorship idea outlined to him by Leo Leary, a veteran bulk industry figure, some 10 years before.

Leary Father

"You might call Leo Leary the father of sponsorship," Smith says.

The program started in 1961 under the auspices of United Vending Corporation. Donations to retarded children's agencies in the Southeast swelled each year. The donation for October alone totaled more than \$2,000.

The entire 24-State program has raised \$150,000 in the past three years and within the next five years, Smith predicts, will be raising in excess of \$250,000. Many of the States have just initiated the program.

Give 14 Per Cent

Fourteen per cent of the

moneys from the sponsorship machines are channeled to the National Association of Retarded Children, in which Smith and numerous other bulk vending industry figures have become active.

Declares Michael Kurek, a Nashville bulk operator who is also NARC director in Tennessee, "Each sponsorship vending machine serves as a billboard, reminding people that 5.7 million Americans are seriously retarded."



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NEW CASH BOX
 Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

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 Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules \$ 4.50 per M (5M Lots)
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 "V-2" Capsules \$13.50 per M (2M Lots)

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NAMA Issues Summary of Sanitation Regulations

CHICAGO—A summary of State, federal and local vending sanitation regulations was issued last week by the National Automatic Merchandising Association.

Exhibit Shows New Machine

CHICAGO—A new plastic laminates vending machine designed for mounting on bulk vending stands will be shown for the first time by Exhibit Supply Company at the International Outdoor Amusement Convention.

Vending heavy plastic for 25 cents and regular plastic thickness for a dime, the compact machine features a full color display front showing the many articles that can be laminated with the product.

Company President Chet Gore will exhibit the new product and his X-500 card vending machine in booth 124A at the Sherman House. The show runs from Nov. 29 through Dec. 2.

Titled "Sanitation Regulations Concerning the Vending Industry," the 15-page lists codes and provisions for vending issued by 17 State governments and local regulations in 21 different States. It also lists federal regulations and those of each military service.

The summary specifies the nature of each regulation, date of adoption, degree of conformity with the U. S. Public Health Service Code, provisions for permits or license fees and exempt machine categories.

Copies are free to NAMA members, \$1.50 to non-members.

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Neatness Is Key To Denver Route

DENVER—A formula centering upon eye appeal has helped Don Akin and Bob Rothberg, of Continental Music Company here, to successfully diversify into bulk vending through 35 area Safeway stores.

The partners are reportedly the only major music operators in the area to have so diversified to date. And they did so with definite opinions about the business.

In their six-head multiple stands located in most music stores at a choice, high-traffic spot among the checkout stands, Rothberg and Akin vend standard fill, ball gum, candy mixes and charms. Machines are split equally between 1 and 5-cent units.

Two Continental employees

operate the bulk vending division, utilizing a pair of panel trucks with padded racks for carrying a full route of exchange heads.

Clean and attractive machines are a fetish with Akin and Rothberg. Moreover, under a contract with Safeway Stores, Continental is responsible for all machine maintenance. To accomplish this rapidly and effectively, the partners have designed an elaborate but compact cleaning kit.

Rothberg and Akin disclaim interest in extending their bulk operation to other Colorado cities, explaining that music, games and now vending keep them as busy as they care to be.

Bulk Banter

Bill Falk, Knight Toy & Novelty Company, returns from Chicago where he visited with Bob



KANTOR

Kantor. Kantor recently expanded to new and larger quarters and gave Falk the \$5 tour.

Reports from Eppy Charms indicate the firm is getting plenty of action with its Sur-Prize Novelties for 5-cent and 10-cent machines. . . . Tiger Tails are a big item with the Karl Guggenheim organization. . . . Paul Swinehart, columnist for the Columbus (Ohio) Citizen-Journal, used most of his Nov. 2 column to report on the National Better Business Bureau and National Automatic Merchandising Association warning against blue-sky promoters.

FRANK LUPPINO

CHICAGO—Automatic Canteen increased its regular quarterly dividend (payable January 2, 1965, to stockholders of record Dec. 15) to 10 cents per share, double the previous 5 cents per share.

Patrick L. O'Malley, president, said the 10-cent rate would be followed in future quarters, and that the doubling was justified in view of the company's estimated earnings for the fiscal year just ended and projections of earnings for future years.

See Retail Revolution

NEW YORK—Distinctions between retail stores are vanishing so fast that within 10 years one-product outlets such as the traditional drug, shoe and appliance stores will have gone the way of the cigar stores and the cigar store Indian, according to Solomon Dutka, president of the Audits & Surveys Company, a leading marketing research firm.

Addressing a luncheon meeting of the Variety Service Club at the Advertising Club of New York, the research executive predicted that in the next decade the retailing revolution will totally obscure many lines now differentiate our present-day store categories.

"Already, many retail categories are tending to become

NAMA West Coast Meet Draws 3,600 Vending Ops

LOS ANGELES—Approximately 3,600 vending industry members and associates were on hand at the fourth annual National Automatic Merchandising Association Western Conference and Exhibit for three days ending Sunday (22), Carl Millman, NAMA president, said at the Coconut Grove of the Ambassador Hotel, where the event was held.

The exhibit display was open each Friday and Saturday from noon until 5:30 p.m., and from 2 to 5 on Sunday. The banquet in the Coconut Grove climaxed the highly interesting function.

less distinct in character and it will not be long before they disappear entirely as recognizable store types," Dutka said.

Millman presented awards to Ed Stanton Jr., of E. F. Stanton & Company, Los Angeles, for his work as promotion and arrangements chairman; Jack Nutter, ARA Service, Los Angeles, as program chairman, and Eino A. Kiander, Coos Automatic Merchandising Company, Coos Bay, Ore., as general chairman. Mrs. Dwight Dickinson was ladies' hospitality chairman.

The banquet show featured Jennie Smith from the Steve Allen Show, Corbett Monica and Freddy Martin and his orchestra.

Op Fights Colorado City, State Levies

DENVER—Concerted action against the duplicate \$10 city tax and \$10 federal tax which bulk-vending operators pay on each machine may be the result of a campaign currently being waged by Andy Anderson, of Star Vending Company here.

Anderson, dean of the Denver bulk-vending industry for decades, has been writing manufacturers, distributors, as well as State congressmen, to point out the inequity between the tax which a juke box operator pays on a \$2,000 phonograph, and the rate assessed on inexpensive bulk-vending machines.

The tax in both instances is \$10, at least from the city standpoint, which means that an operator who buys a used vending machine for \$15 and puts it on location pays exactly the same for this privilege as he would for a \$2,000 phonograph.

Anderson, who has written at least 25 letters on the subject, feels that the high tax on bulk-vending equipment has been his chief problem in attempting to expand routes in the Denver area. He admitted that he has not had spectacular success with

bringing this problem to the attention of State senators and representatives in the Colorado Legislature, who are inclined to pass the correspondence along to tax commissions and boards of equalization, where the problem apparently "dies in transit." Not giving an inch, however, Anderson is continuing to plug for an adjustment of the bulk-vending tax to place it more in line with the amount assessed on juke boxes.

Oak Displays New Vender

CHARLOTTE, N. C.—Oak Manufacturing Company unveiled its new cabinet model Vista vending machine to Southeastern operators at the convention of the Carolinas Bulk Vending Association here last week.

According to Herbert S. Goldstein, director of sales and marketing for Oak, the new model features a built-in carrying handle, glass side panels which can be made to order at minimum and 15-second servicing.

"This machine will revolutionize the industry," said Lee Smith of Southern Acorn Sales, distributor of Oak equipment. "It can be shipped without glass, which is a tremendous advance, for glass is a big problem for the operator. Most operators can cut their own glass for this machine," Smith said.

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NEW CASH BOX. Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

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Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Shell, Red	.63
Cashew, Whole	.82
Cashew, Butts	.79
Peanuts, Jumbo	.48
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.38
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COIN MACHINE news

Growing Carolina Assn. Marks Its Second Year

COLUMBIA, S. C.—Despite competing attractions such as a regional Shriner convention and the annual "big game" between old rivals Clemson and South Carolina universities, the South Carolina Coin Operators Association pulled a record crowd to its annual convention here this past weekend (21-22).

This obvious indicator of the health of the young association brought compliments from guest speakers Fred Granger, managing director of the Music Operators of America, and Rep. Peter Hyman, State legislator from Florence County, South Carolina. (Details of Granger's speech are elsewhere in this issue.)

"You have enrolled 50 per cent of the operators of this

State in your trade association," declared Hyman. "I urge you to work for 100 per cent membership."

The solon reminded the South Carolina group that prior to the existence of their trade association the spirit of competition had, to great disadvantage, them apart.

Common Interests

"Because you have common interests and common enemies you have done well to join forces for a better climate for your business in this State," the speaker said.

"You may not realize it, but you are responsible for more State tax revenue than all the banks or all the retail food stores in South Carolina," the representative asserted. "You are

big business and should expect and demand the legislative interest that is your due."

The opening day of the convention was highlighted by the annual dance and entertainment. Headlining the entertainers on Saturday evening were Epic's newest c&w recording artist, Stan Hitchcock of Nashville, and a team of Fred Astaire dancers. The gala was emceed by John L. Kaiser, a former South Carolina operator.

Door Prize

A door prize drawing was conducted during the business meeting on Sunday, with H. C. Keels of Keels Music Company receiving a U. S. Billiards pool table presented by Art Daddis and Ralph Gouldsburg of

(Continued on page 42)

Virginia Trade Meets; Maps Fight for Tax Exemption

By RAY BRACK

RICHMOND, Va.—Any report on the sixth annual convention of the Music Operators of Virginia suggesting that some 300 trade representatives cloistered themselves in the John Marshall Hotel Nov. 20 and 21 for nothing but serious discussion of business problems would be grossly misleading.

Our readers know better. When Dominion State operators and their trade colleagues hold a convention—they swing!

Be that as it may, however, several serious trade questions of import far outside the borders of ol' Virginny underlay the MOV's fun and games here last week.

Item: Sales Tax

One of these pressure matters is the proposed sales tax in this State, a measure which MOV observers now concede as inevitable.



REGISTRATION of Bucky Buchman and his wife Mary, of Redisco One-Stop in Baltimore, is handled by Mrs. John Cameron of Richmond, Va., and George Rollo, of Newport News, Va.

Recognizing this, guest speaker William A. (Bill) Anderson, a member of the West Virginia

Legislature and past president of the West Virginia Music and Vending Association, urged MOV members to launch a unified effort to contact their legislative representatives in order to obtain a tax exemption favorable to the industry.

"Now is the time for this action," Anderson warned. "Work for an exemption on 25-cent purchases. If you don't achieve it before the tax becomes law, it is virtually impossible to remove it."

He cited his own State's sales tax law, passed in 1932, which only exempts 5-cent purchases.

"With the exemption this low, the operator winds up paying the tax himself," Anderson declared.

As the convention of the State Legislature draws near,

(Continued on page 42)

PR at the Grass Roots—The Red Wallace Formula

RICHMOND, Va.—"I don't suppose what I'm going to say will apply to anyone here at this convention," began the deep-voiced speaker who dwarfed the podium.

"But it does fit some people we know here in Virginia," and John Wallace, president of the West Virginia Music and Vending Association and secretary of Music Operators of America, went on to deliver a speech that won spontaneous praise from operators attending the sixth annual Music Operators of Virginia convention here last week.

A close friend and supporter of the Virginia association since its inception, the rugged West Virginian knew his audience and their problems as few speakers do. He also was the master of his speech topic: "Your Image — Public Relations."

EDITORIAL

You're Big Business

In reminding South Carolina operators that the coin machine industry "is responsible for more State revenue than all the banks or all the retail food stores," Representative Peter Hyman, perhaps inadvertently, identified the keystone to the "bigger and broader" trade association program advocated by Fred Granger, managing director of the Music Operators of America.

"You may not realize you are big business," the solon said. How many U.S. operators do not realize this? And how about the public—shouldn't they be told!

Representative Hyman was urging professional pride and practices. The very group to which he addressed his remarks has, in the two years since it was organized, taken the forefront among State associations in building a better industry. Numerous other State and local groups have glimpsed the same vision. With the efforts of all these bodies co-ordinated under the "umbrella" of the MOA, great industry progress can be made. This is a heartening trend.



"WATCH THE COPYRIGHT LAW" warns Nick Allen, Music Operators of America counsel, in speech before the MOV.

N. Y. Music Ops Hold Annual Parley

By FRANK LUPPINO

NEW YORK—The first meeting of the Music Operators of New York (MONY) since June 16 was held Tuesday, Nov. 24, at the Holiday Inn with Albert Denver, president, presiding. Members among the heavy turnout of about 100 not only

participated in the annual election of officers but members and guests also were presented a program of speakers that spoke on new laws, new interpretations of existing laws and new association projects to aid members in the operation of their businesses.

Among the guests introduced were Carl Pavesi, president,

(Continued on page 45)

BILLBOARD'S BRACK IS MAN ON THE GO

CHICAGO—Billboard's own "Man on the Go" last week was Ray Brack, who attended three State association conventions and traveled some 2,000 miles within four days. Ray took off from Chicago last Thursday (19) to get to Richmond, Va., in time for the kick-off of the Music Operators of Virginia meeting. On Saturday (20) morning, he flew into Charlotte, N. C., for the fall convention of the Southeast Bulk Vending Association. The following morning, at the crack of dawn, Ray was flown (by private plane yet) to Columbia, S. C., for the South Carolina Coin Operators Association meeting. His reports of all three sessions appear in this issue. Additional photos of the three meetings will appear next week.



GRASS ROOTS PUBLIC RELATIONS at its best: C. S. Pierce, president of the Music Operators of America and the Brodhead (Wis.) Industrial Development Corporation, gets ready to turn the first shovel of dirt for a new \$250,000 manufacturing facility in his area. Pierce has long been active in Wisconsin civic, political and philanthropic affairs.



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4 Ex. Barrel of Funs @ . . . 25.00	3 Telequiz @ . . . 35.00
2 Evans Bat-a-Score @ . . . 40.00	2 Hydroducks @ . . . 35.00
1 Genco Sky Rocket @ . . . 45.00	2 Astroscopes @ . . . 45.00

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Va Ops Map Exemption Fight

• Continued from page 41

MOV members will ensure that their representatives clearly understand the great damage to the industry which would accrue from a tax on nickels, dimes and quarters dropped into the coin slot.

"Because it now appears certain that the sales tax will be adopted," remarked MOV veteran Jack Bess, "the most significant thing accomplished at this meeting is our agreement on how to deal with the tax."

Guest Speakers

Additional matters of trade significance were the subjects of guest speakers Fred Granger, managing director of the Music Operators of America; Nick Allen, MOA legal adviser, and John Wallace, president of the West Virginia Music and Vending Association and secretary of MOA. (Editor's note: Reports of their addresses are elsewhere in this issue.)

MOV president, Gilbert Bailey, Gloucester, was pleased with the level of participation by all trade segments in the meeting.

"A high percentage of our operator members are here, and they are enthusiastic enough about our association to actively solicit new members throughout the year," Bailey said.

During the convention the MOV board of directors voted to prepare permanent wall



GILBERT BAILEY, MOV president, welcomes operators and their business colleagues during opening session of the convention.

plaques for presentation to current and new members.

Exhibits

The spacious new exhibit hall of the hotel afforded a fine setting for the displays of distributors and suppliers to the trade.

The Diamond Coin Machine Exchange, Norfolk, featured the Wurlitzer 2800 phonograph and the new Bally "Harvest" pin game. Present at the booth were Chris Christensen, Jim Donnelly and Jimmy Capps of Diamond and Hank Peteet of the Wurlitzer service division.

At the Eastern Distributing Company exhibit were the Baltimore firm's Virginia sales representative, John Cameron, and Bob Zeising, of the Seeburg Field Service Division in Lancaster, Pa. Shown by Eastern were the Seeburg Console and Consolette phonograph equipment and a fully operative cut-away model of the Console.

Mobile Record Service, a Pittsburgh firm which offers weekly door-to-door record service to operators, was represented by Harvey Campbell and Richard Williams, Virginia salesman.

General Vending Sales Corporation of Baltimore, in cooperation with Fischer Sales, exhibited the Rock-Ola Grand Prix, Princess Royal and Phonetone phonograph equipment, the Fischer Empress pool table, the Rock-Ola Caravelle cigarette vander and the Gottlieb Happy Clown pin game. Greeting operators were Irv Blumenfeld, president, Harry Hoffman, vice-president, Irv Block, Jerry Harris, Virginia-West Virginia sales representative, and Herbert Golombel, Baltimore-Washington salesman.

Pat Cohen of Richmond, owner of Pat's One-Stop, featured a helpful list of "Ten Commandments for Operators" in his exhibit.

Jack Bess, chairman of the board, and Harry Moseley, president of the Roanoke Vending Exchange, Richmond, displayed the Rowe-AMI phonograph, Rowe Riviera cigarette vander, Rowe dollar bill changer, Williams "Touchdown" and "Whoopee" games, the Midway "Rodeo" pin game, Chicago Coin's new "Mustang" and the Irving Kaye "Eldorado Mark III Pool Table."

Harry Fake, the colorful 1st vice-president of MOV from Gloucester, remarked as he viewed the exhibits: "There's a lot of wonderful equipment here, but the activities of the MOV are absolutely necessary today to give this fine equipment the most earning potential."

Officers Retained

Cognizant of this fact, the MOV retained its slate of officers for 1965. In addition to Bailey and Fake, Robert H. Minor of Richmond will continue as secretary-treasurer and Dick Lumpkin of Ashland will serve another year as 2nd vice-president.

Directors for the coming year were also named during the convention. One-year directors are

W. M. Showalter, Harrisonburg; Claude Smith, Roanoke; F. D. Colbert, Danville, and Charles Holbrook, Lynchburg.

Roanoke in '65

The members tentatively decided to hold the 1965 MOV convention in Roanoke.

Lending inimitable charm to the social events, hospitality suites, exhibit areas and the gala dinner and dance on Saturday night

MISS DONNER was Diane Donner, Miss MOV of 1964.

Strains of the "Virginia Reel" and the "Tennessee Waltz" were played by the Babe Barnes Orchestra as the formally attired tradesmen and their wives swayed in unison into the early hours of Sunday morning.

"Observe all this unity," remarked Harry Fake, who was sitting out the dance with a glass of beverage. "This is the secret of a successful trade group. But we've got to have it out on the route as well as on the dance floor."

Growing Carolina Assn. Observes Its Second Year

• Continued from page 41

Orangeburg Music Company copping a \$50 cash prize.

The exhibits in the Wade Hampton Hotel drew the praise and patronage of operators up to the closing hour of the convention.

Operators' wives commented on the tasteful and attractive manner in which equipment was displayed. Several operators were heard to comment favorably on the secretaries from the Columbia Chamber of Commerce dressed in Hawaiian costumes who added color to the exhibit hall.

Exhibits Booths

Featured in the LeSturgeon Distributing Company booth were the Rock-Ola Princess Royal and Grand Prix phonographs and the Rock-Ola Caravelle cigarette vander. Present at the booth were Lee LeSturgeon, company president, Oscar Hedrick, L. E. Holder, Charles Fischer and Les Rieck, representing Rock-Ola Manufacturing Company.

Peach State Trading Company, of Columbia, was represented by Manager Jim Faulk, Dyke Hawes and A. J. Hawkins.



"YOUR IMAGE-PUBLIC RELATIONS" was the topic of John A. Wallace, president of the West Virginia Music and Vending Association, seen here before an assembly of the MOV.

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Granger On the Go With Dynamic Trade Theme

By RAY BRACK

EN ROUTE WITH FRED GRANGER—The theme of a "bigger and broader" Music Operators of America sounded by Fred Granger in South Bend, Ind., last week (see Billboard, Nov. 28) was recapitulated with variations by the national association's managing director in major addresses to Virginia and South Carolina trade groups this past weekend.

Speaking before the Music Operators of Virginia on Saturday (21) at its sixth annual convention in Richmond, and on Sunday in Columbia at the second anniversary meeting of the South Carolina Coin Operators Association, Granger gave unembellished progress reports on MOA during the 10 months he has been director, outlined the expanding role and membership he envisions for the association and stressed the vital and mutually advantageous interrelationships that must be maintained between the national, State and local coin machine trade groups.

"The recent MOA convention in Chicago has been described to me as the most successful in recent years," Granger declared in his progress report. The job of building a successful convention, he disclosed, was given top priority when he took the job as managing director.

Contacts All Segment
In laying the groundwork for the 1964 convention, Granger, working with a staff limited to one secretary, contacted every segment of the industry.

Finding that record companies complained of a growing detachment from operators, Granger worked for the participation of the Record One-Stop Association in the conclave. With ROSA in the fold, 12 record companies exhibited at MOA's meeting.

"Gaining the record companies," declared Granger, "in addition to the four juke box manufacturers, was fundamental to the success of the convention. The publicity we gained was invaluable."

Also of great value in terms of publicity, he remarked, was the trade press.

Looking toward next year's convention at the Pick-Congress



FRED GRANGER

Hotel in Chicago, Granger promised improvement in three areas which elicited complaint in a recent survey of opinion on the 1964 convention conducted by his office.

"The 1965 convention will provide increased and more conveniently arranged exhibit space; greater emphasis will be placed upon good seminars and longer exhibit periods will be arranged," Granger said.

Aware that coin machine businessmen here in the economically expanding Southeast have formed trade groups among the most active in the country, Granger called on area coinmen to support the national association with equal vigor.

Need State Backing
"MOA would wither on the vine without the backing and participation of State associations," he said. "We must build more grass-roots operator support, and in this task the State and local associations can greatly help."

"We now have 840 members in MOA; we should have twice that number," the managing director commented.

At both conventions, Granger excited his audiences to favorable comment with his vision of the new MOA.

Unify Industry
"The mission of MOA should be to unify the industry, bringing the various segments together," he explained. He named the eight segments listed in his South Bend speech (the oper-

ator, juke box manufacturer, game manufacturer, distributor-jobber, record manufacturer, one-stop, allied industries and State and local associations) and suggested that perhaps a ninth group should be included under the "umbrella" of the national association — the disk jockeys.

When the obvious question arose in Richmond about the possibility of changing the national association name to embrace its larger aim, Granger commented that such a move is a possibility.

Numerous coin machine businessmen in both Richmond and Columbia cornered this reporter after hearing Granger speak to express satisfaction with the unequivocal and vigorous manner in which he presented the trade association challenge.

It was a rigorous week for Fred Granger and his lovely wife, taking them to three conventions and over a thousand miles in less than five days. It was the first trip through the great Southeast for them, and both told this reporter that the warmth and charm of the welcome extended to them by the Virginia and South Carolina groups exceeded their highest expectations.

And both must have forgotten any fatigue they might have felt when a prominent coinman arose to compliment Granger after one of his speeches, saying: "This has been highly informative. Up to now many of us thought that the MOA office in Chicago was a big office full of people who did very little but spent a lot of money."

Auto Racing Inspires Tenn. Promo Game

NASHVILLE—The Electronics Division of Tennessee Promotions introduced single and two-player Mini Auto Race games at the Music Operators of America convention in Chicago last month.

According to company General Manager Jim James Jr., the two-player unit had received some location testing prior to the show with good results. The one-player game was built just in time for the MOA.

Players can regulate the speed of miniature sports cars spinning around a figure-eight track. If speed is excessive on the curves, the car "wrecks," causing the player to lose points.

Repeat play is stimulated by the player's desire to acquire the co-ordination necessary to accelerate on the straightaways and slow down on the curves.

Atlas to Host Yule Soiree

CHICAGO — Christmas will be celebrated in high, swinging fashion at Atlas Music Company here.

Ed Ginsburg is taking his entire staff for an evening of cocktails, dinner and dancing at the plush Blackstone Hotel. The celebration, to be held Dec. 21, will be the 30th for Atlas. Nearly 50 guests will be in attendance.

Bankers Plan Coin Shortage Campaign

NEW YORK—Although the Treasury Department is setting new records in the production of coins (Billboard, Nov. 21), there still is going to be a shortage during the time of the year when coins are most crucial to every kind of business—from Thanksgiving until mid-January.

The American Bankers Association has prepared a campaign designed to get coins back into circulation. The move will, of course, help coin machine operators who have been plagued by the shortage, as have their location customers.

The ABA is sending out filler materials for newspaper, tele-

vision spot announcements, film strips, radio messages and a variety of other media material.

The campaign is called "Calling All Coins." The Advertising Council, Inc., is also participating. Banks who are members of the American Bankers Association should have copies of the complete campaign "Calling All Coins." It tells of signs, posters and other items that are available, all designed to ease the coin shortage.

Coin operator can get information and material for their locations from their own bank or the ABA in New York. A booklet titled "How to Cope With the Coin Shortage" is part of the campaign material. Operators, long familiar with the necessity of rolling all coins deposited at the bank, will find humor in the American Bankers Association suggestion to member banks that "banks should not only accept bulk, unsorted coin, but they should go out of their way to make this willingness known to the public through all means of communication."

Grass Roots PR

Continued from page 41

he recalled. "I suggest you consider a new type of public relations, a form of good publicity that is more than getting your names in the papers. It's a mode of PR that can be handled by the individual operator."

"The kind of good publicity I'm suggesting," he continued, "is doing a quality job."

"Begin in your own office—clean the place up—a coat of paint never hurt anybody."

"You are a businessman, doing an important service for your community. Be proud. Open up an office on Main Street."

"Put your service personnel in uniform. Paint up those vehicles. See that they're lettered alike."

"Keep your equipment clean and in working order. After all, it has your name on it and it gives you either good or bad publicity all week long."

And he paused for breath...

"But as I said, you people here are engaged in good PR practices. The proof of it is—you're a member of MOV. Most of the offenders are not among us. When most of the people in our industry start doing these things, however, we're well on our way to good public relations—and we won't have to pay a million dollars for it," Wallace concluded.

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National Coin New Wurlitzer Distrib

CHICAGO — New Wurlitzer distributor for Illinois and the northern tip of Indiana is National Coin Machine Distributing Company, long-time game distributorship headed by Joe and Ronnie Schwartz and Mort Levinson.

National is formally a subdistributor for Lew Jones Distributing Company, Indianapolis, but for all practical purposes the Chicago firm will function as a separate outlet.

National has been in business here some 32 years. The firm also handles the Gottlieb line.

National will maintain complete parts and service facilities for Wurlitzer.


In addition to Levinson, Schwartz Sr. and Schwartz Jr., the firm's 18-man force includes George Dinchak, foreman; Art Martin and Mylo Marks, music service chiefs; Ed Hall, shipping; and Sam Schwartz, in charge of National's large art department used in rebuilding equipment.

National is planning an open house sometime in early January, coincident with national Wurlitzer week which will be celebrated then.

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Route Purchase Not Always Without Tax Complications

By FRANK LUPPINO

NEW YORK—Operators at the Music Operators of New York meeting held Tuesday (24) at the Holiday Inn (see separate story) were startled to learn of the concept of "mass assets," applicable to the acquisition of routes, introduced by the Tax Court. The speaker, who commanded the undivided attention of the group of 100, was Mortimer L. Merkel, C.P.A. and member of the Abrams, Meresman & Company, certified public accountant firm.

While the position of the Internal Revenue Service has been noted by Merkel in conjunction with his firm's clients who operate cigaret routes, it appears that music operators may also be facing a major problem.

Merkel pointed out that the point of contention "affects your industry in relation to the write-off of the amounts paid for routes in excess of market value of the equipment. You do not always purchase a business when you acquire a route. You usually purchase several or many machines on location to add to a route already in

existence and in determining the price to be paid for the location or route, several factors are taken into consideration, each having a difference tax impact."

These factors, according to Merkel are "(1) the potential income; (2) equipment and machines, their age and condition; (3) the length and time the location contracts are to run and the probability of renewal; (4) covenant not to compete." In addition, Merkel said operators may also acquire "(5) trucks; (6) inventory."

Merkel pointed out that "except for trucks and inventory, although considered individually in making up the price of the location, for contract purposes, the above factors are thrown into a pot like so many ingredients, the ultimate mixture is the dollar value placed on and paid for the location."

Merkel added, "Thus, in computing the price you take into consideration so much per case for average weekly sales of cigarets which includes the machine and so many times the weekly take of the music machine plus the market value of the equipment. The contract of purchase and sale treat such locations in the aggregate as a route. The details of the locations are usually appended to the main contract."

Tax Court View

As a result of such treatment, Merkel pointed out "the Tax Court has introduced a concept, new to the vending machine industry, into the tax law, namely 'Mass Assets.' The impact is that the acquisition of several contracts should be treated as the acquisition of a single asset which is not exhausted by the passage of time, that for so many locations lost, so many new ones may be acquired; a continuity of the entity which does not lend itself to amortization deduction."

Operators will want to investigate the matter with their

own counsel and accountants. That was the advice of MONY president Albert S. Denver. To cite two important cases for such investigation, Merkel noted the Thriftcheck Service Corporation 33 TC 117, decided March 22, 1960, in which case "the taxpayer acquired the assets of a going business including its customer structure represented by 200 contracts with customers. The court, in denying the amortization deductions for the contracts held that the taxpayer did not buy individual contracts but rather a single asset consisting of an aggregate of contracts and that this asset did not have a limited useful life."

Another case cited by Merkel involved Sam Scalish et al. TC Memo 1962-46 decided March 6, 1962. In this particular case, the issue involved was the adjustment disallowing the amortization deduction by the partnership. It appeared that the taxpayer acquired 136 cigaret vending machines under contract and 43 cigaret vending machines not under contract. The contracts were renewable and in normal course of business would be renewed. The taxpayer took an amortization deduction on the amount paid to acquire the location contracts.

The court, as revealed by Merkel, "denied the deduction and held that contracts or leases were a Mass or Collective Asset with an undeterminable useful life."

Point of Contention

It appears that the Treasury Department, relying on the aforementioned cases cited by Merkel, has ruled that in the purchase of any business involving routes, even those that are represented by specific locations with contracts, any payment in excess of the value of the equipment is not amortizable, nor deductible." According to Merkel, "they permit no value to be set on the contracts even though they have a fixed term."

Merkel told those present that "in cigaret vending and music operating routes, the cost, in excess of equipment value, can be computed for each location. The price can be broken down to a value for the average pack sold or dollar taken in by each location. This fact appears to be ignored by the Treasury Department. But in the above cases calling this excess good will, the Treasury Department allows no write-off if a location is lost, as new acquisitions supposedly replace those that are lost, and there is no decrease in the tangible value of the route. A write-off is allowed only when all locations are lost or sold."

For operators wanting to combat the tough policy which the Treasury Department has taken with respect to the deduction in the so called "mass asset" cases, Merkel suggests that a new look will be required in the purchase and sale of routes.

He suggests that "manifestly, it will require each location to be treated separately and distinctly. A dollar value is to be placed on: (1) the tangible property; (2) covenant not to compete; (3) goodwill; (4) the contract." Although the amounts for each category may be challenged by the Treasury Department, Merkel suggests that "the taxpayer is in a better



VETERAN NEW YORK COIN MACHINE distributor Abe Lipsky (right) is particularly pleased with Louis Prima's new "Mary Poppins" release on the Prima label. The artist and the coin veteran are long-time friends. Lipsky shows Billboard's Frank Luppino a copy of the disk.

position when an allocation is made, because a failure to allocate is in effect an allocation of zero."

Merkel pointed out that in analyzing each location, the appropriate section of the Internal Revenue Code can be favorably applied to the taxpayer's contention of a deduction for exhaustion.

Merkel cited Section 167 (a) of the IRS involving "depreciation deduction, a reasonable allowance for exhaustion, wear and tear of (1) property used in the trade or business, or, (2) property held for production of income." He continued, explaining regulation 1.167(a)3 which delineates the code further and states "if an intangible asset is known from experience or other factors to be of use in the business or in production of income for only a limited period, the length of which can be estimated with accuracy, such an intangible asset may be the subject of a depreciation allowance . . . no deduction is allowable with respect to goodwill. . . ."

It is thus pointed out under the regulations, Merkel said "if the useful life of intangible property such as a contract is definitely limited a deduction will be allowed. A contract is subject of an exhaustion allowance, whether it is called depreciation or amortization. The only requirements are that the life of the contract must be

determinable and that the contract have a cost basis."

According to Merkel, there have been recent signs that the courts will back track from the hard and fast rule of the "mass asset" doctrine if they are given sufficient facts in a given case. Two instances are Indiana Broadcasting Company, 40 TC 76, 13 March 1964 and the Seaboard Finance Company, TC Memo 1964-253, the latter handed down just a few weeks ago. Both cases show a ray of light favoring the taxpayer because "the facts were organized and properly presented."

Merkel urged that information in relation to the actual life of contracts should be accumulated on an industry-wide basis; that contracts of purchase of machines on location should be as detailed as fully as possible listing for each location the value of equipment, contract value and good will and restrictive covenant plus applying a portion of the profits to be earned by each location over the term of the lease as cost. With such information, operators will have armed themselves to obtain more favorable treatment in the future.



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Copyright Law A Threat: Allen

RICHMOND, Va.—A new threat to the coin-operated phonograph play royalty exemption was identified by Nicholas Allen, general counsel for the Music Operators of America, during a speech before the annual convention of the Music Operators of Virginia here last week.

"The industry must establish a close watch on the proposed General Revision of the Copyright Law," Allen warned. "This measure has been under consideration for five years and has now been drawn up in bill form. It will be introduced in the next session of Congress and could make its appearance in either body."

A provision in the revision measure would effect the same changes in the juke box play royalty exemption that are sought in the now-sidetracked Celler Bill.

Need Good Relations

"We must have representatives in Congress seeking to alter the General Revision of the Copyright Law as it has been drawn up," Allen declared, "and our plan places much dependence upon State associations and individual operators to maintain good relationships with their representatives."

"Every major thrust on the Legislative front must begin at the grass roots level," the attorney emphasized, "and you people here in Virginia will play a big role in combatting adverse national legislation now proposed."

Allen pointed to the fact that



NICHOLAS ALLEN

two Virginia congressmen now serve on the powerful House Judiciary Committee. "It is, therefore, within your power to carry much of the legislative fight in Washington," he said.

"Virginia has been right on top in its support of the royalty exemption fight," Allen added.

Concerted Effort

He expressed the belief that with concerted effort the profit-crippling part of the Copyright Law could be changed.

"After all," Allen asserted, "numbers are on our side. We represent many thousands of people, while our opponents seeking royalties on juke box play speak for a small group."

As for the Celler Bill, Allen reported that it died in the Rules Committee of the House when the last session of Congress ended. For the measure to be

New York Music Ops' Parley

• Continued from page 41

and Malcolm Wein, counsel, Westchester Operators Guild, Inc.; and Millie McCarthy, Mike Mulqueen and Jack Wilson, New York State Operators Guild, Inc., and those on the dias who, in addition to Denver, included George Holtzman, vice-president; Gilbert Sonin, treasurer; Bill Kobler, secretary and Teddy Blatt, counsel.

President Denver asked those present to stand in a moment of silent tribute to deceased members Joseph Maddan, Old Reliable Music Service; Abraham Weisberg, Abraham Weisberg Service Company and in honor of President John F. Kennedy.

Election of Officers

Following the report of the secretary and treasurer, nominations for officers were opened. Unanimously, the present slate of officers was swept back into office after Senator Al Bodkin declined a nomination for vice-president and Harry Siskind declined the nomination for treasurer. The nomination of directors followed with Donald Shapiro, Irving Fenichel, Harry Siskind, William Goetz, Leonard Block and David Sachs returned to office. Albert Arnold was a newly elected director.

A report of the joint outing was given with notice that the affair is to be held next year again at the Nevele Country Club. However, operators will not be permitted to bring location owners as guests.

revived, he said, it must be re-introduced and make its way through the channels required of all legislative measures.

Mortimer Merkel, C.P.A. spoke of the new "mass assets" approach being taken by the Internal Revenue Service on route acquisition which stimulated a prolonged question and answer period (see separate story this issue).

Attorney Ben Haskell, partner in law with MONY counsel Teddy Blatt, spoke on the New York State law that took effect Sept. 28. It rearranged some old laws and introduced new ones under an over-all title of Uniform Commercial Code (UCC) which will eventually become adopted in all states. It already is in operation in several states. Haskell explained some of the ramifications of the code insofar as its involvements with operators and cautioned them to investigate their handling of security agreements, bulk sales and conditional sales contracts and reminded them a new form, UCC-1, could be used to file with the secretary of state and the county clerk, in which debtor locations are located. This obviates the necessity of filing a longer, more complicated and more informative contract.

New Location Contracts

MONY counsel Teddy Blatt detailed the progress of the new location contracts that will be available to members, and announced that they would be available shortly. President Denver pointed out that the names of member-operators would be imprinted on their contracts and that they would be available only in limited and supervised supply.

Senator Al Bodkin reminded members that the Cardinal

Coming Soon:

Dec. 6—North Carolina Music Operators Association meeting, Charlotte, N. C.

Dec. 6—Music and Vending Association of South Dakota meeting, Pierre, S. D.

Spellman's Servicemen's Club would shortly be conducting an annual solicitation and urged members to be generous to this facility that has served servicemen for 23 years. Bodkin also paid high tribute to Al Denver's more than 25 years of service to coin machine operators, not only on the local level through the Music Operators of New York organization but through his contributions as a member and officer of the Music Operators of America. Denver's tribute by Bodkin was followed by unanimous applause and cheers of approval from the crowd.

Denver reminded members that locations receiving loans are required to file notice of such loans with the State Liquor Authority if they exceed a certain amount or if they are less than that amount (\$1,000) and are obtained from an "interested party" to which description an operator doing business on the location qualifies if he provides a loan to the location.

William Suesens informed members of a fire insurance policy that he was utilizing to protect himself with his equipment on location.

The meeting, which began at 8 p.m. following a dinner, was adjourned at 11 p.m. by the president.

Valley the Standard of Quality and Craftsmanship

introducing models
765, 865, 935, 1025



- Flush "ball return" drawer
- Recessed coin chute
- Triangle and balls at same end
- Walnut finish plastic laminate table, legs, rails and sides
- Adjustable cast aluminum 6" base leg levelers
- Genuine "tournament grade" billiard balls
- Built-in recessed triangle
- Separate coin box

Valley manufacturing & sales company

333 MORTON STREET • BAY CITY, MICHIGAN • TWINBROOK 5-8587

Chicago Ops Found Bank

CHICAGO—Marjorie Robinson and Moses Proffitt, owner and president, respectively, of the South Central Novelty Company, have founded the Seaway National Bank, a full service banking facility "modern in every respect."

Both Robinson and Proffitt will serve on the bank's board

of directors. The new facility lists its assets as \$500,000 in capital stock, \$250,000 in unsplit profits and \$250,000 surplus.

The bank will open in temporary quarters at 8555 Cottage Grove Avenue in January. A new building is under construction at 67th Street and Langely Avenue.



PROFFITT

Detroit Coin Veteran, Dies

DETROIT—Henry C. Lemke, one of the best-known coin machine operators and distributors in Detroit for nearly four decades, died Nov. 12. Lemke was in the business in the 1920's, operating a great diversity of amusement games and vending equipment, and had one of the major distributing firms here for years.

At one time he was in partnership with Ben Marshall in Marshall-Lemke, Inc. He also conducted his own business,

Lemke Coin Machine Company, in the central downtown area. He was a major games operator, including the big arcade formerly in the Fox Theater, and also had considerable interests in bulk vending and in popcorn vending equipment.

In recent years he had been in ill health, and sold out his business to Lynn Amusement Company in 1960, but retained active contacts in the field until recently.

His wife, Mary B. Lemke, who was active as manager of the business with him for some years, preceded him in death. Interment was at Lakeside Cemetery, Port Huron, Mich.

COINMEN in the news

BOSTON

There's quite an uplift locally since the return of many operators, all of the distributors and quite a few of their employes from the MOA convention in Chicago. Among operators who attended were: **Luke Levine** of Boston; **Sumner Segal** of Cambridge; **Dave Baker** of Somerville; **Al Dugas** of Webster; **Lou Stevens** of Southbridge; **Frank Marks** of New London, Conn.; **Roland Hebert** of Holyoke; **Pete Slepchuck** of Springfield; **Art Strahan** of Greenfield; **Russ Mawdsley** of Holyoke; **Al Coulter** of Worcester, and **Chris Caragianis** of Newport, R. I.

Bob Jones of Redd Distributing Company, Watertown, attended along with **Si Redd**, the firm's president. Bob says he saw customers from one end of the world to the other, from Europe to Australia. Jones was especially interested in round pool table displays by four manufacturers. The Redd firm has one on location and so far it's a winner. . . . **David J. Baker** of Melo-Tone Vending Company, Somerville, made the Chicago trip after leaving the hospital where he underwent a kidney stone operation. He has just had his lake in his Canton home stocked with large-mouth bass with the help of the U. S. Conservation Dept. Dave's son has just been reassigned by the Army from his missile station in Texas to a post in Bavaria, Germany. . . . **Romeo Rivard** of Lewiston, Me., shopping around for music and games before the snow sets in in the North. . . . At W. S. Distributors, Allston, **John Colgan** has upgraded his living quarters to a posh apartment on Beacon Hill. Salesman **Len Schneller**, recently of Philadelphia, has established his family in an apartment in Brookline, and salesman **Jake Jacobi** believes in stressing service first when selling vending equipment. The W. S. firm also has a new acquisition—a cute red-haired receptionist, **Terry Murphy**.

Firms in the music industry in the area are getting into the scientific groove. **David J. Baker**, of Melo-Tone Vending Company, Inc., of Somerville, has installed an IBM system which makes tabulation of collections much easier to handle. . . . **Bill Swartz**, of W.S. Music Distributing Company of Allston (Seeburg), has just begun to operate a new electronic card system on collections. The firm has just taken on the United lines of bowling and shuffles and has already seen some action on the Polaris alley. . . . **Dave Baker** has recently returned to business after a session of surgery at a local hospital. Dave's son, **Bobby**, is off to Bavaria, Germany, after completing his army training at a Texas missile school. . . . At Redd Distributing Company in Watertown (Wurlitzer) the firm has completed a year in its new quarters, and **Si Redd**, president, has just signed a lease for another six years as well as taking over the second floor of the spacious building. Si is now commuting to his home in Hyannis Port on Cape Cod (summer home of the late President Kennedy). He stays in Boston a couple of days each week and travels the rest of the time. **Frank LeBlanc**, of the Redd sales force, leaving for Los Angeles for the NAMA show and will take along his best sellers, Cinch Shoe Shine Vender and You Mix It, hot drink vender. Frank's son, **Bob**, is now with **Al Levine**, distributor for Rock-Ola and doing nicely. Al Levine and his wife have just returned from a little pre-winter sun-soaking in Florida. . . . **John T. Lazar**, owner of Lazar Music Company in Manchester, N. H., recently returned from the Shriner's convention in Montreal. **CAMERON DEWAR**

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MILWAUKEE

Perry London, S. L. London Music Company, spent a few days here, up from his Miami headquarters. **Nate Victor**, in charge of the Milwaukee branch, reports business at a peak level. Operators are showing early interest in the new assortment of little LP's for use on the Seeburg consoles during the Christmas holiday, notes Victor. . . . **Bob Manthei**, Pioneer Sales & Service, underwent minor surgery this week in a Chicago hospital. . . . **Casper Sittig**, Cap's Amusement, Racine, is placing a new juke box in a bank lobby during the Christmas season. It will be loaded with holiday tunes. Objective: to try to create a little good will for his firm and maybe pick up a few new locations as a result. . . . **Harry Jacobs Jr.**, United, Inc., is flying down to Florida for the Wurlitzer distributor convention. Before explaining, he announced that United, Inc., has become Wisconsin and Upper Michigan distributor for the Stancraft counter-high console display vending machines. The units vend hosiery, greeting cards and phonograph records. . . . **Mike Summers**, counter man for Modern Record Sales, Inc., reports a heavy stream of operators checking the stock for hit singles this week. Stopins included: **Fred Schmidt**, Westfield; **Bob Kammerman**, Kammerman Novelty, Racine, and **Harold Sommerfield**, Southern Novelty Company, Milwaukee. . . . "Little LP's are showing a steady improvement," reports **Irv Siewick**, P. & P. Distributing Company, "but we still rely mainly on the hot singles." . . . Operators are placing a good volume of orders for the Add-A-Ball, new pin game okayed for use in Wisconsin, according to **Sam Cooper**, Pioneer Sales & Service. Cooper adds that he is anxiously awaiting delivery of the first shipment of Elipti-Pool tables that the firm ordered at the MOA show. "We've got a lot of orders on

the round pool tables already," says Cooper. **BENN OLLMAN**

ST. LOUIS

At Brandt's Wurlitzer distributors last week, Cape Girardeau, Mo., operator **Bill Hollenbeck** showed up looking as young now as he did umpteen years ago. . . . Also in visiting at Brandt's, **Pete Kaemmerlen**, Ferguson, Mo., coinman, beaming over a 709 bowling score racked up over the weekend with games of 186, 245 and 278. . . . Just as jubilant was another Ferguson operator, **Bill Powers**, and his wife, **Marilyn**—they're grandparents (a girl) and hardly seem out of their 20's.

Carl Johnson, Wurlitzer field service engineer, was in conducting a service school at the branch this month with good attendance reported.

Elsewhere around town, veteran coinman **Jack Gorlick** meeting all his old friends at Advance Distributing. Jack, another coinman the years have been exceptionally kind to, is enthusiastic about the response from operators since Advance recently became the Rowe-AMI distributor in the region.

Ed Grempler, at Central Distributors, reporting good business on the Williams games, also reporting that bowlers are moving out exceptionally well.

Over at Musical Sales, **Joe McCormick** reports that area ops are going strong for the Princess Royal, with interest just as high on the other Rock-Ola models.

Continuing strong reaction to the Seeburg LPC-480 has everybody excited around **George Glass** Distributing, where **Frank Schroeder** reports good action on the other Seeburg models as well.

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ARKANSAS

Billy Bledsoe, Chicot Amusement Company, Lake Village, an ardent deer hunter, bagged a big buck last week.

C. E. (Tuffy) Tolliver, Lepanto Novelty Company, was happy over the victory of wet forces in the recent election. He owns four night clubs, all of which depend on beer sales to stay open. . . . **J. H. (Tex) Dickens**, Arkansas Novelty Company, Magnolia, might join the millionaire club. He recently signed some leases whereby a major oil company can drill on his property. There are more millionaires in Magnolia, incidentally (population 8,500), than any other city in Arkansas. **ELTON WHISENHUNT**

GIANT YEAR-END CLEARANCE SALE!

THESE ARE OUR MISTAKES—THE GOOD DEALS THAT TURNED INTO BAD. THESE SPECIAL PRICES ARE ONLY IN EFFECT DURING THIS SALE. ALL EQUIPMENT REGULARLY PRICED AFTER DEC. 11th!

ARCADE EQUIPMENT	Special Sale Price	Regular Sale Price
1 Urban Kiddie Kolor Kartoon with film (like new)	\$ 85	\$125
5 Duncan Arizona Guns (like new)	100	295
3 Bally Sharpshooters	75	150
4 Bally Table Hockey (like new)	35	100
2 Wms. Mini-Golf (like new)	435	595
2 Bally Bucky Bronco (like new)	595	795
1 United Carnival Gun	125	150
1 Wms. Safari Gun	95	150
1 Hawkins Sam the Clown	295	395
1 Forward Industries Hole-in-One Golf	265	395
1 Forward Industries Pro Golf	325	495
1 Genco Sky Rocket	75	125
1 All-Tech Whirlybird	415	550
BASEBALL GAMES		
1 Bally Big Inning	45	95
1 Chicoin Bull's-Eye Big League	45	95
1 Chicoin Criss Cross	65	110
SHUFFLE ALLEYS		
1 Bally Congress	65	95
1 United Big Bonus	195	250
1 United Atlas Shuffle Alley	95	150
3 United Cyclone Shuffle	115	175
4 United 6-Star Regulation Shuffle	55	85
1 United Speedy Shuffle	50	65
1 Bally Club Bowler	45	75
1 United Dual Shuffle Alley	125	160
4 United Eagle Shuffles	95	185
2 United Tiger Shuffles	750	895
1 Bally Bowler	625	795
1 Bally Pan American	125	195
1 Chicoin 13' Queen Bowler	195	275
1 Bally Tournament Bowler	55	100
1 ChiCoin 13' Royal Crown Bowler	650	795
1 United 16' Advance Bowler	195	295
3 United 16' Dixie Bowlers	245	350
10 United 16' Duplex Bowlers	195	250
6 United 16' Falcon Bowlers	275	350
3 United 16' Handicap Bowlers	200	275
1 United 13' Savoy Bowler	235	295
2 United 16' Savoy Bowlers	235	295
1 United 13' Teamate Bowler	215	285
4 United 16' Teamate Bowlers	215	285
3 United 16' Tip-Top Bowlers	265	350
1 United 13' Tornado Bowlers	925	1095

Special Sale Price	Regular Sale Price
1 United 4' Selection for 5-Star	\$ 35 \$ 70
2 Bally Challenger 13'	145 195
1 ChiCoin 13' Players Choice	95 150
2 United 16' Jumbo Bowlers	125 195
2 United 16' Leaguer Bowlers	185 250
1 United 13' Playtime Bowlers	165 235
5-BALLS	
1 Keeney Poker Face 1P Like New	125 295
1 Gottlieb Universe 1P	95 175
1 Wms. Darts 1P	95 175
1 Wms. Metro 2P	95 325
CIGARETTE VENDORS	
2 V-27 Smokeshops	160 250
1 V-36 Smokeshops	190 275
3 National 9-Cols.	65 125
1 Rowe Riviera (Like New)	345 435
3 Rowe 11-Col. Commanders	45 95
1 Rowe 14-Col. Ambassador	125 185
4 Continental 30-Col. Corsair	100 165
1 Seeburg E1 Cig Vender	85 135
2 Seeburg E2 Cig Vendors	110 175
1 Seeburg Coffee Bar—Model FB1000	65 195
1 Hamilton Coin Changer—Model M102	115 165
POOL TABLES	
1 Campbell Bumper Golf	50 295
1 Irving Kaye Mark I	395 495
1 Irving Kaye Mark III	475 575
1 Irving Kaye Mark IV	495 625
2 Irving Kaye Mark V	785 885
6 Irving Kaye Klub Pool	195 275
3 Irving Kaye Del. Klub Pool	265 325
PHONOGRAPHS	
2 Seeburg 100G Phonos	215 275
3 Seeburg 100W	195 250
1 Seeburg 100VL	85 125
2 Seeburg 100C	100 150
1 Wurlitzer Model 1700	50 75
2 Wurlitzer Model 2000	75 125
1 Wurlitzer 2310	295 325
1 Wurlitzer Model 2150	150 200
3 Wurlitzer Model 2400S	425 500
1 Wurlitzer 2500	495 545
1 Wurlitzer 2510	495 545
3 AMI D-40 Converted	75 100
2 AMI F-120	125 165
1 AMI H-200	200 250
1 AMI J-120	275 375
1 AMI G-80	150 225
1 AMI K-200-HB	475 595
1 Rock-Ola 1452	50 95
WALLBOXES—SPEAKERS	
12 3W-A Seeburg 200-sel.	35 50
16 3W1 Seeburg 100-sel.	15 25
3 AMI CCA Steppers	20 35
4 AMI CCB Steppers	20 35
1 AMI CCC Steppers	20 35
9 AMI CDA Steppers	20 35
6 AMI WQ-200	30 50
3 AMI W-120	5 10

In Cincinnati: Call (513) 771-4250, Ask for Clint or Harold!
In Columbus: Call (614) 294-5227, Ask for Dick or Earl!

ROYAL DISTRIBUTING CO.

CINCINNATI: 1210 Glendale-Milford Rd.
COLUMBUS: 1112 North High Street

Pick Drew Canale Nephew For Blue-Gray Bowl Game

MEMPHIS — Justin Canale, offensive right guard for Mississippi State University and nephew of Drew Canale, leading coin machine operator, was selected last week to play in the Blue and Gray game Dec. 26 at Montgomery, Ala.

The annual Blue-Gray game pits college stars from the North and South in Cramton Bowl.

Justin Canale is one of the top place kickers in the country. He booted a 43-yard field goal in the Liberty Bowl. He comes from a family of football stars. His father and uncle were stars for Notre Dame a generation ago.

He has three brothers, George, Whit and Frank, who were stars for the University of Tennessee in recent years.

This produced a unique situation this season when Mississippi State played Tennessee in Memphis. Justin and Whit faced each other on the gridiron. (George and Frank had already graduated from Tennessee.)

Their parents, Mr. and Mrs. George Canale, played it safe. They didn't sit on either the Tennessee or Mississippi State side. They sat in the end zone.

Tennessee won 14-13 in a real hard-fought one.

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Tennessee won 14-13 in a real hard-fought one.



REDD

most **sensational** money-making feature ever introduced in the history of the coin-phonograph industry!

new

It's Seeburg's great new play-exciting Spot-lighted Album Award* feature. Proved in the field to earn more money for operators and locations than any other phonograph feature ever manufactured. You have to see it operate to appreciate what it can mean to you. Have your Seeburg Distributor show you how this sensational feature works. THEN . . . ask any operator who has the Seeburg LP Console/480 on location.

new

Thrilling cascade of stereo sound! Seeburg's great new 3-Way Audio feature! Six matched speakers for the most dramatic stereo ever. Super hi-fi tweeters and middle-voice ellipticals at the *top* . . . brilliant bass speakers *below*. There has never been a sound to match it!

new

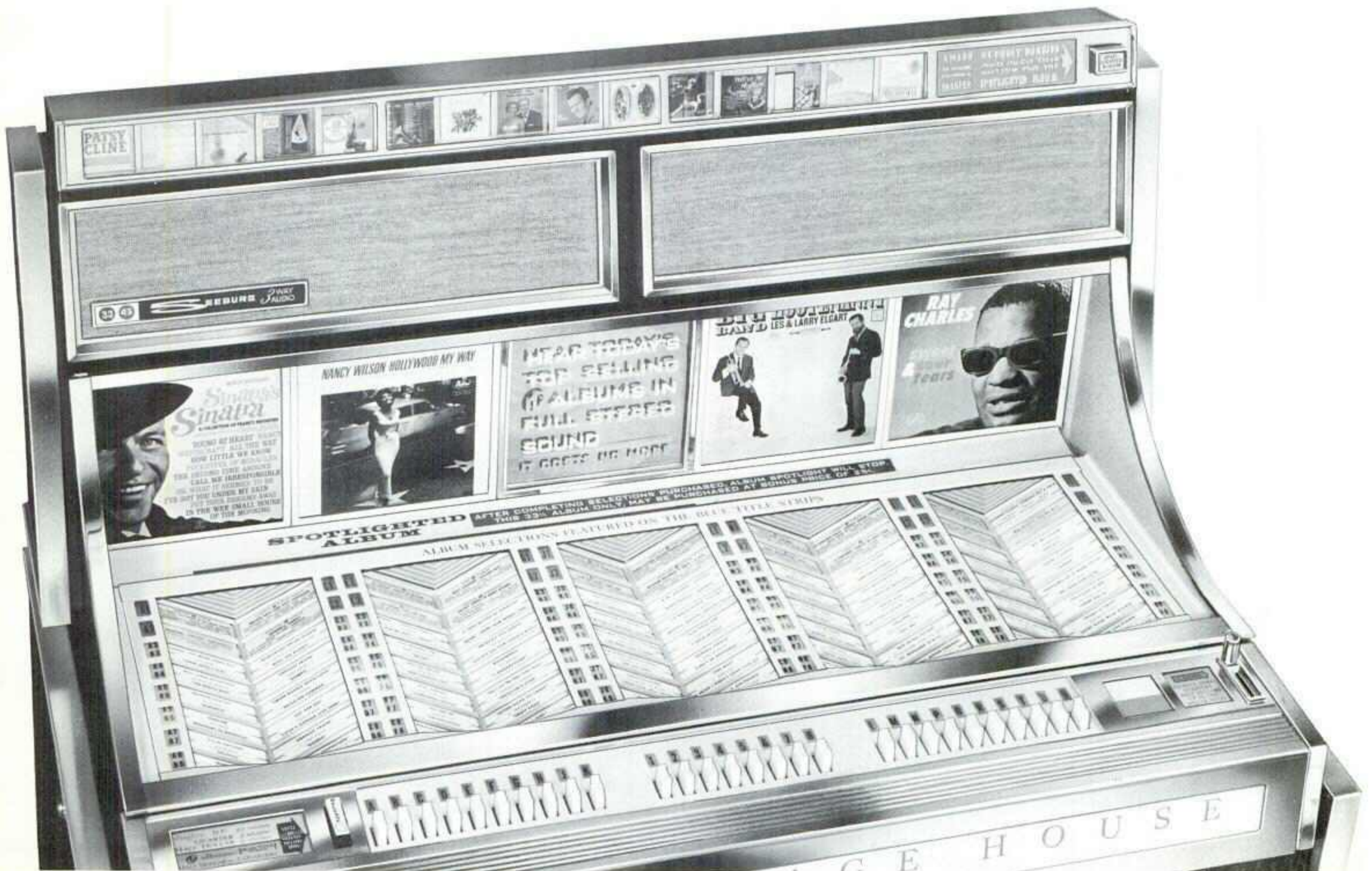
- Display of 15 Additional Albums
- Stereo Album Merchandising Panel
- Illuminated Personalized Panel

SEEBURG

SPOTLIGHTED ALBUM AWARD*

with the industry's only *complete* Income Totalizer

*Patent Pending





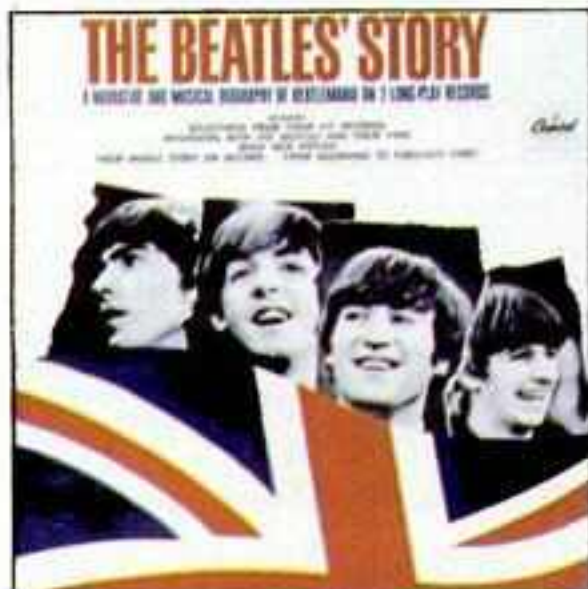
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



POP SPOTLIGHT

THE BEATLES' STORY (2-12")
Capitol TBO 2222 (M); STBO 2222 (S)

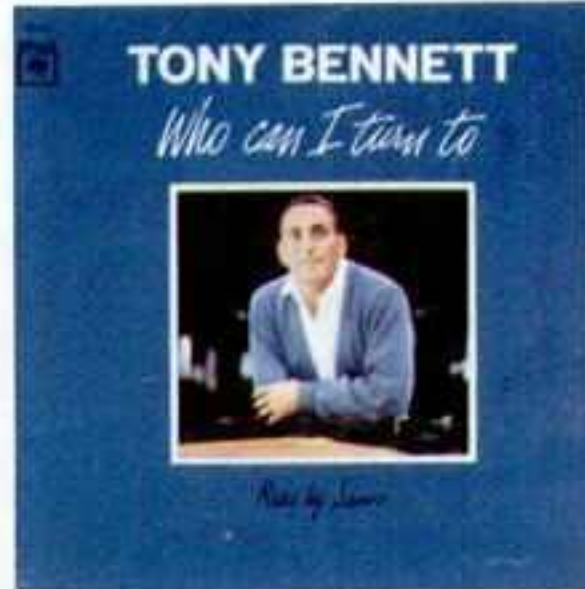
Fascinating album which captures the entire story of Beatlemania from its inception through the entire phenomenal fame of the four performers. Three narrators describe the phases of their success and interviews with teen-agers are included, as are Beatle performances. A de luxe and interesting package for all ages, fans or not.



POP SPOTLIGHT

WHO CAN I TURN TO
Tony Bennett. Columbia CL 2285 (M); CS 9085 (S)

Featuring his current hit single, Tony weaves his beautiful ballad, blue quality around 12 moody greats in musical compositions. Included are "There's a Lull in My Life," "Autumn Leaves" and a brilliant interpretation of Mel Tormé's "Got the Gate on the Golden Gate." With an outstanding assist from George Siravo and Ralph Sharon, Tony has another smash album.



POP SPOTLIGHT

FROM HELLO DOLLY TO GOODBYE CHARLIE
Bobby Darin. Capitol T 2194 (M); ST 2194 (S)

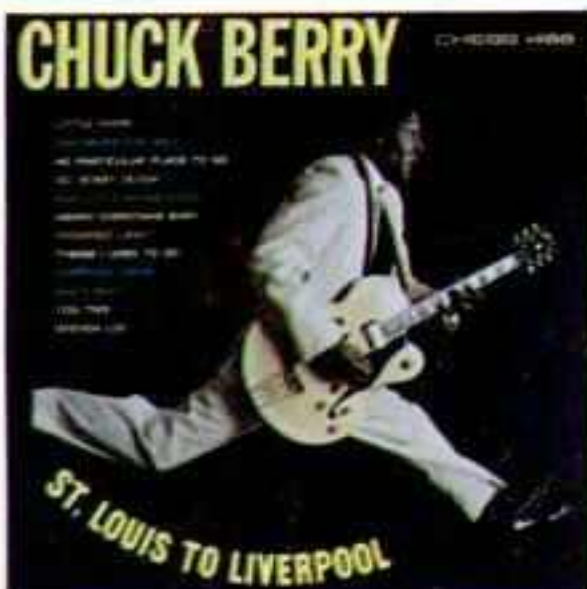
The great "Mack the Knife" style of Bobby Darin is back. He has the driving, swinging backing of the Richard Dross band once again. Besides the swinging versions of "Hello, Dolly!" "More" and "Call Me Irresponsible," Bobby delivers a sensitive first-rate rendition of "Days of Wine and Roses." He's in rare form.



POP SPOTLIGHT

HELLO BROADWAY
Marvin Gaye. Tamla 259 (M)

Smooth and mellow vocalizing is the order of the day here. Gaye, a powerful artist on singles as well (current hit, "How Sweet It Is" registers high on BB's chart this week), takes a easygoing stroll around Broadway. He gives his distinctive interpretations of such show fare as "Hello, Dolly!" "What Kind of Fool Am I," "On the Street Where You Live," to name a few.



POP SPOTLIGHT
ST. LOUIS TO LIVERPOOL
Chuck Berry. Chess LP 1488 (M)

Chuck Berry's seemingly endless string of single hits have resulted in the Berry name being represented in most of the major "live" rock shows. His chest single, "Little Marie," is climbing BB's charts. Chuck masterfully rock-a-blues his way on electric guitar with such tunes as "Liverpool Drive," "Merry Christmas Baby," "No Particular Place to Go" and "Little Marie."



POP SPOTLIGHT
NOBODY ELSE BUT ME!
Tommy Leonetti. RCA Victor LPM 2962 (M); LSP 2962 (S)

By far Tommy's best performance on record. He displays a versatility never fully realized in the past. He runs the gamut of show tunes such as "Joey Joey Joey," intimate ballads ("A Beautiful Friendship") and an exciting rhythmic "Wagon Wheels." With a tremendous assist from Frank Hunter, this album has all the earmarks of a chart item as well as programming hit.



POP SPOTLIGHT
ROBERT FARNON CONDUCTS MY FAIR LADY
Robert Farnon & His Ork. Philips PHM 200-157 (M); PHS 600-157 (S)

One would wonder how many different ways the score could be done and not be redundant. Farnon ably proves he has originality. Arrangements are fresh and interesting. His ork offers romantic treatment of "On the Street Where You Live," and swings on "Get Me to the Church on Time."



POP SPOTLIGHT
RUNNIN' OUT OF FOOLS
Aretha Franklin. Columbia CL 2281 (M); CS 9081 (S)

Aretha Franklin is among the few singers who always gives each song a personal feeling. Whether it be the blues or a pop-rock ballad, Aretha projects plenty of soul. The album is dedicated to her most recent single hit. She supports it with other strong hits which include "Mockingbird," "Every Little Bit Hurts," "My Guy," "Walk on By."



POP SPOTLIGHT
ALL THE SONG HITS OF THE 4 SEASONS—INSTRUMENTALLY
Bob Crewe Ork. Philips PHM 200-150 (M); PHS 600-150 (S)

A meaty commercial package. The association with the top-selling 4 Seasons will push this album along healthily. Charles Calello's arrangements are vibrant and up to the minute. Album, although a teen appealer, will be enjoyed by all.

POP SPOTLIGHT
BEATLE BALLADS
Johnny Mann Singers. Liberty LRP 3391 (M); LST 7391 (S)

Almost anything with the name Beatles on it is bound to sell these days. The Johnny Mann Singers take the non-frenetic approach to Beatlemania. The well-known tunes are softly and easily performed in an equally easy-to-take tempo. It's more Beatle music for those who don't like the Beatles.



POP SPOTLIGHT
SOPHIA LOREN IN ROME
TV Soundtrack. Columbia OL 6310 (M); OS 2710 (S)

The music is as beautiful as the other two stars of the album: Rome and Sophia Loren. Composer-conductor John Barry has turned out a notable score that conjures up the myriad moods of "The Eternal City." The ABC-TV network show should do much to enhance the album's sale. Whether one has seen the TV show or not, the album will prove to be a listening delight. Bellisimat



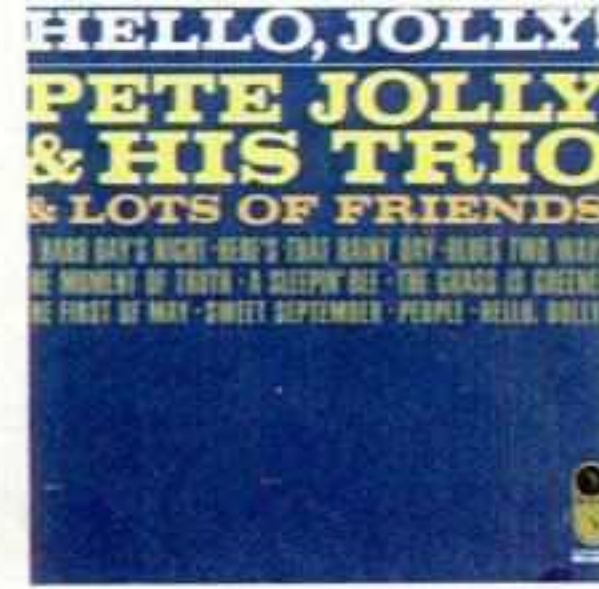
POP SPOTLIGHT
SEX AND THE SINGLE GIRL
Soundtrack. Warner Bros. W 1572 (M); WS 1572 (S)

The motion picture without a doubt will be a box-office smash. The Tony Curtis, Natalie Wood, Henry Fonda, Lauren Bacall, Mel Ferrer cast will also do much to add to the interest in this score album. The music is vibrant and exciting (composed and conducted by Neal Hefti). Fran Jeffries, who also appears in the movie, sings several songs from the soundtrack.



POP SPOTLIGHT
HELLO, JOLLY!
Pete Jolly, His Trio & Lots of Friends. AVA A 51 ST (M); AS 51 ST (S)

Jazz pianist Jolly is backed by a big band and great arrangements. The selection of tunes is masterful. Some of the more interesting include "People," "Hello, Dolly!" "Sweet September," "Here's a Rainy Day" and "A Hard Day's Night." Jolly pop-jazz interpretations are sophisticated and uncomplicated.



POP SPOTLIGHT
LLOYD THAXTON PRESENTS
Lloyd Thaxton With the Flowers. Decca DL 4594 (M); DL 74594 (S)

Fact that Lloyd Thaxton has one of the most popular syndicated teen-oriented TV shows around today should be selling point enough for this set. It also packs a lot of the teen terp beat in the grooves which gives it added selling power.



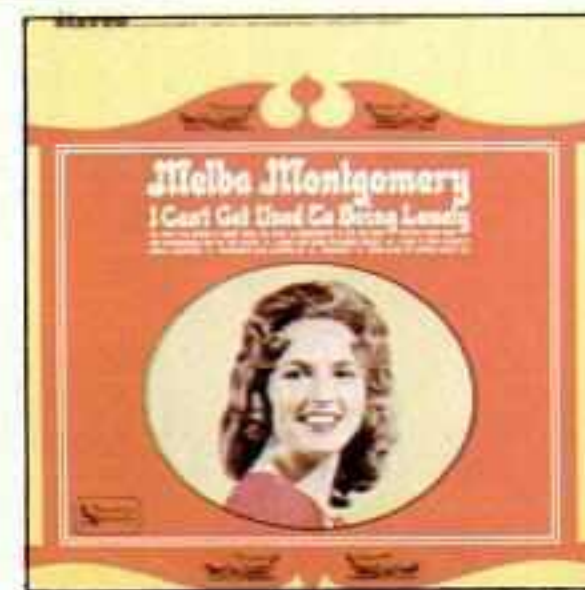
POP SPOTLIGHT
PETE'S PLACE
Pete Fountain. Coral CRL 57453 (M); CRL 757453 (S)

Here's a "live" recording done at Pete Fountain's French Quarter Inn, New Orleans, that has gaiety and verve. Fountain's sharp clarinet is in the forefront once again and he's got a solid combo behind him to give the standards in the set a fresh and exciting quality.



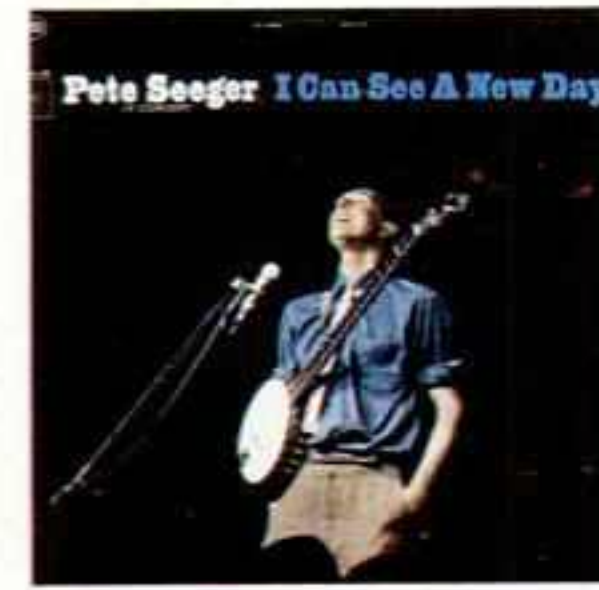
CLASSICAL SPOTLIGHT
THE YOUNG GIGLI
Beniamino Gigli. Angel COLH 146 (M)

Another in the fine Angel series. This, too, should prove to be a collector's item of interest to opera lovers and classical music enthusiasts. This album retraces the path of the great tenor from Rovigo to New York, and consists of recordings made in 1918 and 1919. For those not acquainted with his magnificent voice, this album will prove a rare treat.



C&W SPOTLIGHT
I CAN'T GET USED TO BEING LONELY
Melba Montgomery. United Artists UAL 3391 (M); UAS 6391 (S)

The success received thus far by Melba will be topped with this powerful album of 12 heart-warming songs and performances, both ballad and rhythm. Her sensitivity for lyric and music is well evidenced here. Most of the songs here she has composed, including the title tune.



FOLK SPOTLIGHT
I CAN SEE A NEW DAY
Pete Seeger. Columbia CL 2257 (M); CS 9057 (S)

The bravos at the end of Side 1 from this LP recorded "in concert" symbolize Seeger's masterful performance. His singing is warm, endearing and bold and his versatility is astounding. His "Viva La Quince Brigada" is rousing and spirited; he sings "The Bells of Rhymney" with great feeling. The disk will enrich retailer and programmer alike.



JAZZ SPOTLIGHT
THE RETURN OF BUD POWELL
Roulette R 52115 (M); SR 52115 (S)

Jazz pianist Bud Powell, returning to the jazz scene after an eight-year absence, is just as strong, polished and vibrantly exciting as before. Jazz cats will welcome this keyboard giant back. John Ore and J. C. Moses romp along with him on bass and drums.