

# Forecast 1964 as Hottest Year Yet

JANUARY 4, 1964 • SEVENTIETH YEAR • 50 CENTS

## Billboard

The International Music-Record Newsweekly

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

### Prices & Markets Are Coast Keys

HOLLYWOOD—West Coast manufacturers look at the coming year with optimism tempered by the achievement of certain goals. Uppermost in everyone's mind is the tantalizing problem of price, which a number of executives described as being out of hand. Riding the industry problem tandem is the problem of retailer credit, which some executives believe needs tightening. The diskery officials also brought renewed attention to the international market, which most felt offered a good source of product as well as an added market. All disk men here feel that the record man must look to the exploitation of new consumers—one mentioning specific album product for 18 to 13 age group, another saying the children's market would see a big boom in 1964.

### Capitol's Livingston Sees Move Against Discounts

Alan Livingston, Capitol's president, sees the new year as a time when individual companies will move to solve the problem of price cutting, which he pegs as the "major problem" within the industry. "Pressure for discounts has gotten out of hand," he says, "and there must be a stabilization within the industry." He would not tip his hand regarding any Capitol plans for combatting discounting, however.

Livingston also feels the international market is constantly growing, noting that it has become a one world of music. He feels a trend will develop toward better music, with jazz and folk increasing in importance and the disk biz maintaining its high level of sales.

### Maitland Tags Footballing, Credit as Key Problems

Mike Maitland, president of the Warner Bros.-Reprise operation, "hopefully" looks forward to a decrease in the "footballing of prices." Regarding discounting, the exec said his company has held a "conservative" attitude toward price cutting and will maintain this credo.

He noted that credit was a sore spot with distributors giving

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### BRITISH BOOM GOES SKY HIGH, TOPPING \$8 MIL.

LONDON—In figures just disclosed by the Board of Trade it is revealed that the British record boom took its steepest climb in October. Sales during that month were up by 40 per cent over the comparative figure for 1962.

Manufacturers' sales in October were valued at well over \$8 million—highest of any month in what is being called the Golden Year of 1963 for this industry.

Furthermore the figure was \$3 million over that for the previous month (September) which had itself become the record month of the year. All of the October increase was in home sales, which rose by more than a half; export sales fell by a quarter.

## Mfrs. Seek Formal Freebie Arrangement With Pubbers

By PAUL ACKERMAN

NEW YORK—The problem of royalty-free records has reached a new and acute stage, with a number of record man-

ufacturers—major and indie—seeking to formalize concessions from publishers. The moves by the manufacturers are being done on an individual basis and they are negotiating with individual publishers rather than with the Harry Fox office, publishers' agent and trustee.

The Fox office believes that the attempt to formalize the concept of royalty-free disks derives from the fact that the manufacturers are subject to claims. Such claims, including several stemming from a recent audit, involve very substantial sums of money, and a large

segment of these claims relate to so-called "no charge" records.

"No manufacturer," states Al Berman of the Fox office, "likes to be confronted with a royalty claim, particularly when this happens 12 or 18 months after the release of the records in question."

#### Approaches Vary

The approach taken by various record manufacturers varies. Mercury, via a letter from a.&r. executive Shelby Singleton, seeks agreement from publishers on 300 free records per 1,000, for the first 100,000 disks. This

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## Fit Product To the Appeal, Says Mercury

CHICAGO—Mercury President Irving B. Green and Executive Vice-President Irwin Steinberg see the record industry at the threshold of a dynamic new era but they feel some radical changes are needed in the industry's marketing concepts. "There's a lot of talk about over-production of product—we prefer to look upon it as under-demand," the pair say.

In an exclusive interview with Billboard, Green and Steinberg said that the record industry must have at least a partial re-evaluation of its traditional thinking. "Up to now, we've first produced our product, then worked to sell it. This is ignoring the obvious," they say. "Our new approach is to first research the market, find out what the consumer wants then produce and sell it."

#### Great Potential

Green and Steinberg predicted that the record industry

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### EUROVISION REPORT:

## Sweden Out; Gronloh Dutch Entry; BBC Taps Monro, Top Writers

Ed. Note: Developments in the Eurovision Contest, fast becoming Europe's foremost music event, have taken some unusual turns in the past week. Sweden has dropped out of the contest, Holland has tagged its No. 1 singer, Anneke Gronloh, as its entry and the BBC has named Matt Monro as its single singing entry for Britain. Monro in turn has tagged the country's top songwriters to write special tunes for the competition, one of which will be selected as the winner. Three of Billboard's

world-wide list of correspondents, Henry Fox, Stockholm; Skip Voogd, The Hague, and

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## Decca Opens Owned Branch Memphis Way

NEW YORK — Decca Records has opened a company-owned branch in Memphis. The new branch is No. 20 for the label and it will distribute the parent label plus its Coral and Brunswick subsides. This product had been previously distributed in the area by the Stratten-Warren Hardware Company for the past 10 years. Sydney Goldberg, vice-president and general manager of the label, said that the existing Memphis sales organization will remain intact under the direction of Sales Manager Jack Brown. Thursday (2) is the day the new branch throws open its doors on Main Street in Memphis.

This is the second company-owned branch opened by Decca in the past six months. Previously, the label began operating from its own location in Miami.

## Reader's Digest Agrees to Stop 'Free' Disk Offer

By MILDRED HALL

WASHINGTON — The Reader's Digest has agreed to a Federal Trade Commission consent order to make no more deceptive pricing, savings of "free" offer claims to sell its phonograph records, magazines, books or any other merchandise.

The FTC's issue of the complaint and order make only passing reference to the Digest's sale of phonograph records, and do not give any specific examples of what it considered deceptive offers in the Digest mail-order record sales.

But inclusion of the disk product in the documents in-

dicates, say staffers, that the FTC was directing the order at the record product as well as the book and subscription sales. The consent agreement does not constitute admission of guilt by Reader's Digest.

#### Collection Agency

The FTC consent also bars the Digest from misrepresenting its own operation of the Mail Order Credit Reporting Association, Inc. as an independent collection agency, used to crack down on delinquent accounts. MOCRA is only a mailing address used by the Digest and not an entity, says FTC.

The extent of Reader's Digest (Continued on page 8)

### Optimism Despite Major Problem

NEW YORK—The year 64 represents a challenge and an opportunity for the recording industry. Key industry leaders, while recognizing that many problems came into sharp focus on many levels of the record business during the past year, nevertheless hold to the view that a return to the principles of creativity and sound business practices will result in the broadest expansion ever in the upcoming 12 months. These sentiments are implicit in the comment of Goddard Lieberson of Columbia, George Meek of Victor, and the executive level at Decca Records and any other record company whose thoughts are projected in this and companion issues of this issue of Billboard. Typical comments follow:

### The Best Year Yet: Columbia's Lieberson

Columbia's Goddard Lieberson stated: "We have just finished the best fall and Christmas season in our history. The outstanding success of 'Age of Reason' proves to us that it is unnecessary to force sales by engaging in unrealistic stocking programs and pitiless deals. Therefore, we are confident that 1964 will be the best year yet."

Lieberson, stating that 1963 marked the fifth consecutive year in which Columbia was the industry's sales leader, added: "The growth of the world-wide market for Columbia's catalog and artist roster, the Division's successful cost reduction programs, and improved distribution and manufacturing operations indicate an extremely favorable forecast for future sales and profits." The executive, in reviewing the past year, noted Columbia's hits in various categories, and pointed out that the Epic label, headed by Len Levy, enjoyed the greatest success in its history. He also pointed out that 1963 saw the virtual completion of the Columbia program to introduce the CBS label in every important overseas record market. "In many countries," he

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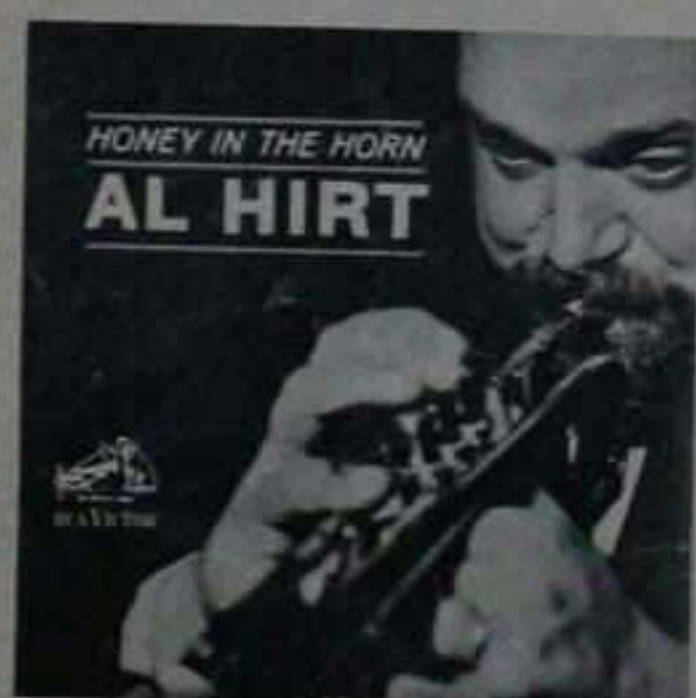
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OFF TO LONDON

Label Fetes Personnel, Guests

NEW YORK—London Records will host key personnel from its full distributor network in the United States plus a number of its own home office and branch sales staff at a sales convention next week (6 to 11) in London. While there, the group will be the guests of Sir Edward Lewis, chairman of the board of London's parent firm in Britain, Decca, Ltd. The delegation from here will be headed by London's Executive Vice-President D. H. Toller-Bond.

The party will depart from Kennedy (New York) International Airport Monday (6) after assembling the previous evening at the International Hotel at the airport. More than 60 persons are scheduled to make the Trans World Airlines jet flight.

While in London, the group will be given a full inspection tour of the Decca facilities, including manufacturing plants, recording studios and the company's new high rise office building headquarters known as Decca House.

The distributors will be given a full-scale preview of London's new releases for January, including Phase Four and other product in opera, classical, pop and international lines. Such London recording notables as Mantovani, Ted Heath, Edmundo Ros and Johnny Keating, are expected to introduce their own new albums in person.

'Blue Christmas' Hits Rosiest State of All

NEW YORK—"Blue Christmas" is fast establishing itself as a Yuletide classic. The tune, which was written by Billy Hayes and Jay Johnson 15 years ago, has reached a four million sales mark and has been a very substantial item for the country as well as the pop market. The tune is handled by Choice Music.

Arthur Haddy, renowned Decca engineer and pioneer in the high fidelity and sound engineering fields, will demonstrate the firm's recent technological advances in recording technique. The six-day junket will not be without its social aspects. Included on the schedule will be the theater, an evening in Edmundo Ros' night club and a black-tie dinner at the Mayfair Hotel, convention headquarters. Exec staffs from Decca's worldwide organization will be present at this event.

2 SINGLES, 27 LP'S CERTIFIED BY RIAA

NEW YORK—Two singles records broke the million sales mark, and 27 LP's passed the half-million level in 1963, according to the Record Industry Association of America's audit. Dot Records "Sugar Shack" by Jimmy Gilmer and the Fireballs was the year's top-selling single with 1,180,000 records sold, followed by Philip's "Hey Paula" by Paul and Paula with 1,030,000 records sold.

Columbia led in LP sales with 12 albums, followed by RCA Victor with nine packages, Warner Bros. with three, and one LP each for London, Mercury, and Philips, according to RIAA's audit.

"Hey Paula," released late in 1962, reached its sales peak early in 1963, and thus became the year's first million-seller. It was nosed out by "Sugar Shack" which emerged as the year's biggest selling single, according to the manufacturer's figures.

RIAA audits singles according to sales passing the million unit mark. Its album figures are based upon those packages which individually rack up more than 500,000 unit sales. The 27 albums which entered the RIAA golden circle during 1963 included:

Columbia — "West Side Story" (Original Sound Track); "Glorious Sound of Christmas" (Eugene Ormandy and Philadelphia Orch.); "Viva" (Percy Faith); "Time Out" (Dave Brubeck); "I Left My Heart in San Francisco" (Tony Bennett); "Days of Wine and Roses" (Andy Williams); "Moon River & Other Great Movie Themes" (Andy Williams); "Handel's Messiah" (Ormandy & Philadelphia Orch.); "Christmas With Conniff" (Ray Conniff); "The Lord's Prayer" (Mormon Tabernacle Choir); "Porgy and Bess" (Original Sound Track), and "Folk Song Sing Along (Mitch Miller).

RCA Victor—"Exodus" (Sound "GI Blues" (E. Presley); "Season's Greetings from Perry Como"; "Elvis' Christmas Album"; "Girls, Girls, Girls" (Presley); "Belafonte Returns to Carnegie Hall"; "Belafonte," and "Jump Up Calypso" (Belafonte).

Warner Bros. — "Music Man" (Sound Track); "In the Wind" (Peter, Paul & Mary); "Moving" (Peter, Paul & Mary); Mercury — "1812 Overture" (Anatol Dorati & Minneapolis Symphony).

Philips—"Singing Nun" (Sister Soeur Sourire).

London — "Exodus" (Mantovani).

Columbia Awards Plaques To 35 Veteran Salesmen

NEW YORK — Thirty-five members of Columbia Records' exclusive sales club were honored at the recent Columbia National Sales meeting held at the Barbizon Plaza Hotel here.

William P. Gallagher, vice-president of marketing for Columbia Records, announced the formation of the "Inner Circle" LP Club in which all of the label's salesmen with 15 years or more sales experience have become charter members.

Plaques are being awarded to each member of the club. Gallagher presented Don England, New York Branch manager, a plaque for Louis Weinstein, a veteran of 29 years' sales experience with Columbia Record Distributors in New York City.

Others receiving plaques from New York are: Nicholas Barna (24 years), John Kelly (24 years), George Jay (24 years), Milton Goldstein (17 years), Michael Volkovitch (16 years) and Oscar Ehrenkauser (16 years).

In Los Angeles winners were: Walter Groll (17 years), Ted Rosenberg (15 years), Clyde Jackson (23 years), Paul Peppin (38 years) and Don Applegate (18 years).

H. R. Basford Company, San Francisco, awardees were: Willard Mixer (24 years), Phillip

Barber (24 years) and Patrik Butler (18 years).

In Dallas, Columbia plaques were received by: Thomas Cade (20 years), O. B. (Woody) Woodward (20 years), Anthony Garza (37 years), and Frances Tiner (29 years).

Others honored were: P. Evans Bostick (17 years) of Southern Bearings & Parts Company, Charlotte; George Ryan (17 years) of Columbia Record Distributors, Boston; William Hill (22 years), Maxine Rust (19 years), Dave Penn (18 years) and Edward Rust (16 years), from Miller Jackson Company, Oklahoma City.

Plaques also went to James Winston (24 years), Harvey Leist (21 years), and Phillip Muse (20 years) of Eckhardt & Company, Pittsburgh.

In Atlanta, Michael King (18 years) and Robert Lindsey (16 years) from the Comstock Distributing Company, were recipients.

Philadelphians from Columbia Record Distributors there receiving plaques were: Frank Smith (18 years), Edward Masterson (16 years), Grant Brinsler (15 years) and William Weiss (15 years).

In Miami, recipient was E. S. (Bud) Walker of Columbia Record Distributors.

Mrs.' Comment, New York

Continued from page 1

added, "CBS Records have already achieved pre-eminence as the No. 1 label."

Marek: Excitement, Talent Put Profit in Grooves

George Marek, RCA Victor chief, stated that 1964 represents a challenge. "What is called for today is a reaffirmation of faith in the record business," he noted, adding: "There's only one way to make this business grow, and that is by the development of exciting ideas and artists—creativity—this will make people run to the record stores."

Marek took strong issue with the phrase, "profitless prosperity," as applied to the record industry. "Such a phrase implies our business is on the skids — this is untrue — all industries face rising costs and it becomes more difficult to make a profit . . . but the good companies do make a profit. The record industry is producing great product and doing a great job. It is not the industry that is at fault, but perhaps some of the men who are guiding it."

Marek added: "The industry certainly has its problems; there is chaos in pricing, yet the

opportunities are greater than ever, for today our business is a world-wide business. We must get back to the fundamentals. We have spent too much time on side issues and cannot see the forest for the trees. . . . Marek concluded that efficient manufacturing and distribution policies are important, but "what is vital is what is in the grooves. Let us find another Belafonte, another Barbara Streisand. Let us return to the creative process and the profit will follow. The profit, he concluded is in the product.

Decca Records Lean On Artists & Catalog

Decca Record executives look at 1964 with reserved optimism. The label will continue to preserve its twin-pronged attack matching catalog depth and new concepts in catalog use with the acquisition of new artists. In the last year, the label showed the value it placed on artist roster with the acquisition of such hit makers as Rick Nelson and the Surfaris as well as concentration on new artists with broad potential such as Demetriss Tapp.

The label is changing its merchandising and distribution patterns to fit the alterations of the market. Typical in the past year were the opening of two company-owned branches in Miami and Memphis, and, where necessary, the label will realign its distrib patterns, although no changes are planned in the immediate future. The label looks forward to expanded exploitation and its double and single album "Best of" series. These albums, drawn from the firm's vast catalog, have proved strong sellers in the past year with Judy Garland, Patsy Cline and others among the company's top sellers. Decca will also continue to expand its influence in the country markets, where a number of

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Mrs.' Comment, West Coast

Continued from page 1

credit to accounts which couldn't make their payments. "If the distributors are getting stung, they should stop giving credit," he opines.

Maitland reported that WB would become more involved in development of LP product for the 18 down to 13 age group.

Developing singles for the international market is Maitland's second objective in 1964. "You will see more records being made made for individual countries in their national languages," he reported.

Dot's Wood Sees Tighter Credit, Subdued Selling

At Dot, Randy Wood feels 1964 will see "tighter credit restrictions, more conservative selling, concerted promotion and concentration on specialized items." Wood also anticipates expanded consumer advertising, claiming "this is what we all really need."

While he feels that business generally will show strong sales, he questions whether the disk industry will reflect this. He feels discounting will continue, emphasizing that, "We have allowed ourselves to create a lower-priced image of the record industry for the American public."

Wood, interestingly, feels the international market is getting weaker, not stronger, for American product. Prexy cites heavy recording activities of foreign

labels which are keeping American artists off their local charts. Wood even sees a time when the foreign made disks will become a dominant force in the American market.

Disneyland's Johnson Sees Bigger Kid Market

In the kiddie field, Jimmy Johnson, Disney veep, anticipates a healthy year. He says his first fiscal quarter which carries into 1964 is already 30 per cent ahead of last year. "The fact that other segments of the industry face chaotic situations," Johnson says, "actually helps our business. The trade is beginning to realize that it can invest more money in children's lines and have a good turnover with less returns."

Johnson also notes the importance of the international sale. He claims the diskery made a significant breakthrough in the international market last year. "Our storyteller albums are now being sold in Japan, Germany, Italy, France, Spain and Mexico," Johnson noted proudly. Labels affiliates do the voice dubbing after receiving the original music.

Liberty's Skaff Views 1964 With Optimism

Liberty's executive veep, Phil Skaff, sums up 1964 in one word—"optimistically." He says it will be a good record year but



AID TO CULTURE: George Marek, vice-president and general manager of RCA Victor Records, is shown presenting Mrs. Jovett Shouse, a member of the National Cultural Center's Board of Trustees, with the record firm's first payment of royalties from the sale of four U. S. military band recordings. The check, which amounted to \$59,841.21, is based on the first four months' sale of four albums made by the Army, Navy, Marine and Air Force bands. This figure covers May through August, 1963. All composers, publishers and arrangers have also waived their fees in order that the Center might be able to get largest amount possible from the sale of the albums.



## LATE SINGLE SPOTLIGHTS

### Pop

#### BRUCE AND TERRY

**CUSTOM MACHINE** (Sea of Tunes, BMI) (1:35)—Another Green Hornet side for the drag strip set. Team has the chrome-cam-over-head valve sound with the built-in zoom that is making the chart scene these days. Flip is "Makaha at Midnight" (Daywin, BMI) (2:18).  
Columbia 42956

#### GENE PITNEY

**THAT GIRL BELONGS TO YESTERDAY** (Pitfield, BMI) (2:51)—A strong entry in a long line of powerful sides for the young singer. Pitney turns in an emotion-packed performance on a dramatic ballad of love lost. Flip is "Who Needs It" (Pitfield, BMI) (2:04).  
Musicor 1036

#### RAY BRYANT

**GLISSAMBA** (Saturn-Brynor, BMI) (3:05)—A jazz-flavored blues instrumental penned by Bryant. The side moves along with ease and fluidity. Deejays will find this side great for programming. Flip is "Joey" (Dorothy, BMI) (3:30).  
Sue 801

### Country & Western

#### CARL SMITH

**SWEET LITTLE COUNTRY GIRL** (Four Star, BMI) (2:02)—  
**THE PILLOW THAT WHISPERS** (Cedarwood, BMI) (2:28)—A swingin' country ditty sung by Carl. Lyric line is as catch as the beat. Effective guitar and harmonica interludes complete a mighty fine sound. The other side is a soulful lament of loneliness sung with tenderness and feeling. Country piano adds effective touch in background.  
Columbia 42949

## CORE Charges Blavat With Segregation

PHILADELPHIA—WHAT's only white disk jockey, Jerry Blavat, who is popularly known as "The Geeter With the Heater" (see Billboard December 28), is having the heat turned on him from another direction. Faced on one front by threatened boycott because he replaced a Negro d.j. on the station's staff, Blavat is now hit with the charge of allegedly condoning segregated policies for his Saturday night record hops at Wagner's Ballroom.

Charge was fired at him by the CORE student group here through its president, Lillian Taiz, who said that "Negroes are denied admittance" at Blavat's record hops conducted in the city's major dance hall.

"We devised a test to confirm our conviction," said Miss Taiz. "Knowing that Wagner's is composed of private memberships, our group sent a white couple to apply for membership to that they could attend the record hop. They were immediately accepted. We then sent a Negro couple to apply. They were told that reserva-

## HANK'S SON JOINS MGM

NEW YORK—Hank Williams Jr., 14-year-old son of the late, great King of Country Music, has been signed by MGM Records, the label which owns all of the Hank Williams masters.

The youngster's first release will be "Long Gone Lonesome Blues," written and first recorded by Hank Williams Sr. This Sunday (29), Hank Williams Jr. will do the song on the Ed Sullivan show.

The MGM record will be released on January 1—just 11 years after the death of Hank Williams on New Year's Day, 1953.

Hank Jr. is managed by his mother, Audrey Williams, and is under the direction of the William Morris Agency.

## Mercury Cuts First British Disks in London

LONDON—Mercury has commenced recording in Britain and the first three disks scheduled to inaugurate the label's switch from EMI to Philips were all made in London by Mercury's first British-based a.&r. man Dennis Berger. Berger was formerly assistant to Philips recording manager Johnny Franz. Philips first issue of Mercury release (January 10) feature a revival of the Lieber-Stoller tune "Tricky Dicky" by newcomers Denny Seyton and the Sabres, and "Who Was That Girl" by Al Saxon. Saxon moves to Mercury from Parlophone. He was previously with Pye and Fontana.

The following week the label puts out the first disk by girl trio, the Velvettes, titled "He's the One I Want."

tions had been filled four weeks in advance. This proves conclusively that Negroes are deliberately excluded.

She said the CORE Student Group charges were detailed in a letter sent to Blavat last week but he has not answered to the charge as yet. Similar letter went to the management of the ballroom. In the meantime, the CORE group filed its complaint with the Philadelphia Commission on Human Relations where the matter was resolved later this week.

In the agreement, the ballroom promised to extend "full, equal and unsegregated accommodations, facilities and privileges without regard to race, color, creed or national origin."

## Banjo LP's Light The New Horizon

HOLLYWOOD — Horizon Records, small folk-influenced diskery, is planning two volumes on the history of the banjo, featuring top instrumentalists from established folk groups.

The first LP will be issued next month and features 12 artists, including Eric Darling of the Roof Top Singers, Eric



**GOLD CHRISTMAS: Steve Sholes and Elvis Presley show off new gold record for the million-dollar sales of his "Elvis' Christmas Album." The set was first issued in 1959 and has sold over the 100,000 mark each year since. It is the sixth Presley set to earn RIAA's golden plaque.**

## Gorme-Lawrence Team for Special On Metromedia

PHILADELPHIA — Something of a trend is developing for recording artists. "The Metromedia Circuit." Steve Lawrence will star in his own live radio show on Metromedia-owned WIP here, New Year's Eve.

Lawrence and spouse Eydie were given 30 minutes Christmas night on sister Station WNEW, New York, to sing live and make merry. WIP also had the duo as guests several weeks ago.

Lawrence is in the City of Brotherly Love for the pre-Broadway opening of the musical comedy show "What Makes Sammy Run," in which he plays the lead. The Columbia Recording artist will introduce some of the new music from the show, voice comments about the world of entertainment and play deejay for the top records of 1963.

The WNEW Music Spectaculars have in the past spotlighted live with group or big band backing such recording artists as Tony Bennett, Robert Goulet, Ella Fitzgerald, Lena Horne, Duke Ellington, Brook Benton, the Dukes of Dixieland, among others.

So far the live shows have been limited to WNEW for reasons of cost, with WIP using the record artists as guest on special record shows.

## Wand Waves 5 Keys

NEW YORK — The 5 Keys have been signed by Wand Management Corporation. The group, well remembered for such big sellers as "The Glory of Love," "Close Your Eyes," and "Out of Sight, Out of Mind," will be recorded by Luther Dixon for the Scepter label after January 1.

Weissburg of the Tarriers, and Dick Weisman of the Journeymen.

Label is also releasing Hoyt Axton's fourth LP, "I Feel the Warmth," in March, with a debut solo package by Barry McGuire, lead voice of the New Christy Minstrels, set for this month. Album will be titled "The Barry McGuire Album" a la Barbra Streisand packages. McGuire has a four-year pact with Horizon.

## Ork Leaders Enter Contract Talks Through Letter to Labels

NEW YORK—As a result of United States Supreme Court's decision Monday (9), which gave a group of orchestra leaders a victory over the American Federation of Musicians (AFM) about the 10 per cent surcharge tax, the group is now protesting between the AFM and the recording companies.

The leader's group has written to 20 record manufacturers through their attorney saying the disk firms are bargaining with the musicians union who are employees of orchestra leaders and not employees of the recording companies and that such bargaining constitutes a series of unfair labor practices.

The group alleges that the firms are overlooking the employer status of the leaders and thereby violate the antitrust law. They also claim that section 302 of the Taft-Hartley Act is being violated because the record firms make payments into the AFM Pension Fund and the music performance Trust Fund. They say such payments

are the obligation of employers and, since the recording companies are not true employers of leaders or their sidemen they violate the law.

The letter also warns the record companies that if they do not desist from these violations and terminate negotiations with the union at once, the orchestra leaders group will instruct their attorney to "take appropriate action in the courts to protect their rights."

The Supreme Court ruling, the leaders group feels, establishes once and for all that orchestra leaders are the employers of their sidemen in the single engagement field as well as in the steady engagement field, which, they say, was established in the Bartells and the Griff Williams cases.

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**CL 2088 / CS 8888**

I Left My Heart in San Francisco/Tony Bennett —

**CL 1869 / CS 8669**

Moon River/Andy Williams —

**CL 1809 / CS 8609**

Johnny's Greatest Hits/Johnny Mathis —

**CL 1133 / CS 8634**

Johnny/Johnny Mathis —

**CL 2044 / CS 8844**

Ring of Fire/Johnny Cash —

**CL 2053 / CS 8853**

The Freewheelin' Bob Dylan —

**CL 1986 / CS 8786**

The Clancy Brothers at Carnegie Hall —

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**KOL 6000 / KOS 2400**

The Sound of Music/Original Cast —

**KOL 5450 / KOS 2020**

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**CL 2023 / CS 8823**

Big Folk Hits/ The Brothers Four —

**CL 2033 / CS 8833**

Camelot/Original Cast —

**KOL 5620 / KOS 2031**

This Is All I Ask/Tony Bennett —

**CL 2056 / CS 8856**

Presenting: The New Christy Minstrels —

**CL 1872 / CS 8672**

Johnny's Newest Hits/Johnny Mathis —

**CL 2016 / CS 8816**

West Side Story/Original Cast —

**OL 5230 / OS 2001**

We Shall Overcome/Pete Seeger —

**CL 2101 / CS 8901**

Time Out/Dave Brubeck —

**CL 1397 / CS 8192**

I Am the Greatest!/Cassius Clay —

**CL 2093 / CS 8893**

Heavenly/Johnny Mathis —

**CL 1351 / CS 8152**

Shangri-La!/Percy Faith —

**CL 2024 / CS 8824**

Seven Steps to Heaven/Miles Davis —

**CL 2051 / CS 8851**

Andre Previn in Hollywood —

**CL 2034 / CS 8834**



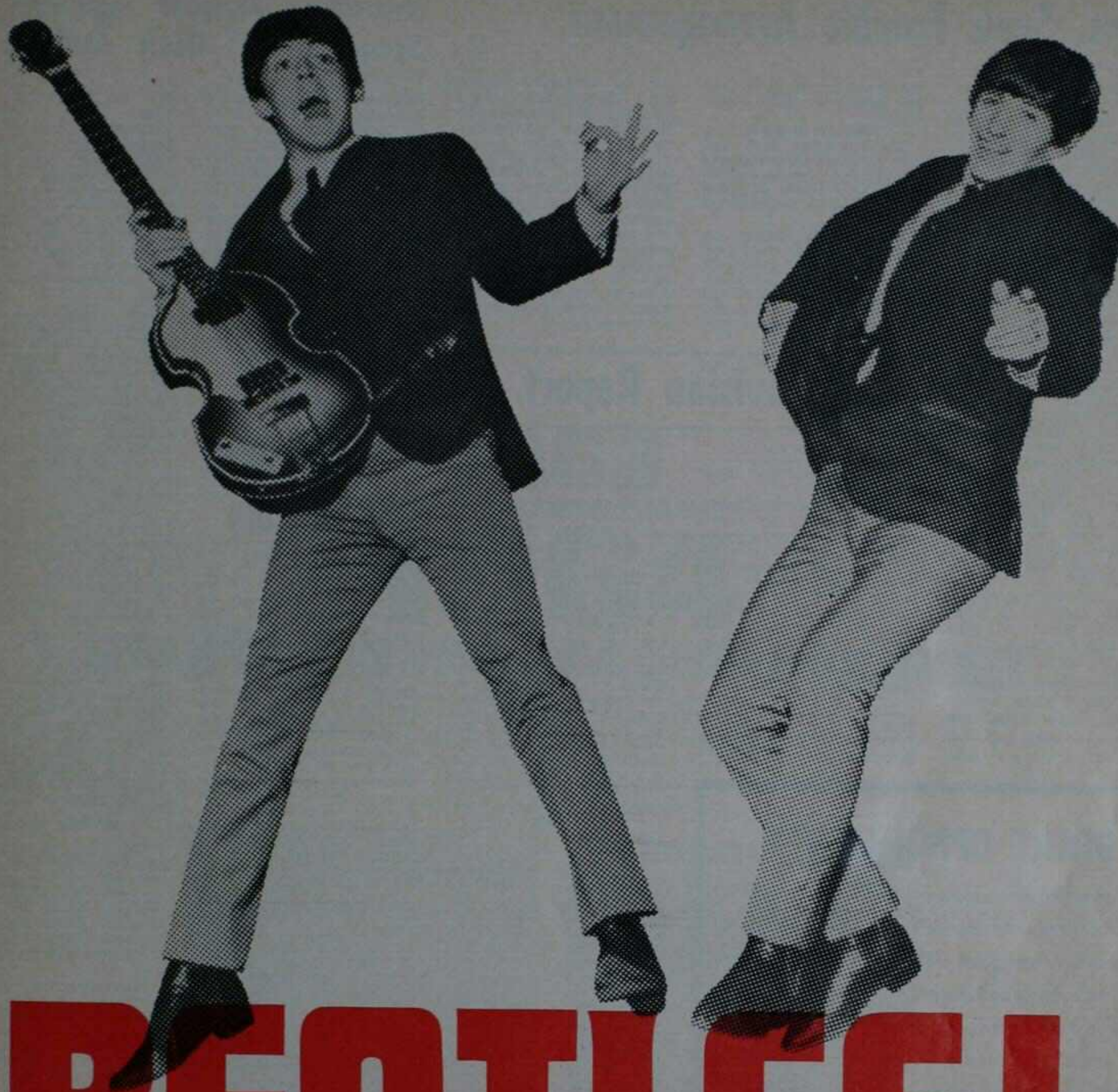


# MEET THE

**BRITAIN'S "BEATLEMANIA" HAS SPREAD TO AMERICA!**

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**FIRST CAPITOL ALBUM:  
MEET THE BEATLES! (T/ST-2047)**





# Mfrs. Seek Freebie Arrangement

• Continued from page 1

would total 30,000 free records.

Other companies, such as Laurie and Scepter, wish to have a clause in the mechanical royalty contract validating the concept of free records, Berman said.

Columbia Records has also been seeking an understanding with publishers—but this would be on the basis of specific single records wherein a big push is contemplated, and applicable to a publisher's entire catalog.

The latter concept is regarded as a justifiable one by the Fox office—an instance where a manufacturer wants to work with a publisher on a specific release.

Mickey Scopp, head of the Big Three publishing operation, stated that he would not make an arrangement with any manufacturer—calling for 30,000 royalty-free disks out of 100,000—on a general or catalog basis. "It would be completely wrong to do this," Scopp noted, adding that "such a move could undermine the music industry."

But an agreement on royalty-free disks applicable to a specific single record, in a case where the manufacturer wants to mount a national promotion drive, is completely justifiable in the view of Scopp. Sophisticated and substantial publishers, Scopp felt, would enter into such a deal involving a single,

but would be shy away from any general or catalog agreement.

### Some Are Doing It

The Fox office stated that "our publishers are not signing any blanket agreements, although some smaller publishers are acceding to the manufacturers."

Publishers in general are known to be concerned over the attempt by manufacturers to secure a formal understanding on free records. Some feel that in view of the fact that the songwriters receive one

half the mechanical income, they—the publishers—cannot make any valid agreement with manufacturers without first seeking writer permission.

The Fox office refuses to recognize "free records." Al Berman stated: "These are discount records, and royalties are payable." Berman also noted that some manufacturers were trying to solve the problem by charging a nominal price—15 cents or 20 cents—for such disks—this money being allocated to defray publisher and artist royalties.

# Eurovision Report

• Continued from page 1

Chris Hutchins, London, report the details below.

STOCKHOLM—Because of a conflict between the Teaterforbundet actors' association and Radio Sweden, this country will not participate in Eurovision Song Festival of 1964. The festival is to be held in Copenhagen March 21 and usually draws entries from all the Scandinavian countries plus England, France, Luxembourg, Netherlands, Belgium, Germany, Switzerland and Austria.

The reason for Sweden's dropping out of the Festival this year is a hassle between the actors' association and the radio

network which is operated by the government. The actors' association complained that some of the singers who were to take part in the trials for selecting the final song and artist to be sent to Copenhagen were not members of their association. As a result, Radio Sweden decided to cancel all preliminary trials for the Festival and stay out of the event altogether.

In an editorial, Showbusiness, a trade publication here, blasted the Radio Sweden decision saying that the Festival is as much if not more a contest for composers and lyric writers and that it certainly was not fair that they and the nation as a whole would not be represented in the Eurovision finals. Radio Sweden, however, is already returning manuscripts to composers.

THE HAGUE—The Netherlands on the other hand, has already selected its representative. It will be singer Anneke Gronloh who is one of the leading artists in that country with a substantial reputation in other parts of Europe.

LONDON—Britain is making an all-out bid to win the 1964 Eurovision Song Contest. The BBC has designed a sensational change in format whereby Matt Monro is assured of singing the British entry in the contest.

In the past different artists—most of them newcomers—have sung the individual entries in this major competition. For the 1964 event Matt was invited to pick six songwriters (the smallest number ever to enter) and sing their six songs in the

# Reader's Digest Agrees to Stop 'Free' Disk Offer

• Continued from page 1

mail-order package sales of phonograph records (not put on the public record) was cited during the FTC's lengthy hearings last summer on the allegation that the Columbia Record Club was indulging in false pricing and tended to monopolize not only Club sales of LP's but the whole LP market. Government Attorneys fought including the Digest package sales, claiming this type was not in competition with Club product since the latter emphasized top talent, but Di-

gest sales emphasized repertoire.

Columbia attorneys had Reader's Digest Vice-President Walter Hitesman testify to show that Digest package sales were in direct competition with clubs for consumer's record dollar. The extent of Digest sales was used to prove that Columbia Club's bite of the LP business was therefore not the monopoly the government was trying to claim.

Also, Columbia attorneys implied that RCA Record Club output is so closely paralleled by the Digest package goods, that a listener couldn't tell an LP title released by Victor Club from the Digest product in many cases. (The Digest subsidiary, "Reader's Digest Music" is exclusive sales agent for the RCA Victor Record Club, Hitesman testified.)

The FTC case against the Columbia Club is still under study at the Commission. Hearing examiner Donald R. Moore has requested the Commission for an extension of time to June 10, to file his decision in the Columbia case.

The current consent decree which concentrates on Digest sales of books and subscriptions, bars the Digest from allegedly misleading readers with offers of "free" books, which are really not free unless buyer agrees to join the Reader's Digest Condensed Book Club and pay for subsequent volumes—or to "affirmatively" notify the Digest of cancellation.

### Fictitious Savings

The only way the "free" book could be obtained without becoming a member, is by paying regular price of \$2.73, FTC complaint claims. FTC complaint also charges that Digest represented fictitious savings in subscription offers to the magazine.

Since phonograph record sales are listed among the Digest product in the complaint and consent, FTC would appear to be warning the Digest against similar tactics in luring record mail-order sales with "free" offers which have strings attached. It would also bar the Digest from any fictitious pricing and savings claims offered consumers on disks.

# Gleason Tribute Aired on CBS TV

NEW YORK—A tribute to recording, television, stage and motion picture star Jackie Gleason will be aired January 4 on the CBS Television Network.

"The Many Worlds of Jackie Gleason" will commemorate Gleason's 35 years in show business and document some of the highlights of his career.

The many-faceted talent has made a strong impression on the record industry with his big orchestra-lush mood music albums for Capitol Records, as well as a songwriter and publisher. Gleason has also been instrumental in introducing new talent to the country via his various shows. Among the talents given new exposure by Gleason is comedian Frank Fontaine who has become a top selling recording artist on his own.

# Fit Product To the Appeal, Says Mercury

• Continued from page 1

was one of eight or 10 industries in the U. S. with the greatest growth potential. They cited the traditional arguments of increased leisure time, more luxury dollars available, not to mention the evidence of growth in such amusement activities as boating, photography, skiing and other sports. "However, these leisure dollars are important to us only if we do a good job of relating; that is, we have to have a good pulse of public demand," the pair said. Green and Steinberg said that Mercury, Philips and Smash were making greater efforts to "be where the artists are—watch the public response they receive. We're also making greater use of market research." Other Mercury-Philips-Smash programs geared at closer relations with the consumer are: (1) acquisition of top-selling artists; (2) dealing in the area of unique product presentation, such as the Singing Nun album and other LP's in the lush series; (3) develop new talent with strong potential for visual acceptance, "performers, not just record artists."

British heat which is televised live on February 7.

He picked show-writers Lionel Bart and Anthony Newley's co-author Leslie Bricusse; Hal Shaper and Norman Newell and two of Britain's top 1963 hit merchants Mitch Murray and Tony Hatch.

Prior to the "Song for Europe" heat, Parlophone will issue an EP of Matt singing all six songs and following it a single featuring the two that came top. The Song Contest itself will be screened live over the Eurovision network from Copenhagen on March 21.

### Calling Candy O'seas

NEW YORK—Call Candy, Inc., an organization designed to provide secretarial, production and publishing firm maintenance services to the local music business, is expanding into an overseas operation. Through the new arrangement, the firm's executives, Lois Van Duyn and Candy Leigh, will be in a position to handle overseas negotiations for publishers here. The firm, which celebrates its first anniversary this week, will also announce a new subsidiary shortly after the New Year.

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CONCERT REVIEW

# Folks Really Rock In West Coast Park

Folk singers come in quantities these days, so when six appear on the same bill the rafters really vibrate. This was the case when Bud and Travis and the Modern Folk Quartet opened at the Hootenanny in Canoga Park Tuesday (17) in what can only be described as a dynamic pairing of two excellent folk groups.

The "older" Bud and Travis duo are the featured headliners through New Year's. Their emphasis on Spanish material allows for displays of complex and fiery guitar work as strong backing for their vocalizations which range from the somber to the lightheaded to satirical readings.

It is in this latter category that the Liberty disk stars have found one of the keys to audience acceptance. Not only are they excellent vocalists and instrumentalists, but their turn includes fast one-liners, spicy anecdotes and reflective thoughts.

And when they dig into a

number such as "Joey," a languid ballad, the impression emerges that they are performing at the peak of efficiency, which is obviously why they've become such strong faves along the collegiate circuit.

For the Modern Folk Quartet heard on Warner Bros., the path to the pinnacle of success is not too far away. These young folksters present a polished act built on zest and gusto. There is a touch of the Hi-Los in their harmonizing on choruses. Instrumentally, the quartet offers two guitars, banjo and bass which provides a rock bottom foundation on which the boys romp through their up-tempo selections such as "Jordan River," "East Virginia" and "Hold the Fort." Perhaps their most poignant selection, however, was their final number, "Riu Chiu," a 15th century Spanish holiday reading done with impeccable taste and eclat.

ELIOT TIEGEL

# L. A. Club Debts Dance-to-Disk Europe Style

HOLLYWOOD — The European concept of bistro entertainment, dancing to disks, is being applied to a new nitery, the Whisky Disque, on the Sunset Strip.

Owners of the club have installed \$10,000 worth of stereo equipment with animated replicas of musicians on a bandstand substituting for the real thing.

John Tranchitella, prexy of Local 47, AFM, told Billboard there was nothing the union could do in this situation. He said he didn't know of any other nitery in Hollywood which offered dancing to disks. "Locations with juke boxes aren't supposed to allow dancing," Tranchitella explained. It is understood that if the club decided to offer live entertainment, the union could put the clamps on the nitery and keep its union people from working there.

When the producer makes a hit, he's fulfilling his job."

Gilmore feels it's imperative for a producer to have academic knowledge of recording techniques. "Some guys are so loose at their sessions," he relates, "that they run into problems." A lack of preparation is indicated in these instances, Gilmore said.

Ten years ago the qualifications for becoming an a.&r. man were a knowledge of music coupled with a commercial approach to the business. Today, Gilmore opines, enthusiasm is enough to get into the indie disk producing business.

HOLLYWOOD — Capitol is pushing the Beatle hair-do prior to the British rock and roll group's arrival in the U. S. in February. Actress Janet Leigh is reported to be the first woman getting the unkempt cut from stylist Gene Shacove. Diskery plans syndicating a hair style kit to beauty editors of American newspapers.

# Voyle Gilmore's A. & R. Credo: Open Mind and Open Ears

HOLLYWOOD — The problem with young a.&r. men is their egotism which often closes their minds to creative suggestions, declares vet producer and Capitol vice-president, Voyle Gilmore.

With many of today's producers developing outside the major diskeries in the independent ranks, the free-lance field has become the industry's minor league for a.&r. men. Gilmore says there's more "glory in being an a.&r. man today than there was 10 years ago," but that today every kid wants to become a producer and not everyone has the qualifications.

Gilmore has been a.&r.-ing

12 years and currently handles Al Martino and the Kingston Trio while riding herd over Capitol's large a.&r. department.

"Today a lot of a.&r. men have a father feeling," Gilmore says, "and they want to do everything themselves. They're not open to suggestions. It's the a.&r. man's job to make hits, so why should they worry about where they got the song or if somebody suggested something on the date? When the record's a hit, the producer is a hero and that's all he should be concerned about."

Gilmore says one fault with the young producers is that they don't seek exposure from the many avenues available to them. "If a master sounds like a hit," Voyle says emphatically, "buy it. The a.&r. man shouldn't care where the master came from.

# TV GUEST APPEARANCES BY RECORD TALENT

DECEMBER 30-JANUARY 5  
(All Times Eastern Standard)

- MONDAY 30—KAYE BALLARD  
The popular singing comedienne will join the guest roster on the Tonight Show, starring Johnny Carson (NBC-TV, 11:15-1 a.m.).
- TUESDAY 31—WOODY ALLEN, RUDY VALLEE, LOUISE LASSER  
All will join in the New Year's Eve celebration on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- TUESDAY 31—GUY LOMBARDO, DOROTHY COLLINS, WILLIS SISTERS  
The traditional New Year's Eve in New York will again be brought live from Manhattan (CBS-TV, 11:15-12:15 a.m.).
- WEDNESDAY 1—ANNA MOFFO, KEN CARSON  
Both the international operatic diva and the balladeer will be among the guests of Johnny Carson on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- THURSDAY 2—VICTOR BORGE, SERGIO FRANCHI  
Here's a special, entitled Victor Borge at Carnegie Hall (ABC-TV, 9-10 p.m.).
- THURSDAY 2—PETE FOUNTAIN  
Jazz clarinetist will be featured on the Edie Adams Show (ABC-TV, 10-10:30 p.m.).
- FRIDAY 3—THE BEATLES  
Britain's sensational rock 'n roll group make their first major U. S. television appearance on the Jack Paar program (NBC-TV, 10-11 p.m.).
- SATURDAY 4—DIANNAH CARROLL, BOBBY VAN  
Both will be performing on the premiere of Hollywood Palace, hosted by Bing Crosby (ABC-TV, 9:30-10:30 p.m.).
- SUNDAY 5—SINGING NUN, STILLER & MEARA, LITTLE STEVIE WONDER, CHRIS WHITE  
Soeur Sourire, the famous Belgian nun, will sing her "Dominique" on a taped segment of tonight's Ed Sullivan Show (CBS-TV, 8-9 p.m.). Other acts will also be featured.

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

# ARTISTS' BIOGRAPHIES

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

## SUPREMES (Motown)



BO: International Talent Mgt. NAMES: Diana ROSS, Mary Wilson, Florence Ballard. HOME TOWN: Detroit. BACKGROUND: The Supremes take special pride in their teamwork. They have been the closest of friends since their childhood days, when they sang together at schools and parties for their own enjoyment. It was the result of winning first prize in a high school talent contest that brought the girls to the attention of Motown Records. Their first record with Motown was "I Want a Guy." Subsequent singles have made the charts. In the hobby department, Diana makes her own clothes as well as those for the group's appearances. Florence is a bowling bug, and Mary enjoys reading (and quoting) Latin. While their schedule has taken them on personal appearances in such spots as the Apollo Theatre, New York, and Howard Theater, Washington, the girls still enjoy singing together for their private enjoyment.

LATEST SINGLE: "When the Lovelight Starts Shining Through His Eyes" is No. 28 on this week's Hot 100. This is the sixth week on the Billboard chart.

# MUSIC AS WRITTEN

## LONDON

As a result of chairman Derek Sabin's report to the Gramophone Record Retailers' Association on his trip to Holland for an insight of the industry there, the chairman of the Dutch Retailers' Organization has been invited to attend the GRRRA conference the weekend after Easter. As recently indicated in Billboard, the British association showed more than moderate interest in the clean-bill-of-health picture Sabin was able to present on his return from Holland. . . . Because of the prolonged success of "Blue Bayou," Decca shelved Roy Orbison's seasonal disk "Pretty Paper." . . . Connie Francis is expected to record here when she visits for a TV-er at the end of April during her world tour. But a separate project may bring her to Britain to wax exclusively for this market at the end of February. . . . In addition to Johnny Mathis' visit to Britain this week Vic Lewis has set European engagements for Frankie Avalon at the San Remo Festival next week, and Trini Lopez, who opens at the Paris Olympia January 15. . . . Promoter John Coast is setting British concerts at short notice for Nana Mouskouri, who arrives January 19 and also for Peter, Paul and Mary, who are due back for their second visit in April.

George R. Marek, vice-president and general manager of RCA Victor, came in for a fleeting and unexpected visit with Decca chairman Sir Edward Lewis. . . . Marshall Chess, of Chess Records, is expected at Pye in mid-January for talks.

CHRIS HUTCHINS

## PUERTO RICO

Many more new acts scheduled for first visits to Puerto Rico: Connie Francis, Bobby Rydell, Sophie Tucker, Louis Armstrong, Frank Sinatra Jr., Emilio Pericoli of "Al di La" fame, Eddie Fisher and Red Buttons among those signed by local hotels and night clubs. . . . Marco Antonio Muniz, Mexican vocalist and top record seller at present in Puerto Rico (RCA Vic-

tor), making his second visit of 1963, Muniz is packing them in at all his hotel, one-night and movie house dates.

Albums and singles by local teen-age artists: Chucho Avellanet, Charlie Robles, Diana, Sonia Gonzales, all in the Puerto Rican label Rico-Vox, are among the top sellers here and in Latin stores in New York, Chicago, Detroit and Philadelphia. Most of the original material recorded by these youngsters like "Magia Blanca" by Avellanet is also being recorded in Peru, Venezuela and Mexico in versions by local artists of those countries. "Magia Blanca" enjoys top spot in many of their charts as well. "Akangana" by El Gran Combo (Gema label) both in a single and album proving the best seller of the end-of-year season. . . . Joe Cuba Sextette (Seeco label) albums "Steppin' Out" and "Diggin' the Most" continue in great demand at local stores after about three months in very high places in the Puerto Rico charts. Six singles from these two albums are getting heavy play in juke boxes here.

ANTONIO CONFRERAS

## WARSAW

Poland's leading rock group, the Blue and Black Boys, appeared in Paris, France, at the Olympia Music Hall. The boys were accompanied by the Blue Stockings vocal group, and Michaj Burano. The whole group will record soon for either Decca or RCA Victor. . . . American conductor, Paul Douglas Freeman, director of the Hochstein Music School in Rochester, will make a concert tour of Poland. . . . The Warsaw Quintet, which specializes in classic and modern chamber music, scored a success in Switzerland. In February next year the Quintet will give 15 concerts in Italy, and in May they will go to Japan and other Far East countries. . . . The Fourth International Song Festival will be held at Sopot, Poland's Baltic holiday spot, August 6 to 9, next year. Thirty-five countries have been invited to take part.

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Johnny Mathis  
A GREAT NIGHT FOR  
CRYING  
72229

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The Chad Mitchell Trio  
THE MARVELOUS TOY  
72197

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Diane Ray  
SNOW MAN  
72223

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Brook Benton  
GOING, GOING, GONE  
72230

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Clyde McPhatter  
DEEP IN THE HEART  
OF HARLEM  
72220

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The Pixies Three  
COLD, COLD WINTER  
72208

## ALBUMS

The Smothers Brothers  
AT THE  
PURPLE ONION  
MG20611/SR60611

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TWO SIDES OF THE  
SMOTHERS BROTHERS  
MG20675/SR60675

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The Smothers Brothers  
THINK ETHNIC  
MG20777/SR60777

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The Smothers Brothers  
CURB YOUR TONGUE,  
KNAVE  
MG20862/SR60862

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Chad Mitchell Trio  
SINGIN' OUR MIND  
MG20838/SR60838

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Lesley Gore  
LESLEY GORE SINGS  
OF  
MIXED UP HEARTS  
MG20849/SR60849

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Harry Simeone Chorale  
THE  
WONDERFUL SONGS  
OF FOLK  
MG20855/SR60855



FOREMOST  
IN FINE RECORDING



## Polydor, Philips Add to Jazz Bounty

By EDDIE ADAMIS

PARIS—Jazz fans had much to be thankful for in the pre-Christmas jazz product that was put on the market in November.

For instance, Bernard de Bosson, who is in charge of Polydor's international and jazz departments, started a new release procedure for jazz product. De Bosson simultaneously issued five 12-inch LP's and a three-LP set, something quite unique for the label. The three LP set was the second volume in the most successful series "The Golden Book of Classic." This album showcases big band recordings by such artists as Woody Herman, Lionel Hampton, Ellington, Basie, etc., made between 1930-1945.

Two other albums issued in the same release were packages from the Charlie Parker label (distributed by MGM) featuring material by the late great.

A blues, gospel and spiritual set of eight EP's issued by Jean Tronhot at Philips should also be of much interest to jazz fans. Some of the artists represented are Big Bill Broonzy, Josh White, Sister Rosetta Tharpe, etc. Also included are two live recordings of Riverside headliners: Cannonball Adderley at the Comblain Festival and The-

### 'Baby' Cops Top Japanese Prize

TOKYO—"Hello Baby," a hit record by Michiyo Azusa on the King Records label here, has taken the grand disk prize for 1963. The tune was written by the same songwriting team that turned out "Sukiyaki," R. Ei and H. Nakamura. News of the award prompted King to press an additional 200,000 copies of the disk.

This song was only released in October but had sold nearly 400,000 before December 6 when the grand disk award was conferred on it. King Records received an additional order for 110,000 on the day following the announcement. The firm received an order for 80,000 more December 8.



JAZZ VIEWS on the French scene are given to Billboard French correspondent Eddie Adams (left), by vet bassist in the country Pierre Michelot, visiting U. S. jazz star Roland Kirk and Philips jazz director for the country Jena Tronhot.

lonious Monk at the Paris Olympia. There are also two sets by Roland Kirk and LP's recorded by French jazzmen.

November also proved to be a bounteous time for jazz fans

who had the money to make the concert circuit. Such illustrious jazz names as John Coltrane, Dexter Gordon, Roland Kirk, and Erroll Garner all passed through during the month.

## MUSIC AS WRITTEN

### MECHELEN, BELGIUM

Anvers Radio is having good success with the new Fats Domino disk, "Forever, Forever" and "Bye Baby, Bye Bye." ABC-Paramount and Anvers surprisingly did not have much success with the new Ray Charles single, however, "That Lucky Old Sun." This one did not get good press when it hit the stands. . . . CBS has a new (\$6) LP series here. It is called the "Composer Series" and there are eight two-LP sets covering such fabled names as Victor Herbert, Jerome Kern, Cole Porter, etc. Orchestras are under the batons of such stars as Percy Faith, Morton Gould and Andre Kostelanetz. . . . Third Brenda Lee record features the Nashville thrush

singing an English translation ("If You Love Me") of the Edith Piaf hit of the 1950's "Hymne a l'amour." . . . New LP of Flemish origin is Armand Preud Hoome's "Op de purperen hei" (On the Purple Plain) on Gramophone. . . . The most successful night spot in Brussels, Chez Paul au Galty, is opening another spot right next door called Broadway. . . . The Ed Sullivan mobile film unit shot Soeur Sourire (the Singing Nun) in her cloistered convent in Fichermont. Show will be broadcast January 5 in U. S.

JAN TORFS

### BUDAPEST

A special Christmas sale was held in which certain records were sold at reduced prices here and in other major cities in the country. Typical of the reductions were seven-inch pop singles down from 20 forints to 7 forints (from 87 cents to 30 cents); seven-inch EP's reduced from 36 forints to 10 forints (from \$1.16 to 43 cents); 10-inch LP's were reduced from 45 forints to 20 forints (\$1.95 to 86 cents); 12-inch LP's reduced from 60 forints to 25 forints (\$2.60 to \$1.09).

## GERMAN ACTS ARE KAPUT IN BELGIUM

MECHELEN, Belgium — Trade is hard-put to explain the sudden demise of German artists as a force on the hit charts here. Not one German artist has scored on the Top 20 here for some months, with the big names like Conny Froboess, Rex Gildo, Peter Kraus and Caterina Valente disappearing from the best seller lists completely. Only one favorite, Freddy, continues to score on the LP chart. This is with a Christmas album, however, and even he has not had a single on the charts in sometime.

## Duke, Woody, Anita Top German Lists

By JIMMY JUNGERMANN

MUNICH — The German Jazz Federation has revealed the winners in its 1963 poll of the best of the year's jazz records. Among the winners were a two volume set on Brunswick, an all-star trio album on United Artists and Woody Herman's new herd on Philips.

Winning record of the year according to the poll is "The Golden Book of Classic Swing" Volumes One and Two on the Brunswick label. Set is declared not only an indispensable item for the collector but a definitive example of the jazz art.

Leading album in the soloist category is an LP that teams Duke Ellington, Charles Mingus and Max Roach in "Money Jungle." This LP features Ellington in one of his rare performances as soloist and leader of a trio. "Go" by Dexter Gordon on Blue Note got runner-up honors. Mingus scored again in an LP originally recorded in 1957 by Bob Rolontz when he was a.&r. in jazz for RCA Victor, "Tijuana Moods." The set was finally issued this past year and has piled up honors in a number of countries. Runner-up was the Columbia-CBS set "Monk's Dream" by Thelonious Monk.

"Woody Herman, 1963" took honors as best big band jazz set

### Dealer Fills Distrib Gap in Jazz Field

SAN FRANCISCO—Norman Pierce, for years a retail specialist in jazz collectors' items and old 78's, has jumped into the distribution picture here. Noting that most small folk-blues-jazz labels are either ignored or shunted aside by large distributors, Pierce has picked up local franchises on more than two dozen labels and nationwide exclusive on four more.

The four labels Pierce is handling nationally (and internationally) are Folklyric, Icon, Origin Jazz and Cavalier.

Some others distributed locally from Pierce's San Francisco store (at 254 Page Street) are Audiophile, Arhoolie, Commodore, Delmar, Folkways, Piedmont, Solo Art, Southland and Windin' Ball.



GERMAN BAND LEADER KURT EDLHAGEN talks over a new arranging chore with Klaus Ogerman in this picture from the land on the Rhine. Ogerman is getting many jobs in U. S., thanks to his charts for hits like Kai Winding's "More."

with a Gerry Mulligan big group opus on Verve as follow-up, Gary McFarland and Bill Evans teamed for the best set by a composer-arranger on Verve with Oliver Nelson on Prestige as No. 2 set. Best re-issue awards went to CBS-Columbia for the historical multi-LP packages "The Fletcher Henderson Story" and "Billie Holiday, the Golden Years."

Vocal accolades went to a veteran performer and a relative newcomer. Anita O'Day (Verve) and Sheila Jordan (Blue Note). Two "American Folk Blues Festival" LP's were awarded citations. The one on the Philips label as winner and a Brunswick set as runner-up. For local artists awards went to an LP produced by Columbia of "German All Stars." The Klaus Doldinger quartet on Philips turned up as runner-up.

## Bock Still Sees The Folk in Jazz

HOLLYWOOD—World Pacific is striving to combine the arts of jazz with folk, now that folk music is a booming business. Prexy Dick Bock is currently working with flutist Bud Shank on an LP "oriented around the 12-string guitar sound."

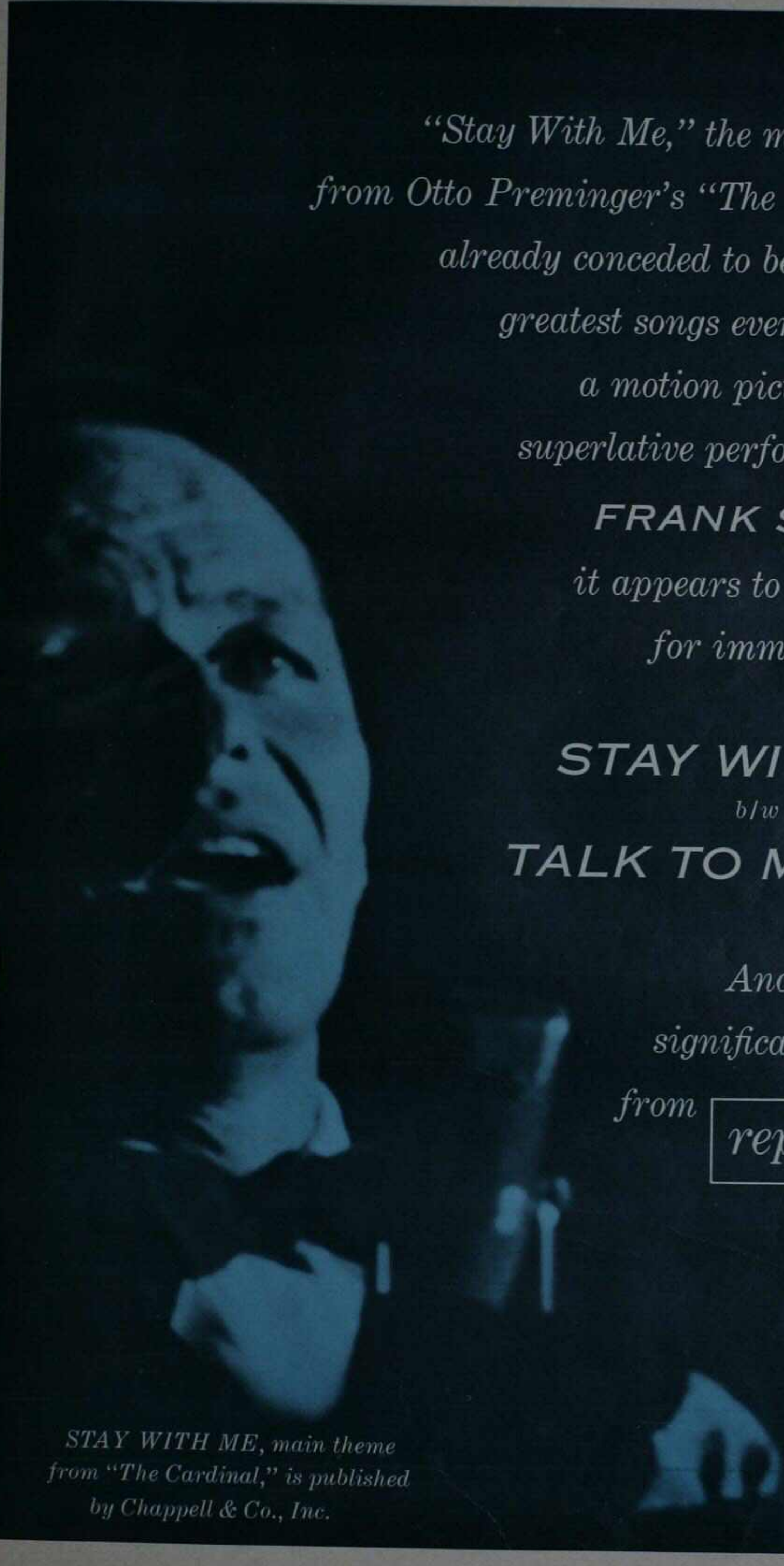
Set for a February release, the untitled LP will try to keep the traditional feeling of folk music while offering jazz improvisations. "There's really not too much folk-jazz product out," said Bock. "The two markets are coming together all the time and we're trying to crash the folk market with what will be a very jazzy album."

Bock said that the folk field is a "much broader based market than the jazz market." His first big folk success has been his 12-string guitar featuring the Folk Swingers, which drew strong sales in Boston and Seattle, for example. "The jazz market by contrast is found in such metropolitan cities as Philadelphia, Detroit, Los Angeles, New York, Chicago, San Francisco, Cleveland and Baltimore-Washington," he opines.



DISK MEN FRANK WOLFE AND ALBERT LIONS, along with artist Horace Silver, pose with Playboy Bunnies during a recent birthday party for Silver. Wolfe and Lions are Blue Note executives, while Silver is one of their leading artists.





*“Stay With Me,” the main theme  
from Otto Preminger’s “The Cardinal,” is  
already conceded to be one of the  
greatest songs ever written for  
a motion picture. With its  
superlative performance by  
**FRANK SINATRA,**  
it appears to be marked  
for immortality.*

**STAY WITH ME**  
*b/w*  
**TALK TO ME, BABY**

*Another  
significant single  
from*

*reprise*



*catalog*

*249*

*STAY WITH ME, main theme  
from “The Cardinal,” is published  
by Chappell & Co., Inc.*



**NEW EXPANDED  
COUNTRY  
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**NEW!** Expansion of Country  
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Winter Favorites . . .

**LITTLE  
DRUMMER  
BOY**

SLEIGH RIDE

SCARLET RIBBONS

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

**"TEENAGE  
LETTER"**

Jerry Lee Lewis

b/w

**"SEASONS OF MY HEART"**

SUN #384

Jerry Lee Lewis

With

Linda Gail Lewis

Sun Records

639 Madison Memphis, Tenn.

Say You Saw It in  
Billboard

**COUNTRY  
MUSIC  
CORNER**

By BILL SACHS

Gen Baker postals from Houston that Gene Crawford and the Texas Showboys were slated to leave on horseback from Lake Conroe Forest, nine miles west of Conroe, Tex., recently, bound for Nashville, where Gene is slated to record his latest song, "All That Glitters Isn't Gold." There's no word as to whether they made it or not. . . . Ray Price and His Cherokee Cowboys have just finished eight days in the Texas country for the Billy Deaton Enterprises of San Antonio. Business for the Price troupe was exceptional, says Billy. Others who have played the territory recently for Deaton are Jimmy Dickens, Stonewall Jackson and Carl Smith.

New members recently added to the roster of the Country Music Association include the following: Jack Andrews, Nashville; Billy Armstrong, Newhall, Calif.; Jesse Bassett, La Grange, Ga.; Don R. Bennett, Phoenix, Ariz.; Alvin Bubis, Los Angeles; Bill Carroll, Baton Rouge, La.; Roy Clark, Independence, Kan.; R. L. (Happy) Day, Lompoc, Calif.; Mrs. Edna Doyle, Columbus, Ohio; Ann Fischer, Earlville, Ia.; Mark Foster, New York; Jim Gemmill, Richmond, Va.; Don Grayson, Sherman, Tex.; Lee Hazlewood, Hollywood; Richard D. Hollsert, Rochester, N. Y.; Charles M. Honaker, Caledonia, Ohio; Warner Mack, Nashville; Salley Massey, Otsego, Mich.; Johnny C. Mauldin, Saginaw, Tex.; Mississippi Jim McGuff, Rogers City, Mich.; Wanda R. Mooney, Baytown, Tex.; Moon Mullican, Baton Rouge, La.; Earl Perrin, Stafford, Ariz.; S. O. Peruggi, New York; Stu Phillips, Winnipeg; William Randle, New York; Jim Rankin, Sarasota, Fla.; Frankie Rodgers, Maywood, Ill.; Gene Silverman, Nashville; George William West, Hamilton, Ont.; Robert White, Toledo, and Lonnie Wilson, Nashville.

Joe Allison, songwriter, producer, publisher and performer, has just completed 350 shows for the U. S. Armed Forces Radio & Television Service. Aired five hours a week, the show is called "Country Corner," and features top c.&w. records and artist interviews. Text Williams, Justin Tubb and Liberty Records producer Tommy Allsup were recent guests. Many top c.&w. names have made in-person appearances on "Country Corner" while in Hollywood. The show is heard around the world regularly by over two million listeners. . . . Ferlin Husky, Slim Whitman, Dave Dudley, Bobby Bare, Loretta Lynn and Wade Ray made a one-nighter at the Auditorium, Minneapolis, December 7, under booking by the Smokey Smith Enterprises. Advance ticket sales suffered with the mourning period for President Kennedy. Smith books about five country music shows into Minneapolis each year. His next show is slated for February 15.

Buck Owens and His Buckeroos plus Bonnie Owens are set for a two-week period at the Golden Nugget, Las Vegas, starting January 9. . . . The Louvin Brothers moved into the Flame Room, Minneapolis, December 23, for a fortnight's stand. . . . A Jim Denny Artist Bureau package comprising Carl Smith, Carl and Pearl Butler,

**WCMS, Norfolk,  
Sets 5 C.&W.  
Shows for 1964**

NORFOLK — George A. Crump, president of Station WCMS here, announces that he has five country music shows slated for 1964, all to be presented at the local Municipal Auditorium.

First of the series is set for two performances Sunday, February 23, and will spotlight Ray Price and His Cherokee Cowboys, Minnie Pearl, Loretta Lynn, Jim and Jesse and the Virginia Boys, Porter Wagoner and His Wagonmasters, Carolina Charlie and the Four C's, and Norma Jean.

Sheriff Tex Davis, new head of the WCMS Artists Bureau, is working on arrangements for the other four showings.

**Kiski Bows New  
Recording Studio**

NORTH APOLLO, Pa. — Kiski Recording Company last week celebrated the grand opening of its new music center and recording studios here, with a large turnout of visitors despite the inclement weather. Entertainment for the occasion was furnished by the Fenways, Art DuSimone, Ben Manconi and Tex Belin.

On the Kiski corporate staff are Wayne Baustert, G. Robert Pugh, William Fullerton, Alfred R. Rearigh and Mabelene Baker. Firm also employs Marlene Rearigh, clerk, and Andy Kiral, assistant sales manager.

**Newkeys Launches Label**

CINCINNATI—Jimmy Key, director of Newkeys Music Company, with headquarters in Nashville, last week announced that the firm has launched a new label, Rice Records. New label's initial session will be with David Price, deejay at WMCP Radio, Columbia, Tenn. Price has had considerable success in the past with such releases as "Save a Little Corner," "Good Morning, Self" and "You Make It Easy."

**Gene Engle Heart Victim**

LOUISVILLE—Gene Engle, 56, formerly for 10 years (1949-1959) piano man with the Pee Wee King band, died of a heart attack while driving his car here last week. His wife sustained minor injuries in the resultant crash.

the Browns and Red Sovine and His Tennessee Valley Boys played Burlington, Ia., December 28 and then was joined by Webb Pierce for a stand at Davenport, Ia., December 29. Pierce is set for six days in Washington, starting Tuesday (31) in Seattle, and following with Blaine, January 1; Hoquiam, 2; Lynnwood, 3; Salem, 4, and Tacoma, 5.

Johnny Wright, Kitty Wells and Bill Phillips show their wares in Louisville New Year's Eve and move to Canton, Ohio, for January 1. . . . Hank Snow and His Rainbow Ranch Boys, Grandpa Jones, Jean Shepard, Carl Perkins, the Willis Brothers and Delores Smiley played three dates for the Jim Denny office in Florida, opening Friday (27) in Sarasota and following with Orlando, 28, and Tampa, 29. . . . Justin Tubb makes a New Year's Eve stop in Trenton, N. J., set by the Jim Denny office.

**HOT COUNTRY SINGLES**

Billboard SPECIAL SURVEY  
FOR WEEK ENDING 1/4/64

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE . . . . . Buck Owens, Capitol 5025	16
2	4	THE MATADOR . . . . . Johnny Cash, Columbia 42880	9
3	2	NINETY MILES AN HOUR (Down a Dead-End Street) . . . . . Hank Snow, RCA Victor 8239	11
4	5	BEGGING TO YOU . . . . . Marty Robbins, Columbia 42890	6
5	9	500 MILES AWAY FROM HOME . . . . . Bobby Bare, RCA Victor 8238	11
6	6	MOUNTAIN OF LOVE . . . . . David Houston, Epic 9625	12
7	8	BEFORE I'M OVER YOU . . . . . Loretta Lynn, Decca 31541	8
8	11	B. J. THE D. J. . . . . Stonewall Jackson, Columbia 42889	5
9	16	D. J. FOR A DAY . . . . . Jimmy "C" Newman, Decca 31553	4
10	10	TALK BACK TREMBLING LIPS . . . . . Ernest Ashworth, Hickory 1214	29
11	3	THANKS A LOT . . . . . Ernest Tubb, Decca 31526	15
12	13	PEEL ME A NANNER . . . . . Ray Drusky, Mercury 72204	5
13	14	JEALOUS HEARTED ME . . . . . Eddy Arnold, RCA Victor 8253	5
14	7	COWBOY BOOTS . . . . . Dave Dudley, Golden Ring 3030	14
15	18	LAST DAY IN THE MINES . . . . . Dave Dudley, Mercury 72212	4
16	19	THOSE WONDERFUL YEARS . . . . . Webb Pierce, Decca 31544	9
17	17	GOING THROUGH THE MOTIONS . . . . . Sonny James, Capitol 5057	3
18	28	TROUBLE IN MY ARMS . . . . . Johnny & Janie Masby, Columbia 42841	9
19	29	SING A SAD SONG . . . . . Merle Haggard, Tally 155	2
20	21	TRIANGLE . . . . . Carl Smith, Columbia 42858	3
21	22	YOU'LL DRIVE ME BACK (Into Her Arms Again) . . . . . Faron Young, Mercury 72201	3
22	12	8 x 10 . . . . . Bill Anderson, Decca 31521	20
23	—	LET'S GO ALL THE WAY . . . . . Norma Jean, RCA Victor 8261	1
24	20	IF THE BACK DOOR COULD TALK . . . . . Webb Pierce, Decca 31544	8
25	—	BAD, BAD TUESDAY . . . . . Tom Tall, Petal 1210	1
26	25	THE MORNING PAPER . . . . . Billy Walker, Columbia 42891	2
27	26	THE GREATEST ONE OF ALL . . . . . Melba Montgomery, United Artists 652	5
28	15	CALL ME MR. BROWN . . . . . Skeets McDonald, Columbia 42807	15
29	27	OLD RECORDS . . . . . Margie Singleton, Mercury 72213	2
30	—	RESTLESS RIVER . . . . . Earl Scott, Mercury 72190	1

**WITH THE COUNTRY JOCKEYS**

By BILL SACHS

"This may be a bit strange," writes Buddy Dean, country deejay at KCJH, Arroyo Grande, Calif., "but I'd like to salute my own station. As of August, this year, it was considered a 'good music' station, and I might say still is, with one exception—me! Most 'good music' stations won't even talk to a c.&w. man, much less let him inside the studio. Les Hacker, KCJH general manager, is among the very, very few station managers who is broadminded enough to realize that there IS room for good country and western music. One might say that I'm the only black sheep at this 'good music' station, but since the programming of c.&w. music began the mail has been tremendous and I, as the c.&w. deejay, couldn't be more happy."

Phil Carpenter recently joined the staff at KEAP, Fresno, Calif., where he runs a four-hour board shift with c.&w. records. According to Hooper and Pulse, Phil is rated No. 1 c.&w. deejay in the Central California sector. "Buck Owens is c.&w. music's mainstay in the territory, due to his frequent appearance," writes Carpenter. "However, Fresno folk vote Bobby Bare the favorite performer." . . . Station KCJH, Arroyo Grande, Calif., which has been programming an hour of country and western music daily, has increased its country music programming to six hours a day, with Buddy Dean at the helm.

Miss Marty Surprise, of KANI, Wharton, Tex., typewrites: "Since I came to work  
(Continued on page 16)



# PHILIPS RECORDS

## says

# “THANK YOU”

TO ALL THE DEALERS...  
DEEJAYS...AND REVIEWERS  
WHO HAVE HELPED US  
PROVE THAT  
GOOD MUSIC IS GOOD BUSINESS



Good music is good business! Philips Records proved it once again in '63 with a string of hits that made us one of the hottest labels in the industry. But we couldn't have done it without the great dealer cooperation, the terrific deejay play and the encouraging reviews that backed up our releases. For all that, and to all of you, Philips Records says "Thank You" and promises more of the same in '64.

● Our thanks to Philips-Brussels, Belgium for the superb recording enabling us to produce this history making Connoisseur Series L.P., "The Singing Nun."



THE SINGING NUN  
PCC 203/PCC 603

- Our thanks to Sister Luc-Gabrielle, The Singing Nun, for making her talents available. And to her guitar, named Adele.
- Our thanks to the Convent in Fichermont, Belgium, for allowing Soeur Sourire to give of her talents.
- Our thanks to the dealers, deejays and reviewers who have helped "The Singing Nun" become the Number One L.P. in America and have helped make Soeur Sourire one of the best loved artists in the entire world.
- Our thanks to Ed Sullivan for bringing Soeur Sourire to American TV fans via his show, January 5.
- And finally, Philips wishes all of you a happy and prosperous 1964!

# PHILIPS RECORDS

One World of Music  On One Great Label!



# MFRS., DEALERS TEAM TO HOLD OSAKA PRICES

By J. FUKUNISHI

TOKYO — For about three months heavy price cutting was carried out in Osaka by several dealers. This threw the market into chaos. However, a letter which was signed by the branch managers of seven major recording companies and mailed to all dealers advising the immediate

discontinuance of price-cutting and at the same time notifying of a possible suspension of merchandise to dealers who may continue discount sales has succeeded in ending the fad.

Dealers in the Osaka area had a convention at New Osaka Hotel and decided to form an Osaka Record Club consisting of

the seven recording companies and 21 volunteer-dealers with major price-cutters involved. The club will take charge of all problems concerning the stabilization of the market because National Record Dealers Union was prohibited from dealing with any pricing problem by the Anti-Cartel and Trust Committee in 1962.

In place of the Osaka branch of the old union, a new Record Dealers Commercial Union, which follows the Medium and Small Enterprises Law is now in

## WITH THE COUNTRY JOCKEYS

Continued from page 14

here, the country file has grown considerably, enough to enable us to program a Top 10, and

the making. It is expected to hold its first general meeting at the end of March. Until such time, the Osaka Record Club will attempt to maintain the market stabilization.

now a Top 15. We would like to program 20 or 30 records, so that the deserving c.&w. wax will have an opportunity for a chart rating. This can be done if distributors will mail us c.&w. records. Have them addressed to me at Station KANI, Wharton, Tex., 77488. . . . Deejays may obtain a copy of Jim Hadley's new release, "Blues of a Truck-Driving Man" b.w. "World's Most Adorable Baby," by writing on their station letterhead to Buddy Records, 500 Locust Street, Marshall, Tex. Hadley is c.&w. deejay at WSIV, Pekin, Ill.

Bill Blough reports that his "Ranchhouse Party" platter show on WMRO, Aurora, Ill., is growing in popularity, and that the show is presently sold out seven days a week, with the possibility that the time may be doubled. "Record service from Decca, RCA Victor, Capitol, Columbia, Starday and Hickory is excellent," writes Bill, "but there are some, like Mercury and United Artists, that don't seem to care if their records are played or not. If it weren't for Gabe Tucker and Pappy Daily, there wouldn't be a United Artists record in the library. ID's and promo tapes would be welcomed."

### Form Finnish Record Firm

HELSINKI—A new recording firm has been formed and is currently operating in Finland. The label, called Fintone, was formerly a part of the Siemans Sahke Oy company and represents DGG, Archiv, Helider, Polydor, Mercury, Riverside, Verve, United Artists, Coral, Command and Swe-Disc.

The label is especially strong in representation of classical and jazz product. Staff has been beefed up and facilities have been enlarged to handle new traffic.

### French Poll Wins To Hallyday, Sheila

PARIS — A poll held by I.F.O.P. for all of France elected the most popular singing stars among the French youngsters between 15 and 24 years old. Winners among male singers are Johnny Hallyday, Charles Aznavour, Claude Francois, Richard Anthony, Georges Brassens, Jacques Brel, Gilbert Becaud, Marcel Amont, Leny Escudero and Tino Rossi. Female winners were Sheila, Francoise Hardy, Sylvie Vartan, Petula Clark, Edith Piaf, Dalida, Line Renaud, Juliette Greco, Annie Cordy and Isabelle Aubret.

### Door's Will Gives Firm to Secretary

HOLLYWOOD — The late Bill Door, owner of Fax Records, left the company to his secretary, Mrs. Myrtle Swanson, his will reveals.

Mrs. Swanson, in turn, has handed over the job of selling the diskery to her CPA, Bert Blum, who reports that several interested parties are currently negotiating for the purchase of the eight-year-old party diskery. Police have still to arrest Door's murderer.



# INTRODUCES "THE MERSEY SOUND WITH THE LIVERPOOL BEAT"



## THE DAVE CLARK FIVE "GLAD ALL OVER" 5-9656

Glad All Over? You bet! It's the hottest record on the British charts!

Order now and watch your profits zoom!



# Service Men Provide Varied Disk Clientele

HOLLYWOOD — Military installations present unique problems to the rack jobber servicing this kind of community, claims Glen Becker, head of Music City Racks which covers Camp Pendleton Marine Base, El Toro Marine Air Station and Vandenberg Air Force Base.

Not only are the tastes of the personnel at these three important installations different, but the potential of picking up and moving out into simulated or real combat has a strong bearing on sales.

Music City Racks, which has among its clients several key department stores, claims it does in excess of \$100,000 business at each of these three military bases.

One salesman visits all three installations weekly. There is much geography between Vandenberg in the North Central part of the State and Pendleton 30 miles above San Diego down South. "This great distance is the reason a rack jobber handles these accounts," Becker explains. "Can you imagine a distributor traveling six hours by car to write up a \$25 order?"

Becker noted that last year when the Cuban situation became volatile and almost 50 percent of Pendleton's population was moved out to sea, business was up. "Every time the Marines go on maneuvers business goes off," he says philosophically.

The diversity of tastes at the

three installations means his catalog must be broad enough to handle everything. "The young Marines at Pendleton go for the rock and roll and country things generally, but their officers seek more adult products.

"The Vandenberg people are very technically minded so their tastes run into show tunes and sound albums like Command. They probably have their own component systems which they've built themselves and they want the quality music to play.

"The El Toro flyers have a completely different taste than the Pendleton Marines. They're much older and shy away from the teen things." (El Toro is just about 20 miles above Pendleton.)

Becker compares the three military bases to three cities with the all important difference that with the possible exception of the missile base at Vandenberg, these communities can literally be here one day and gone the next.

## Ben-Ven Post to Bud Dain

HOLLYWOOD — Ben-Ven Productions has named Bud Dain as its promotion chief. Dain formerly toiled for Liberty as its assistant national promo head, co-ordinating sales between all Liberty distrib and branches. He had been with the diskery four years. In 1961, he ran the label's East Coast office.



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

Trademarks Reg. U. S. Pat. Off.



## GREAT STRAUSS WALTZES WERNER MÜLLER and his orchestra

Tales From the Vienna Woods; Acceleration Waltz; From the South; You and You; The Kiss Waltz; Blue Vienna Blood; The Lagoon Waltz; The Emperor Waltz; Women and Song. The waltzes of Strauss have long been acclaimed as favorites throughout the world. Now, in the magic of "phase 4" with maestro Werner Müller and his orchestra, we hear these sparkling waltzes all the charm and brilliance as they have never been before. With a triple play combination such as ST MÜLLER-PHASE 4 combined on one lp you are assuredly one of the most commercial LP's ever released.

Stereo: SP 44039

Mono: L 3325



## BIG BAND SPIRITUALS TED HEATH and his music

All God's Children Got Shoes; Nobody Knows the Trouble I'm Seein'; Deep River; Swing Low; Steal Away; Joshua; We Shall Stand in the Need of Prayer; Sometimes I Feel Like a Motherless Child; Old Time Religion; Hold On; A Study War No More. England's Big Band Boss, Ted Heath, in the past recorded everything from the classics to American rumbas. Now Ted has turned to the American spirituals. Augmenting his regular band with singers and an organ and recorded in brilliant "phase 4", this will be an lp to play again and again. It's Ted Heath at his swinging best.

Stereo: SP 44036

Mono: LL 3325



## THE SOUND OF SIGHT Music for an experiment in imagination composed and conducted by RAY MARTIN

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

SP 44040 stereo only

# ALBUM REVIEWS

Continued from page 17

## JAZZ

**MR. WONDERFUL**  
Johnny "Hammond" Smith. Riverside RM 466 (M); RS 9466 (S)

**BORN TO BE BLUE**  
Bobby Timmons Trio. Riverside RM 468 (M); RS 9468 (S)

## CLASSICAL

**20TH CENTURY MUSIC FOR THE GUITAR**  
Roy De La Torre. Elektra EKL 244 (M)

**MAHLER: SONGS FROM DES KNABEN WUNDERHORN**  
Various Artists. Vanguard VRS 1113 (M); VSD 2154 (S)

## COUNTRY

**BLUEGRASS IN OHIO**  
Jim Greer & the Mac-O-Chee Valley Folks. Rite LP 2004 (M)

**WAY BACK IN THE HILLS OF OLD KENTUCKY**  
Stratbean. Starday SLP 260 (M)

**COUNTRY MUSIC U. S. A.**  
Various Artists. Starday SLP 263 (M)

**AMERICA'S FINEST FIVE-STRING BANJO**  
Stanley Brothers. King 872 (M)

## INTERNATIONAL

**OLE!**  
Various Artists. Tropicana LP 1215 (M)

**MARIACHI**  
Mariachi "Jalisco" de Pepe Villa. Columbia EX 5110 (M); ES 1810 (S)

## FOLK

**BLUES, RAGS AND HOLLERS**  
Various Artists. Elektra EKL 240 (M); EKS 7240 (S)

**THE ART OF THE JUG BAND**  
The True Endavor Jug Band. Prestige Folklor FL 14022 (M)

## COMEDY

**COMMERCIALS TO CRINGE BY**  
Various Artists. MGM E 4174 (M); SE 4174 (S)

**THE FUNNY SIDE OF RUDY VALLEE**  
Jubilee JGM 2051 (M)

## SACRED

**GREAT GOSPELS—GREAT HYMNS**  
Vaughn Monroe. Dot DLP 3548 (M); DLP 25548 (S)

## POLKA

**MORE GREAT POLKAS**  
Six Fat Dutchmen. Dot DLP 3554 (M); DLP 25554 (S)



## THREE-STAR ALBUMS

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

## POPULAR

**THE FABULOUS STEEL GUITAR ARTISTRY OF "LITTLE" ROY WIGGINS**  
Starday SLP 259 (M)

**THE FANTASTIC SOUNDS OF EDDIE BAXTER**  
Dot DLP 3551 (M); DLP 25551 (S)

**NOW LISTEN HERE MITCH! YOU SING ALONG WITH US**  
Various Artists WLSM 12 (M)

**GLOVES McGINTY PLAYS FOR THE BOYS IN THE BACK ROOM**  
American London LA 38002 (M); LAS 68002 (S)

## COUNTRY & WESTERN

**THE BEST OF MOORE AND NAPIER**  
Charlie Moore and Bill Napier King 860 (M)

## CHRISTMAS

**CAROLS AND NOTES FOR THE NATIVITY OF MEDIEVAL AND TUDOR ENGLAND**  
Deller Consort Vanguard XBBG 654 (M); BGS 5066 (S)

## INTERNATIONAL

**APRIL IN PARIS**  
Liane With the Danziger Trio Vanguard VRS 9120

## FOLK

**HOOTENANNY**  
Various Artists Prestige Folklore FL 14020 (M)

**SLEEPY MAN BLUES**  
Geoff Muldaur Prestige Folklore FL 14004 (M)

**THE FOLK BLUES OF ERIC VON SCHMIDT**  
Prestige Folklore FL 14005 (M)



See your London distributor for **SPECIAL TERMS**



TOP LP's

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

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

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart entries 1 through 53.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart entries 53 through 101.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart entries 101 through 150.



# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

**UM, UM, UM, UM, UM, UM**

Major Lance, Okeh 7187

## ★ 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.

**CHICKEN POT PIE . . .**

Ken Jones, Almont 305 (Consolidated, ASCAP) (New York)

**LITTLE BOXES . . .**

Pete Seeger, Columbia 42940 (Schroder, ASCAP) (Minneapolis-St. Paul)

**GONNA SEND YOU BACK TO GEORGIA (A CITY SLICK) . . .**

Timmy Shaw, Wand 146 (Zann, BMI) (Detroit)

**SAGINAW, MICHIGAN . . .**

Lefty Frizzell, Columbia 42924 (Tree, BMI) (Minneapolis-St. Paul)

# SINGLES REVIEWS

## SPOTLIGHT WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R.&B. charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

### SINGLES REVIEW POLICY

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

### POP SPOTLIGHT

**THE SURFARIS  
SCATTER SHIELD**

(Champion, BMI) (2:12)—Decca 31581

Another rumping, stomping side from the surf and hot rod group. This one has lots of odd sound effects and driving rhythms. The flip is "Wanna Take a Trip to the Islands" (Champion, BMI) (2:26).

### POP SPOTLIGHT

**SKEETER DAVIS  
HE SAYS THE SAME  
THINGS TO ME**

(Gold-Udel, ASCAP) (2:40)

**HOW MUCH CAN A  
LONELY HEART  
STAND**

(Tree, BMI) (2:03)—RCA Victor 8288

Two solid items from the country-oriented lass. First is a slow weeper, a pop ballad with tender recitation, voices and strings. The second side is equally tender against lush strings and voices backing.

### POP SPOTLIGHT

**INEZ FOXX  
ASK ME**

(Saturn, BMI) (2:4)—Symbol 926

Tune is a real exciting outing by the lass done in the "Mockingbird" hit style. It features strong beat in same groove with male voice response, and great instrumental interlude. The flip is "I See You My Love" (Saturn, BMI) (2:56).

### POP SPOTLIGHT

**EDDIE HOLLAND  
LEAVING HERE**

(Jabete, BMI) (2:30)—Motown 1052

This side is another strong item from Holland. Done here in the Marvin Gaye groove with stomping middle-up beat and shouting backing. The flip is "Brenda" (Jabete, BMI) (2:29).

### POP SPOTLIGHT

**THE BEATLES  
I WANT TO HOLD  
YOUR HAND**

(Duchess, BMI) (2:24)—Capitol 5112

This is the hot British group that has struck gold overseas. Side is driving rocker with surf on the Thames sound and strong vocal work from the group. The flip is "I Saw Her Standing There" (Hefer, BMI) (2:50).

### POP SPOTLIGHT

**THE MONARCHS  
LOOK HOMEWARD  
ANGEL**

(Regelle, BMI) (2:40)—Sound Stage 7 2516

Here's a vocal group with a wide and winsome sound. Has the teen vocal group ballad sound and great production background. The flip is "What Made You Change Your Mind" (Arc, BMI) (2:25).

### POP SPOTLIGHT

**TRINI LOPEZ  
SINNERS NOT A  
SAINT**

(Time, BMI) (2:30)—United Modern 106

This is a five-year-old master from the current hit-maker that has swing and a real authoritative sound. It could cut right into the charts here and overseas. The flip is "If" (Shep-Mike, BMI) (1:50).

### C.&W. SPOTLIGHT

**KITTY WELLS  
THIS WHITE CIRCLE  
ON MY FINGER**

(Sure-Fire, BMI) (2:47)

**(I Didn't Have to)  
BREAK UP SOME-  
ONE'S HOME**

(Tree, BMI) (2:32)—Decca 21580

Two fine performances by the country thrush. The first is a heart-rending lament of a broken love affair sung with much feeling. Flip is quick tempo weeper with strong lyric line. Background voices support Kitty.

### C.&W. SPOTLIGHT

**KATHY DEE  
DON'T LEAVE ME  
LONELY TOO LONG**

(Moss Rose, BMI) (2:21)—United Artists 687

A slow weeper ballad sung with much pathos by newcomer Kathy Dee. Song in the country style. Kathy is ably assisted by some fine country piano backing. Flip is soft ballad "I Promise Not to Cry" (Gladwellco, BMI) (2:15).

### C.&W. SPOTLIGHT

**JIM REEVES  
GOOD MORNING SELF**

(Pamper, BMI) (2:20)—RCA Victor 8289

Jim laments in "Hello Walls" style to himself in a mirror on how badly he has treated his girlfriend. Strong choral backing does much to enhance performance. Flip is "Welcome to My World" (Tuckahoe-Neillrae, BMI) (2:33).

### C.&W. SPOTLIGHT

**GEORGE JONES  
YOUR HEART TURNED  
LEFT (and I Was  
on the Right)**

(Glad, BMI) (2:10)

**MY TEARS ARE  
OVERDUE**

(Glad, BMI) (2:25)—United Artists 683

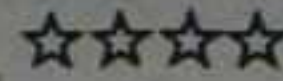
Two more top country sides from this hit-maker. The first is a weeper that's in the quick beat country tradition with chorus effects. The second is the slower ballad sung with much heart against chorus backing.

### C.&W. SPOTLIGHT

**SHEB WOOLEY  
PAP'S OLD FIDDLE**

(Channel, ASCAP) (2:50)—MGM 13195

Wooley has potent, heartfelt recitation on this side that should touch many country buyers. Side tells of pap's pain and joy against choral effects singing "The Battle Hymn of the Republic." The flip is "She Called Me Baby" (Central Songs, BMI) (2:48).



### FOUR-STAR SINGLES

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

#### JAMES BROWN AND THE FAMOUS FLAMES

★★★★ Oh Baby Don't You Weep (Parts I & II) (Jim Jam, BMI) (2:58, 2:59). KING 5842

#### DIANE CHRISTIAN

★★★★ There's So Much About My Baby (That I Love) (Screen Gems-Columbia, BMI) (2:10)—★★★★ Has Anybody Seen My Boyfriend (Grand Canyon, BMI) (2:01). SMASH 1862

#### NUTTY SQUIRRELS

★★★★ Hello Gail (Dougal, BMI) (2:25) —★★★★ Bluesette (Leeds, ASCAP) (2:35). RCA VICTOR 8287

#### TONY ROMA

★★★★ Turn Her Around (Blackwood, BMI) (2:52)—★★★★ If You See My Love (Valleydale, BMI) (2:55). CAPITOL 5101

#### TOMMY ROE

★★★★ There Will Be Better Years (Low-Twl, BMI) (2:10) —★★★★ Come On (Fame, BMI) (2:02). ABC-PARAMOUNT 10515

#### JOAN BERRY

★★★★ Just Like My Baby (American Enterprises of N. Y., BMI) (2:06) —★★★★ Humpty Dumpty (Saxon, BMI) (2:10). DUEL 528

#### KIM SISTERS

★★★★ Roses in the Snow (Valley, BMI) (2:21) —★★★★ Mister Magic Moon (January, BMI) (2:08). MONUMENT 831

#### DARLENE LOVE

★★★★ Christmas (Baby, Please Come Home) (Mother Bertha-Trio, BMI) (2:30)—★★★★ Harry and Mill Meet Hal B. (Mother Bertha, BMI) (2:00). PHILLES 119

#### THERESA LINDSEY

★★★★ Gotta Find a Way (Correc-Tone & Finn, BMI) (2:04)—★★★★ Wonderful One (Correc-Tone, BMI) (2:48). CORREC-TONE 5840

#### MILT GRAYSON

★★★★ Wayfarin' Stranger (Kags, BMI) (2:51)—★★★★ Your Old Standby (Yonzlo - Kags, BMI) (2:28). DERBY 1007

#### SANTO AND JOHNNY

★★★★ I'll Remember (In the Still of the Night) (Cherco, BMI) (2:15)—★★★★ Song for Rosemary (T. M., BMI) (2:28). CANADIAN-AMERICAN 164

#### L. C.

★★★★ Take Me for What I Am (Kags, BMI) (2:30)—★★★★ Put Me Down Easy (Kags, BMI) (2:28). SAR 148

#### THE IMPRESSIONS

★★★★ Talking About My Baby (Curton, BMI) (2:33) —★★★★ Never Too Much Love (Curton, BMI) (2:20). ABC-PARAMOUNT 10511

#### BUDDY HOLLY

★★★★ I'm Gonna Love You Too (Nor-Va-Jak, ASCAP)—★★★★ Rock Around With Ollie Vee (Valley, BMI) (2:12). CORAL 62390

#### RALPH CARMICHAEL AND HIS ORK

★★★★ Beat of the Night (Sweco, BMI) (2:30)—★★★★ Smile (Bourne, ASCAP) (1:50). CAPITOL 5104

#### ROME AND PARIS

★★★★ Because of You (Gower, BMI) (2:00) —★★★★ Why Oh Why (Grand Canyon, BMI) (2:10). 20TH CENTURY-FOX 423

#### LIZA MINELLI

★★★★ Day Dreaming (Rosewood-Hilliard-Day, ASCAP) (2:35)—★★★★ His Woman (Hilliard-Day, ASCAP) (2:33). CAPITOL 5103

#### BABY WASHINGTON

★★★★ I Can't Wait Until I See My Baby (Picturetone, BMI) (2:37)—★★★★ Who's Going to Take Care of Me (Saturn-Bon Am, BMI) (3:00). SUE 797

#### RUSTY DRAPER

★★★★ It Should Be Easier Now (Pamper, BMI) (2:41) —★★★★ The Lady of the House (Acuff-Rose, BMI) (2:29). MONUMENT 832

#### JERRY TEIFER

★★★★ Poco a Poco (Bourne-Rank, ASCAP) (2:12) —★★★★ Stop, Look and Whistle (BNP, ASCAP) (1:59). EPIC 9651

#### C&W FOUR STAR SINGLES—

#### BONNIE OWENS

★★★★ Stop the World (Four Star, BMI) (2:28)—★★★★ Don't Take Advantage of Me (Hitway, BMI) (2:32). TALLY 156

#### WEBB PIERCE

★★★★ Waiting a Lifetime (Cedarwood, BMI) (2:00)—★★★★ Love Come to Me (Cedarwood, BMI) (2:18). DECCA 31582

# TALENT TOPICS

## BOSTON

Luigi Vena of Boston, who sang at the late President's funeral, has cut a record here of the Schubert "Ave Maria" he sang in the service. The reverse side has "Bless This House." . . . Alan Ross, Decca manager here, had an excellent promotion with "The Week That Was" album. A reader in the Boston Traveler's "Secret Ambition" contest asked for the album as her wish. Ross quickly obliged and wound up with story and photo in the paper. The album has enjoyed phenomenal success as a Christmas gift. . . . Barbra Streisand, who comes into the Schubert with "Funny Girl" January 13, was happy with a fee of \$1,750 a week at the Revere Frolic. Last August she turned down \$10,000 at the Salisbury Beach Frolics. . . . Bert Johnson, Dumont PR man, had much success with the Village Stompers, who sold out the house at the Wagon Wheels. . . . The Buffalo Bills won't go into the Framingham, Monticello, this week, since one of the Bills slipped a disc. To the rescue came New York's singing cop, Saverio Saridis. . . . Mutual Distributors Frank Holland flipped over the response of Anthony Newley's A-Cappella "Tribute to JFK," which had stores screaming for it after only two exposures by local deejays. . . . Keely Smith scored high at Blinstrub's, but she credits her musical director, Jeff Lewis, who took an A.B. M.A. and Ph.D. in music at Boston University in only five years.

## CAMERON DEWAR

## HOUSTON

The Rum Runners opened at the Top of Mark Club for the holiday season. Also on the bill is the Diane Charles combo.

In for a two-week stand at the Cork Club are Jane Russell, Beryl Davis and Connie Haines, who formed the trio nine years ago for a church benefit and recorded the spiritual "Do Lord." Mel Arvin ork is on the bandstand.

Jerry Lloyd, who is heard nightly at the La Bistro Club playing bass with the Bill Gannon Trio, recorded four country tunes: "Lovesick Blues," "Silly Tears," "Unlisted Number" and "You Won't Cry Over Me," by Dabney Carr of Houston.

Veteran music maker and recording artist Fred Waring will present "The Magic of Music" at the Music Hall here January 22.

Michael Dess, local singer, is scheduled to appear in January at the Playboy Club in Miami, with later engagements at the Playboy clubs in Chicago and New Orleans.

Russ Elliott, pianist, who is appearing at the Fairway of the Briarwood Country Club, is said to have "the biggest piano bar in town."

## Price Leaves Reprise

HOLLYWOOD — Mel Price, Reprise sales manager, has been let go in a consolidation move to integrate services with the parent Warner Bros. operation. Price had been with the label over one year.

In another move to enable both diskeries to communicate and integrate their sales, order services, promotion, billing and accounting fields, WB has set a February 1 date for the move by Reprise from its Hollywood headquarters out to its Burbank location.



### Billboard

#### AUSTRALIA

(Courtesy Music Maker, Sydney)

\*Denotes local origin

- This Last Week  
 1 — I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)—Leeds  
 2 1 DO YOU LOVE ME—Brian Poole (Decca)—Tu-Con  
 3 2 ROYAL TELEPHONE—Jimmy Little (Festival)—Crown  
 4 10 SECRET LOVE—Kathy Kirby (Decca)—Allana  
 5 3 DOMINIQUE—Belinda Nun (Philips)—Belinda  
 6 5 SUGAR SHACK—Jimmy Gilmer (London)—Alberts  
 7 14 HANGIN' FIVE—The Delltones (Festival)—Essex  
 8 — MEMPHIS, TENNESSEE—Jan and Dean (Liberty)  
 9 — STOMP THE TUMBA-RUMBA—Johnny Devlin (Festival)—Johnny Devlin  
 10 9 THE CRUSHER—The Atlantics (CBS)—Southern  
 11 13 VAYA CON DIOS—Kathy McCormack (RCA)—Morris  
 12 4 NOW—Lena Horne (20th Century)—Chappells  
 13 — DANCE ON—Kathy Kirby (Decca)—Alberts  
 14 6 PAINTED TAINTED ROSE—Al Martino (Capitol)—Sandy  
 15 7 1 (WHO HAVE NOTHING)—Shirley Bassey (Columbia)—Chappells

#### BRITAIN

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

\*Denotes local origin

- This Last Week  
 1 1 I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Northern Songs, Ltd.  
 2 6 GLAD ALL OVER—Dave Clark Five (Columbia)—Ivy Music  
 3 2 SHE LOVES YOU—Beatles (Parlophone)—Northern Songs, Ltd.  
 4 3 SECRET LOVE—Kathy Kirby (Decca)—Harms-Witmark  
 5 4 YOU WERE MADE FOR ME—Freddie and the Dreamers (Columbia)—Feldman Music  
 6 8 I ONLY WANT TO BE WITH YOU—Dusty Springfield (Philips)—Springfield Music  
 7 9 DOMINIQUE—Singing Nun (Philips)—Flamingo Music  
 8 11 TWENTY-FOUR HOURS FROM TULSA—Gene Pitney (United Artists)—A. Schroeder  
 9 5 DON'T TALK TO HIM—Cliff Richard (Columbia)—Shadows-Belinda Music  
 10 7 MARIA ELENA—Los Indios Tabajaras (RCA)—Latin American Music  
 11 13 GERONIMO—Shadows (Columbia)—Shadows-Belinda Music  
 12 10 I'LL KEEP YOU SATISFIED—Billy J. Kramer (Parlophone)—Northern Songs, Ltd.  
 13 17 SWINGING ON A STAR—Big Dee Irwin (Colpix)—Morris Music  
 14 14 TWIST AND SHOUT (EP)—Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.  
 15 21 I Wanna Be Your Man—Rolling Stones (Decca)—Northern Songs, Ltd.  
 16 12 YOU'LL NEVER WALK ALONE—Gerry and the Pacemakers (Columbia)—Williamson  
 17 19 WITH THE BEATLES (LP)—Beatles (Parlophone)—Northern Songs/Jaep/Frank/Dominion/Jewel/Leeds Music  
 18 18 ALL I WANT FOR CHRISTMAS—Dora Bryan (Fontana)—Flamingo Music  
 19 15 IT'S ALMOST TOMORROW—Mark Wynter (Pye)—MacMelodies  
 20 16 BEATLES HITS (EP)—Beatles (Parlophone)—Northern Songs, Ltd./Shapiro-Bernstein  
 21 23 MONEY—Bern Elliott and the Fenmen (Decca)—Dominion Music  
 22 25 STAY—Hollies (Parlophone)—Lorna Music  
 23 27 NOT TOO LITTLE—Chris Sandford (Decca)—Marquis Music

- 24 — WE ARE IN LOVE—Adam Faith (Parlophone)—Freddie Poser  
 25 — KISS ME QUICK—Elvis Presley (RCA)—West One Music  
 26 — I CAN DANCE—Brian Poole and the Tremeloes (Decca)—George Weiner Music  
 27 22 DEEP PURPLE—Tino Tempo & April Stevens (London)—Robbins Music  
 28 — STEPTOE AND SON AT BUCKINGHAM PALACE—Harry H. Corbett and Wilfrid Bramble (Pye)—Associated London Scripts  
 29 29 I—Shirley Bassey (Columbia)—Shapiro-Bernstein/Beim  
 30 20 COUNTRY BOY—Heinz (Decca)—Mirror Music

#### DENMARK

(Courtesy: Quan, Copenhagen)

- This Last Week  
 1 2 MARCHEN TIL DRINA—Jorgen Ingmann (Metronome)—Stockholms Musikproduktion  
 2 6 JOHNNY LOVES ME—Suzie (Sonet)—Sonet Music  
 3 1 BOSSA NOVA BABY—Elvis Presley (RCA)—Belinda  
 4 5 DON'T TALK TO HIM—Cliff Richard (Columbia)—Belinda  
 5 3 BREND MINE BREVE—Bjorn Tidmand (Odeon)—Imudico  
 6 4 PRINSESSE TOBEN—The Scaletts (Philips)—Wilhelm Hansen  
 7 7 IF I HAD A HAMMER—Trini Lopez (Reprise)—Mork's Musikforlag  
 8 — SHE LOVES YOU—The Beatles (Parlophone)—Multitone  
 9 9 DO YOU LOVE ME—Brian Poole (Decca)—Belinda  
 10 — NU HAR JEG BRENDT DINE BREVE—Rita Storm (Sonet)—Winckler Musikproduktion

#### EIRE

(Courtesy Irish Times, Ltd., Dublin)

- This Last Week  
 1 7 I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Northern Songs, Ltd.  
 2 10 THERE'S ALWAYS ME—Dickie Rock (Piccadilly-Heather)—17 Savile Row  
 3 — NO MORE—Brendan Bowyer and the Royal Showband (HMV)—West One  
 4 1 DON'T TALK TO HIM—Cliff Richard (Columbia)—Shadows-Belinda  
 5 3 SUGAR AND SPICE—Searchers (Pye)—Welbeck  
 6 2 YOU'LL NEVER WALK ALONE—Gerry and the Pacemakers (Columbia)—Williamson  
 7 — YOU WERE MADE FOR ME—Freddie and the Dreamers (Columbia)—Feldman Music  
 8 9 THE WEDDING—Pat McGeehan (Decca)—Peter Maurice  
 9 4 MEMPHIS, TENNESSEE—Chuck Berry (Pye)—Jewel  
 10 6 SECRET LOVE—Kathy Kirby (Decca)—Harms-Witmark

#### FINLAND

(Courtesy Iita-Sanomati, Helsinki)

- Two This Weeks  
 1 5 RAKASTAN SINUA, ELAMA—Kauko Kayhko (Rytmi)  
 2 3 DOIN' THE JENKA—Jan Rohde & The Adventurers (Sonet)  
 3 1 TWIST AND SHOUT—The Beatles (Parlophone)  
 4 2 IRJA TANGO—Eino Gron (Scandia)  
 5 — SABELINE—Four Cats (Scandia)  
 6 8 NUMBER ONE—Jerry Williams (Sonet)  
 7 — BOSSA NOVA BABY—Elvis Presley (RCA)  
 8 9 RESTERA—Umberto Marcato (Philips)  
 9 4 DEVIL IN DISGUISE—Elvis Presley (RCA)  
 10 10 THE WALLS HAVE EARS—Elvis Presley (RCA)

#### FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

\*Denotes local origin

- Two This Weeks  
 1 1 IF I HAD A HAMMER/AMERICA—Trini Lopez (Reprise)—Editions Tropicales  
 2 5 BOSSA NOVA BABY—Elvis Presley (RCA)—Belinda  
 3 4 ALLEEN—John Larry (Polydor)—Passe Partout  
 4 10 BE MY BABY—The Ronettes (London)—Belinda  
 5 — ALLEEN DOOR JOU—Bob Benny (Polydor)—World  
 6 3 BLUE BAYOU—Roy Orbison (London)—Acutt Rose  
 7 — TOMBE LA NEIGE—Adamo (Pathe)—Rudo  
 8 — THIS LAND IS YOUR LAND—Trini Lopez (Reprise)  
 9 — DON'T TALK TO HIM—Cliff Richard (Columbia)—Belinda  
 10 — IK LEES IN JE OGEN—Louis Neefs (Moonglow)—Intervox

#### HOLLAND

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

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

#### HUNGARY

(All recordings on the Qualiton label)

\*Denotes local origin

- This Week  
 1 AVA MARIA MARIA NO MORRO—Vico Torriani—Southern (London)  
 2 LIEBESTRAUM TWIST—Vico Torriani  
 3 A HAJA SZOKE VOLT—Janos Vamosi (Editio Musica)  
 4 MEG IDE-ODA HUZ A SZIV—Araczkay Laszlo (Editio Musica)  
 5 TELSTAR—Koltai-Papp, Comco-Campbell, Conelly and Co. (London)  
 6 KEK A TE SZEMED—Janos Koos (Editio Musica)  
 7 SZIVTOLVAJ—Maria Toldi (Editio Musica)  
 8 VAN E REMEKEBB—Eva Mikes (Editio Musica)  
 9 NEW VAGYOK IDEGES—Gyorgy Korda (Editio Musica)  
 10 PERCOLATOR—Koltai-Papp Comco-Peter Maurice (London)

#### ITALY

(Courtesy Musica e Dischi, Milan)

\*Denotes local origin

- This Last Week  
 1 1 O MIO SIGNORE—Eduardo Vianello (RCA)  
 2 10 NON TE NE ANDARE—Jimmy Fontana (RCA)  
 3 2 L'ETA DELL'AMORE—Francoise Hardy (Vogue)  
 4 6 RIDI—Michele (RCA)  
 5 4 T'AMO E T'AMERO—Little Tony (Durium)  
 6 7 TI CERCHERO—Ricky Gianco (Jaguar)  
 7 3 SABATO TRISTE—Adriano Celentano (Cian)  
 8 9 ADESSO NO—Neil Sedaka (RCA)

- 9 5 LETTERA DI UN SOLDATO—Domenico Modugno (Fonit)  
 10 11 BABY—Peppino Di Capri (Carisch)  
 11 8 NON E' FACILE AVERE 18 ANNI—Rita Pavone (RCA)  
 12 13 NON FINIRO' D'AMARTI—John Foster (Style)  
 13 14 PER QUESTA VOLTA—Richard Anthony (Columbia)  
 14 — ASCOLTA MIO DIO—Peppino Gagliardi (Jolly)  
 15 — MES AMIS LES COPAINS—Catherine Spaak (Ricordi)

#### JAPAN

(Courtesy Utamatic, Tokyo)

\*Denotes local origin

- This Last Week  
 1 1 YUUHI NO OKA—Ishihara Yujiro & Asuoka Ruriko (Teichiku)—JASRAC  
 2 3 LANA—The Velvets (London)—No sub-publisher  
 3 4 SHIROI SEIFUKU—Hashi Yukio (Victor)—JASRAC  
 4 2 (YOU'RE) THE DEVIL IN DISGUISE—Elvis Presley (Victor)—Aberbach  
 5 5 55 DAYS AT PEKING—The Brothers Four (Columbia)—No sub-publisher  
 6 7 UTSUKUSHII IO-DAI—Mita Akira (Victor)—JASRAC  
 7 — GAKUEN HIROBA—Funaki Kazuo (Columbia)—JASRAC  
 8 19—KONNICHUWA AKACHAN—Azusa Michiyo (King)—JASRAC  
 9 14 WHITE CHRISTMAS—P. Boone (Dot); B. Crosby (Decca); E. Fitzgerald (Verve)—Foster  
 10 9 L'APE REGINA—Robert Monot (Seven Seas)—OMP

#### MEXICO

\*Denotes local origin

- This Last Week  
 1 2 PARABA-PAPA—Rocio Durcal (Philips)—No publisher  
 2 1 EL LECHERO—Las guerrilleras/Haos Zairar (Peerless)—Brambila  
 3 3 MAGIA BLANCA—Hnos. Carrion (CBS)—Grever  
 4 4 ENTREGA TOTAL—Javier Solis (CBS)—Mundo musical  
 5 7 AMARGA NAVIDAD—J. A. Jimenez (CBS) Emmi  
 6 5 TEQUILA CON LIMON—Los Juniors (Peerless)—Pending  
 7 9 RECUERDOS DE IPACARAI—Neil Sedaka (RCA)—Fermata  
 8 8 THE GUNS FROM NAVARONE—Al Caiola (Gamma)—Grever

- 9 10 GRACIAS—Connie Francis (MGM)—Brambila  
 10 6 LET'S GET TOGETHER—Halcy Mills (Gamma)—Brambila

#### PERU

(Courtesy La Prensa, Lima)

- This Last Week  
 1 1 MIRA COMO ME BALAN-CEO—Eduardo Vianello (RCA)  
 2 2 SI TUVIERA UN MARTILLO (If I Had Hammer) —Trini Lopez (Reprise)  
 3 5 DESPEINADA—Manolo Munoz (Muzart)  
 4 7 SE HA PUESTO EL SOL—Juan Ramon (Disc-Jockey)  
 5 6 LA PACHANGA DEL COLEGIO—Pedrito Rico (Odeon)  
 6 2 SUKIYAKI—Kyu Sakamoto (Capitol)  
 7 8 CUMBIA SOBRE EL MAR—Sonora Sensacion (Sono Radio)  
 8 4 MAGIA BLANCA—Chucho Avellanet (Odeon)  
 9 9 QUIERO MORIR—Martiza Rodriguez (Sono Radio)  
 10 10 PA' TODO EL AÑO—Los Panchos (Columbia)

#### SOUTH AFRICA

This Week

- 1 BOSSA NOVA BABY—Elvis Presley (RCA)  
 2 SUGAR SHACK—Jimmy Gilmer & the Fireballs (Dot)  
 3 IT'S ALL IN THE GAME—Cliff Richard (Columbia)  
 4 SHE LOVES YOU—The Beatles (Parlophone)  
 5 MOCKIN' BIRD SONG—Charles Jacobs (CBS)  
 6 DA DOO RON RON—The Crystals (London)  
 7 DO YOU LOVE ME?—Brian Poole and the Tremeloes (Decca)  
 8 OB IN BOMBAY, OB IN RIO—Anita Traversi (Ariola)

#### YUGOSLAVIA

(All records on Jugoton label)

- This Week  
 1 KRAJL PAJACA—Z. Vuckovic  
 2 FICUK NA MANSARDI—Gaby Novak  
 3 ROMANSA—Ljiljana Petrovic  
 4 BELE ROZE IZ ATEN—Ivanka Krasevcc  
 5 MARIKA—S. Petrovic and Paloma Trio  
 6 KAD CUJES TRUBU—S. Petrovic and R. Maric  
 7 MASKARE—G. Novak-M. Novosel  
 8 PAGANINI TWIST—Betty Jurkovic  
 9 CORINNA, CORINNA—M. Jevremovic  
 10 ZALAZAK SUNCA IQUANDA CALIENTA EL SOL—Lola Novakovic

## MUSIC AS WRITTEN

### NEW YORK

New York will be wondering what Vaughn Meader will come up with for his first 1964 night club date in town. The comic has had to revamp his complete act because of last month's tragic events in Dallas. Manhattan finds out when he opens the Blue Angel Friday (4).

Some independent jazz labels are feeling the economic pinch. One has trimmed three key people from its staff in sales, a.&r. and publicity. . . . Jose Morand, president of Fiesta Records, in mourning following the death of his mother Mrs. Helen Lewis. . . . Mabel Mercer broke the house record at Downstairs at the Upstairs and will be held at the room through January 29, eight straight months. . . . The Serendipity Singers, at the Bitter End through New Year's Eve, signed with Philips. . . . Dave Amram, who plays Mondays at the Five Spot with his group, currently writing music for the Paddy Chayefsky play "Passion of Josef D." and is working on an opera based on Shakespeare's "Twelfth

Night." . . . Harry Fenster has two tunes with Southern Music: "You Knew Me When You Were Lonely" and "It's All Over But the Crying."

Ex-Billboard staffer Niki Sachs presented husband Gil with a daughter, Lisa. . . . Tim Gayle doing special promotion work for the Prima label and Faith and Freedom Songs and Henry Sommers newly formed ASCAP pub. . . . The Hillside Singers (formerly the Headliners) have signed with Eldo Records. . . . Thelma Carpenter celebrates her show business silver anniversary in 1964 with four weeks at the Bon Soir.

JACK MAHER

### MINNEAPOLIS

Herb's, one of Minneapolis' best jazz rooms a couple of seasons ago, before it fell to urban renewal wreckers, is back. Herb Klein, a singer with the Abe Lyman band in the 1930's at New York's old Hollywood Restaurant, is the proprietor. Herb's operation will return to name entertaining after the first of the year. . . . Peter Nero's Novem-



ber concert with the Minneapolis Symphony Orchestra, canceled because of the death of President Kennedy, is set now for March 9. . . . Rochester, Minn., Civic Theater opened with a by-invitation-only production of "South Pacific." The theater is already in financial trouble because a patron failed to come across with a \$40,000 pledge. . . . Sheila and Gordon MacRae are booked for the "Great Musicals" series of the St. Paul Civic Opera. . . . Geordie Hormel, of meat packing fame, took his jazz quartet into the entertainment bar at Pick Nicolle Hotel.

CHARLES HANNA

**PITTSBURGH**

Tommy Edwards, holding over at the Horizon Room, is plugging his latest MGM platter, "Love Is the Best of All." He has been with MGM since 1950. . . . Barney Stein, former head of All-Brands Records here, is now the downtown representative for RCA Victor Records. . . . Bobby Vinton, the singer from nearby Cannonsburg, canceled out his Christmas-New Year booking at Holiday House, then switched to the Twin Coaches for that period, and has now dropped that booking, too, for some TV work on the Coast. . . . The Lettermen of Capitol Records are set for a concert in Wheeling, December 18. . . . "Figgy Pudding," produced by Karl Hardman and Associates for Kyra Records, is a novelty tune, released by Ben Herman locally and features Hardman, Marilyn Eastman and tenor Mike Driscoll, until recently a Fred Waring vocalist. It is a hit for the yuletide season in this area.

LEONARD MENDLOWITZ

**SAN ANTONIO**

Scott and Vivian Holtzman, of the program series "Happy Hollow" and seen on KPRC-TV, Houston, and pianist Bill Knight have written a Christmas song that has been recorded by the New Christy Minstrels. The song bears the title of "Tell Me." . . . The Happy Jazz Band, which has been organized for more than a year, has produced its first LP album titled "The Happy Jazz Band." The recording was by the Texas Sound Studios.

BARRY CANDY

**MEXICO CITY**

After Eartha Kitt, two other American artists, Neil Sedaka and Connie Stevens, will appear in Mexico City's night clubs. Sedaka's recording in Spanish of "Recuerdos de Ipacarai" hit the list of best selling singles. . . . Tata Nacho and Carlos Gomez Barrera, president and general director of SACM (Mexican Society of Composers) left for New York where they expect to renew the contract with SACM and BMI. . . . Armando de Llano, commercial director of CBS, was appointed general manager of the commercial division of the company. . . . Fritz Hentschel, sales manager of Peerless, was appointed director of marketing research of Discos Universales. His former post at Peerless was filled by Bruno Vogt.

Editor Rolf Budde arrived from Berlin. . . . Conductor-arranger Harold Geller arrived from London. . . . Composer Rafael Hernandez came from Puerto Rico. . . . CBS's vice-presidents Harvey Schein and Peter de Rougemont flew in from New York. . . . Musart issued a second LP of Gilbert Beaud and one of the last LPs recorded by Edith Piaf. . . . Gamma brought out a successful five-record set of the greatest hits (1950-1963) from the

catalogs of ABC-Paramount, Cameo-Parkway, Roulette, Atlantic and Cadence. Some of the artists represented are Bobby Darin, Ray Charles, the Everly Brothers, Sarah Vaughan, Chubby Checker, Eydie Gorme and Steve Lawrence. . . . Discos Universales issued three LP's. Christmas melodies by Paul and Paula (Philips), Bert Kaempfert (Polydor) and the Platters (Mercury).

DR. OTTO MAYER-SERRA

**DUBLIN**

Pye's Christmas Golden Guinea contest, in association with The Evening Press to promote the sales of the firm's low-priced album line, was the first such competition of its kind on a national scale, and a tremendous success. First prize included a batch of LP's and a special radio appearance. Additionally, the winner nominated a hospital at which local artist Chuck Winter will sing without fees. . . . Julie Grant returned to London after her first Irish tour, during which she guested in Telefeis Eireann's "Pickin' the Pops." Pye issued her new single, "Hello Love," to coincide with the trip. . . . Dublin's Olympia Theater was bought by a syndicate and is expected to be converted into a luxury ballroom and restaurant. . . . The Trio Los Zafiros were seen in several short programs produced by Irish television by Adrian Cronin.

KEN STEWART

**ROME**

New slick monthly fan magazine devoted to disk world is "Ciao, Amici" (Hello, Friends) which sells for 32 cents to add to the growing list. "Tuttamusic," originally a professional publication, has now become a fan mag as well. . . . Paul Anka's own music has been set to Italian words by Franco Migliacci for "Your Birthday" and Carlo Rossi for "Friends and You," his latest Italian disk. . . . Long stay of Renato Rascel in England has now been revealed to be for taping new Italian TV musical show. . . . Gino Paoli, Nico Fidenco, Sergio Endrigo and Michele, whose American trip was postponed when President Kennedy was assassinated are now due to leave January 10. . . . A unique LP has been issued by Cetra with Milva doing the two sides, each with a different cover for cabaret songs and street songs. . . . Two space songs, "Galaxy" and "The Enchanted Space" have been recorded by Mexico's The Marcellos Ferial for Durium. . . . Teen-agers still make most of the disk copy—Donatella Morretti has taped "The Diary of a 16-Year-Old Girl" as a new TV musical; Bruno Filippini, winner of the Castrocaro warmup for San Remo, has signed with MRC, Decca Italian subsidiary; Richard Moser has recorded "The First Party I'll Give for G. C."

SAML STEINMAN

**PARIS**

The French publishing firms of Salabert, Choudens and Jobert will be represented in West Germany by Wiesbaden's Ahn and Simroch. . . . More and more commercial firms offer records as premiums in order to attract the clientele of teen-agers, whose buying power is becoming increasingly stronger in numerous markets besides the record field. It has been estimated that there are 16 million French youngsters who are less than 20 years old. . . . Polydor issued "The Spotnicks in Spain." This guitar group's recordings were previously distributed by President Records. . . . Pathe-Marconi distributed a new label

named "Inter-Cataibes." First EP marketed is "Le Train de Paris" by Stella Felix. . . . Polydor issued an EP by a new South American group named Los 7 Caracas.

RCA Victor announced stereo or mono LP's now cost the same price. . . . Cocktail party celebrated the 40th anniversary of Francis, Day Publications. All the directors of the foreign Francis, Day companies were assembled for this occasion: Eddie and David Day (London), Jo Gallazzi (Milan), Augusto Alguero (Madrid), Bruno Boettcher and Hans Michel (Frankfurt), Jane Peterer (Zurich), Bert Corri, Cor Smit (Amsterdam) and Henriette Dulieu (Brussels). . . . Four new names in Pathe's teen roster (two boys and two girls): Alan Brun, Gerard Baque, Mireille Gerard and Gribouille. . . . A new guitar group, Les Sorciers, have come out with their first record on the Barclay label. . . . The Gladiators, a British guitar group, have recorded four titles for the Pathe label. . . . Barclay is broadening its folk catalog. Latest records feature the Vietnamese folk music and the Tibetan folk songs, from Supraphon masters. . . . Bel Air marketed the first EP's of two newcomers, Albert Santoni and Robert Trabucco.

EDDIE ADAMIS

**HAMBURG**

Helmut Haertel, president of DGG, Heinz Voigt, production chief of Polydor and Henning Rintelen have returned from the U. S. and Mexico. They had talks with MGM, Decca, United Artists, ABC-Paramount, Command, Mercury and Liberty executives. They also set up current tour for German recording star Freddy who is in the States and will record in Nashville. . . . A special school for German record clerks will be set up near Beyruth. . . . The German version of Cliff Richard's "Lucky Lips" hit the No. 1 slot here. . . . Gisela Kremin, former editor of Automaten Markt, is new publicity chief for Metronome. . . . The next Schlager Festival will be held June 13 and be televised. . . . "If I Had a Hammer," by Trini Lopez is now on German charts. . . . For the first time in this country, Francois Hardy will be seen and heard on TV. She will sing "Ich sag ja," her own composition.

Polydor claims the Freddy Christmas LP has hit the 100,000 mark. . . . Maurice Chevalier will be on tour in this country from January 3 through 12. . . . Teldec released "Fun in Acapulco" Presley album to tie in with the picture now playing here. . . . Electrola is now distributing the Imperial label material on its London Banner. . . . Western music interest continues with two sound tracks, "Winnetou" and "De schatz in silbersee" on Polydor and the CBS single "Die Fluss piraten von Mississippi" causing much interest. . . . Philips will release an LP made at the folk blues festival here which features Memphis Slim, Willie Dixon, Muddy Waters and others who performed.

CHRISTIAN TOERSLEFF

**STOCKHOLM**

Erik Jarnklev, program director of Folkets Parker, is going to New York and Los Angeles to see what talent can be brought over for the coming summer. He will be leaving in the beginning of January. . . . Ove Tornqvist has a new record out this week, "The Long, Cool Song," and Lily Berglund's latest is "En Varmlandsvisa" (Tune From Varmland). Cool Candys twist an old evergreen by Ulf Peder Olog "Sla pa trumman bror."

The Kays is a new group of four girls from Stockholm who are trying to hit the lists with "Flipped Over You" and "Oh What a Love." . . . Sten and Stanley waxed "Cuckoo Waltz" and Lars Lonndahl is on the Top 20 with his "Trumslagarpojken." . . . Felix Stahl says "Drina" is going to be rush-released by Decca in America. Jorgen Ingman's recording is No. 2 in Denmark.

HENRY FOX

**OSLO**

Norsk Musikk-Forlag this week received the publishing rights for the world sensation, "Dominique," as sung by the Singing Nun, Soeur Sourire. The platter, issued by Norsk Phonogram on the Philips label here the other day, is expected to score big and is already "bubbling under" the VG charts, "Top Ten." . . . The "West Side Story" sound track on Philips is back on the No. 1 position on the Norwegian LP charts this month, pushing last month's winner, the RCA Victor platter, "Elvis' Golden Records, Vol. III," to the runner-up position. Other best selling LP's include "Cliff's Hit Album" by Cliff Richard on Columbia, "Greatest Hits" by the Shadows on Columbia and "S Wonderful, S Marvelous" by Ray Conniff on Philips.

ESPEN ERIKSEN

**SYDNEY**

Great success here of Jimmy Little's "Royal Telephone" has prompted U. S. release of the disk on Big Top. His album, "Sing to Glory," may receive similar treatment. Barry Gibbs, leader of the Bee Gee's singing group, has been pacted by Belinda Music as elefter. . . . Jack Argent, of Leeds Music, has issued sheet music of the next Beatles disk, "I Want to Hold Your Hand" prior to release of the disk. . . . Forthcoming tour by Frank Ifield has prompted EMI to release "Please." . . . CBS has signed lady jazz pianist Judy Bailey to a long-term. . . . Tunes being handled by Belinda include "Geronimo," "Let's Stomp the Australian Way,"

"Lucky Me," "Loddy Lo," "She's Got Everything" and "Do Wah Diddy." . . . Sandy Music has acquired "Living a Lie." . . . New sets by Art Linkletter (20th Century-Fox), Bing Crosby, Burl Ives, Ray Charles in big Christmas business. . . . Essex Music has acquired catalog of MCA which includes Alaska and Hawaii Music firms.

New label to appear on the scene here is Linda Lee Records. First release features the Aztecs playing "Board Boogie." W&G issued new Frankie Davidson single recorded in London (his first outside the Australian mainland) by HMV. Titles are "Have You Ever Been to See London Town" and "Broken Wings." The latter side is getting play on import copies. EMI has started a subsidiary label here called Encore. It will sell for about \$3 and will feature material culled from the firm's round-the-world affiliates.

GEORGE HILDER

**THE HAGUE**

Gramophonehouse's Columbia label just released the Shadows' new EP recording. . . . Camillo (Felgen), popular deejay with Radio Luxembourg, now has another hit on the

(Continued on page 34)



Leonard Chess,  
Phil Chess,  
Marshall Chess,  
Max Cooperstein,  
Paul Gayten,  
Herb Gordon,  
Dick La Palm,  
Esmond Edwards  
and Billy Davis

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## MUSIC AS WRITTEN

• Continued from page 23

charts: "Ich Hab' Das Gluck Bestellt Fur Heute Abend." Bovema's HMV label rushed out the item. Also Johnny Mathis' first HMV single "Your Teenage Dreams." . . . Also hitting the stands at Christmas will be Imperial's 12-inch album Trini Lopez "Live at Hollywood." . . . Artone issued Rijk de Gooyer's Dutch reading of the U. S. hit "Hello Mudduh, Hello Fadduh." and Billy Longstreet, Willy Schobben and ZZ & the Masks. Funckler Records has re-enforced its local line, with the Sharks (with original r.&b. material and Tony Lang as new pacticees. . . . Soon expected to appear before the TV cameras are the Selvera's with Jenny Donker as definite replacement for Mieke Bos, who left this top vocal duo some time ago for the forthcoming Dutch production of the hit musical "The Sound of Music" in which she will star as the female lead.

"Twist and Shout" and "Loddy Lo," new releases by Chubby Checker on Cameo-Parkway. . . . Joey Dee impressed Dutch teen audiences during two rather unexpected shows in southern Holland November 24.

Johan Heesters rehearsing the leading part in the Dutch version of the musical "The Sound of Music." . . . Bovema rushed out a recording of the most important speeches of the late U. S. President John F. Kennedy, thanks to the kind co-operation of the U. S. Embassy, which provided the tapes. . . . Capitol surprised many Nat Cole fans with three single items from the singer's album "Everytime I Feel the Spirit." . . . A popularity poll recently held by the teenage column of one of Holland's leading newspapers, showed Columbia's Cliff Richard is heading the list with 50.4 per cent of all votes. Trini Lopez is a distant second with 18.6 per cent. SKIP VOOGD

## MADRID

La Voz de su Amo (HMV) launches a new series, "Musica de Siempre," 30 LP's. The new list follows the RCA Victrola series. HMV's new series price is only 175 pesetas (under \$3). . . . American labels should take greater care when its stars make Spanish renditions. Nat Cole was assisted by Lucho Gatica when he did "Cole Espanol" LP, but several new records have been issued with pronunciation mistakes and also confused or invented words. . . . Radio Madrid and its 42 radio station network use Billboard's RSI and on Pepe Palau, Martin Blanco and Discomania disk jockey shows. The American Bandstand idea is also being emseed by Guillermo Caram on Sunday afternoon over the same radio network. . . . "Kiss Me Kate" will open soon with Marujita Diaz as star of the Spanish version directed by Tamayo. RAUL MATAS

## TOKYO

Four Lads appeared at New Latin Quarter December 2-11. . . . Anita O'Day gave two concerts at Sankei Hall December 27 and 28 accompanied by Sam Taylor Quartet which happened to be in Japan. . . . Jimmy Rogers gave performances at Kosei Nenkin Hall December 9 and 10 assisted by Fairmont Singers. . . . It is reported that Hank Snow is coming at the invitation of Nippon Victor Concert Management Office February 15 to sing in key cities until March 1. Benny Goodman Orchestra will visit Japan for the second time under the sponsorship of Kyodo

Kikaku Enterprises February 20. . . . Victor Records is preparing to issue another album by the orchestra on the heels of "Benny Goodman in Moscow," which sold tremendously well. . . . Glenn Miller band is also expected here January 22 and will play 21 cities until February 26. J. FUKUNISHI

## HONG KONG

Ella Fitzgerald, accompanied by the Roy Eldridge Quintet, will give two concerts at the City Hall on January 24 and 25. Also traveling with Miss Fitzgerald is Norman Granz. Miss Fitzgerald's performances are being sponsored by the Diamond Music Company and Pan Pacific Promotions. . . . Mrs. Vaslav Nijinsky, widow of the famous Russian ballet dancer, revealed in Hong Kong this week that she is planning to help in the production of a film based on her husband's life. The film would be a Russian-British co-production based on a book she had written. CARL MYATT

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By ELIOT TIEGEL

HOLLYWOOD — Longhair outlet KFAC has broken precedent here on two accounts: its Pulse rating places it among the top 10 AM stations in the Los Angeles metropolitan area, and 80 per cent of its sales are in sold program sponsorship as against 20 per cent in spot sales.

Since last January the station has belonged to Cleveland Broadcasting (WERE, Cleveland; WLEC, Sandusky, both Ohio) which bought the 32-year-old outlet for an amount in excess of \$2 million. The stations are owned by Ray T. Miller Jr., and managed by Dick Klaus.

The fact that this classical operation places about seventh or eighth in a 26-station market and that 45 advertisers represent 306 years of continuous advertising, makes it a unique operation, challenged only by New York's classical AM outlet, WQXR.

"We're proud of the fact that we're still selling radio programs," remarked Ed Stevens, Cleveland Broadcasting's West Coast programming and promotion vice-president. "Most of the ad business in radio today is spot commercials, but we've got sponsors who buy our programs and stay with them a long time."

For the past 24 years the "Evening Concert" has been sponsored by the Southern California and Southern Counties Gas Companies. Prudential Insurance has been on the station 11 years and the Manning Piano Company 12 years, each with its own program.

### Unique Programming

The station's success lies primarily with its programming, which is broad, familiar and proved classical repertoire. "Ours is a highly beamed, specialized audience and the fact that we're rated as one of the

market's top mass audience stations is quite paradoxical," Stevens said.

Station calls itself "The Music Station for Los Angeles" and duplicates its programming on FM. There are current plans to go into FM multiplexing within the next few months. KFAC currently offers 12 hours a week of AM-FM stereo broadcasting, seven days a week around the clock.

For a classical operation, KFAC is quite mobile, airing concerts by the Hollywood Bowl Symphony, the Los Angeles Philharmonic from the Shrine Auditorium, the Los Angeles Symphonies' high school concert series plus the Sunday afternoon Los Angeles Art Museum concert series.

One of the major endeavors of the station is the ensnarement of new listeners who would not normally listen to a classical outlet. Two special programs are currently being beamed at the two most listenable hours each day—8:45 to 9:25 a.m. and 4:05 to 5 p.m.—with repertoire offering strong melodic lines and a familiar ring. The morning show is "Concert Encores" and the afternoon feature is "World of Music."

Station Manager Cal Smith and Program Director Howard Rhines, supervise KFAC's seven announcers and three music li-

brarians. Since music is the station's selling card, it plays its news down somewhat, but does have veteran announcer Dick Joy as its news director. The effect is intentional, reveals executive Stevens. "Our policy is that the wire services have great writers and staffs so we rely on them and don't rewrite anything. However, we edit the news content at all times. Beeper interviews are not aired because we feel classical music sets a mood and we don't want to break it. We feel we've aired the best voice to handle our news reports."

### Large Library

KFAC boasts that its library, headed by Grace Sperry, has one of the largest classical collections of any radio station in the nation—an important programming plus. To avoid repetition of material—one of the problems on a classical station—selections are played two months apart on individual programs and 10 days on all other programs.

Each announcer is required to read four languages, French, German, Italian and Spanish. "Because of their backgrounds, our people become experts in various fields of classical music," explained p.d. Rhines, whose major interest is vocal music.

A key to KFAC's success, besides being the only AM classical station, is its listener's loyalty. Each month 55,000 copies of the Gas Company's monthly program guide for its evening concert show are picked up in person by interested listeners.

The classical station is flanked on the dial by all forms of radio: Spanish, rock and roll and background music stations. "We're not a background station," emphasizes Stevens. He says the music itself is often so dynamic that it stands out far in the foreground.

## HOLIDAY GEET

NEW YORK — Seems that some of Billboard's staff were so filled with Christmas cheer and greeting well wishers that they turned Geeter With the Heater (Jerry Blavat) into a Greeter With the Heater.

## PROGRAMMING NEWSLETTER

# Industry Faces '64 With New Hope

By BILL GAVIN  
Contributing Editor

Around this time each year we are prone to survey the past 12 months to see what has happened and why. We also peer into the future, trying to discern what may be done. It is always possible that the wave of the future may be discerned in a few ripples of the past. Or, to put it another way, the eggs laid in one year may turn out to be the nice fat turkey of the next.

The year 1963 saw the rise and fall of surfin' and the mon-key; it saw the emergence of the hootenanny and witnessed Chubby Checker singing folk songs; a country music station in Seattle topped the top 40 station in audience rating; a man, singing in French, had a big hit record.

The power of the network for public service at a time of national crisis was shown by the television and radio reporting of the events surrounding our President's death. Independent radio also showed good taste in programming at this time. For three and a half days the national blackout of broadcast advertising was about total, and music was of a serious nature.

A new top 40 operation (WITH) was added in Baltimore; in Atlanta the number of top 40's was reduced from three to two when WAKE switched to good music; the New York rating picture was jolted by the emergence of WMCA into the top spot; Detroit loomed as the nation's swingiest city with the switch of WKMH-Dearborn to formula radio under the new banner of WKNR, competing with three other established

top pop outlets. The FCC cracked down on licensees in St. Louis and Los Angeles.

This year exceeded the usual amount of personnel turnover in North American radio. The demand for top drawer program people continues to increase with management's growing awareness of their importance.

AFTRA called strikes against KFAC-Los Angeles and WIBG-Philadelphia, which promoted much bitterness but accomplished little of a constructive nature. Negro leaders are exerting pressure on certain stations to employ Negro personnel, both as DJ's and in other capacities.

During the past year, four record companies have recognized the need for a closer rapport between a.&r. work and radio's programming needs by appointing top promotion men to a.&r. executive positions. Ben Rosner (RCA-Vic), Joe Smith (Warner Bros.), Randy Wood (Vee Jay) and Don Blocker (Liberty) bring their practical experience with radio programming to bear on their companies' product.

Much of modern radio is controlled by record sales, or at least, by sales reports. During the past year there has been a serious recession in singles sales. The slump has been felt more keenly in some cities than in others, but it has affected all areas. Many of us are wondering what will happen in 1964. Will singles sales continue to taper off? Will sales reports then become a less accurate guide to what music is indeed most popular? Or will the exciting days of yesteryear return again, with bigger audiences and fatter profits?

We await the verdict of the new year with some reservations, but not without hope.

Radio is another year older. Events in the coming year may determine if radio is also a year wiser.



## Radio-TV

### PROGRAMMING

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

## VOX JOX

By GIL FAGGEN



WJPS Soundmen (l to r) Dave Wood, production manager; Jack Comer, Jim Embry, and program director, Byron Zint, meet with Dick Clark (center) backstage following performance before SRO crowds by the Dick Clark Caravan in Evansville, Ind. More than 8,000 attended the two shows.

Bill Toy, promotion director, WJPS, passes this promotional idea on to other stations that bring in shows: have all your station's survey sheets for the week following the show autographed by all members of the tour. Toy used paper masters pre-printed with all of the logo work used each week. The visiting stars autographed 'em and Toy then had the WJPS weekly survey typed over the autographs and run off.

Don Bruce, national program

director of Mars Broadcasting, Inc. (Stamford, Conn.) has produced and narrated a Cameo LP release entitled "You Be a Disk Jockey." Package contains complete instruction - script booklet. Don handles the demonstration and would-be disk jockeys have Chubby Checker, the Tymes, Dee Dee Sharp, and others to help them do their show. LP could make a fine contest prize for listeners.

## SEGUE

Jack Pyle, veteran Philadelphia air personality departs WRCV (NBC). Station manager, Dick Paisley, exited last week. Ed Locke, formerly of WNEW (New York) will assume Pyle's air duties. . . . Chuck Harder joins WFLA's (Tampa) all night show from WYNR (Chicago) replacing Tom Campbell who moves to WDCY (Minneapolis). . . . Reno Bailey was upped to production supervisor at WBT-FM (Charlotte, N. C.). . . . Dave Price brings his "Canada Calling" broadcasting to WIOD (Miami) each morning across-the-board, December 30 through April 25. . . . Bob Hardwick joins KMPC (Los Angeles) as daytime deejay. He formerly toiled for KVI (Seattle). . . . David T. Wilkinson, staff producer at WTIC AM-FM (Hartford, Conn.) upped to assistant program manager.

VIP APPOINTMENTS: Walter Neiman, former program director of WQXR (New York) promoted to manager of station operations, a newly created post. . . . Lloyd Elliott and Johnny Goodman named station manager and program director respectively of KGBT (Haelingen, Tex.). . . . Joseph P. Hanley, special events manager for Macy's named public information director for WCBS-Radio (New York). . . . Don Gauthier, new program director at CHIC (Brampton, Ont.). . . . Bruce Phillips appointed program director of WVPO (Stroudsburg, Pa.).

## McGANNON IN DRIVE POST FOR THIRD YEAR

NEW YORK — Donald H. McGannon, president of Group W (Westinghouse Broadcasting Company), for the third successive year, will serve as chairman of the 1964 broadcasting drive for funds on behalf of Radio Free Europe. The major fund drive and public service effort will be concentrated during February.

## COLO. STATION WELCOMES FREE RECORDS

BOULDER, Colo.—In a story carried in Billboard reporting on the NAB regional meeting in Denver, Russell Shaffer, president of KBOL, was quoted as saying that "no records were being accepted on free distribution; every disk used on his station is purchased."

Shaffer told Billboard this week that he actually disagreed with other panelists from KSL and KOA on the music matters panel and stated that KBOL "endeavors to secure all records on a free basis—if possible."



FOCUS ON THE DEEJAY

# Upbeat the Word for Chi's Sheridan

By NICK BIRO

CHICAGO—One of the best examples of the bright new sound emanating from WBBM, CBS-owned outlet here, is Pat

Sheridan, the station's swinging new morning deejay.

Sheridan has taken over the early morning show held for some 21 years by Paul Gibson. While Gibson functioned at a considerably slower pace, Sheridan's presentation is strictly upbeat.

Station management already credits him with substantially increasing its 17 to 35-year-old audience. And in terms of time-on-air, Sheridan's 23 hours are second only to Mel Ballairs' 25.

Most noticeable shift in Sheridan's presentation is the music. What used to be strictly taboo—too fast or frantic—is today considered just right.

Although you'll still hear a Frank Sinatra or Peggy Lee, you'll also hear a Paul Anka, George Hamilton IV or Frankie Avalon. Whereas "big band" used to mean Percy Faith, Hugo Winterhalter or Melachrino, it now means Si Zentner, Les Brown or the "New Sound of Glenn Gray."

Albums used to comprise 100 per cent of the station's material. Today, LP's are still in the majority, but only by about a 60-40 edge. In fact, Sheridan says he'll often run as high as 80 per cent singles in a given week.

Sheridan himself points out, the difference is subtle, but it's



**SHERIDAN CONTINUALLY shuffles through albums and singles as his show progresses, selecting material to play as he goes along. He starts his show at 5:30 a.m., but will often arrive as much as an hour early to select material to play.**

there. "Many times, the shift in policy is not playing a new artist, but playing new material by the artist."

Folk music is getting a greater play as are a lot of newer names such as Jack Jones and Nancy Ames.

It's all part of a "new look," and Sheridan, who opens the station's day with his morning show, seems ideally suited for the role.

WBBM's programming system is interesting. Music is initially screened by Lenny Kaye, transcription director, but from here on, the deejays are on their own.

Kaye puts all acceptable material in a "play box," a large vehicle that accompanies each jockey into the studio. The box will hold from 75 to 100 LP's and as many singles.

The records are broken into four groups: boys, girls, groups and instrumentals. In addition to the current material in the box, the jockeys also have the option of going into the library and selecting "timely" material.

As an example, if it's snowing, Sheridan might pick a Jo Stafford or Bob Gibson ski album; if there's a parade in town, he'll select march music.

The entire idea of the box

## BRITISH IS NO FOR'N TONGUE

WASHINGTON—Each year WWDC gives the Ambassadors of 20 embassies the opportunity to broadcast Christmas greetings over the air to residents of Metropolitan Washington. The Ambassadors broadcast first in English and then in their native tongue. The Right Honorable Sir David Ormsby Gore, K.C.M.G., the Ambassadors Extraordinary and Plenipotentiary, Office of the Embassy of Great Britain received the WWDC form letter which asked in part: "We would like you to read it first in your native tongue and then repeat it in English." Gore, no smashing bore, recorded the score, and did not abhor, roar!

and the selection from the library is to have an efficient way to present music to people without limiting the jockey to a "list" of 40 or 50 tunes.

As Kaye says, "we want a broad base of music. We're not a Top 40 station—don't want to be. On the other hand, we want enough elasticity to keep the human factor present."

Sheridan in turn credits Kaye with "eliminating much of the red tape that used to surround record programming. Lennie has set it up so that each of us, in effect has our own record library."

Sheridan started with WBBM in 1962 as a staff announcer, specifically hired for his talents in handling record shows. His first big assignment was a three-hour (6-9) Saturday evening show called "Sheridan's Ride."

That fall—following a steady rise in ratings—Sheridan was given an additional four-and-a-half hour Sunday "Ride" from 5 to 9:30. As ratings continued to improve, Sheridan was switched to Saturday and Sunday mornings, and last September, became WBBM's regular morning man.

Sheridan was born in Milwaukee and began his radio career at WHA, the University of Wisconsin station. After two years with the Armed Forces Radio and Television Services in Tokyo, he returned to his home State and a post with WAUX, Waukesha. In 1957, Pat joined WCAR, Detroit, where he stayed for five years before coming to WBBM in 1962.

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By Robert Rolontz

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BY  
**MITCH MILLER**

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"DEAR, I THOUGHT THIS WAS A QUIET NEIGHBORHOOD." KPEN's Terry Smith is armed with two Shure Unidyne III microphones that are now hanging from the seventh floor of the building housing KPEN's San Francisco studios. The two microphones are fed into the FM station's stereo console, one on the left channel and one on the right channel. The live sounds of the city they pick up are features on the KPEN 6 a.m. to noon show called "Spectrum." Everytime Terry opens his microphones for news, commercials, time signals, etc., the outside sounds of cable cars, the chimes of Grace Cathedral, the clamor of taxis and traffic, etc., are brought into the program.



EQUIPMENT NEWSLETTER

# Waiting for Santy-1963 Version

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



**NOW IT CAN BE TOLD:** The merry gentleman from the North Pole has completed his rounds on schedule once more. But for a while it was touch-and-go. Plagued by overly long lines, obsolete inventory, and production problems, Santa's home entertainment department almost didn't make it for Christmas 1963.

**THE PLACE:** The North Pole.

**THE TIME:** Shortly before Christmas 1963.

**THE SCENE** is an untidy, old-fashioned office. Outside the window, snow is falling. At the desk sits a portly gentleman with white hair and beard, clad in a red-flannel suit. He looks harassed as he lifts up a red telephone.

**CLAUS:** Tell that guy from quality control to get up here on the double.

**QUALITY CONTROL GNOME** (entering): You wanted me, sir?

**CLAUS:** Yes. How's the life test coming on that transistorized stereo?

**Q. C. GNOME:** Not so good, chief, but we got a new batch of transistors coming from the Tokyo office on the next sleigh. Ought to do the trick.

**CLAUS:** Look here, son. You've been with the firm a long time, haven't you?

**Q. C. GNOME:** Yes'm.

**CLAUS:** You know our production schedules, don't you?

**Q. C. GNOME:** Yes'm.

**CLAUS:** You know this is a highly seasonal business.

**Q. C. GNOME:** Yes'm.

**CLAUS:** For Pete's sake, what are you—a gnome or a yes'm?

**Q. C. GNOME:** No'm.

**CLAUS:** Well, we just can't wait for those transistors. And I'm not going to disappoint those good little boys and girls with schlock merchandise. Besides, we can't take a chance, with our new extended warranty period. Call production and tell 'em we're going back to the old XM-100 with the vacuum tubes.

**Q. C. GNOME:** Uh, just one thing, chief. You remember we laid off the vacuum gnome last month. Who we gonna get to evacuate the tubes?

**CLAUS:** Good grief, do I have to do everything? Why don't you put the Hand Wiring Gnome on that job? He's not doing much these days but getting all tangled up. Besides, we're converting to printed circuit mistletoe this year. And when you leave, will you send Cabinet Design up here, please?

**CABINET DESIGN GNOME** (entering): You asked for me?

**CLAUS:** Yes. Would you mind telling me what you're up to? Look at these letters. They used to write, "Send me a sled," or "I want a doll." Now it's a "French Provincial stereo with distressed Grecian Green banana-wood finish" or "early contemporary classic Mediterranean-American traditional." Are you responsible for this?

**C. D. GNOME:** It's news to me. We're using the same old wormy cabinets we've always used. We just get fewer complaints about the worm-

holes. Sounds like the man you want is the Advertising and Public Relations Gnome.

**CLAUS:** You mean that guy with the crew-cut beard? I'll ring for him. (Presses button on his desk.)

**AD & P.R. GNOME** (entering): Did you dingle, Kringlé? Season's greetings and all that jazz, boss.

**CLAUS** (sternly): You responsible for all these letters asking for cabinets in "antique distressed betelnut" and "puckered quince veneers and solids?" What is the meaning of this?

**A.P.R. GNOME:** Come off it, Santa baby. That offbeat stuff is big now. People are style-conscious. The new leisure and all that. You can't just throw an orange or a six-transistor in the sock these days. Gotta give 'em style. There is a renaissance of culture going on, don't you know that?

**CLAUS:** Maybe so, but we can't afford such a long line. The electronics department was in the red last year, and I promised the directors I'd get it into the green by this Christmas season. Gotta cut costs somehow. Look. My job's on the line. And if I go, what are all the little kiddies going to do?

**A.P.R. GNOME:** I don't know about you, Sant, but I been offered a job as P.R. chief for that diamond mine over in Oz, and I got a good mind to take it. Free membership in the Munchkin Country Club, and just a short commute from Emerald City—and no snow (exists).

**CLAUS** (cynically): No snow . . . Well, he's going to have touch sledding. Ho, ho, ho. (Phone rings. Claus picks up receiver.) Ho, ho. Your friendly neighborhood Claus here. What? I know a VW van would be more efficient. Don't think I wouldn't like that—heater and all, but we gotta keep up the reindeer bit. Image and all that. What? Fog predicted again? Well, I guess we'll have to bench Blitzen and use that conceited one with the red headlight. Yeah, the one with his own P.R. agency. But for Pete's sake, don't use a penlight cell this time. Go down to the stockroom and sign out a couple of mercury batteries. I'll pay for 'em myself. Yeah, he blacked out over Bismarck, N. D., last year. Okay. Fine. Bye . . . and Merry—he hung up. . . . (knock on door) Come in. Ho, ho.

**LOADING GNOME:** We got the fork lift loading the sleigh now, sir, and a little problem came up. Does it make any difference which television set goes where?

**CLAUS** (disturbed): Jumpin' holly berries! I forgot all about that. Hold everything till we get this straightened out. I can't just go dropping any TV down any old chimney. Some of those places are UHF and some are VHF. Get me my road map. No. I've got a better idea. Put all the VHF sets in the back of the sleigh, and the UHF sets up front. Then take that electronic reindeer—you know, the one that blew the penlight cell last year. I never can think of his name—Reuben something-or-other.

**LOADING GNOME:** Rudolph.

**CLAUS:** That's the one—the stuck-up one. Get the chief engineer to rig up Reuben or whatever-his-name-is with a TV tuner. Put a green light on him for UHF areas and a red one for VHF. Then I'll know which TV goes where.

**LOADING GNOME:** Nick, you're a genius!

**CLAUS** (laying a finger aside of his nose): Ho, ho, ho. I'll have this place working efficiently yet. And I think—but I'm not sure—that I heard him exclaim as he drove out of sight: "Happy New Year to all. . . ."

## Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER



**TWO OF 10 NEW HOME ENTERTAINMENT** units introduced by Masterwork Audio Products, marketed by Columbia Records Sales Corporation. In top photo is the deluxe, attache case portable, Model 1715, a stereo automatic player at \$139.95. Shown below is the firm's all-new, transistorized packaged component Model M-4550. With solid-state amplifier and AM/FM/FM stereo tuner and Garrard changer, the complete set lists at \$325.

## Masterwork For 1964

**NEW YORK**—Transistorized amplifiers, two newly developed packaged component systems and a pair of new AM-FM radios are the keynotes of the new Masterwork Audio line, introduced at the recent midseason Columbia Records sales convention here. The Masterwork line, first marketed in June of 1963, has been augmented by 10 new models.

Burgess Battery Company, felt that over-all sales of blank tape in 1964 would be about 15 per cent greater than in 1963.

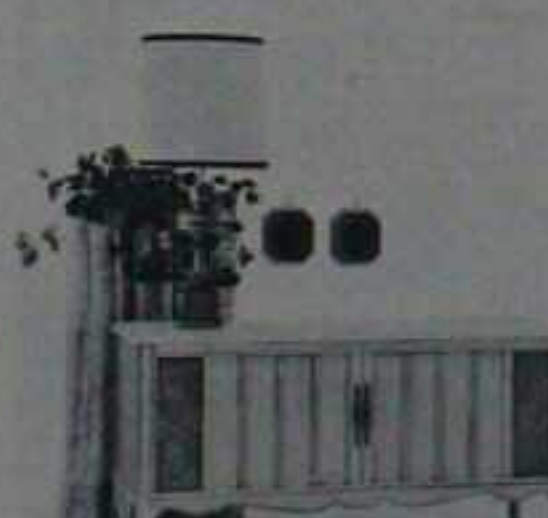
Cliff Whenmouth, general manager of Magnetic Tape Duplicators, Hollywood, said, "Recent developments in slow speed recording, improved tapes, new duplication methods and tape cartridges, mark the beginning of a new era in the recorded sound market." He added that his firm's sales jumped 20 per cent in 1963 over 1962.

The packaged component systems are actually the same basic units, one with and one without AM-FM FM-stereo. Model 4500 is the three-piece unit with an all-transistor amplifier, four speakers, Garrard changer and magnetic cartridge designed to list at \$225. Its counterpart, Model 4550, including an all-transistor tuner, lists at \$325.

Four of the six new portables are equipped with all-transistor amplifiers. The solid-state units include Model M-1707, an automatic monaural set with "drop-a-matic" changer at \$49.95; Model M-1708, a stereo unit also with "drop-a-matic" changer at \$79.95; Model M-1714, a stereo automatic at \$99.95, and Model M-1715, another automatic stereo portable with its 24-pound carrying weight packed in attache cases styling, at \$139.95.

Also featured among the new units are Model M-1705, a drop-down-styled manual monaural machine at \$24.95, and M-1706, an automatic monaural machine at \$39.95. The new radio units include Model M-3909, an AM-FM set at \$39.95, and Model M-2815, a transistorized AM-FM portable with separate AM and FM dials, telescopic antenna, earphone jack and AC adapter jack, at \$49.95.

## Sylvania Line Highlights French Unit



**SYLVANIA'S** new French provincial stereo phono console (Model SC543).

comes in antique white or cherry and contains all features presently offered in the firm's Bolero series. Suggested list is \$349.95 for the cherry model, and \$369.95 for the antique white unit.

**NEW YORK**—A new home entertainment center and a stereo phono in French Provincial styling, highlight midseason additions to Sylvania's home entertainment product line. In addition, the firm introduced eight TV models. All-channel UHF equipment is optional in all models, according to Robert J. Theis, president of Sylvania's Home and Commercial Electronics Corporation.

The home entertainment center includes a 23-inch TV, AM/FM FM-stereo radio and phonograph. Suggested list of the Early American model is \$449.95. The stereo console

## Tape Sales to Roll Up in '64

**CHICAGO**—What's the picture next year for tape and tape recorders? Good, says the Magnetic Recording Industry Association, quoting various execs within the tape field as the source of its optimism.

"We contemplate a big growth in 1964," said Bruce Lundvall, pre-recorded tape merchandising manager for Columbia Records. "Tape sales in 1963 showed a definite increase over 1962."

"The year 1964 will see sales continue to expand," according to Ed Welker, RCA Victor tape products marketing manager. C. H. Dinahue, tape sales head for



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# Mfrs.' Comment, New York

• Continued from page 3

artists, like Bill Anderson, have developed imposing pop impact.

## ABC's Newton Sees '64 As Strong as Its Product

Larry Newton, ABC-Paramount sales topper, stated that product is the key to a successful year. Newton looks forward to a strong 1964. He said: "I don't buy the theory that this is a seasonal business. I don't buy the excuses that the weather is too hot, or too cold. You must have product which the consumer wants, and if you have that, you will have sales 12 months of the year. You cannot give away a bad record, but you can always move a good one."

## Kapp: No Substitute for Imagination & Creation

Dave Kapp, Kapp Records chief, stated that 1964 will be a good year for manufacturers who show some imagination and creativity . . . "and it may prove a disastrous year for the 'me too' boys." Kapp explained that the competitive situation will be rougher than it was in 1963 and that the record purchases on the consumer level will not be sufficient to support releases which are imitations of previous releases. "But," he noted, "the consumer will pay for good and original product." He added that the health of the industry on the manufacturer, distributor and dealer levels will depend to a large extent on quality of product. "And the quality will be entirely up to the manufacturers," he concluded.

## Epic's Levy Calls for Return of Merchandising

Len Levy, general manager of Epic Records, spelled out his views recently in announcing his "Era of Profit" program. Levy called for a return to the art of merchandising. He also stated in part: Epic is dedicated to the proposition that in order to assure the future profitable growth of the independent manufacturer, the unhealthy business practices in our industry must be eliminated. With this goal in mind the network of Epic distributors is being introduced to a concept of year-round sales, merchandising and advertising programs. It is our intention to eliminate the hazards of anticipation-buying by distributors and retailers, and, most importantly, we intend to generate more profit for all concerned." Epic in 1963 achieved the greatest sales in its 10-year history.

## Light's Command Stresses 'Show Business' Aspects

Enoch Light, managing director of Command Records, stated in part: "This should be a time for contemplation. All of us should take a long, hard look at our industry and carefully evaluate our obligations to our companies, our artists, our dealers and most important of all, the consumer. I believe we should approach the record business as 'show business'; that we should only produce records which we feel contribute something in content or in performance, or a new advance for the recording industry.

The industry is producing too much product in the desperate hope that one of these recordings will turn out to be a hit. If each company would make less product and concentrate more promotion and more knowledgeable information in selling each album to the dealer, I am sure that the industry would benefit greatly."

## London Will Divulge Outlook at Meet

London Records is expected to announce its views of the potential of 1964 at its upcoming international distributor meeting in London, England (see separate story). A progressive and optimistic outlook is expected.

## UA's Talmadge Sees '64 As a Tremendous Year

Art Talmadge, head of United Artists, said he expects 1964 to be a "tremendous year." He added that there will be adjustments, and that distributors will modify their thinking with regard to rack jobbers, credit, returns and allied problems. Talmadge noted that the profit margin "is murder." He added, "We must all face this . . . pressing and other costs are up . . . yet the business picture is healthy. We must return to the art of merchandising." He also stated that at UA he had consolidated personnel and was getting the most possible mileage out of the catalog via re-packaging. This buttresses the concept of catalog and saves money by cutting down initial recording costs. "I look forward to a great year—1964 is a challenge—the industry will expand."

## 20th's Weiser Sees '64 As Company's Biggest Yet

Norman Weiser, 20th Century-Fox Records' chief, feels 1964 will be the company's biggest year. "We will control our product. We will stress quality, not quantity, and build our catalog on a firm basis."

Weiser pointed to the development of the international market as an important factor in 1964, and stressed the importance of price stabilization as against a program of free-wheeling discounts. "We are certain we can operate at a profit despite increased costs," he concluded.

## Ertegun Forecasts Huge Year for Disk Industry

Ahmet Ertegun, president of Atlantic, stated that 1964 promises to be the industry's biggest year in history. He said: "There has been a remarkable increase in pop LP sales due, to a great extent, to the fact that youngsters are buying more albums. There's every indication that this trend will continue in the coming year and that album sales will grow at an enormous rate in 1964. Atlantic plans to expand its operations in the new year within the pop, jazz, and folk fields. In the industry's singles area there has been a general decrease in sales volume. However, a big single still comes pretty close in sales to what can be expected of a top record. This proves that well-made records continue to sell. As a result, you can expect the quality of singles to improve as competition among various companies grows. Those firms who depend upon singles alone will find their problems more severe. Between singles and a

# COUNTRY D. J. OF THE WEEK



Dick Glosser, of WGAC Radio, Augusta, Ga., will be WSM's "Mister D.J., U.S.A." January 3. Dick started his radio career with AFRS, Fuson, Korea, returning to the States to become program director with Station WFHD, Veterans Administration, Augusta. He worked with WGUS, Augusta, before joining WGAC. Dick has programmed and promoted country music throughout the Augusta area the past 12 years.

NEW YORK — Columbia Records' Robert Goulet has recorded the title tune of the MGM movie "Honeymoon Hotel," also starring Nancy Kwan and Robert Morse.

The song is one of the four written for the film by Sammy Cahn and James Van Heusen. The orchestra was conducted by Walter Scharf, who composed the score.

growing album market, 1964 promises to be the industry's biggest year in history."

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(Advertisement)



# Industry With Both Feet On The Ground for '64 Moves

By AARON STERNFIELD  
NEW YORK — The nation's music machine and game operators will probably have a

pretty good year in 1964. During the last 12 months, the coin machine fraternity has taken its lumps, what with the passage of the Eastland Bill and the heightened threat of the Celler Bill.

But most traders — operators, distributors and manufacturers — feel the worst is over and that the industry is on a solid footing.

Passage of the Eastland Bill, prohibiting the interstate shipment of games classified as gambling devices, was a harsh blow to many operators. But it was not an unexpected blow. As most States and municipalities had already banned the devices, the federal legislation only speeded up the inevitable.

### Adjustments Made

And most operators, despite a temporary loss in collections, were able to shift their equipment and retain their locations. Manufacturers, too, were able to make adjustments, switching to novelty games for domestic consumption and still continuing with in-line type games for overseas use.

There is no question that the Eastland Bill would not have won in a coin machine popularity poll. But the trade did learn to live with it in a remarkably short time.

If the Eastland Bill is now a dead issue, the Celler Bill is

still very much alive. For years, the performance rights society lobby has been trying to lift the exemption granted to automatic phonographs.

### Celler Bill Progress

In the current Congress, the lobby made its greatest headway. The measure, which would allow ASCAP and BMI to collect performance royalties from juke box play, has been reported favorably out of the House Judiciary Committee and now is in the House Rules Committee. Never before has the measure come this close to passage.

Whether or not the Celler Bill passes, the threat of its passage has worked wonders for industry unity.

During 1963, moribund State and local associations became active, and, where none existed, they were formed. The rallying cry was the ASCAP legislation. The Music Operators of America assumed the leadership in the anti-Celler Bill fight, with local associations coming forth with financial assistance.

MOA plans to fight the Celler Bill every step of the way — first attempting to keep it from being reported out of the Rules Committee; if that fails battling it on the floor of the House, and if that is unsuccessful, repeating the process in the Senate.

With the number of locations

## Coin Machine OPERATING

- MUSIC MACHINE PROGRAMMING
- HOUSE PLAY DISKS
- RECENT STEREO RELEASES
- DISK VENDING

diminishing due to urban renewal and moves to the suburbs, the juke box operator is faced with the necessity of increasing collections on existing locations to compensate for the decrease in the number of machines.

One of the answers is adult programming, based on albums, and the other is stereo. During 1963, the nation's juke box operators were given ample opportunity to program for their adult audience — and they took advantage of that opportunity.

Two basic types of adult programming are growing in popularity. The first is the stereo single, with two sides taken from a top-selling LP.

The second is the Little LP, with three bands on each side and play at 25 cents a side.

Both types use the 33 speed, and both types depend primarily on standard programming. Currently, the stereo singles are programming on all makes of late model juke boxes, while the latest Seeburg, Rowe AMI and Rock-Ola machines are capable of playing the Little LP without conversion.

There is no question that adult programming — combined with point-of-purchase merchandising with album reproductions — has stimulated play. And there is no question that this type programming will be accelerated in 1964.

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SILVER SPOTLIGHT SERIES  
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**JUKE BOX PROGRAMMING**  
UNITED ARTISTS RECORDS

## Harper Says Rowe AC To Hit Sales High in '64

CHICAGO — Jack Harper, Rowe AC Services president, predicts his firm will hit an all-time high in sales for 1964. Harper said he bases his prediction on the excellent acceptance for the new Tropicana line intro-

duced by Rowe AC last fall. Among achievements for his firm, Harper mentioned the citation received by Rowe's Celebrity vending machines by the editor of Industrial Design magazine in the publication's ninth annual design review, the only vending machine to win such recognition.

The Rowe AC executive noted the firm's sales and marketing team was strengthened and expanded during 1963 and that his firm was already preparing new 1964 merchandising plans on all products.



JACK HARPER

## Weinand Sees Revolutionary Game Introduction in 1964

CHICAGO — Art Weinand, J. H. Keeney president, sees a revolutionary new game being introduced in 1964. Weinand bases his prediction on the increased competition between the various game manufacturers during the past year.

Weinand notes that each of the game manufacturers has diversified, they're leaning toward full-line production. "The competition is healthy, it's good for the industry," he stated.

"Operators can now shop; they don't have to take the output of one or two manufacturers. In the past, each manufacturer specialized in one or two types of equipment. Now the trend is for each to produce all types of equipment," Weinand said.

### 1964 Forecast

Looking into 1964, Weinand feels that many areas with adverse game legislation can be opened up "if there is a concerted industry effort."

He feels, however, that the effort should be a "step-by-step



ART WEINAND

endeavor," not a grand-scale-type approach as has been tried in the past.

He feels that much of the legislation is based on archaic principles. In Chicago, as an example, he notes that pinballs are outlawed because of an age-old

## New Keeney Pin Features Magic Color Spot Device

CHICAGO — Colorama, Keeney's new two-player pinball game, features a new patented "Magic Color Spot," that Keeney President Art Weinand says has received some of the most outstanding test results in the firm's history.

When the color spot is lit, a ball going through the matching top rollover lane scores 100 points. A flipper shot that hits the lighted target matching the color spot also scores 100 points. One target is always lit on the playfield.

When the letters COLORAMA are completely lit, the player scores specials. Lighted letters are carried over from game to game. A winking light alerts the player to the next letter to be lighted.

Colorama also offers a match feature which is now standard in all Keeney flipper games. Other innovations include a brush nickel door, and satin finish metal trim and legs. Colorama also incorporates the usual



COLORAMA

Keeney standard features such as automatic ball lift, adjustable score, three to five ball play, positive playfield latch, Hard-Kote playfield finish, and optional single or twin slug rejector.

bagatelle ordinance that was designed to prohibit gambling on one-ball games.

"An educational campaign could show the city legislators that five-ball novelty pinballs are no more harmful than guns or bowlers or baseball games, all of which are allowed in the city," Weinand notes.

The Keeney president points out that the various local governments need money and that the legalizing of games could produce much needed revenue in the form of licensing fees.

Weinand cautions, however, that the legalizing of games should be accompanied by an intelligent set of guidelines and standards for the operators to observe. "They shouldn't get greedy," he cautions.

A victory in a major city such as Chicago could serve as a precedent for the nation. The industry could say, "Look, we legalized the equipment in Chicago — the city got so much in extra revenue and there were no problems, the same can work in your city," Weinand said.

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## EUROPEAN NEWS BRIEFS

### Uniform Legislation

ROME—Italian operators are seeking the drafting of a new coin machine law to regulate the industry on a national basis and establish uniform rates of taxation and licensing and operating rules.

Through their association, the S.A.P.A.R., the operators complained that legislation affecting the trade has been enacted piecemeal over the years on both a local and national basis.

The result is overlapping and contradictory legislation which stifles the trade more than regulating it. The Italian trade is commending to the government as a model the master legislation now before the finance committee in the Belgian parliament.

This bill would place regulation on a firm national footing and eliminate overlapping fiscal jurisdiction.

### German Test

HAMBURG—West Germany may be the next field for experimentation with the juke box advertising now being tested in Britain.

German phonograph operators are following closely the testing of Injectomatic, a magnetic tape playback machine, by the J. B. Marketing, Ltd.

Talks are under way between representatives of J. B. Marketing and German operators with a view to establishing a subsidiary of the London firm in West Germany to introduce paid phonograph advertising in this country.

In Britain, J. B. Marketing offers the operator 20 per cent of the advertising revenue plus another 5 per cent if the servicing of the device is taken over by him. The same arrangement would prevail in West Germany. Injectomatic automatically feeds seven-second commercials into the nine-second gap between juke box plays.

### Danish Legislation

COPENHAGEN—The Danish trade is using the trading bloc controversy to press the government for uniform customs duty and taxes on coin-operated equipment.

The Danish trade organization, Dansk Automat Brance (DAB), is asking the government to draft comprehensive new legislation bringing Danish customs duty on coin equipment into line with those of other major European countries.

The trade group wants a bill

that will stimulate importation of coin machine equipment, and hence, stimulate the Danish trade. Denmark produces relatively little of its own coin-operated equipment, and is dependent on imports. Therefore, the trade wants customs duty kept at minimum levels.

### U. S. Bowlers Score

PARIS—U. S. bowling games have bowled over all other competition on the French market. French trade experts report that U. S. bowlers hold a virtual monopoly in France, which ordinarily provides high protective tariffs to foster domestic industry.

Two of the biggest bowling success stories have been scored by Bally and United. Francois Craeynest, who is chief of the Sodomal firm handling United equipment, reports that he has relinquished all other types of equipment to concentrate entirely on bowlers.

The firm C.F.A., headed by Paul Juan, imports and distributes Bally equipment. Juan agrees that bowlers have scored a strike in the French coin games field.

### Study Co-Ops

COLOGNE—German operators are studying a number of proposals for the organization of operating co-operatives, which would enable individual small operators to enjoy the advantages of size.

One proposal under study has been advanced by Franz Derigs, a leading German importer-exporter and distributor. Derigs believes it would be advantageous for four or five small firms to form a co-operative type organization much in the manner that small independent grocers band together in co-op buying organizations.

Such co-ops, Derigs believes, may be the salvation of the small operator short of capital and forced to buck competition from big operating organizations.

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Vendors, \$18.00 • 30 Advance	Bally Bull's-Eye... 195
56 Napkin, \$18.00 •	C.C. Ray Gun... 275
25 Ball Pen, \$15.00 •	C.C. Long Range Gun... 135
18 DuGrenier 16 4 Sel.	Carnival... 135
Tab. Gum, \$8.50.	Desert Hunter, new... 275
	Dale Gun... 45
	Ex. Space Gun... 95
	Crusader... 225
	Genco Nite Fiter... 110
	Genco Sky Gunner... 110
	Genco Sky Rocket Rifle... 225
	Genco Circus Gun Rifle... \$225
	Gun Patrol... 110
	Gun Smoke, Bally... 195
	Hercules... 225
	Jet Gun... 110
	Keeney Sportsman... 150
	Keeney Air Raider... 150
	Mid. Del. Shooting Gallery... 225
	Mid. Shooting Gallery... 195
	Mid. Rifle Range... 425
	Mid. Bazooka... 195
	Mifo. Sky Fiter... 110
	Pistol Pete... 75
	Pop Gun Circus... 225
	Polar Hunt... 165
	Silver Bullet... 125
	Six Shooter... 110
	Space Glider... 295
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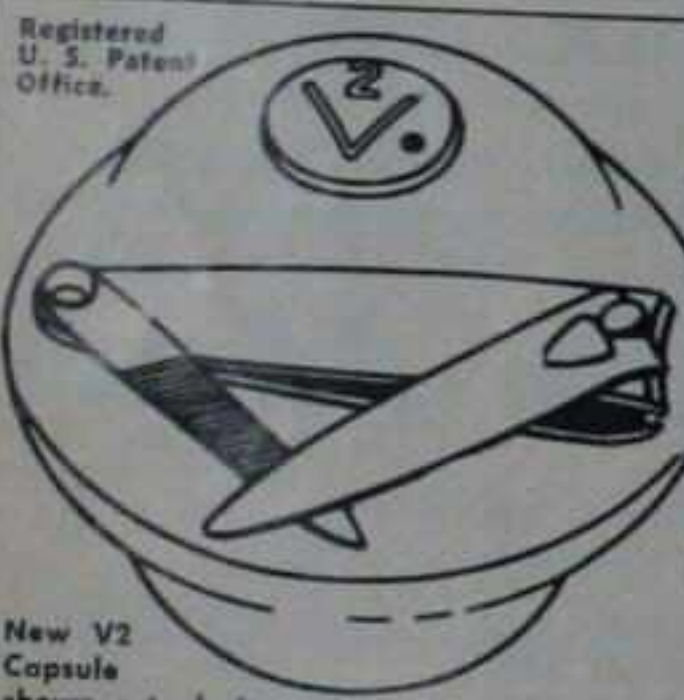


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Wisconsin Ops Elect Terris

MILWAUKEE—George Terris, vice-president of Stacy Brothers here, was elected president of the Wisconsin Automatic Merchandising Corporation, who stepped down following his election as president of the National Automatic Merchandising Association.

Mike Rizzo, Kwik-Kafe, Kenosha, was named vice-president; Hal Blotner, Dane County Automatic Sales, Madison, treasurer. Bert Veldhuizen, Veldhuizen Vending Machine Service, Watertown, was retained as recording secretary.

All will serve interim terms until the WAMC annual meeting next spring. WAMC is one of 10 State vending associations affiliated with NAMA.

Canteen Reports Record Income of \$258 Million

CHICAGO—Automatic Canteen Company of America reported record domestic sales and operating income for fiscal 1963, with volume 10 per cent higher than in fiscal 1962.

Total sales and operating income, including certain foreign interests which are being included on a fully consolidated basis for the first time, reached \$258,204,421, compared to a "restated" consolidated figure last year of \$238,203,333.

Net earnings after taxes climbed to \$4,255,264, or 63 cents a share, including 10 cents per share of non-recurring income from the sale of the company's plastics division, compared to after tax fiscal 1962 earnings of \$643,769, or 9 cents per share.

Patrick L. O'Malley, president, said every division of the company produced increased sales and profits during the year and "our projections for 1964 clearly indicate a continuation of this trend."

For competitive purposes, the consolidated figures for 1963 reflect the acquisition of New York Automatic Canteen Corporation (which had previously been accounted for as a pooling of interests) and the accounts of previously unconsolidated foreign subsidiaries. They do not include the wholly owned subsidiaries, Commercial Discount Corporation and Hubshman Factors Corporation.

Price Acquires Expansion Land

ROSLYN, N. Y. — The Paul A. Price Company has acquired 2,000 square feet adjacent to its plant here. The area will be used for plant expansion.

The firm this week released its latest charm, a chattering skull with cigaret. The item, which may be bought either capsuled or in bulk, has movable jaws.

Also released by the firm this week is the Lucky Mix, capsuled and designed for 10-cent vending.

Items in the mix include rabbit feet, horseshoes and various voodoo symbols.

Spokane Judge Gets Tough With Pinball Owners

SPOKANE — Police Court Judge Gordon S. Lower recently assessed fines of \$200 against five pinball machine owners found guilty of possessing gambling devices.

"It is ridiculous for the State or city to license these machines for amusement only. They are just sticking their heads in the sand," said Judge Lower, noting the machines bear \$250 federal gambling stamps.

The judge said he would impose jail sentences on similar charges in the future.

He fined Bessie A. Mooney \$200, with \$100 suspended, after finding her guilty on a charge of possessing a gambling device.

Also fined were Kenneth W. Lundemo, Earl E. Fleiger, Doyle C. Neill and Bernie S. Cooper. The judge suspended all but \$105 of Lundemo's fine.

"If this is a bad law, then let it be changed," he said. "But I will enforce it."

George A. Kain, prosecuting attorney, said law enforcement agencies cannot be governed by public attitudes, it was reported.

"Some laws are unpopular with certain segments of the community who seem to feel that violation of these laws is of no great consequence," Kain said. "Until such time as gambling is made permissible by legislative action, all known violators will be prosecuted."

ITALIAN RADIO SEG PLUGS JUKE BOX PLAY

ROME — "Your Juke Box," weekly radio program which enables participants to compete by pressing buttons to guess songs, has been regarded as one of Italy's top promotions for interest in juke boxes. It has now left the studios and begun a tour of the small mountain towns of the country, where juke boxes are still rarities. During the winter the program will visit various towns in Sicily. Participants are usually a group of local artisans — ceramists, boatbuilders, shoemakers, typographers, etc.

K&K Sues On Pin Legislation

HAMILTON, Ohio — The K&K Music Company here has filed suit in the Butler County Common Pleas Court to have the Middletown city ordinance against pinball machines held invalid.

Several of the devices, some belonging to the K&K Music Company, were seized by police recently following passage of the legislation by city council.

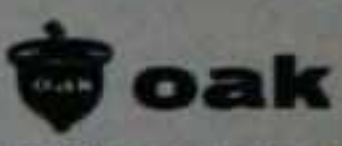
The suit alleges the law does not correctly describe pinball machines and that the city deprived the firm of its property without due process of law, passing the ordinance as an emergency measure.

At the time the city fathers acted, it was reported that the legislation was aimed at the infiltration of pinball machines from Kentucky after a crack-down there.

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RECORD BAR, 3,000-capacity, 45 r.p.m. phonograph vender, is being mass-produced by Monarch Master Manufacturing, Ltd., Toronto. This machine vends up to 30 different disks. One Canadian firm has already ordered some 2,000 units. National distributor is Record King Sales, Ltd., with offices in Toronto, Chicago and London. Price is not announced.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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# W. German Government Issues Coin Machine Statistical Study

By OMER ANDERSON

**BONN** — The West German government's Federal Office of Statistics has just released the first comprehensive statistical study ever made of the nation's foreign trade in coin-operated equipment.

The figures used are for 1962, which the statistical office said is the latest year for which complete figures are available and represents, moreover, a "normal year" of neither boom nor bust in the coin trade. Statistics available show that 1963 is following the 1962 pattern closely and will present a similar picture.

West Germany's total volume of coin machine trade in 1962 was DM 60.9 million (one

Deutschmark equals 25 cents), with imports exceeding exports —DM 32.01 million versus DM 28.89 million.

Phonographs accounted for the surplus of imports over exports. West Germany exported substantially more vending equipment and payout machines than it imported.

### Import Breakdown

Imports broke down as follows: Phonographs, 50 per cent; vending machines, 29 per cent; games (including payouts) 21 per cent. Exports broke down: Vending machines, 45 per cent; games (including payouts), 36 per cent; phonographs, 19 per cent.

The U. S. was the largest supplier of West Germany's coin machine imports, accounting for 82.3 per cent of the total or DM 26,357,000. Far behind the U. S. came France, DM 1,888,000 (5.9 per cent); England, DM 1,079,000 (3.4); Belgium and Luxembourg, DM 897,000 (2.8); Denmark, DM 601,000 (1.9); The Netherlands, DM 372,000 (1.2); Japan, DM 334,000 (1.0); Italy, DM 258,000 (0.8); Switzerland, DM 180,000 (0.5); others, DM 59,000 (0.2).

Germany's coin machine ex-

ports were well distributed among European countries. Significant for the industry's position in the trading bloc hassle involving the European Common Market and the British-led European Free Trade Association (EFTA or the Outer Seven), West Germany sent 42.6 per cent of its coin machine exports to EFTA countries and 33.4 per cent to its five Common Market partners.

### Export Breakdown

German exports broke down: The Netherlands, DM 3,644,000 (12.6 per cent); Switzerland, DM 3,574,000 (12.4); Britain, DM 3,400,000 (11.8); Austria, DM 2,708,000 (9.4); Canada, DM 2,578,000 (8.9); Japan, DM 2,359,000 (8.2); France, DM 2,177,000 (7.5); Belgium and Luxembourg, DM 1,862,000 (6.4); Italy, DM 1,800,000 (6.2); Denmark, DM 1,075,000 (3.7); Sweden, DM 914,000 (3.2); Norway, DM 645,000 (2.2); Finland, DM 393,000 (1.4); Peru, DM 341,000 (1.2); Uruguay, DM 200,000 (1.0); others (including Mexico, Chile, Greece, Ireland, U.S.A., Kuwait, Malaya, Turkey, Spain, Kenya and Venezuela), DM 1,117,000 (3.9).

West Germany imported phonographs with total value of DM 16.15 million, compared with German phonograph ex-

ports of DM 5.65 million. Imports gained in 1962 some 30 per cent over 1961, while exports declined by 44.2 per cent. This situation was abnormal, however, and the 1963 figures will show that German exports recovered all the ground lost in 1962 while imports held steady at the 1962 figure.

The United States supplied a full 86 per cent of all phonographs imported by West Germany in 1962. France supplied 11.3 per cent; Belgium, 2.3 per cent, and all others, 0.4 per cent. France was Germany's best customer for phonographs, taking 18.4 per cent of total German exports, followed by Belgium and Luxembourg, 16.7 per cent; Italy, 14.6 per cent; Switzerland, 9.1 per cent; Austria, 8.6 per cent; England, 8.1 per cent; The Netherlands, 5.7 per cent; Norway, 4.2 per cent; Greece, 2.6 per cent; Finland, 2.5 per cent; Chile, 1.8 per cent; Sweden, 1.2 per cent; Ireland, 1.2 per cent; Denmark, 1.2 per cent; all others, 3.9 per cent.

Thus, around 95 per cent of German phonograph exports went to European countries—58 per cent to the five European Common Market countries and 33 per cent to EFTA countries.

Canada is the leading market for the West German payout machines, accounting for 24.8 per cent of exports with total value of DM 2,578,000, followed by Japan, 22.5 per cent

valued at DM 2,333,000, and England, 17.8 per cent valued at DM 1,852,000.

West Germany imports 84.7 per cent of its total vending machine imports from the U. S.; 6.5 per cent from Denmark, and 4.1 per cent from Belgium. German vending machine exports go mainly to The Netherlands (25.4 per cent); Switzerland (23.2); Austria (16.1), and Belgium (8.5).

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**Wis. Court Holds Free Games Are 'Things of Value'**

MADISON, Wis.—The Wisconsin Supreme Court has ruled that a free play awarded for high score on a pinball machine is a "thing of value."

The decision upheld the \$50 fine imposed on a Lyons bowling alley owner on a charge of permitting a gambling machine to be set up.

John Morrissey, Lake Geneva, counsel for the location owner, argued that the machine in question is not a gambling device. He said that free games for high score were automatically shown on the machine and that there was no way of erasing the free games and starting over.

The attorney-general contended that "free-play pinball machines are a commercial gambling enterprise and cannot be judicially excluded without weakening the enforcement of the law and, in Wisconsin, ignoring the plain legislative intent."

**Boston Briefs**

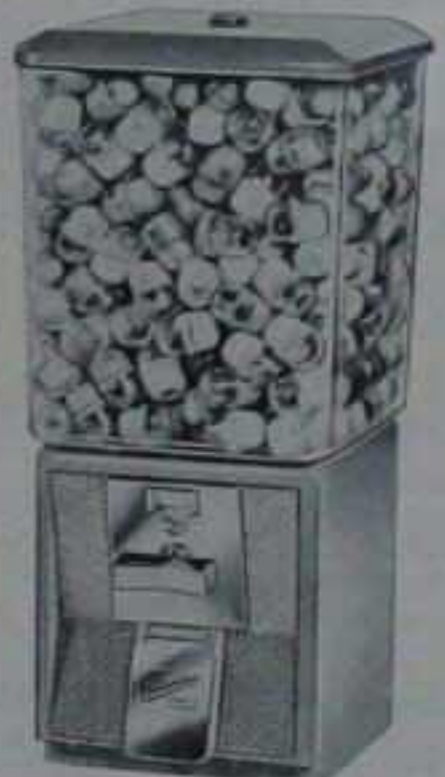
Cy, incidentally, wishes it known that he sold his music route not so much because of losing locations to relocation as to the pressure of his background, sound and searchlight business. . . . Executives at Melo-Tone Vending Company, Inc., of Somerville are really on the move. Treasurer Israel Spector leaves shortly with his wife to winter and get in some golf in Florida. Junior executive Harvey Hoffenberg is off to Brazil and the Caribbean with his wife on a cruise, and Al Robbins, vice-president, is heading for Bermuda. This leaves President Dave Baker, now fully recovered from his illness, practically holding down the executive branch alone.

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Cashew, Butts	.45
Peanuts, Jumbo	.45
Spanish	.32
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**Kies Sees Commission Change  
Essential for Operator Welfare**

CHICAGO—Earl Kies, chairman of the board of Recorded Music Services Association, the Chicago operator group, and a director and officer of the newly formed Illinois operator association, sees 1964 as a year where operators have to fight for a

more favorable commission arrangement.

Kies feels that increased overhead, labor, equipment costs,—in fact, just about every cost the operator has—have gone up, but the operators' income hasn't kept pace. "We have to put ourselves on a businesslike basis," he emphasized.

"The old 50-50 split has to go. Operators have to start getting minimum guarantees. If they don't, they're going to be forced out of business," he said.

**Loans Are Problem**

Kies said another local problem, possibly a national one, was the increased pressure for gifts and loans by location owners. "It's gotten to where the average location feels a gift or loan is coming to him. There just isn't enough profit in the juke box business for us to run an installment loan business for gratis on the side," said the veteran Chicago operator.

Looking back at 1963, Kies said the most encouraging thing was the rebirth of Music Operators of America, which he feels pulled itself out of a rut and started making progress.

He characterized 1963 as a good year, comparable to the previous one. He said 1964 would probably be the same, hopefully a little better.

**Sees Growth**

The juke box industry veteran said he is encouraged by the formation of the Illinois Coin Machine Operators Association last summer and has great hopes for its growth.

"The passage last year of a \$10 juke box tax got everybody up on their toes. The operators now realize what can happen when they don't have proper representation. We're getting membership from around the State and the outlook for the new group is excellent," said Kies.



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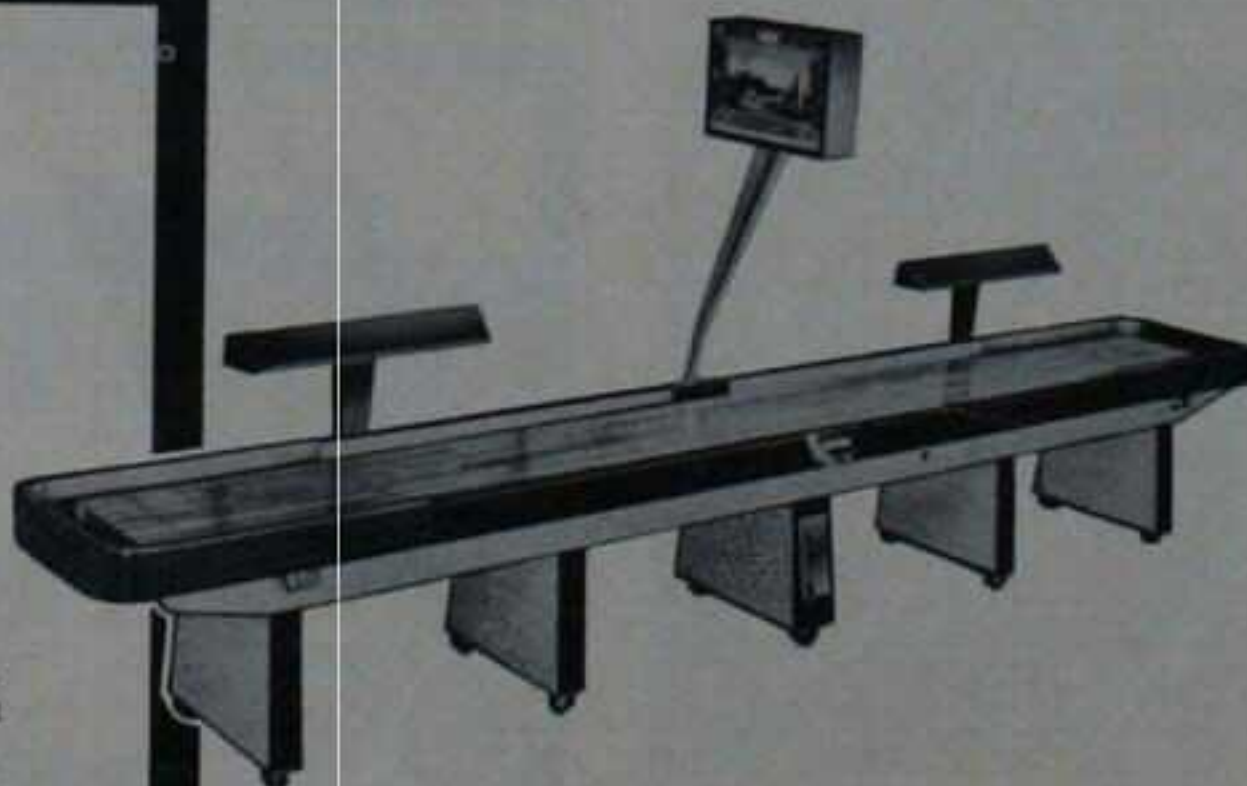
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New "Firecracker Zone"  
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- Balls "Ricochet" in "Firecracker Zone" as if in perpetual motion — Exploding in and out of Action Holes — Back into "Firecracker Zone" for high score!
- New! Special Target "Live" at all Times!
- New! Score-frame has Stainless Steel trim on front, and protective metal corners at the back to prevent damage!
- New! Front hand-rests are made of Cyclocac Plastic, from which telephones are made. It will not tarnish, has long life and re-mains clean!
- New! Exclusive "Lift-Out", Self-locking Playfield! Instant access to interior mechanism! No screws! No levers!
- Tilt adjustable for One Ball Tilt or Complete Game Tilt!
- Game adjustable to 3 or 5 Ball!
- Brilliant "Long-Life" finish Playfield!
- Match feature!

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# Billboard Photo Gallery OF NEWSMAKERS



**RODGERS COPS DISK AWARD IN BRITAIN:** Composer Richard Rodgers was recently awarded a plaque marking the sale in Great Britain of over a million LP's of the RCA recording of his "South Pacific." This is the first such album to reach such a figure in that country. Presentation was made by Sir Edward Lewis, chairman of British Decca. In attendance were (left to right): Louis Drayfus, chairman of Chappell; Rodgers, Lewis, and Peter Bamberger, vice-president of RCA International.



**COMPOSER'S EFFECTS WILLED TO BRANDEIS U.:** Over 200 scores and personal effects of the late Victor Young have been presented to Brandeis University, which also gains moneys for music scholarships from the Young Foundation. At presentation were (left to right): Meredith Willson, Mrs. Willson; Jacques Biroteau, estate executor, and composer Ned Washington.



**TRINI IS NO. 1 IN BENELUX:** At a press conference with Benelux Reprise Records licensee Artone Gramophone, Warner Bros. President Mike Maitland was presented with a gold record of Trini Lopez's "If I Had a Hammer." Reprise executive Pete Felleman made the presentation. Maitland credited Felleman's well-timed move to bring Trini to Holland when "Hammer" was just beginning to move. The record subsequently became No. 1 in the Benelux, selling well over 180,000 copies.



**LONDON HOPEFUL THAT CHILDREN'S MUSICAL WILL GO CHART-SIDE:** Joe Batt, executive of London Records, points to Billboard's Top LP chart for composer George Fishoff. Fishoff's children's musical, "The Prince and the Pauper," which has been running to packed houses for months in New York, has been recorded with its original cast by London. Batt's ambitions for the album have been backed by London's promotional plans.



**KOSTELANETZ IN FRANKFURT:** During recent tour of Germany, Andre Kostelanetz was the subject of a press conference, sponsored by CBS Germany in Frankfurt. Here, Kostelanetz (left) is shown talking with Bernhard Mikulski, managing director of German CBS.



**HANK SNOW CONTINUES LONG-TERM AFFILIATION WITH RCA:** Legendary country artist Hank Snow has been re-signed to an exclusive long-term contract with RCA Victor Records. Snow, who has been with Victor since 1937, was re-signed by Chet Atkins in Nashville. Since 1957, Atkins has personally supervised every Victor session for Snow.



**NOTE: SINCE DECEMBER, RE-ORDERS HAVE BEEN POURING IN AT HURRICANE SPEED! STOCK UP NOW—YOUR CASH REGISTERS WILL DANCE FOR JOY!**

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