

Cash Box

JANUARY 4, 1964



Although the Beach Boys (Brian, Dennis and Carl Wilson, Mike Love and Al Jardine) have only been recording together for two years, they are currently one of the hottest groups in the industry. The quintet is currently well represented with a double-sided hit, "Be True To Your School" and "In My Room," and four LP's on the best seller list. The five versatile youngsters also are responsible for composing and arranging all material heard on their records. Brian Wilson, leader of the group, and his cousin, Mike Love, have collaborated on every hit the group has had for Capitol, which includes such smashes as "Surfin' U.S.A.," "Surfer Girl," "Surfin' Safari," "Little Deuce Coupe," and "Shut Down." Greatly responsible for making the surfing craze a national phenomenon, the Beach Boys were also among the first in the driver's seat for the current hot-rod craze.

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Andy Williams "A Fool Never Learns" 4-42950



Columbia Singles Sell 



Cash Box

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1963

1963 probably won't be considered one of the record industry's most exciting years. Especially not from the profit aspect. But it certainly was anything but a dull year.

The biggest to-do of the 1963 record year took place behind the scenes—away from the public's eyes and ears. During the past year the industry awakened to the fact that it was selling price and not product. And the first concrete steps to stem the tide were taken. "Profitless Prosperity" became a household phrase in the trade, as did "Price Stabilization" and "Age of Reason."

Chaotic, Dual Distribution, Soft Market, Trade Practices Conference, FTC, Illegalities, Robinson-Patman and Sherman Anti-Trust were other well-worn words during '63.

Record distribution faced its roughest shakedown in more than a decade. And "Consolidation," another key word of '63, meant closing-up of many distribution points across the U.S.

There was also a noticeable lack of new indie labels entering the business and "making it" during '63. (We can't think of one that did it with any consistency.) Most producers of strong disks chose to turn their masters over to established companies that could handle the financial problems (better known as collections).

But moving from behind the scenes to center stage, the most dominant musical factor of the '63 pop record world was "Folk Music." It was a big year for Peter, Paul and Mary, Joan Baez, Bob Dylan and a host of other folk veterans and newcomers.

Surfin' Music had a solid fling in '63 and brought forth the Beach Boys and Jan & Dean. Hot Rod Music also became a fad. A dance called the Monkey made Major Lance a name artist.

Left field honors belong entirely to Soeur Sourire, the Singing Nun, probably the most charming addition the pop musical spectrum has witnessed in years. Comeback-Of-The-Year honors must go to Al Martino.

"Good Music," as the industry calls the sweet song, also made a solid showing last year thanks to Tony Bennett, Nat Cole, Andy Williams and a handful of others. Comedy-wise the year belonged to Allan Sherman and the Smothers Bros.

New teen idols were headed by Bobby Vinton and Leslie Gore. The unanimous adult idol was Barbra Streisand whom everyone discovered in '63. The idols of the indie producers were Phil Spector and Berry Gordy.

1963 was also a big year for: the message song; the LP which depended upon the single; Dynagroove; Suki-yaki; Frank Fontaine; Nashville and the Nashville Sound; Dion; Arthur Fiedler and the Boston Pops Orch. on the pop LP charts; the "West Side Story" LP; Joan Sutherland; Bossa Nova; the Four Seasons; Robert Goulet; Nancy Wilson; and duets such as Nino & April, Paul & Paula, Steve & Eydie, Dale & Grace, Getz & Byrd and Los Indios Tabajaros. It was also a big year for *Cash Box* which published the record world's biggest issue ever—The 21st Annual Directory Edition.

And it was another year in which the million selling single was hard to come by.

There was also a tragic touch of irony in the '63 record year. The year opened with the public laughing at Vaughn Meader and his impersonation of the head of the nation's "First Family"—President Kennedy. And it closed with the public listening to LP tributes to the assassinated leader.



Cash Box TOP 100



	12/28	12/21		12/28	12/21		12/28	12/21			
1	THERE! I'VE SAID IT AGAIN (Valiant—ASCAP) ☆BOBBY VINTON-Epic-9638	1	34	35	THE BOY NEXT DOOR (Merioda—BMI) ☆SECRETS-Philips-40146	28	36	68	IT'S ALL IN THE GAME (Remick—ASCAP) ☆CLIFF RICHARD-Epic-9633	78	85
2	DOMINIQUE (General Music—ASCAP) ☆SINGING NUN (SOEUR SOURIRE)-Philips-40163	1	1	36	WONDERFUL SUMMER (Rock—BMI) ☆ROBIN WARD-Dot-16530	32	20	69	CHARADE (Southdale & Northern—ASCAP) ☆HENRY MANCINI-RCA-8256	77	84
3	LOUIE, LOUIE (Limax—BMI) ☆KINGSMEN-Wand-143 ☆PAUL REVERE/RAIDERS-Columbia-42814	2	2	37	WALKING THE DOG (East—BMI) ☆RUFUS THOMAS-Stax-140	33	22	70	PAIN IN MY HEART (Jarb—BMI) ☆OTIS-REDDING-Volt-112	74	80
4	SINCE I FELL FOR YOU (Advance—ASCAP) ☆LENNY WELCH-Cadence-1439	4	5	38	STEWBALL (Papamar—ASCAP) ☆PETER, PAUL & MARY-Warner Bros.-5399	44	46	71	WATCH YOUR STEP (Ludix—BMI) ☆BROOKS O'DELL-Gold-214	76	83
5	POPSICLES AND ICICLES (Dragonwick—BMI) ☆MURMAIDS-Chattanooga-628	7	11	39	LITTLE RED ROOSTER (Arc—BMI) ☆SAM COOKE-RCA-8247	35	26	72	WHAT KIND OF FOOL (DO YOU THINK I AM) (Low-Twi—BMI) ☆TAMS-ABC-10502	94	—
6	FORGET HIM (Leeds—ASCAP) ☆BOBBY RYDELL-Cameo-280	9	12	40	ANYONE WHO HAD A HEART (U. S. Songs—ASCAP) ☆SAM WARWICK-Scepter-1262	50	73	73	PLEASE (Famous—ASCAP) ☆FRANK FELD-Capitol-5089	73	76
7	TALK BACK TREMBLING LIPS (Acuff-Rose—BMI) ☆JOHNNY TILLOTSON-MGM-13181	8	10	41	FOR YOU (M. Witmark & Sons—ASCAP) ☆RICK NELSON-Decca-31574	71	—	74	I CAN'T STOP TALKING ABOUT YOU (Screen Gems, Columbia—BMI) ☆STEVE & EYDIE-Columbia-42932	87	—
8	YOU DON'T HAVE TO BE A BABY TO CRY (R.F.D.—ASCAP) ☆CARAVELLES-Smash-1852	6	6	42	IT'S ALL RIGHT (Curtom—BMI) ☆IMPRESSIONS-ABC-10487	34	22	75	HOOKEA TOOKA (Evanston, Woodcrest—BMI) ☆CHUBBY CHECKER-Parkway-890	83	96
9	DRIP DROP (Progressive Quintet—BMI) ☆DION DIMUCI-Columbia-42917	5	7	43	BON-DOO-WAH (Kalmann—BMI) ☆ORLONS-Cameo-287	57	69	76	DUMB HEAD (Maurice—ASCAP) ☆GINNY ARNELL-MGM-13177	84	89
10	MIDNIGHT MARY (Jimskip—BMI) ☆JOEY POWERS-Army-892	13	16	44	TRA LA LA LA SUZY (Just—BMI) ☆DEAN/JEAN-Rust-5067	45	45	77	THE GREASY SPOON (Avenue—BMI) ☆HANK MARR-Federal-12508	85	—
11	THE NITTY GRITTY (Gallico—BMI) ☆SHIRLEY ELLIS-Congress-202	16	21	45	IN MY ROOM (Sea Of Tunes—BMI) ☆BEACH BOYS-Capitol-5069	46	49	78	WE BELONG TOGETHER (NOM—BMI) ☆JIMMY VELVET-ABC-10488	86	—
12	WIVES AND LOVERS (Famous—ASCAP) ☆JACK JONES-Kapp-551	12	13	46	FOR YOUR PRECIOUS LOVE (Gladstone—ASCAP) ☆GARNET MIMMS/ENCHANTERS-United Artists-658	42	44	79	BE MAD LITTLE GIRL (T.M.—BMI) ☆BOBBY DARIN-Capitol-5079	75	74
13	SURFIN' BIRD (Long—BMI) ☆TRASHMEN-Garrett-4002	19	33	47	I HAVE A BOYFRIEND (Trio—BMI) ☆CHIFFONS-Laurie-3212	44	46	80	HARLEM SHUFFLE (Marc Jean, Keyman—BMI) ☆BOB & EARL-Marc-104	91	—
14	AS USUAL (Samos Island—BMI) ☆BRENDA LEE-Decca-31570	17	25	48	I GOTTA DANCE TO KEEP FROM CRYING (Jobete—BMI) ☆MIRACLES-Tamla-54089	49	51	81	I WONDER WHAT SHE'S DOING TONIGHT (Sherman, DeVorzon—BMI) ☆BARRY/TAMERLANES-Valiant-6034	53	42
15	QUICKSAND (Jobete—BMI) ☆MARTHA & VANDELLAS-Gordy-7025	15	17	49	BAD GIRL (Screen Gems, Columbia—BMI) ☆NEIL SEDAKA-RCA-8254	51	54	82	THE SHELTER OF YOUR ARMS (Pride—ASCAP) ☆SAMMY DAVIS JR.-Reprise-20216	95	91
16	PRETTY PAPER (Pamper—BMI) ☆ROY ORBISON-Monument-830	21	27	50	BABY, I LOVE YOU (Mother Bertha, Trio—BMI) ☆RONETTES-Philly-118	68	81	83	A LETTER FROM SHERRY (NuStar—BMI) ☆DALE WARD-Dot-16520	—	—
17	DRAG CITY (Screen Gems, Columbia—BMI) ☆JAN & DEAN-Liberty-55641	22	29	51	LONG TALL TEXAN (Adams-Ethridge—BMI) ☆MURRAY KELLUM-M.O.C.-653	54	61	84	COMIN' IN THE BACK DOOR (Irving—BMI) ☆BAJA MARIMBA BAND-Almo-201	—	—
18	BE TRUE TO YOUR SCHOOL (Sea Of Tunes—BMI) ☆BEACH BOYS-Capitol-5069	11	8	52	THE MARVELOUS TOY (Teena—ASCAP) ☆CHAD MITCHELL TRIO-Mercury-72197	58	65	85	WASHINGTON SQUARE (Rayven—BMI) ☆VILLAGE STOMPERS-Epic-9617	47	39
19	I'M LEAVING IT UP TO YOU (Venice—BMI) ☆DALE & GRACE-Montel-921	10	4	53	GIRLS GROW UP FASTER THAN BOYS (Screen Gems, Columbia—BMI) ☆COOKIES-Dimension-1020	56	64	86	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME (Screen Gems, Columbia—BMI) ☆SHIRELLES-Septer-1264	—	—
20	SOMEWHERE (Wyncote—ASCAP) ☆TIMES-Parkway-891	23	30	54	YOU DON'T OWN ME (Merioda—BMI) ☆LESLIE GORE-Mercury-72206	98	—	87	COME DANCE WITH ME (Trio—BMI) ☆JAY & AMERICANS-United Artists-669	88	—
21	THAT LUCKY OLD SUN (Robbins—ASCAP) ☆RAY CHARLES-ABC-10509	25	38	55	DEEP PURPLE (Robbins—ASCAP) ☆TEMPO & STEVENS-Atco-6273	39	23	88	IF SOMEBODY TOLD YOU (Jim Jam—BMI) ☆ANNA KING-Smash-1858	90	—
22	TURN AROUND (Clara—ASCAP) ☆DICK & DEEDEE-Warner Bros-5396	30	22	56	BABY DON'T YOU WEEP (Ritenhouse, Mein—BMI) ☆GARNET MIMMS/ENCHANTERS-United Artists-658	40	41	89	BABY'S GONE (Acuff-Rose—BMI) ☆GENE THOMAS-United Artists-640	99	—
23	WHISPERING (Fisher—ASCAP) ☆TEMPO & STEVENS-Atco-6281	38	68	57	IN THE SUMMER OF HIS YEARS (Leeds—ASCAP) ☆CONNIE FRANCIS-MGM-13203 ☆MILLICENT MARTIN-ABC-10514	80	—	90	MY ONE AND ONLY JIMMY BOY (Screen Gems, Columbia—BMI) ☆GIRLFRIENDS-Colpix-712	—	—
24	CAN I GET A WITNESS (Jobete—BMI) ☆MARVIN GAYE-Tamla-54087	18	18	58	SUGAR SHACK (Dundee—BMI) ☆JIMMY GILMER/FIREBALLS-Dot-16487	43	28	91	THAT BOY JOHN (Trio—BMI) ☆RAINDROPS-Jubilee-5456	89	—
25	WHEN THE LOVELIGHT STARTS SHINING THROUGH HIS EYES (Jobete—BMI) ☆SUPREMES-Motown-1051	27	34	59	AS LONG AS I KNOW HE'S MINE (Jobete—BMI) ☆MARVELETTES-Tamla-54088	48	43	92	A FOOL NEVER LEARNS (Cricket—BMI) ☆ANDY WILLIAMS-Columbia-42950	—	—
26	OUT OF LIMITS (Wrist—BMI) ☆MARKETTS-Warner Bros-5391	36	52	60	TWENTY-FOUR HOURS FROM TULSA (Arch—ASCAP) ☆GENE PITNEY-Musicor-1034	55	57	93	WHEN YOU WALK IN THE ROOM (Metric—BMI) ☆JACKIE DE SHANNON-Liberty-55645	—	—
27	EVERYBODY (Low-Twi—BMI) ☆TOMMY ROE-ABC-10478	14	9	61	MARIA ELENA (Peer Int'l—BMI) ☆LOS INDIOS TABAJARAS-ICA-8216	52	40	94	THE CHEER LEADER (Northbridge—ASCAP) ☆PAUL PETERSON-Colpix-707	97	93
28	KANSAS CITY (Lois—BMI) ☆TRINI LOPEZ-Reprise-20236	26	31	62	THE LITTLE BOY (Morris—ASCAP) ☆TONY BENNETT-Columbia-42932	82	—	95	BOSSA NOVA BABY (Elvis Presley—BMI) ☆ELVIS PRESLEY-RCA-8243	63	50
29	HAVE YOU HEARD (Brandon—ASCAP) ☆DUPREES-Coed-585	20	19	63	YOU'RE NO GOOD (E. H. Morris—ASCAP) ☆BETTY EVERETT-Veejay-566	70	77	96	TRUE LOVE GOES ON AND ON (Frank—ASCAP) ☆BURL IVES-Decca-31571	—	—
30	HEY LITTLE COBRA (Vadim, Daywin—BMI) ☆RIP CHORDS-Columbia-42921	41	63	64	WHAT'S EASY FOR TWO (Jobete—BMI) ☆MARY WELLS-Motown-1048	72	75	97	LIVING A LIE (Damian—ASCAP) ☆AL MARTINO-Capitol-5060	61	46
31	NEED TO BELONG (Curtom-Conrad—BMI) ☆JERRY BUTLER-Veejay-567	29	35	65	TODAY'S TEARDROPS (Sealark—BMI) ☆RICK NELSON-Imperial-66004	67	70	98	I CAN'T STOP SINGING (Lion—BMI) ☆BOBBY BLAND-Duke-370	—	—
32	SHE'S A FOOL (Helios MRC—BMI) ☆LESLIE GORE-Mercury-72180	24	14	66	UM, UM, UM, UM, UM, UM (Curtom, Jolynne—BMI) ☆MAJOR LANCE-Okeh-7187	92	—	99	SOUL DANCE (Queen M—BMI) ☆TOMMY LEONETTI-RCA 8251	—	—
33	LODDY LO (Kalmann—ASCAP) ☆CHUBBY CHECKER-Parkway-890	31	15	67	RAGS TO RICHES (Saunders—ASCAP) ☆SUNNY & SUNLINERS-Tear Drop-3022	64	48	100	SON OF REBEL ROUSER (Linduan—BMI) ☆DUANE EDDY-RCA 8276	—	—
34	DAISY PETAL PICKIN' (Dundee—BMI) ☆JIMMY GILMER & FIREBALLS-Dot-16539	60	78								

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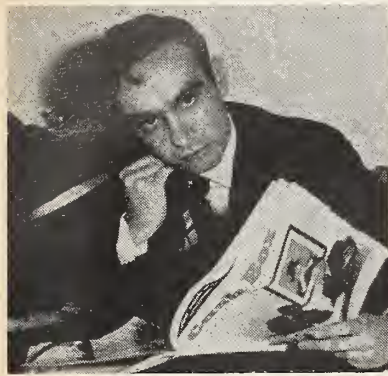
THE AMERICAN *LONDON* GROUP

London Records To Fly U.S. Distributors To England For New Product Sales Meet

NEW YORK—London Record Distributors from all key U.S. markets will meet in the label's namesake—the city of London—for a sales meeting from Jan. 5-11.

The label has booked passage for more than 60 guests to attend the confab, which will take place in the new, ultra-modern Decca House, home of London's parent company, English Decca.

Cash Box Names Rep For Spain



FEDERICO HALPERN

MADRID—Cash Box has named Federico Halpern as its man in Spain. He will supply the magazine with a monthly music business column from that country plus a Best Sellers list.

Halpern entered the Spanish disk scene in 1959, beginning with a review column in a weekly magazine about films and music. He also started two deejay programs with records culled from the international market.

He left radio work to start, in April, 1962, the only magazine in Spain devoted exclusively to records, Discobolo, of which he is now technical manager and editor. His initial work for Cash Box was the Spanish year-end wrap-up in the Dec. 28 special.

C/P-Robinson Deal

NEW YORK—An agreement has been reached between Cameo-Parkway Records and Harold Robinson for future releases on the Parkway label of all Robinson disks, including those by Patty LaBelle & The Bluebelles, a recent chart attraction with "Down The Aisle" on Robinson's Nicetown label. First deck under the deal is the gals' follow-up to their hit, a reading of "You'll Never Walk Alone." Robinson will produce the team's sides for Parkway. He's discontinuing the operation of Nicetown. Patty & The Bluebelles had a top hit awhile back in "I Sold My Heart To The Junkman."

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A contingent of London execs—headed by D. H. Toller-Bond, exec veep, will accompany the guests, who will be given a preview of London's Jan. releases, which include pop, classical, phase 4 and international diskings.

Also on the schedule of events are: a tour of British Decca's vast network of manufacturing plants and recording studios; demonstrations of new recording equipment by Arthur Haddy, hifi expert and pioneer of London's famed sound; and a social itinerary including the theatre and an evening at the Edmundo Ros club.

The gathering will be capped-off by a black-tie dinner at the Mayfair Hotel.

As part of the presentation of new product, London will utilize the talents of its stars, including Mantovani, Ted Heath, Edmundo Ros and Johnny Keating, who will introduce their own new product.

Decca Sets Sales Meet For N.Y., Hollywood

NEW YORK—Decca Records holds two sales meets this week (30) in New York and Hollywood to acquaint the company's divisional sales force with the label's mid-winter product and plans.

Along with new product for dealer re-stocking, the district sales force will also be introduced to the addition of three new phono models in a popular price range.

The home office delegation to the New York meeting will be led by Syd N. Goldberg, Decca's veep in charge of national sales, while the west coast contingent will be headed by Claude Brennan.

Meets will take place as the label reports one of its strongest selling periods in recent history.

Ben-Ven To Cut Hodges For Releases On MGM

NEW YORK—Eddie Hodges moves over to the MGM label via a deal with Nick Venet-Fred Benson indie production outfit, Ben-Ven Productions.

Hodges, who had a number of successful teen-market singles, has inked an exclusive pact with Ben-Ven, which also has an indie deal with MGM. He'll be in the studio this week for a release a short while later.

On the Cadence label, the 17-year-old singer-actor had such clicks as "I'm Gonna Knock On Your Door," "Bandit of My Dreams" and "(Girls, Girls, Girls) Made to Love." After his Cadence stint, he cut for Columbia Records.

Decca Opens Its Own Branch In Memphis

NEW YORK—Decca Records' 20th company-owned distrib branch has been opened in Memphis, according to Syd Goldberg, veep and general sales manager.

For the past decade, the Decca Coral and Brunswick labels have been previously distributed in the city by the Stratton-Warren Co. Goldberg said that the existing sales organization in Memphis will remain intact as a company-owned branch under the direction of sales manager Jack Brown.

Branch officially opens its doors for business this Thurs. (2) at 668 S. Main St.

Eight Red Seals In Victor Jan. Rel.

NEW YORK—RCA Victor has announced the release of eight Red Seal albums for Jan.

The new issue includes "Falla: El Amor Brujo and Berlioz: Les Nuits D'Ete" with Leontyne Price, Fritz Reiner and the Chicago Symphony Orchestra; Mozart's "Piano Concerto No. 20" with Artur Schnabel and orchestra conducted by Alfred Wallenstein; Mozart's "Symphony No. 41" and "Eine Kleine Nachtmusik" with the Boston Symphony Orchestra conducted by Erich Leinsdorf; "Popular Classics For The Spanish Guitar" with Julian Bream; Eric Friedman with the London Symphony Orchestra conducted by Malcolm Sargent; and "Women In My Life" by Sergio Franchi.

MGM Signs Hank Williams, Jr.



HANK WILLIAMS, JR.

NEW YORK—Hank Williams, Jr., son of the late, great singer-writer, has entered the disk scene on MGM Records, the label that cut his father.

The 14-year-old performer will begin his disk career with a single featuring, "Long Gone Lonesome Blues," which the senior Williams wrote and recorded. Young Williams was scheduled to sing the tune on last Sunday's Ed Sullivan TV'er. MGM is releasing the side this week.

The artist is being managed by his mother, Audrey Williams, and is being booked through the William Morris Agency. He has appeared in a flick, "Hollywood on Broadway," which was produced by Audrey Williams.

Hank Williams died on New Year's Day 1953, with his many recorded efforts continuing to be among MGM's top-selling items in LP form.

Andy Williams Forms Indie Producing Firm

BEVERLY HILLS, CALIF.—Andy Williams has formed his own indie production company for disks, TV and motion pictures under the name of Barnaby Productions. Alan Bernard, the star's manager, is veep of the operation. The singer has just concluded a banner sales year for the Columbia label with both singles and LP successes.

Mercury Pacts Jerry Wallace

HOLLYWOOD—Jerry Wallace has been signed to a long-term contract at Mercury Records.

Wallace, inked by Jack Tracy, the label's west coast director, will cut his first sides for the label this week.

On the Challenge label, the songster came through with such chart items as "Primrose Lane," his first hit, "How The Time Flies," and "Shutters & Boards."

Motown's '64 Expansion Plans Include C&W And Comedy Disks

DETROIT—Berry Gordy, Jr., president of Motown Records, has announced a series of moves on the part of the company aimed at capturing a greater share of the total record market.

According to Gordy, the company will step up its activities in the area of pop music, country, western and folk. In addition, the company will release a number of comedy albums next year.

Barney Ales, vice president of Motown Sales Corp., said that the company has signed former child singing star Bobby Breen for the pop field and that motion-picture funnyman Stephin' Fetchit is currently completing a comedy album for release early in 1964.

The Melody label, which involves country, western and folk music, is being bolstered with the addition of singers Bruce Channel of "Hey Baby" fame, Howard Crockett and Gene Henslee. Responsibility for records on this label rests with Al Klien, who operates the company's southwestern office in Dallas, Texas.

In commenting on the move Ales said: "The addition of these stars is one part of a long range plan at Motown. We intend to maintain our position in the popular market and to move into the areas of spoken word albums, Broadway cast albums and speciality material."

"Disque" Clubs Budding In U.S.

NEW YORK—A popular form of European nitery entertainment—disk playing for dancing—is making some headway in the U.S.

One New York club, The Village Vanguard, the popular jazz attraction, recently began spinning of disks—complete with "deejay"—recently began spinning of disks—complete with "deejay"—to draw late-hour dancers.

Now out on the west coast, the "Whiskey Disque" will premiere on Los Angeles' Sunset Strip Jan. 15, according to owner Shelly Davis.

Formerly called The Party, the club was recently purchased by Davis and partners of the Strip's Crescendo and Interlude clubs.

Said to be the first west coast nitery to intersperse "live" and automated entertainment, the club is installing more than \$10,000 worth of stereo sound equipment and speaker systems as well as remodeling the main room to meet acoustical considerations.

In addition, the club will have life-like, animated replicas of musicians that will provide "an authentic atmosphere for dancing to recorded music," Davis said.

Davis said he was arranging with leading diskeries to an "extensive" record library to be kept at the club.

The club's disk-playing policy will be: as the club will be open until 4 am every night, it will play dance music until 2 am, new comedy records until closing.

This form of nitery-disk entertainment has caught-on in Paris, Rome and other Continental cities plus some areas of South America.

Blue Note LP Deal

NEW YORK—Blue Note Records, the jazz diskery, has kicked-off a 10% discount program on all LP's. It runs through Jan. 31.



“JAVA”
#8280



Money from “The Horn”!

*A sweet single of success from
Hirt's best-selling album
“Honey in the Horn.”
LPM/LSP-2733.
Order in droves today!*

RCA Victor

THE MOST TRUSTED NAME IN SOUND



RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"HOW MUCH CAN A LONELY HEART STAND" (2:03)

Tree BMI—Rhodes

"HE SAYS THE SAME THINGS TO ME" (2:40)

Geld—Udell ASCAP—Geld, Udell

SKEETER DAVIS (RCA Victor 8288)

The canary, who's completing a Top 10 run abroad "I Can't Stay Mad At You," should head right back up the smash ladder with this new Victor stint. It's a tear-compelling cha cha beat opus, labeled "How Much Can A Lonely Heart Stand," that Skeeter multi-tracks with touching sincerity. The heartbreaking, slow beat-ballad love affair, "He Says The Same Things To Me," can also take a trip to hitsville.

"COME ON" (2:02) [Fame BMI—Roe, Penn]

"THERE WILL BE BETTER YEARS" (2:10) [Low-Twi BMI—Roe]

TOMMY ROE (ABC—Paramount 10515)

Roe can have another chart-sizzler a la "Shiela" and his current smash, "Everybody." It's a powerful, steady driving opus that Roe and his ork-choral accompaniment deliver in a bust-wide-open sales manner. Lower lid's a soft, easy-on-the-ears bit of romantic philosophy.

"TALKING ABOUT MY BABY" (2:33) [Curtom BMI—Mayfield]

"NEVER TOO MUCH LOVE" (2:20) [Curtom BMI—Mayfield]

THE IMPRESSIONS (ABC—Paramount 10511)

The artists, coming off a very big dual-mart hit in "It's All Right," can quickly duplicate that success with their new stanza. Side to eye is "Talking About My Baby," a tantalizing rock-a-shuffle finger-snapper that the fellas put across with telling effect. Undercuts' a pretty, soft beat cha cha romantic that should also attract a heap of airplay.

"SOUTHTOWN, U.S.A." (2:10) [Al Gallico BMI—Sherrill]

"WHY DON'T YOU SET ME FREE" (2:16) [Tuneville BMI—Everette]

THE DIXIEBELLES (Sound Stage 7 2517)

The Dixiebelles, who had a frolicking hit "Down At Papa Joe's" should be in for more of same happy chart results with their new Sound Stage 1 outing. It's a bright, razz-a-ma-tazz foot-stomp'er, tabbed "Southtown, U.S.A.," that features Cornbread & Jerry in the instrumental backing. Backing's a pounding pleader that the femmes deck out in solid style.

"I WANT TO HOLD YOUR HAND" (2:24)

[Duchess BMI—Lennon, McCartney]

"I SAW HER STANDING THERE" (2:50)

[Walter Hofer—Lennon, McCartney]

THE BEATLES (Capitol 5112)

The Beatles, the boys behind the expression 'Beatlemania,' which is sweeping England and currently receiving endless publicity, bow on Capitol with the deck that's already #1 in Great Britain. Side, "I Want To Hold Your Hand," is an infectious twist-like thumper that could spread like wildfire here. More hard-hitting teen stuff on the engaging flip. Boys'll be on up-coming Jack Paar and Ed Sullivan TV stints.

"GOING BACK TO LOUISIANA" (2:08) [LeBill, Marbill BMI—Osburn]

"FORGET ME NOT" (2:10) [LeBill, Marbill BMI—McDuff, Kent]

BRUCE CHANNEL (Le Cam 122)

This Le Cam outing can give Bruce Channel his next big chart-rider. It's a captivating shuffle-thump-a-rhythm sentimental opus, titled "Going Back To Louisiana," that the songster knocks out in ear-arresting style. Swinging, Dixie-flavored instrumental support rounds out the winner. Coupler's a heartfelt, slow beat cha cha affair.

"SCATTER SHIELD" (2:12) [Champion BMI—Surfaris]

"I WANNA TAKE A TRIP TO THE ISLANDS" (2:26)

[Champion BMI—Wilson]

THE SURFARIS (Decca 31581)

The Surfaris follow their "Point Panic" chart-maker with another striking Decca session that can 'race' up the charts in no time flat. It's a striking, all-instrumental hot-rod affair, tagged "Scatter Shield," that the fellas serve up in top teen style. Ron Wilson's vocal is featured on the flavorful chorus-backed surf'n' entry on the potent flip portion. Both ends are in the crew's "Hit City '64" LP.

ARTIE KAPLAN ORCH.
(Colpix 717)

(B) "THEME FROM THE VICTORS (My Special Dream)" (2:03) [Screen Gems—Columbia—BMI—Douglass, Greenfield, Kaplan] The recently debuted flick has a pretty main-theme, and it's done with a colorful arrangement reminiscent of the recent Kai Winding hit, "More." Despite its heritage, the deck's likely to interest many a deejay, Top 40 or otherwise.

(B) "LIFE GOES ON" (2:30) [Screen Gems—Columbia BMI—Kaplan, St. John] Unhurried, exotic reading of a warm melody.

THE VALENTINES (King 5830)

(B) "I HAVE TWO LOVES" (2:30) [Lois BMI—Valentine, Redd] Lead warbler sings the exotic blueser against a sprightly Latin-blues combo setting. Mostly blues-market entry.

(B) "CAMPING OUT" (2:30) [Sonlo BMI—Thompson, Valentine] A lazy all-combo blueser.

ROME & PARIS
(20th Century-Fox 423)

(B) "BECAUSE OF YOU" (2:00) [Gower BMI—Wilkenson, Hammerstein] Tony Bennett's big first success goes over to the teen trade in this intriguing get-up from the warblers and musicians. The songsters don't get underway until a protracted combo opener. Likely to get good airwave attention.

(B) "WHY OH WHY" (2:10) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer] Boys start their beat-ballad singing right off the bat here.

TRINI LOPEZ (United Modern 106)

(B) "SINNER NOT A SAINT" (2:30) [Time BMI—Talmy] Lopez, doing chart work on the Reprise label, is heard in a catchy semi-belt outing on the west coast diskery. Artist's current standing could command some attention this way.

(B) "IF" (1:50) [Shep—Mike BMI—Lopez] Further upbeat rockin' by the performer.

THERESA LINDSEY
(Correc-Tone 5840)

(B) "GOTTA FIND A WAY" (2:04) [Correc-Tone & Fin—Wylie, Todd] Lark heads a hand-clappin' blues-flavored rhythmic—the kind of sound that many an artist is taking to these days. Diskery is based in Detroit.

(B) "WONDERFUL ONE" (2:48) [Correc-Tone—Wylie, Todd] This end has the feel of a Ruby & The Romantics' date.

THE CORNELLS (Garex 206)

(B+) "DO THE SLAUSON" (2:22) [Tailormade—Salma BMI—Engel] Musicians, a quintet of which four are sons of famed personalities, offer a good-sounding, middle-beat dance sound for the teen crowd. Session could get around. United Artists is distributing the label.

(B) "SURF FEVER" (2:10) [Tailormade BMI—Jahns, Correll] Wild vocal-combo surf'n' business.

LIZA MINELLI (Capitol 5103)

(B) "DAY DREAMING" (2:35) [Rosewood & Bob Hilliard & Day ASCAP—Hilliard, Garson] Vocalist, Judy Garland's talented daughter, goes after teen-market exposure as she nicely warbles a pretty tune in front of a Bossa Nova-like combo-chorus setting. Should figure in hefty deejay attention.

(B) "HIS WOMAN" (2:33) [Bob Hilliard & Day ASCAP—Hilliard, Garson] Happy Calypso-flavored sound.

JIMMY JORDAN
(20th Century-Fox 436)

(B+) "WHERE WERE YOU, CINDY LOU" (2:19) [Bee-Cee-Dee BMI—Gertz] Lots of effective rock-color comes the teener's way in this pose by the multi-tracked songster and his ork-chorus get-up. Date could be an active coin-catcher.

(B) "THE SAME KIND OF GIRL" (2:17) [January BMI—Field] Nice medium-beat Latinish date.

SHEB WOOLEY (MGM 13195)

(B+) "SHE CALLED ME BABY" (2:48) [Central Songs BMI—Howard] Wooley's singing a sad Nashville-flavored theme, getting sympathetic sounds from strings, a chorus and harmonica. Could move in pop-country circles.

(B) "PAPA'S OLE FIDDLE" (2:50) [Channel ASCAP—Wooley] Sentimental narrative.

THE LITTLE COQUETTES
(Colpix 716)

(B+) "A LITTLE KISS EACH MORNING (A Little Kiss Each Night)" (2:24) [Harms ASCAP—Woods] A charming sentimental oldtimer receives a cute, teen-angled airing from the larks and their sprightly support, which includes catchy guitar comments. Very likeable sound.

(B) "THE CAT & THE MOUSE" (2:44) [Rockmasters BMI—Guida, Royster] Novelty rockin' by the femmes.

THE SCHOOLHOUSE FOUR PLUS TWO (World Artists 1016)

(B) "WALK WALK (Blue Banjo)" (2:08) [Panther ASCAP—Caiola, Skylar] A muted trumpet tops this snappy raz-ma-taz instrumental sound. Also included is some femme scat singing.

(B) "THE MUSIC IS OVER" (2:20) [Panther ASCAP—Deane, Serino] Trumpet, not muted here, is heard in a plaintive rock-sounding setting.

JOAN BERRY (Duel 528)

(B+) "JUST LIKE MY BABY" (2:06) [American Metropolitan Ent. of N.Y. BMI—Hoffman, Klein] Lark and her back-up personnel are well heeled in current upbeat dates by femme rock attractions. Nifty vocal-instrumental attack for the New York diskery.

(B) "HUMPTY DUMPTY" (2:10) [Saxon BMI—Berry] Further bright-rock stuff.

HAVE ANOTHER PROSPEROUS NEW YEAR WITH SWEET MUSIC FROM **MERCURY**

SINGLES

Lesley Gore
YOU DON'T OWN ME
72206

Johnny Mathis
A GREAT NIGHT FOR
CRYING
72229

Brook Benton
GOING, GOING, GONE
72230

The Chad Mitchell Trio
THE MARVELOUS TOY
72197

Diane Ray
SNOW MAN
72223

Clyde McPhatter
DEEP IN THE HEART
OF HARLEM
72220

The Pixies Three
COLD, COLD WINTER
72208

ALBUMS

The Smothers Brothers
AT THE
PURPLE ONION
MG20611/SR60611

TWO SIDES OF THE
SMOTHERS BROTHERS
MG20675/SR60675

The Smothers Brothers
THINK ETHNIC
MG20777/SR60777

The Smothers Brothers
CURB YOUR TONGUE,
KNAVE
MG20862/SR60862

Chad Mitchell Trio
SINGIN' OUR MIND
MG20838/SR60838

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

Harry Simone Chorale
THE
WONDERFUL SONGS
OF FOLK
MG20855/SR60855



*FOREMOST
IN FINE RECORDING*



RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"LEAVING HERE" (2:30) [Jobete BMI—Holland, Dozier, Holland]

"BRENDA" (2:39) [Jobete BMI—Holland]

EDDIE HOLLAND (Motown 1052)

Holland can again make Top 100 news as he turns out another potent Motown session. It's an exciting house-rocker, tabbed "Leaving Here," that Eddie and his combo-chorus put out with coin-catching authority. Sensational side that could be a giant. "Brenda" makes for a feelingful, shuffle-ballad companion piece.

Best Bets

SANTO & JOHNNY
(Canadian-American 164)

● "I'LL REMEMBER (In the Still of the Night)" (2:15) [Cherio BMI—Parris] The distinctive instrumental duo could return to the charts with this unhurried account of the teen classic. Keep tabs on it. Could break thru in a big way.

(B) "SONG FOR ROSEMARY" (2:28) [T. M. BMI—Farina, Farina, Farina] A more briskly paced portion by the team. Tune is interesting.

JAMES BROWN (King 5842)

● "OH BABY DON'T YOU WEEP—PART ONE" (2:58) [Jim Jam BMI—Brown] The vet songster has had chart hits in the past and he can do it again with this pulsating, chorus-backed self-penned blueser with a contagious, repeating riff. Deck utilizes the "cut live" technique.

● "OH BABY DON'T YOU WEEP—PART TWO" (2:59) [Jim-Jam BMI—Brown] Logical continuation of the above. This side's in a more relaxed vein than the top lid.

TONY ROMA (Capitol 5101)

● "TURN HER AROUND (Send Her Back To Me)" (2:52) [Blackwood BMI—Thomas, Thomas, Richards] While the overall sound here is a reminder of some of Steve Lawrence's teen-minded ballad successes, singer Roma could make some chart headway with this very pleasing wistful sound. Worth eyeing.

(B) "IF YOU SEE MY LOVE" (2:55) [Valleydale BMI—Shayne] Well-done Nashville-flavored plaintive.

BUDDY KNOX (Liberty 55650)

● "HITCHHIKE BACK TO GEORGIA" (2:15) [Lowery—BMI—South] Buddy Knox could score heavily at the marketplace with this melodic and pulsating rock-a-billy opus geared for wide teen acceptance. A top-flight arrangement and a polished delivery from the songster could send it to hitsville.

● "THANKS A LOT" (2:13) [Hotpoint—BMI—Miller, Sessions] Another slick side here that the spinners should be on in short order. First-rate listening and dancing fare.

THE DIPLOMATS (Arock 1004)

● "HERE'S A HEART" (2:30) [Sylvia BMI—Waters, Collier, Culley] Look for the Diplomats to take a trip to chartdom with their very first outing on the new N.Y.-based label. Side's a pulsating, beat-ballad stand that has a healthy pop, r&b sales outlook.

(B+) "HE'S GOT YOU NOW" (2:32) [Sylvia BMI—Smith] This end's a tearful rock-a-cha-cha romancer that the crew works over in ear-pleasing manner.

RIVIERAS (Riviera 1401)

● "CALIFORNIA SUN" (2:23) [Lloyd & Logan BMI—Glover] Here's hot vocal-instrumental rocker that can take-off. It's got that exciting format that sometimes busts loose on the Top 100. U.S.A. Records handles it.

(B) "HB GOOSE STEP" (2:19) [World Int. BMI—Rivieras] Joyful rockin' distasteful title notwithstanding.

MERRY CLAYTON (Capitol 5100)

● "NOTHING LEFT TO DO BUT CRY" [T.M. BMI—Gates] A distinctive blues-styled ballad is strikingly portrayed by the talented thrush. Strong, too, is the string-loaded ork setting. This end could develop into a click date.

(B) "USHER BOY" (2:11) [T.M. BMI—Young] A strong up-beat sound that's in the groove of Phil Spector's Philles' dates.

BRUCE AND TERRY
(Columbia 42956)

● "CUSTOM MACHINE" (1:35) [Sea Of Tunes—BMI—Wilson] Bruce and Terry could cash in on the hot rod craze with this sleek Jan & Dean-styled opus. The side sports a racing arrangement with appropriate choral-ork assist. Strong sales and airplay potential.

(B+) "MAKAHA AT MIDNIGHT" (2:18) [Daywin—BMI—Johnston] Strictly instrumental on the undercut with a moody sax taking the lead. Strong tropical flavor. Good slow-dance item.

THE KIM SISTERS (Monument 831)

(B+) "ROSES IN THE SNOW" (2:21) [Valley BMI—Walker] The femmes do a winning softie blend on a very pretty winter-time sentimental. Pretty string sounds are included in the full ork setting. Deck could come-up with chart-hitting exposure.

(B) "MISTER MAGIC MOON" (2:08) [January BMI—Greenwich, Powers] Gals go after the rock crowd with this merry attack.

DIANE CHRISTIAN (Smash 1862)

(B+) "THERE'S SO MUCH ABOUT MY BABY (That I Love)" (2:10) [Screen Gems—Columbia Pictures BMI—Keller, Kolbert] Lark could make the chart grade with her fine warble of a strong softie salute to the loved one. Teeners will feel for this understanding teen-beat expression. Should be eyed.

(B) "HAS ANYBODY SEEN MY BOYFRIEND" (2:01) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Sanders] Familiar-sounding bounce-rock goings-on.

RAY BRYANT (Sue 801)

(B+) "GLISSAMBA" (3:05) [Saturn & Brynor BMI—Bryant] The jazz-inclined keyboard artist, whose had some successful singles dates, tops an attention-getting, gospel flavored combo swinger. One of those jazzy combo showings that occasionally come through.

(B) "JOEY" (3:30) [Dorothy BMI—Weiner, Kriegsman, Salmier, Bernstein] A lovely tune is performed with persuasive sincerity by Bryant.

SEXTETTE LE MONDE
(Nocturne 1155)

(B+) "PACO-CHICO" (2:15) [Fremwar BMI—Villa, Arr. by Marshall] This is a good-sounding Latin combo sound by way of France. Musicians' vehicle has a charming melodic line (are there English lyrics?). The west coast diskery could make lots of turntable time with this instrumental.

(B) "ST. MORITZ" (2:30) [Fremwar BMI—Marshall] Latin doings with a breezy jazz influence.

CHRIS CHRISTIANSEN (Unity 2116)

(B) "SILVIE" (2:18) [Longbow BMI—Christiansen] The beautiful calypso effort—one of Harry Belafonte's famed vehicles—is strikingly portrayed by the folkish songster. Another vocal asset here is the haunting male chorus chants. Good commercial folk-field outing from the Hollywood-based label.

(B) "DADDY ROLLEM'" (2:01) [Melody Trails BMI—Gibson] Robust showing on the lusty folk number.

DEE DEE YOUNG
(Challenge 59225)

(B+) "TELL ME TONIGHT" (2:42) [4-Star Sales & Damic BMI—Townsend, Northern] Gal wants to know where she stands with her beau in this understanding teen-ballad date by the multi-tracked lark. Tune resembles the old Shirelles' hit, "Will You Love Me Tomorrow." Deck could get off the ground.

(B) "YOU HAVEN'T SEEN NOTHIN'" (2:28) [4-Star Sales & Damic BMI—Townsend] Bright doings about a gal who says she's found a true-love.

ERNESTINE ANDERSON (Sue 803)

(B+) "WILL I FIND MY LOVE TODAY" (3:36) [Robert ASCAP—Shaw, Fogarty] Fans of nitery stylists probably know this lovely song, and now maybe the lark's expressive reading will give it more general exposure. A soulful sax is the main part of the uncomplicated combo backdrop.

(B) "THE BEST IS YET TO COME" (2:47) [E. H. Morris ASCAP—Coleman, Leigh] This swinger has already come out of the nitery circuit and is close to being a standard. The artist gives it a fine swing account.

JERRY TEIFER (Epic 9651)

(B+) "STOP, LOOK & WHISTLE" (1:59) [BNP ASCAP—Hornsby, Stivers, Teifer] The whistler heads a bright, folkish choo-choo stand on a catchy ditty. Folkish air is mostly in the hands of a nifty guitar section. Could move.

(B+) "POCO A POCO" (2:12) [Bourne-Rank ASCAP—Teifer] Tuneful Bossa Nova tune is conveyed by the whistler against a cozy upbeat BN sound from the combo. Deck has melody and an amiable attitude. Jocks can go for it.

BOBBY MOLINE (Park Ave. 132)

(B) "DEVIL GET BEHIND ME" (2:12) [Tailormade BMI—Moline] Moline offers lusty reading of a dramatic folkish item. Guitars make intriguing statements in a folk-type. Exciting stuff. Label is handled by United Artists.

(B) "I'LL BE WAITING FOR YOU" (2:25) [Tailormade BMI—Moline, Dvynosoff] Haunting folk-ballad with a European flavor.

CHUCK LOOPER (Bagdad 1009)

(B) "BUT IT DID" (2:05) [Dondée ASCAP—Looper] Fella's dream girl is a reality in this bouncy rock-romantic by the vocalist and his combo backdrop. Label is a Hollywood outfit.

(B) "40 ACRES ON THE MOON" (2:15) [Dondée ASCAP—Looper] A countryish romatic-novelty.

BIRD ROLLINS (Skymac 1006)

(B+) "YOU LIED TO ME" (2:17) [Skymac—BMI—Schaeffer] Bird Rollins wails his way through this r&b thumper backed by a sanslyric all-girl chorus and ork. Typical blues-oriented fare with chanter going falsetto on finale. Could happen modestly in the r&b markets.

(B+) "ANSWER MY PRAYER" (2:09) [Skymac—BMI—Schaeffer, Rollins] The songster pleads his case in rhythmic uptempo fashion with strong support from choral-ork backdrop. Very danceable side.

THE GOLD COASTERS
(Blue River 206)

(B+) "YOU'RE MIGHTY, MIGHTY FINE" (2:18) [Blue River—BMI—Williams, Hooks] The Gold Coasters come up with a smooth reading of this driving rock tune that could get some sales and spins in both the r&b and pop markets. It's a teen-dance delighter.

(B+) "LET'S MAKE A NEW START" (2:10) [Sheriton—ASCAP—Hooks, Bryant] The crew modulates the pace on this end with the lead singer effectively essaying a beat-ballad.

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!*

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PRESTIGE

THE BEST IN JAZZ / THE BEST IN JAZZ

Hits Of The Week

GOIN' AWAY

45-824

LIGHTNIN' HOPKINS

breakout in Detroit — top blues single

SEED SHACK

45-276

GENE AMMONS

hot jazz R & B single — top hit in Chicago

ROCK CANDY

45-273

JACK McDUFF

we predict top 50 chart action in January still bubbling!

CRIB THEME

45-287

RED HOLLOWAY

newest Prestige sax star — hot in Cleveland

GOIN' TO CHICAGO BLUES

45-291

JIMMY WITHERSPOON

top blues item — big airplay in Philadelphia

SOMEWHERE IN THE NIGHT

45-286

JACK McDUFF

newest single by America's hottest selling jazz organist — getting pop airplay

NEW RELEASES

BEANO

45-279/EDDIE "LOCKJAW" DAVIS

FUNK UNDERNEATH

45-280/ROLAND KIRK



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LIGHTNIN' SLIM

Excella 2240

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THE BRIGHTEST STARS ARE ON



ARTIE KAPLAN



A DIVISION OF COLUMBIA PICTURES CORPORATION

Epic Releasing Disks By Dave Clark Five



NEW YORK — Epic Records has acquired U. S. distribution rights to diskings by England's hot Dave Clark Five, hit vocal-instrumental combo, according to Bob Morgan, exec A&R producer.

The crew is currently no. 4 on England's Best Sellers chart with "Glad All Over," which will be Epic's first release by the team.

Sound of "Glad" is termed "Mersey (pronounced Merzey) with the Liverpool Beat," England's teen-sound rage.

With the acquisition of the Dave Clark Five, Epic currently represents three major EMI artists in the U.S. The other two are Cliff Richard and Rolf Harris.

London Bows "Prince & Pauper"

NEW YORK — London Records has announced the release of its newest original cast LP, "The Prince And The Pauper," the New York children's musical currently playing off Broadway.

The score for the "Pauper" was written by George Fieshoff who at twenty-five is one of the youngest composers to have the credits of an original cast LP on a major label.

The diskery is promoting the LP through ads, in-store displays, window displays and in-person radio and TV appearances.



Jack Linkletter, star of TV's "Hootenanny" show, presents his first "Folk Festival," a live concert LP, featuring Les Baxter's Balladeers, the Yachtsmen, Jim and Jean and Chloe, on his own Link label, distributed by GNP-Crescendo (GNP #95). Just released from The LP is a single by The Balladeers, "Baifion" and "Midnight Special."

Chartbound

NAVY BLUE

DIANE RENAY

FOX 456

20th Century Fox Records

Lieberson Makes Year-End Statement: '63 Is Gold Disk Year For Columbia

NEW YORK—1963 was a gold-record year for Columbia Records. This solid sales achievement for the diskery is a highlight of the year-end statement by Columbia president Goddard Lieberson, announced to the trade last week.

Lieberson stated that the year also marked the fifth consecutive year in which the label proved to be the disk industry's sales leader.

As for the year ahead, the exec declared: "The growing world-wide market for Columbia's LP 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."

Getting back to the results of 1963, Lieberson pointed to the following gold-record LP's (certified by the RIAA for retail sales of \$1 million or more): Tony Bennett's "I Left My Heart in San Francisco," Dave Brubeck's "Time Out," the "Porgy & Bess" soundtrack, five LP's featuring arranger-conductor Ray Coniff, Mitch Miller's "Folk Song Sing Along with Mitch," Andy Williams' "Days of Wine and Roses," Handel's "Messiah" by Eugene Ormandy and the Philadelphia Orchestra and "The Lord's Prayer" with The Mormon Tabernacle Choir.

The Miller set was RIAA's 100th gold-record award, 39 of which belong to Columbia, the most of any label.

Lieberson also noted such other major LP success stories as Barbra Streisand's first two albums, "The Barbra Streisand Album" and "The Second Barbra Streisand Album," "The Sound of Horowitz," and "The Andy Williams Christmas Album," which had sold 300,000 copies since its debut on Oct. 1.

On the singles end, Lieberson stated that the sale of singles "rose sharply in 1963" with hits by Tony Bennett, Johnny Cash, Dion DiMucci, Eydie Gorme, Frankie Laine, Steve Lawrence, The New Christy Minstrels, Patti Page, The Rip Chords, Marty Robbins and Andy Williams. As for the label's international operations, Lieberson stated that "With new distribution methods as well as recent additions and improvements in overseas manufacturing and recording facilities, Columbia Records International enjoyed its most profitable year in 1963."

The label's long-range program to introduce the CBS label overseas was

Philips Inks Serendipity, A Folk Group Of 9

CHICAGO — Philips Records has found its answer to The New Christy Minstrels. Group is called The Serendipity Singers, who number nine members, one less than the Christies.

Announcement of their pacting to Philips was made last week by Lou Simon, the label's national sales manager, and Fred Weintraub, manager of the crew.

Philips is rush-releasing its first product by the Serendipity Singers, to be backed, Simon said, by a "depth program of promotion and publicity."

One of the reasons that prompted the label to ink the group was a response to two guest shot appearances on ABC-TV's "Hootenanny." They'll appear at least 10 more times on the popular folk show. Also on tap are major nitery engagements, including Chicago's "Mr. Kelly" in Jan.

Seven of the young singers, comedians, musicians and actors who make up the group (there are seven boys, two girls) performed together while students at the Univ. of Colorado. Two group members are graduates from the Univ. of Texas.

The Serendipitys compose 90% of their material, which is folk-oriented but flavored with pop in arrangements and instrumentation.

The word "Serendipity," by the way, is defined as "the unexpected discovery of a new and happy event."

virtually completed in 1963, Lieberson noted, and firmly established the CBS tag in the key markets outside of the U.S.

Lieberson also noted that the label's subsid diskery, Epic, enjoyed the greatest sales in its history in 1963 (see story in last week's issue on Epic 15% increase in sales). Epic's big sales guns were Bobby Vinton, Rolf Harris, The Village Stompers, and Major Lance, who appears on Okeh, the Epic affiliate.

More Sound Work Due At Philharmonic Hall

NEW YORK—Better is evidently not good enough for the acoustics at New York's new Philharmonia Hall.

When the hall, part of the Lincoln Center project, opened in the fall of 1963 a number of criticisms, mostly by musicians, were cast at the quality of acoustics.

Taking up the nays on the hall's sound qualities, engineers went to work recently and improved matters by raising and lowering the hall's 136 diamond-shaped sound reflecting panels.

But, according to a new report, the sound of music at the hall still isn't what experts think it could be. Knowledge of the report, by the way, is second-hand, since there has been no official announcement of intentions to attempt to tackle a big problem: the correction of the deficient reflection of sound.

Complaints on the hall's acoustics have come from both members of the "house" orchestra—the Philharmonic Orchestra of N.Y.—(conductor Leonard Bernstein has never stated his views on the hall's sound) and visiting orchestras.

But, as Carlos Mosely, manager of the Philharmonic, noted last week: following the hall's opening in Sept., 1962, a negative mail response on its sound was received from the layman audience; no complaints have been received since the improvements were made.

RCA Victor Buys Second Audiomatic Plating System

NEW YORK—RCA Victor has announced it has purchased an all-new packaged nickel record plating system for use in its Hollywood plant. The diskery has been operating a similar installation at its Rockaway, New Jersey facilities since last Spring.

The process, developed and marketed by Audio Matrix, Inc., utilizes specially-created new equipment and techniques for the automated production of all-nickel masters, mothers and stampers in one tank to precise specifications.

Victor is acquiring a system capable of turning out 128 plates per day, an output achieved by a combination of engineering innovations which reduces plating time on a typical 12" stamper from 2½ hours to one hour.

"The decision by RCA Victor to use the Audiomatic Process on the West Coast after less than a year's experience in the East marks a major step in the acceptance of this advanced approach to record plating," said Milton Gelfand, president of Audio Matrix.

Shaw, Fuld & Goldran Produce Song And Dance Revue

NEW YORK—Milt Shaw, president of Shaw Artists Inc., Leo Fuld, owner of the New York nitery the Sabra, and Henry Goldran of the Ray Charles staff, have collaborated in the production of a tabloid song and dance revue.

The show will have an integrated cast of Israeli and Negro artists and will be titled, "The Whole World Is Jewish When You're In Love."

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- 4. BOB DYLAN - DON'T STOP BELIEVING IN ME
- 5. BOB DYLAN - GUNSLINGER
- 6. BOB DYLAN - THE WHEELS ARE ON THE BUS
- 7. BOB DYLAN - THE TIMES THEY ARE A-CHANGING
- 8. BOB DYLAN - LIKE A ROLLING STONE
- 9. BOB DYLAN - JUST LIKE TOMORROW'S CLOUDS
- 10. BOB DYLAN - DON'T STOP BELIEVING IN ME
- 11. BOB DYLAN - GUNSLINGER
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- 13. BOB DYLAN - THE TIMES THEY ARE A-CHANGING
- 14. BOB DYLAN - LIKE A ROLLING STONE
- 15. BOB DYLAN - JUST LIKE TOMORROW'S CLOUDS
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- 23. BOB DYLAN - GUNSLINGER
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- 29. BOB DYLAN - GUNSLINGER
- 30. BOB DYLAN - THE WHEELS ARE ON THE BUS

36 SONGS
36 TRACKS

BOBBY SYKES

The Blue Sky Boys



BLUE SKY BOYS



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with Autoharp

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SLP 206 LULU BELLE & SCOTTY



HIGH FIDELITY
SLP 229 WILLIE'S BROTHERS



HIGH FIDELITY
SLP 258 HOWARD VOKES



HIGH FIDELITY
SLP 242 GEORGE JONES



HIGH FIDELITY
SLP 250 RED SOVINE



HIGH FIDELITY
SLP 251 MERLE KILGORE



HIGH FIDELITY
SLP 235 CURLY FOX & TEXAS RUBY



HIGH FIDELITY
SLP 244 LONZO & OSCAR



SLP 236 LEON PAYNE



SLP 239 BENNY MARTIN



SLP 234 COWBOY COPAS



SLP 227 JOHNNY BOND

HIGH FIDELITY

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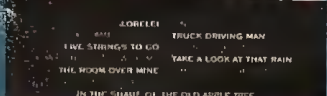
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SPARTON OF CANADA



SLP 263



SLP 249



SLP 238



SLP 231



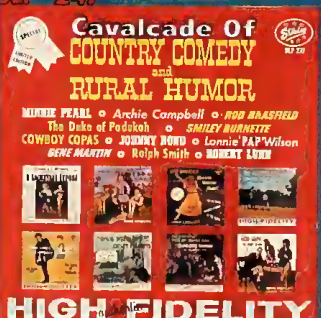
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SLP 259



SLP 247



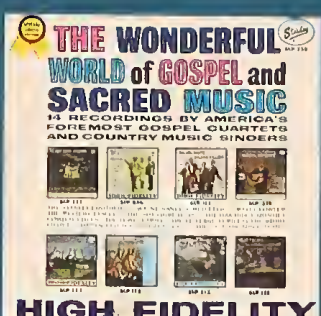
SLP 237



SLP 230



SLP 223



SLP 255



SLP 246



SLP 233



SLP 228



SLP 221



SLP 252



SLP 241



SLP 232



SLP 226



SLP 213



TOP 100 Albums



TOP 50 STEREO

MONAURAL

JANUARY 4, 1964

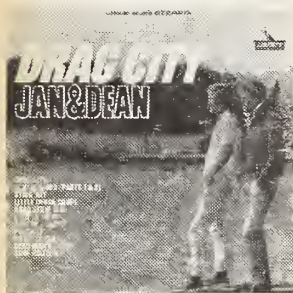
Pos.	Last Week	Album	Artist	Label	Pos.	Last Week	Album	Artist	Label
1		THE SINGING NUN	Soeur Sourire (Philips PCC 203)		35		DAYS OF WINE AND ROSES	Andy Williams (Columbia CL 2075)	
2		IN THE WIND	Peter, Paul & Mary (Warner Bros. WB 1507)		36		INGREDIENTS IN A RECIPE FOR SOUL	Ray Charles (ABC Paramount ABC)	
3	5	FUN IN ACAPULCO	Elvis Presley (RCA Victor LPM 2756)		37		SHUT DOWN	Beach Boys (Capitol T 1919)	
4	3	JOAN BAEZ IN CONCERT VOL. II	(Vanguard VSD 2123)		38		ROY ORBISON'S GREATEST HITS	(Monument M 8000)	
5	4	THE SECOND BARBRA STREISAND ALBUM	(Columbia CL 2054)		39		HERE'S LOVE	B'way Cast (Columbia KOL 6000)	
6	8	WEST SIDE STORY	Filmtrack (Columbia OL 5670)		40		I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia CL 1869)	
7	7	LITTLE DEUCE COUPE	Beach Boys (Capitol T 1998)		41		CHAD MITCHELL TRIO SINGIN' OUR MIND	(Mercury MG 20838)	
8	10	WASHINGTON SQUARE	Village Stompers (Epic LN 24078)		42		THE FREEWHEELIN' BOB DYLAN	(Columbia CL 1986)	
9	6	PETER, PAUL & MARY	(Warner Bros. WB 1449)		43		BEACH PARTY	Annette (Buena Vista BV 3316)	
10	12	CURB YOUR TONGUE, KNAVE	Smothers Brothers (Mercury MG 20862)		44		MONDO CANE	Filmtrack (United Artists UAL 4105)	
11	11	MARIA ELENA	Los Indios Tabajaras (RCA Victor LPM 2822)		45		LANGUAGE OF LOVE	Jerry Vale (Columbia CL 2043)	
12	13	MOVIN'	Peter, Paul & Mary (Warner Bros. WB 1473)		46		DEEP PURPLE	Nino Tempo & April Stevens (Atco 33-156)	
13	14	CATCH A RISING STAR	John Gary (RCA Victor LM 2745)		47		ROMANTICALLY	Johnny Mathis (Columbia CL 2098)	
14	16	SURFER GIRL	Beach Boys (Capitol T 1981)		48		HOLLYWOOD—MY WAY	Nancy Wilson (Capitol T 1934)	
15	19	JOAN BAEZ IN CONCERT	(Vanguard VRS 9112)		49		RING OF FIRE	Johnny Cash (Columbia CL 2053)	
16	15	BYE BYE BIRDIE	Filmtrack (RCA Victor LS 07031)		50		HONEY IN THE HORN	Al Hirt (RCA Victor LPM 2733)	
17	18	ROBERT GOULET IN PERSON	(Columbia CL 2088)		51		JOAN BAEZ VOL. I	(Vanguard VRS 9078)	
18	20	BACH'S GREATEST HITS	Swingle Singers (Philips PHS 600 097)		52		JOHN F. KENNEDY—THE PRESIDENTIAL YEARS	(20th Century Fox TFM 3127)	
19	17	PAINTED, TAINTED ROSE	Al Martino (Capitol T 1975)		53		THE BEST OF JOAN BAEZ	(Squire SQ 33001)	
20	24	RAMBLIN'	New Christy Minstrels (Columbia CL 2055)		54		THAT WAS THE WEEK THAT WAS	BBC (Decca DL 9116)	
21	21	MORE TRINI LOPEZ AT PJ's	(Reprise R 56103)		55		CHARADE	Henry Mancini (RCA Victor LPM 2755)	
22	22	THE BARBRA STREISAND ALBUM	(Columbia CL 2007)		56		IMPRESSIONS	(ABC Paramount ABC 450)	
23	25	THINK ETHNIC	Smothers Brothers (Mercury MG 20777)		57		LET ME SING	Brenda Lee (Decca DL 4439)	
24		ANY NUMBER CAN WIN	Jimmy Smith (Verve 8552)		58		JAMES BROWN AT THE APOLLO	(King 826)	
25	30	HOW THE WEST WAS WON	Filmtrack (MGM 1 E 5)		59		SURFIN' U.S.A.	Beach Boys (Capitol T 1890)	
26	33	WONDERFUL, WONDERFUL	Lawrence Welk (Dot DLP 3552)		60		LIVE FROM THE BROOKLYN FOX	Murray the K (KFM 1007)	
27	26	SINATRA'S SINATRA	Frank Sinatra (Reprise R 1010)		61		JOAN BAEZ VOL. II	(Vanguard VRS 9094)	
28	23	ELVIS GOLDEN RECORDS VOL. 3	Elvis Presley (RCA Victor LPM 2765)		62		THEMES FOR YOUNG LOVERS	Percy Faith (Columbia CL 2023)	
29	29	BLUE VELVET	Bobby Vinton (Epic LN 24068)		63		SING ALONG WITH THE KINGSTON TRIO	(Capitol KOA 2005)	
30	34	TRINI LOPEZ AT PJ's	(Reprise R 6093)		64		I REMEMBER BUDDY HOLLY	Bobby Vee (Liberty LRP 3336)	
31	32	LAWRENCE OF ARABIA	Filmtrack (Colpix CP 514)		65		WIVES & LOVERS	Jack Jones (Kapp KL 1352)	
32	31	MANTOVANI MANHATTAN	(London LL 3328)		66		BLUE GENE	Gene Pitney (Musicor MM 2007)	
33	28	SUGAR SHACK	Jimmy Gilmer & Fireballs (Dot 25545)		67		J.F.K.	(Documentaries Unlimited Vol. 1)	
34	39	RICK NELSON SINGS "FOR YOU"	(Decca DL 4479)						

Pos.	Last Week	Album	Artist	Label
1		THE SINGING NUN	Soeur Sourire (Philips PCC 603)	
2		IN THE WIND	Peter, Paul & Mary (Warner Bros. WB 1507)	
3	4	JOAN BAEZ IN CONCERT VOL. 11	(Vanguard VS 2123)	
4	3	THE SECOND BARBRA STREISAND ALBUM	(Columbia CS 8854)	
5	5	WEST SIDE STORY	Filmtrack (Columbia OS 2070)	
6	8	FUN IN ACAPULCO	Elvis Presley (RCA Victor LSP 2756)	
7	9	WASHINGTON SQUARE	Village Stompers (Epic BN 26078)	
8	6	MARIA ELENA	Los Indios Tabajaras (RCA Victor LSP 2822)	
9	12	CATCH A RISING STAR	John Gary (RCA Victor LSP 2745)	
10	14	MOVIN'	Peter, Paul & Mary (Warner Bros. WB 1473)	
11	10	MANTOVANI MANHATTAN	(London PS 328)	
12	11	PETER, PAUL & MARY	(Warner Bros. WB 1449)	
13	19	WONDERFUL, WONDERFUL	Lawrence Welk (Dot DLP 25552)	
14	17	HOW THE WEST WAS WON	Soundtrack (MGM SE 1 E 5)	
15	15	LAWRENCE OF ARABIA	Soundtrack (Colpix SCP 514)	
16	26	ROMANTICALLY	Johnny Mathis (Columbia CS 8898)	
17	13	BYE BYE BIRDIE	Soundtrack (RCA Victor LSO 1081)	
18	18	ANY NUMBER CAN WIN	Jimmy Smith (Verve 6 8552)	
19	16	PAINTED, TAINTED ROSE	Al Martino (Capitol ST 1975)	
20	21	HERE'S LOVE	Broadway Cast (Columbia KOS 2400)	
21	22	MORE TRINI LOPEZ AT P.J.'s	(Reprise R9 56103)	
22	25	RAMBLIN'	New Christy Minstrels (Columbia CS 8855)	
23	29	BACH'S GREATEST HITS	Swingle Singers (Philips PHS 600 097)	
24	28	LITTLE DEUCE COUPE	Beach Boys (Capitol ST 1998)	
25	27	SINATRA'S SINATRA	Frank Sinatra (Reprise R9 1010)	
26	24	ELECTRODYNAMICS	Dick Hyman (Command RS 856 SD)	
27	23	ROBERT GOULET IN PERSON	(Columbia CS 8888)	
28	31	JOAN BAEZ IN CONCERT	(Vanguard VRD 2122)	
29	32	THE BARBRA STREISAND ALBUM	(Columbia CS 8807)	
30	37	CURB YOUR TONGUE, KNAVE	Smothers Bros. (Mercury SR 60862)	
31	36	DAYS OF WINE AND ROSES	Andy Williams (Columbia CS 8815)	
32	33	RICK NELSON SINGS "FOR YOU"	(Decca DL 74479)	
33	34	INGREDIENTS IN A RECIPE FOR SOUL	Ray Charles (ABC Paramount ABCS 465)	
34	40	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia CS 8669)	
35	38	HOLLYWOOD—MY WAY	Nancy Wilson (Capitol ST 1934)	
36	35	CHAD MITCHELL TRIO SINGIN' OUR MIND	(Mercury SR 60838)	
37	42	SURFER GIRL	Beach Boys (Capitol ST 1981)	
38	45	CHARADE	Henry Mancini (RCA LSP 2755)	
39	46	TRINI LOPEZ AT P.J.'s	(Reprise R 9 6093)	
40	47	ELVIS GOLDEN RECORDS VOL. 3	Elvis Presley (RCA Victor LSP 2765)	
41		SING ALONG WITH THE KINGSTON TRIO	(Capitol SKOA 2005)	
42	41	SUGAR SHACK	Jimmy Gilmer & Fireballs (Dot 25545)	
43	48	POLITELY PERCUSSIVE	Dick Schory (RCA Victor LSP 2738)	
44		THAT WAS THE WEEK THAT WAS	BBC (Decca DL 79116)	
45	39	110 IN THE SHADE	B'way Cast (RCA Victor LSO 1085)	
46	44	1963'S THE YEAR'S MOST POPULAR THEMES	Enoch Light (Command RS 854 SD)	
47	48	CONCERT IN THE PARK	Boston Pops & Arthur Fiedler (RCA Victor LSP 2677)	
48		TODAY'S ROMANTIC HITS	Jackie Gleason (Capitol SW 1978)	
49		JOHNNY	Johnny Mathis (Columbia CS 8844)	
50		LANGUAGE OF LOVE	Jerry Vale (Columbia CS 8843)	



ALBUM REVIEWS

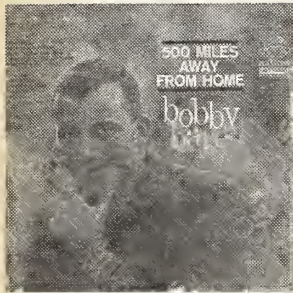
POP PICKS



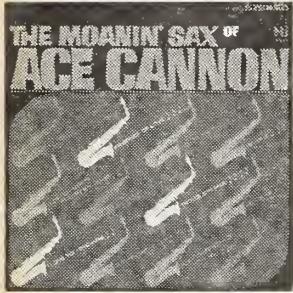
"DRAG CITY"—Jan & Dean—Liberty LST7339
Jan & Dean follow up their blockbustin' "Surf City" LP with this new Liberty album romp aimed at hot roddin'. The boys have been consistent chart-riders and this session should go the same success route. The hot rod sound is catching on just as surfin' did and their handling of these tunes is first-rate. Slick sides here are "Drag City," "Little Deuce Coupe" and "Sting Ray." Watch it for an early trip to Chartsville.



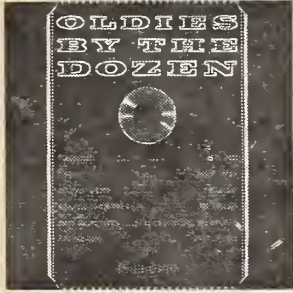
"BILL BLACK'S COMBO GOES WEST" — Hi SHL 32013
Traditional western music has been popular as long as the existence of the recording industry and in recent years the music has made tremendous strides. The sophisticated aggregation of Bill Black cashes-in on this trend to western sounds on this delightful (disk of) authentic-sounding evergreens. The crew in fine swingin' form on "San Antonio Rose," "Deep In The Heart Of Texas" and "Red River Valley." Sure-fire chart item.



"500 MILES AWAY FROM HOME" — Bobby Bare—RCA Victor LSP 2835
Bobby Bare tags this new RCA Victor outing after his recent pop-country chart-rider of "500 Miles Away From Home," and includes eleven other tunes in a similar folkish vein. The songster's rich, wide-range, baritone carries him in good stead as he turns in outstanding renditions of "Let Me Tell You About Mary," "Worried Man Blues" and "What Kind Of Bird Is That." LP seems sure to pull loads of loot.



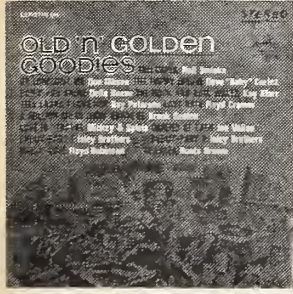
"THE MOANIN' SAX OF ACE CANNON"—Hi SHL32014
Ace Cannon, frequently represented on the charts with his best-selling albums on Hi could have another winner with this package of blues-oriented instrumentals. The ace saxist effectively combines skilled musicianship and the Nashville sound as he moans his way through such goodies as "I Love You Because," "Singing The Blues" and "I Left My Beart In San Francisco." Eye it for brisk sales.



OLDIES BY THE DOZEN — Various Artists — Parkway P 7037
Mountain strength is assembled in one package by Parkway. Such potent oldies as "Gee" by the Crows and "Butterfly" by Charlie Gracie date back to the early days of rock & roll. More recent successes include "Will You Love Me Tomorrow" by the Shirelles, "The Wah-Watusi" by the Orions, and Chubby Checkers' "The Twist." Powerful sales potential.



"THE THREEPENNY OPERA" — Original Soundtrack—London M76004
Here is the original soundtrack recording of the German film production of "The Threepenny Opera" of Kurt Weill & Bertolt Brecht featuring Curt Jurgens, Hildegard Neff and June Ritchie. The score, more than three decades old, is still fresh and remains a theatrical masterpiece. Peter Sandloff's musical direction is first-rate and the cast superb is their performances of such timeless tunes as "Mack The Knife," "Pirate Jenny" and the "Love Duette." The set merits prominent position on the cast shelf.

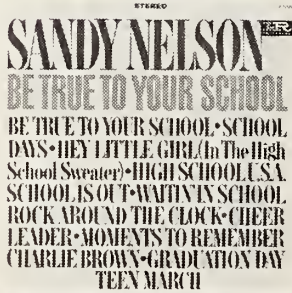


"OLD 'N' GOLDEN GOODIES"—Various Artists —RCA Victor LSP 2740
Previous and while-back chart triumphs have been popular LP fare for quite some time now and RCA Victor picks up on this fact by releasing this top-drawer package of vintage 45 hits. The disk includes such nostalgic items as "Love Is Strange" by Mickey and Sylvia, "Oh Lonesome Me" by Don Gibson and Brook Benton's "A Million Miles From Nowhere." Teen record buyers should really dig the set.

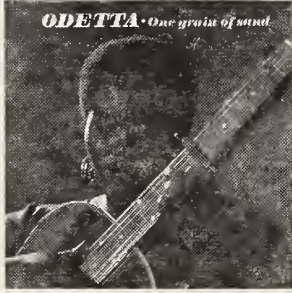
POP BEST BETS



"VIENNA, MY CITY OF DREAMS"—Richard Tucker—Columbia ML 5937
Richard Tucker sings thirteen romantic Viennese flavored tunes taken from the world's finest operettas. The Met tenor again displays a natural affinity for a light tune and directs his wide-range voice to such favorites as "Yours Is My Heart Alone," "In Our Secluded Rendezvous" and "Vienna, My City of Dreams." The singer contributes warmth and feeling to each tune and his loyal coterie of admirers will surely want it.



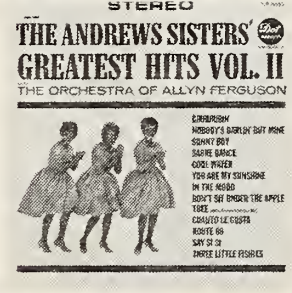
"BE TRUE TO YOUR SCHOOL"—Sandy Nelson—Imperial LP 12258
Sandy Nelson has earned countless laurels in the past for his distinctive, hard-driving, danceable drum stylings but this new school-oriented Imperial outing ranks as his most enjoyable set in quite a while. All the tunes here are of a campus variety including "School Days," "School Sweater" and "Graduation Day." All of Nelson's teen fans should come out in droves for the package.



"ONE GRAIN OF SAND"—Odetta—Vanguard VRS 9137
Over the years Odetta has firmly established herself as one of the "biggest" voices in the folk-blues idiom. This top-flight album, cut during the lark-guitarist's days with Vanguard, features her dishing-up a fine program of familiar sturdies with all of her expected deeply moving lyricism. Odetta shines on "Sail Away Ladies," "Midnight Special" and "Come All Ye Fair And Tender Ladies." Superb listening throughout.



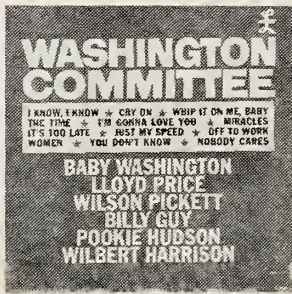
"FREDDY KING GOES SURFIN'"—King 856
Freddy King comes up with a package of instrumentals geared for teenage dancing and listening pleasure. The guitarist directs his attention to some swingin' surfin' sounds for this King session and steps out brightly with a pulsating rendition of his singles click, "Hide Away," followed by top-drawer treatments of "Side Tracked," "In The Open" and "Out Front."



"THE ANDREWS SISTERS GREATEST HITS VOL. II"—Dot DLP25543
The Andrews Sisters launch this second stanza of hits on Dot with their years-back best-seller "Don't Sit Under The Apple Tree," and follow it up with eleven more click tunes that saw considerable sales activity the first time around. Best bets here are "Cuanto Le Gusta," "You Are My Sunshine" and "Say Si Si." The sisters' fans should come out in strength for the set.



"CUTTIN' GRASS"—Osborne Brothers—MGM E 4149
In the past year the bluegrass style has jumped from a position of obscurity to national prominence. No longer is this extremely authentic type of music limited in appeal but has an acceptance as wide as some forms of folk music. The Osborne Bros. have long been considered bluegrass experts and this new fast-moving MGM set aptly supports their position. The boys come up with some top-notch highly-polished renditions of "Sweet Thing," "Ruby, Are You Mad" and "Night Train To Memphis."



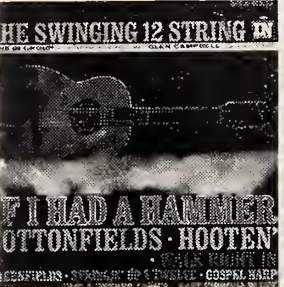
"WASHINGTON COMMITTEE"—Various Artists—Double L DL2302
Double L's best-selling rhythm and blues and rock and roll artists have combined forces to present some of their best-sellers on one package. Pookie Hudson leads off with his "I Know, I Know," to be followed by Lloyd Price, Baby Washington, Wilbert Harrison and Billy Guy wailing such goodies as "Cry On," "Whip It On Me, Baby" and "Off To Work." The teen crowd will dig it.



"PASTURES OF PLENTY"—Mike Settle—Folk Sing FLP 1002
Mike Settle is rapidly getting a reputation for himself in folk music circles with his distinctive, natural-sounding approach to folk tunes. This first-rate Folk Sing disk presents the chanter-guitarist reading a varied program of self-penned items and standards. Settle reaches a noteworthy professional pitch on "Pastures Of Plenty," "San Francisco Bay Blues" and "Thought I Heard My Baby Calling."



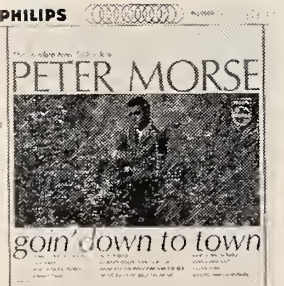
"ZITHER GOES HOLLYWOOD"—Ruth Welcome—Capitol ST 1986
Ruth Welcome adds to an impressive list of strong catalog albums with this LP of romantic themes from twelve standout films. The zitherist serves up beguiling readings of these lilting tunes and again proves herself a masterful musician. Easy-listening bands here are "Around The World In 80 Days," "The Third Man Theme" and "Three Coins In The Fountain." Her admirers will surely like the set.



"THE SWINGING 12 STRING"—In Group/Glen Campbell—In 1002
Here's an interesting pop-folk sets which utilizes an off-beat musical matrix of harpsichord and 12-string guitar. Vet guitarist Glen Campbell and a group of fine musicians effectively wail on a varied group of folk tunes including "Cottonfields," "Walk Right In" and "Greenback Dollar." Imaginative folk buffs will dig the sounds here.



"A NEW BAG OF SONGS"—Billy Edd Wheeler—Kapp KL1351
Billy Edd Wheeler sings and plays a dozen of his own compositions on this country-folk offering from Kapp. Some of the tunes here were singles hits by other artists, particularly "Desert Pete" and "The Reverend Mr. Black." The Singer-composer also includes warm-voiced surveys of "Jack And The Doctor's Daughter" "Hot Dog Heart" and "Winter Sky." This set could win the songster a lot of new friends.



"GOIN' DOWN TO TOWN" — Peter Morse — Philips PHS 600-059
In today's copy-cat folk world, Peter Morse is a rare bird indeed. The young songster-guitarist has an unusual, lyrical legit-styled approach to folk music. The effect is entirely pleasing as Morse offers such standards as "The Song Of The Ox Driver," "Delia's Gone" and "My Lord What A Morning." Kudos go to Milt Okun for some standout arrangements.



"THE HOOTENANNY STAR"—Jo Mapes—Kapp KL 1347
This album's tag is based on Jo Mapes smash performances on ABC's "Hootenanny" TV stanza. The lark-guitarist, who caused a mild sensation on the program, is presented here in a tasteful program of both old and recent vintage folk material. While accompanying herself on the guitar she offers some hauntingly beautiful renditions of "Kisses Sweeter Than Wine," "I Will Never Marry" and "I Know Where I'm Goin'." Loads of potential here.



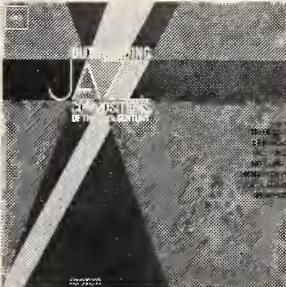
"BAILANDO POLKAS"—Mariachi Vargas de Tecalitlan—RCA Victor MKS 1525
Here's a delightful, warm-spirited disk which spotlights the distinctive instrumental talents of the Mariachi Vargas de Tecalitlan reading a bevy of contagious, lively traditional Mexican polkas. Among the standout tracks here are "La Revolcada," "Ciudad Victoria" and "El Zopilote Mojada." Plenty of potential here. Disk can create a stir in the U. S. as well as south-of-the-border.



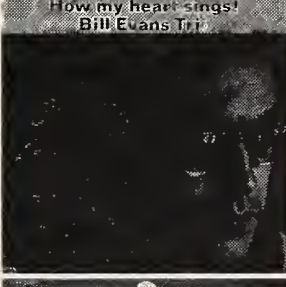
"FIESTA ITALIANA"—Angelo—Fiesta 1352
Angelo Di Pippo, his accordion and orchestra play the melodies from a host of Italian folk dances on this happy-sounding disk from Fiesta. The versatile accordionist includes the tarantella, mazurka, polka and waltz on this dance-oriented package. Easy-listening tracks here are "Mariana," "Isola Lontana," "Polka Milanese" and "L'Amore Dimenticato."



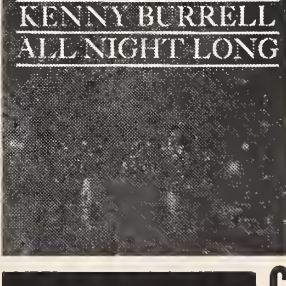
"THE ESSENTIAL GERRY MULLIGAN" — Verve V 8567
Continuing with its highly-touted "The Essential . . ." series Verve offers this excellent program of sturdy and originals played by Gerry Mulligan. Although only 36, the vet saxist has established himself as one of the leaders of the contemporary jazz movement. While backed by a subtle and swinging combo, Mulligan swings with all of his expected poise on "I Believe In You," "My Funny Valentine" and "Utter Chaos."



"OUTSTANDING JAZZ COMPOSITIONS OF THE 20TH CENTURY" — Various — Columbia C2L31
A host of jazzdom's outstanding musicians and composers are represented on this two-disk set from Columbia dedicated to the foremost jazz compositions of this century. The works of Ellington, Lewis, Giuffre, Mingus, J. J. Johnson and others are performed here as they were on the original recordings. A choice item for jazzophiles, the set includes "Jazz Suite For Blues," "Three Little Feelings" and "Idiom '59 Parts I, II, and III."



"HOW MY HEART SINGS"—Bill Evans Trio—Riverside 473
The Bill Evans Trio, comprised of Evans on Piano, Chuck Israels on bass and Paul Motian on drums, has come up with an ear-pleasing sampling of standards and originals on this album outing for Riverside. Evans' approach to jazz is lyrical, with a light touch that makes for top-notch listening pleasure. Top-drawer examples here are "I Should Care," "Summertime," "Ev'rything I Love" and "Walking Up." A potent jazz session.



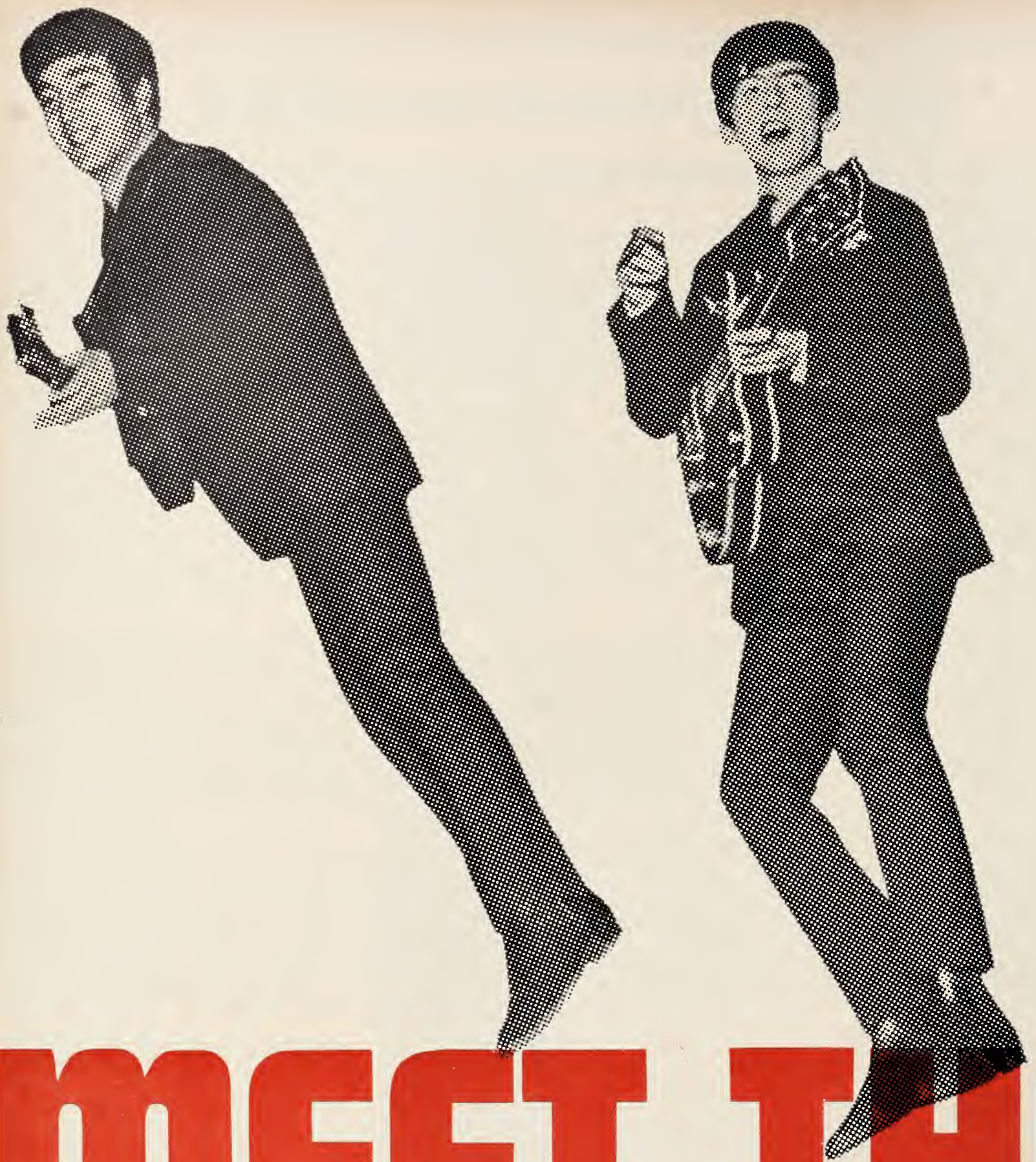
"ALL NIGHT LONG"—Kenny Burrell—Prestige PR 7289
Ace jazz guitarist Kenny Burrell is effectively teamed up on this swingin' Prestige with an accomplished group of musicians including Hank Mobley (tenor sax), Jerome Richardson (flute and tenor sax) and Art Taylor (drums). Although the solo spotlight is mainly fixed on Burrell everybody gets a chance to display his individual musical wares. Best listening bets here are "All Night Long," "Flickers" and "Boo-Lu." Jazzophiles will want the album.



CLASSICAL PICKS
DE FALLA: Nights In The Gardens Of Spain; Gonzalo Soriano, piano and harpsichord soloist—Angel 36131
Manuel De Falla's "Nights In The Gardens Of Spain" ranks high on the list of works composed in the flowing, modern classical tradition and Gonzalo Soriano beautifully reads the intricate composition on both the piano and harpsichord on this first-rate offering from Angel. The orchestra here, which is superb, is the Orchestre de la Societe des Concerts du Conservatoire (Paris) conducted by Rafael Fruhbeck de Burgos. As an added plus the disk also contains the composer's "Harpsichord Concerto."



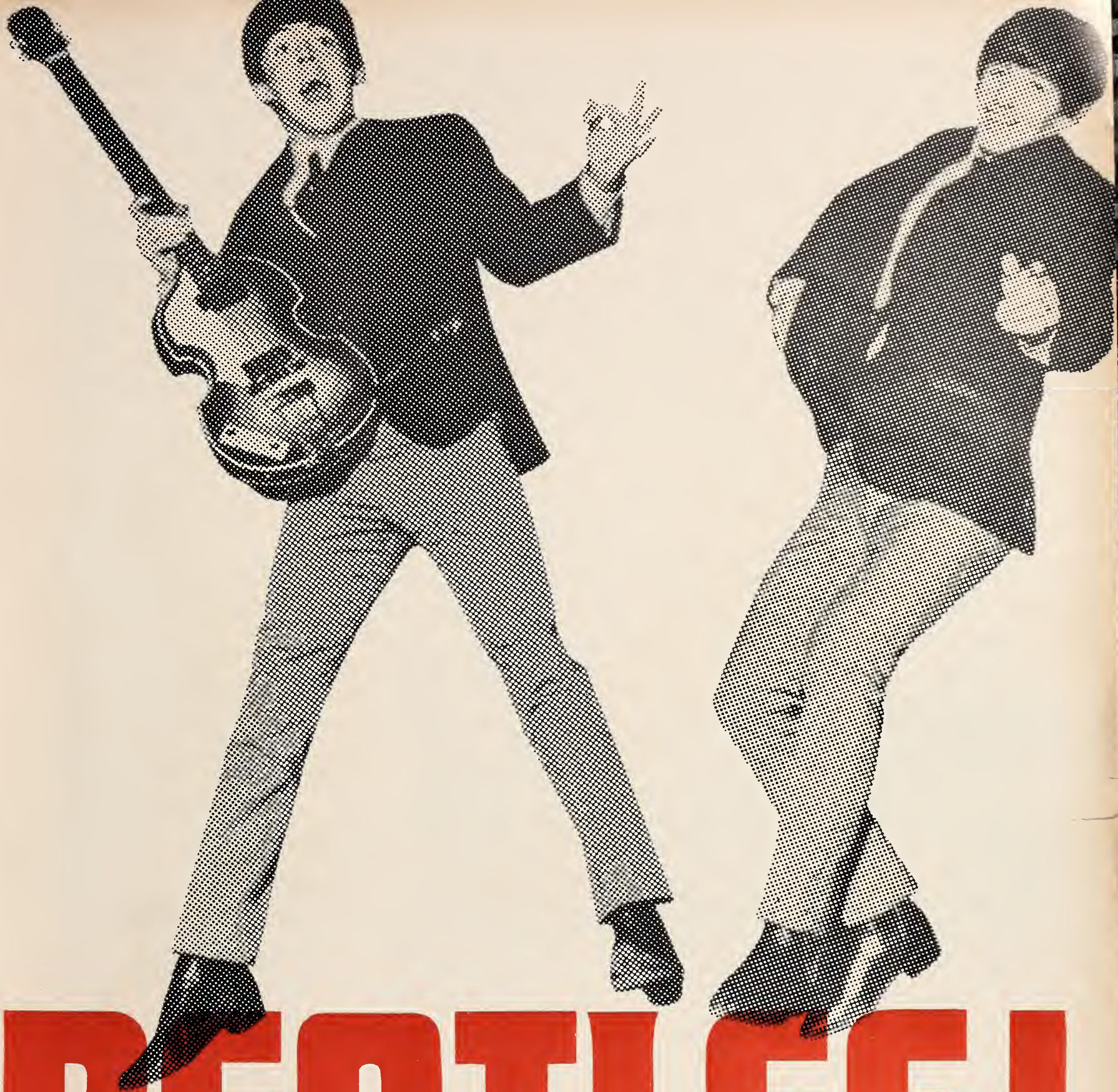
TELEMANN: 3 Concerti, Pro Arte Chamber Orchestra of Munich/Redel—Westminster 17042
The Georg Philipp Telemann concertos in D major, G major, E major and the Suite Concertante in G minor are performed for Westminster by the Pro Arte Chamber Orchestra of Munich directed by Kurt Redel who also doubles as flute soloist. The works here are typical of the 17th century chamber music compositions and are performed by the orchestra with style and taste.



MEET THE

BRITAIN'S "BEATLEMANIA" HAS SPREAD TO AMERICA

ON TV: Jack Paar Show (Jan. 3, NBC-TV)! Ed Sullivan Show (Feb. 9, Feb. 16, CBS-TV)! Already seen on Walter Cronkite News (CBS-TV), Huntley-Brinkley News (NBC-TV)! Featured in Time, Life, Newsweek and newspapers everywhere! Among record buyers "Beatlemania" has proved absolutely contagious. Over 3,000,000 discs already sold in England alone. So be prepared for the kind of sales epidemic that made THE BEATLES the biggest-selling vocal group in British history! CALL YOUR CAPITOL SALES REP. TODAY!



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DRIP DROP
Tiger Music, Inc. COLUMBIA

BOSSA NOVA BABY
Elvis Presley Music RCA VICTOR

YOU'RE ALL I WANT
Bennie Benjamin Music Inc. MERCURY

TWEEDLE DEE
Progressive Music ATLANTIC

REACH OUT FOR ME
Ross Jungnickel Inc./Blue Seas Music Inc. BIGTOP

MISERY
Noma Music Inc. BIGTOP

I GOT A WOMAN
Progressive Music Pub. Co., Inc. COLPIX

THE MATADOR
Johnny Cash Music Inc. COLUMBIA

LONELY MAN
Hill & Range Songs, Inc. MALA

COULD THIS BE LOVE
Hill & Range Songs, Inc. MALA

THE ABERBACH GROUP
1619 Broadway, New York, N. Y.

Cash Box **TOP 50**
IN
R&B LOCATIONS

		Pos.	Last Week
1	LOUIE, LOUIE	1	1
	Kingsmen (Wand 143)		
	Paul Revere & Raiders (Columbia 42814)		
2	IT'S ALL RIGHT	2	2
	Impressions (ABC Paramount 10487)		
3	NEED TO BELONG	4	4
	Jerry Butler (Vee Jay 567)		
4	WHEN THE LOVE LIGHT STARTS SHINING THROUGH HIS EYES	8	8
	Supremes (Motown 1051)		
5	AS LONG AS I KNOW HE'S MINE	3	3
	Marvelettes (Tamla 54088)		
6	YOU'RE GOOD FOR ME	5	5
	Solomon Burke (Atlantic 2205)		
7	LODDY LO	10	10
	Chubby Checker (Parkway 890)		
8	YOU'RE NO GOOD	12	12
	Betty Everett (Vee Jay 566)		
	Dee Dee Warwick (Jubilee 5459)		
9	I HAVE A BOY FRIEND	6	6
	Chiffons (Laurie 3212)		
10	THAT LUCKY OLD SUN	14	14
	Ray Charles (ABC-Paramount 10509)		
11	THE NITTY GRITTY	19	19
	Shirley Ellis (Congress 202)		
12	PAIN IN MY HEART	13	13
	Otis Redding (Volt 112)		
13	LITTLE RED ROOSTER	7	7
	Sam Cooke (RCA Victor 8274)		
14	QUICKSAND	20	20
	Martha & The Vandellas (Gordy 7025)		
15	FOR YOUR PRECIOUS LOVE	9	9
	Garnet Mimms & Enchanters (United Artists 658)		
16	ANYONE WHO HAD A HEART	26	26
	Dione Warwick (Scepter 1262)		
17	BON-DOO-WAH	23	23
	Orlons (Cameo 287)		
18	WALKIN' THE DOG	11	11
	Rufus Thomas (Staxx 140)		
19	BABY, I LOVE YOU	28	28
	Ronettes (Philles 118)		
20	HOOKO TOOKA	31	31
	Chubby Checker (Parkway 890)		
21	BABY DON'T YOU WEEP	17	17
	Garnet Mimms & Enchanters (United Artists 658)		
22	DOWN THE AISLE	21	21
	Patti Labelle & Bluebells (Newtown 5777)		
23	WATCH YOUR STEP	16	16
	Brooks O'Dell (Gold 214)		
24	I'M A WITNESS	15	15
	Tommy Hunt (Scepter 1261)		
25	WHAT'S EASY FOR TWO'S HARD FOR ONE	22	22
	Mary Wells (Motown 1048)		
26	NOW	18	18
	Lena Horne (20th Fox 449)		
27	I ADORE HIM	24	24
	Angels (Smash 1854)		
28	GREASY SPOON	38	38
	Hank Marr (Federal 12508)		
29	CAN I GET A WITNESS	25	25
	Marvin Gaye (Tamla 54087)		
30	IF SOMEBODY TOLD YOU	40	40
	Anna King (Smash 1858)		
31	I GOTTA DANCE TO KEEP FROM CRYING	27	27
	Miracles (Tamla 54089)		
32	HARLEM SHUFFLE	41	41
	Bob & Earl (Mall 104)		
33	I CAN'T STOP SINGING	42	42
	Bobby Bland (Duke 370)		
34	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME	—	—
	Shirelles (Scepter 1264)		
35	UM, UM, UM, UM, UM	44	44
	Major Lance (Okeh 7187)		
36	TALK TO ME	30	30
	Sunny & Sunglows (Tear Drop 3614)		
37	SNAP YOUR FINGERS	40	40
	Barbara Lewis (Atlantic 2214)		
38	GIRLS GROW UP FASTER THAN BOYS	29	29
	Cookies (Dimension 1020)		
39	THE SHELTER OF YOUR ARMS	32	32
	Sammy Davis Jr. (Reprise 20216)		
40	WHAT KIND OF FOOL (Do You Think I Am)	45	45
	Tams (ABC Paramount 10502)		
41	BABY WHAT	—	—
	Etta James (Argo 5452)		
42	STOP MONKEYIN' AROUND	34	34
	Dovells (Parkway 889)		
43	SINCE I FOUND A NEW LOVE	—	—
	Little Johnny Taylor (Galaxy 725)		
44	SOMEWHERE	35	35
	Tymes (Parkway 89)		
45	BILLIE BABY	47	47
	Lloyd Price (Double L 729)		
46	DEEP IN THE HEART OF TEXAS	—	—
	Clyde McPhatter (Mercury 72220)		
47	CROSSFIRE TIME	37	37
	Dee Clark (Constellation 6034)		
48	BUSTED	33	33
	Ray Charles (ABC Paramount 10453)		
49	STOP FOOLIN'	36	36
	Brook Benton & Damita Jo (Mercury 72207)		
50	YOUNG WINGS CAN FLY	39	39
	Ruby & Romantics (Kapp 557)		

Cash Box **JUKE BOX OPS'**
RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

WHO CARES Fats Domino (ABC Paramount 10512)	THEME FROM 'CARDINAL' Roger Williams (Kapp 560)
SNAP YOUR FINGERS/PUPPY LOVE Barbara Lewis (Atlantic 2214)	NEVER LOVE A ROBIN Bobby Vee (Liberty 55636)
TOBACCO ROAD Lou Rawls (Capitol 5049)	WHISPERING Bachelors (London 9623)
MY HOME TOWN Steve Lawrence (Columbia 42952)	COLD COLD WINTER/442 GLENWOOD AVE. Pixies Three (Mercury 72208)
THE PRISONER'S SONG Vic Dana (Dolton 87)	STAY WITH ME/TALK TO ME BABY Frank Sinatra (Reprise 20249)
BILLIE BABY Lloyd Price (Double L 729)	JAVA Al Hirt (RCA Victor 8280)
WHERE THERE'S A WILL Lonnie Mack (Fraternity 918)	FOR YOUR SWEET LOVE Cascades (RCA Victor 8268)
MY HEART IS FILLED WITH PAIN! Little Johnny Taylor (Galaxy 725)	DID YOU HAVE A HAPPY BIRTHDAY Paul Anka (RCA Victor 8272)
HIS KISS Betty Harris (Jubilee 5465)	HIGH ON A HILL Scott English (Spokane 4003)
	ASK ME Inez Foxx (Symbol 926)

NEW ADDITIONS to TOP 100

83—A LETTER FROM SHERRY Dale Ward (Dot 16520)	93—WHEN YOU WALK IN THE ROOM Jackie de Shannon (Liberty 55645)
84—COMIN' IN THE BACK DOOR Baja Marimba Band (Almo 201)	96—TRUE LOVE GOES ON AND ON Burl Ives (Decca 31571)
86—TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME Shirelles (Scepter 1264)	98—I CAN'T STOP SINGING Bobby Bland (Duke 370)
90—MY ONE AND ONLY JIMMY BOY Girlfriends (Colpix 712)	99—SOUL DANCE Tommy Leonetti (RCA 8251)
92—A FOOL NEVER LEARNS Andy Williams (Columbia 42950)	100—SON OF REBEL ROUSER Duane Eddy (RCA 8276)

AIMED AT OPS

MOON RIVER/DAYS OF WINE AND ROSES—Andy Williams—Columbia 4-33049
BLUE SKIRT WALTZ/JUST BECAUSE—Fronkie Yonkovic—Columbia 4-33050
BIG BAD JOHN/LITTLE BLACK BOOK—Jimmy Deon—Columbia 4-33051
HEY JOE/LOOSE TALK—Carl Smith—Columbia 4-33052
PEG O' MY HEART/CHERRY PINK AND APPLE BLOSSOM WHITE—Jerry Murod's Harmonicots—Columbia 4-33053
DO NOTHING TILL YOU HEAR FROM ME/DON'T GET AROUND MUCH ANYMORE—Duke Ellington & Al Hibbler—Columbia 4-33054
FOUR BROTHERS/APPLE HONEY—Woody Hermon Orch.—Columbia 4-33055
SMALL WORLD/A CERTAIN SMILE—Johnny Mothis—Columbia 4-33056
WABASH CANNON BALL/GREAT SPECKLE BIRD #1—Roy Acuff—Columbia 4-33057
I LOVE YOU SO MUCH IT HURTS/SLIPPING AROUND—Floyd Tillmon—Columbia 4-33058
I USED TO LOVE YOU; OH BY JINGO; PUT YOUR ARMS AROUND ME, HONEY/CHEEK TO CHEEK; YOU'RE JUST IN LOVE; ALEXANDER'S RAGTIME BAND—Lou Breese & Orch.—Decca 25621

Oords Make Hollywood Stop-Over



HOLLYWOOD—Gerry Oord Sr. and Jr., Liberty-Dolton distributors in the Benelux countries via their Dutch firm, Bovema, were in Hollywood recently. Amidst a hectic schedule the pair found time to meet songster Vic Dana. Pictured (left to right) above are Mike Sloman of Liberty-Dolton's international sales department, Dolton topper Bob Reisdorff, Dana and the Oords.

The Hottest Yet!!!

"Sex is Funny"

Ray Scott
DTL #837

DOOTO

REG. U.S. PAT. OFF.

"IT'S UNCLE WILLIE"

Little Natalie
With Henry & The Gifts

R-4540

ROULETTE RECORDS

A RED HOT HIT

ALLEN CURTIS' FIREBALL MAIL

HICKORY 1226

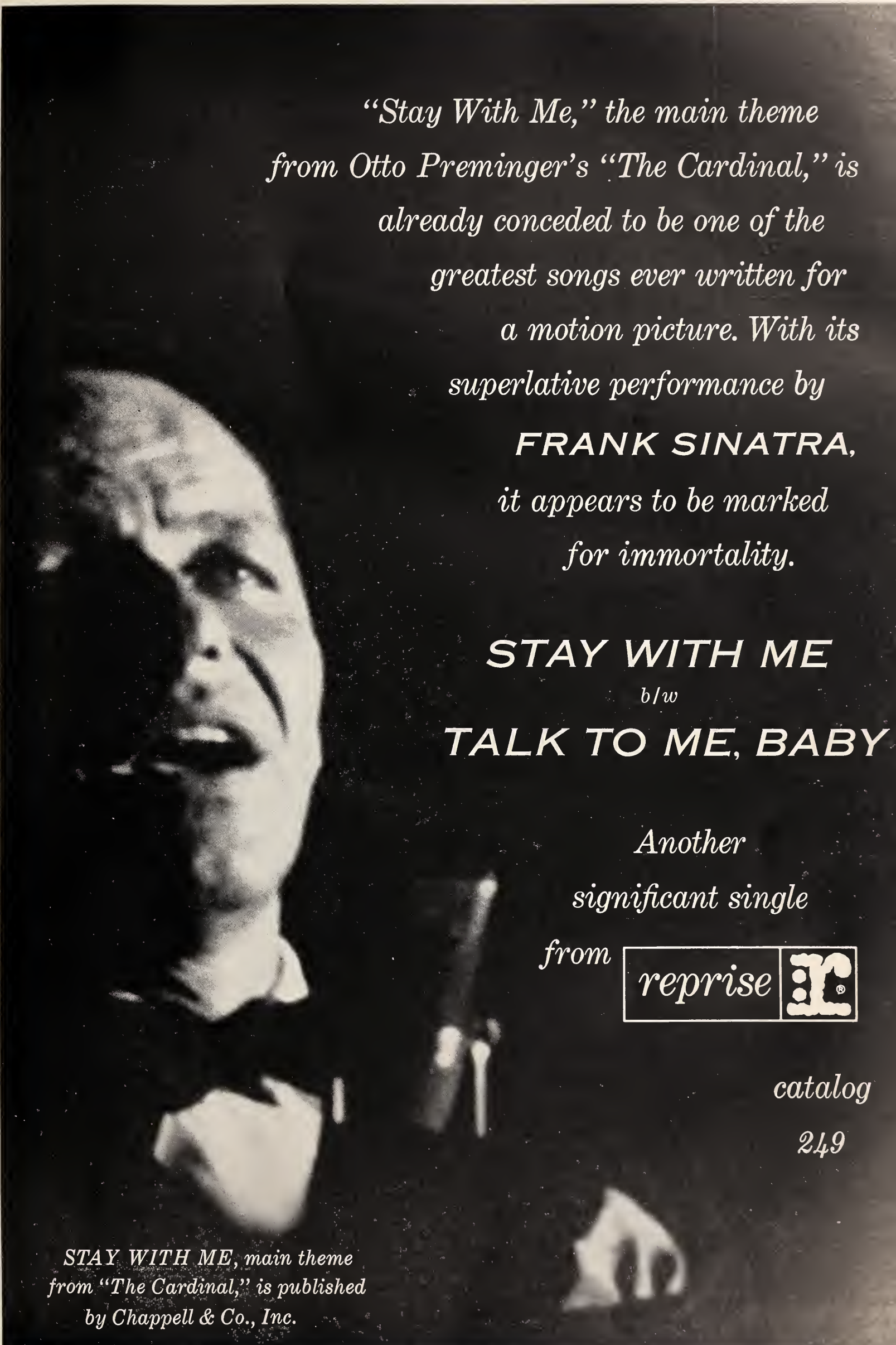
OTIS REDDING

"PAIN IN MY HEART"

Volt 112

Distributed by:

ATCO RECORDS



*“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*



*catalog
249*

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

COLUMBIA 

CUSTOM MACHINE

Bruce and Terry

4-42956

I CAN'T STOP TALKING ABOUT YOU

Steve and Eydie

4-42932

THE GRASSHOPPER

Amadeo and His Indian Harps

4-42918

I'LL SEARCH MY HEART

Johnny Mathis

4-42916

SAGINAW, MICHIGAN

Lefty Frizzell

4-42924



RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO DEC. 26TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
33%	Tonight You're Gonna Fall In Love With Me—Shirelles—		Scepter	33%
26%	Surfin' Bird—Trashmen—Garret			92%
24%	For You—Rick Nelson—Decca			45%
24%	A Fool Never Learns—Andy Williams—Columbia			24%
22%	You Don't Own Me—Lesley Gore—Mercury			37%
19%	Snow Man—Diane Ray—Mercury			19%
18%	Um, Um, Um, Um, Um, Um—Major Lance—Okeh			45%
17%	What Kind Of Fool—Tams—ABC Paramount			25%
16%	Whispering—April Stevens & Nino Tempo—Atco			81%
15%	Baby I Love You—Ronnettes—Philles			8%
14%	Little Boy—Tony Bennett—Columbia			48%
13%	Billie Baby—Lloyd Price—Double L			63%
12%	It's All In The Game—Cliff Richard—Epic			49%
11%	True Love Goes On And On—Burl Ives—Decca			65%
11%	His Kiss—Betty Harris—Jubilee			34%
11%	Hey Little Cobra—Rip Chords—Columbia			88%
10%	In The Summer Of His Years—Connie Francis—MGM			10%
10%	I Can't Stop Talking About You—Steve & Eydie—Columbia			99%

LESS THAN 10% BUT MORE THAN 5%

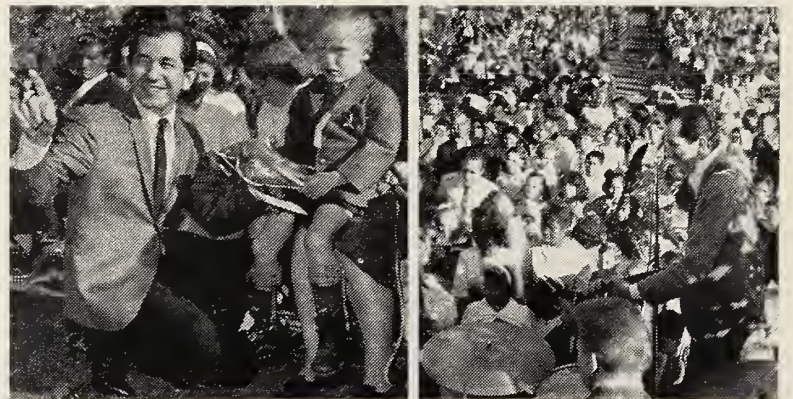
	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
As Usual Brenda Lee (Decca)	93%	Promises Ray Paterson (Dunes)	30%	Harlem Shuffle Bob & Earl (Marc)	7%
Who Da You Love Sopphires (Swan)	9%	Charade Henry Mancini (RCA Victor)	7%	Camin' In The Back Daar Baja Morimba Band (Alma)	75%

Gore's Gold



NEW YORK—Lesley Gore (right) was recently presented with her first golden record for her while-back hit "It's My Party," by Mercury A&R exec Quincy Jones. The lark, who followed-up her initial click with two

Spreading Christmas Cheer



HOLLYWOOD—Pictured in these two photographs are popular Reprise recording star Trini Lopez as he others, is presently hitting with "She's A Fool" and "You Don't Own Me."

helped more than 3,000 crippled children enjoy their annual Christmas party which was sponsored by the Crippled Children's Society of Los Angeles. The songster is currently clicking with "Kansas City."



SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so.

"YOU DON'T OWN ME"
LESLEY GORE Mercury 72206

"THE LITTLE BOY"
TONY BENNETT Columbia 42932

"UM, UM, UM, UM, UM, UM"
MAJOR LANCE Okeh 7187

"IT'S ALL IN THE GAME"
CLIFF RICHARD Epic 9633

"WHAT KIND OF FOOL (DO YOU THINK I AM)"
TAMS ABC-Paramount 10502

"I CAN'T STOP TALKING ABOUT YOU"
STEVE & EYDIE Columbia 42932

"HARLEM SHUFFLE"
BOB & EARL Marc 104

Smash Inks Lurlean Hunter

CHICAGO—Smash Records has inked popular Chicago thrush Lurlean Hunter to an exclusive disk pact.

Lark currently stars on a daily radio program over station WBBM called "The Music Wagon," and her recent engagement at the Edgewater Beach Hotel's Polynesian Room was her 28th Windy City nitery engagement. In addition to nitery work, the performer is a widely used commercial jingle voice, having done ads for the Toni and the Green Giant firms.

Charlie Fach, head of Smash, said that the performer was signed to the label as part of the firm's continuing name artist build-up and full promo and sales program behind each attraction brought to the label.

The songstress has made disks for Vik, Victor's now-defunct affiliate, and Atlantic Records.

'64 Music Show Prospectus Mailed

CHICAGO—A newly-designed prospectus for the 1964 Music Show which will be held for the first time at Chicago's huge Conrad Hilton hotel, June 28 to July 2, has been mailed to exhibitors by the National Association of Music Merchants.

The 11 x 14 brochure details for the first time the completely changed display area layout for the big show, which is the largest musical merchandise market in the world, and reveals how space assignments will be made to exhibitors in sample rooms and exhibit spaces. Priorities for space will be honored as much as possible in the Conrad Hilton layout.

Instead of the 136,000 square feet maximum at the Palmer House, former site of the Music Show, a total of 208,000 square feet will be used at the Conrad Hilton.

5 Keys To Wand Mgt., To Cut For Scepter

NEW YORK—The 5 Five Keys, a singing group with a number of click decks has inked a management pact with Wand Management, according to Wand's Paul Cantor. They'll be recorded by Luther Dixon for the Scepter label after the first of the year. Plans are also being formulated for a theater one-niter and nitery tour to coincide with the release of the deck. Group's hits include "The Glory of Love," "Close Your Eyes," "Out of Sight Out of Mind."



INTRODUCES "THE MERSEY SOUND WITH THE LIVERPOOL BEAT"



THE DAVE CLARK FIVE

"GLAD ALL OVER" 5-9656

THE HOTTEST RECORD ON THE BRITISH CHARTS!

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Rayven Music Gets Lots Of '63 Disks

NEW YORK—Duke Niles' Rayven Music has completed a successful 1963. The pubbery's big chart item this year was "Washington Square" by The Village Stompers.

Niles placed the master of the deck with Epic Records and has an indie producers deal with the label for future recordings by the musicians. Date was produced by Niles and Joe Sherman, who provided the musical direction and arrangement. Dave Kapralik, Columbia-Epic A&R Exec, took the master for Epic.

The firm also got hold of a strong good-music tune, "The Good Life," originally a melody written by Sacha Distel for the French flick, "The Seven Capital Sins." Top disk versions came from Tony Bennett and Kathy Keegan.

Raven also made hay during the Bossa Nova fad with a tune called "Recado Bossa Nova," which got plenty of singles and LP coverage.

UA Pacts Danny Meehan

NEW YORK—Danny Meehan, who'll have a leading part in the upcoming "Funny Girl," starring Barbra Streisand as Fanny Brice, will be cutting for United Artists Records.

Under an exclusive pact, the young musical comedy-nitery performer will record both singles and LP's under the direction of Jack Gold. His first offering will be a singles release—due shortly—and an album will come after.

Meehan is managed by Jack Rollins in association with Charles Joffe. Rollins helped develop the careers of such performers as Harry Bellafonte, Nichols & May and Woody Allen.

Porgy & Previn



HOLLYWOOD—Irving Townsend, veep and west coast operations manager for Columbia Records, recently presented gold records to a producer and an artist for the label's "Porgy And Bess" LP. In the top photo Sam Goldwyn is being presented with a gold record as he produced the film. In the bottom photo Townsend is presented a gold record to Andre Previn who was the conductor, arranger and in charge of the soundtrack for the flick.

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RECORD

RAMBLINGS

NEW YORK:

Steve Lawrence and Eydie Gorme will be the hosts and Dennis James the master of ceremonies at the thirteenth annual Greater New York Cerebral Palsy Telethon to be telecast over WOR-TV on Jan. 11-12. The show will go on the air at 10:30 P.M. and continue for 18½ hours. Dennis James has been the emcee every year and Steve and Eydie have been hosts for the past four years. . . . British songstress Kathy Keegan, still clicking with her Malibu LP, "The Good Life," has been nominated for a Grammy Award as the most promising female vocalist by NARAS. The lark goes into the Copa shortly after the New Year. . . . Tony Bennett did a guest spot on Johnny Carson's "Tonight Show" TV'er (23rd). . . . Regina prexy Jack LaForge talent scouting at the local niteries. . . . Singing ventriloquist Angela Martin is a busy

sales mark. . . . Talked to genial Roy Batachio at Capitol who told us the label is rushing into release a new album by Al Martino tagged, "Living A Lie." Roy also mentioned that Nancy Wilson will headline the Empire Room of the Waldorf starting Jan. 10th, and Nat Cole goes into the Copa on the 30th of Jan. . . . Congratulations to Joe Harnell and his wife on the birth of a son last week (23). . . . Jamie-Guyden's Gunter Hauer was in town on a round of business visits last week and dropped by the CB offices to say hello. . . . Lester Rose at Hickory Records writes the label is going to reserve its distrib with Bobby Lord's "Life Can Have Meaning" for the pop market. The deck was originally issued as a country disk until it began to get pop action. . . . Danny Davis, who recently recorded the music from "She Loves Me" for MGM, is the voice of the tin man on the "Wizard Of Oz"

turned from a trip to Georgia, where he visited his grandmother. The sweet little lady is a mere 104 years young! . . . Photog Joe Gino, minus camera but sportin' the wildest "Tovarich" hat, was up for a visit last week. . . . Excitement at RCA-Victor Distrib centers around the release of Skeeter Webb's newie "He says The Same Things To Me;" an outing by the Nutty Squirrels tagged "Hello Again;" and Jim Reeves latest "Welcome To The World" . . . Chess Records hosted a gala party at the Morrison Hotel 12/22 for friends and associates in the industry Topper Len and Phil Chess, Max Cooperstein, Marshall Chess, Paul Gayten, Dick LaPalm, Ted Kender, Herb Gordon were on hand to greet everyone. Lovely hostess was Mrs. Len (Ravetta) Chess. Glad to see Mr. Chess (Len & Phil's dad), Ramsey Lewis (who's in at London House with his swingin' trio), and WVON chief Lloyd

Martin and Morry Goldman, J. H. Martin Dists., extend their best season's greetings to all everywhere. . . . We all wish old buddy Lennie Garmisa and his son Bobbie Garmisa a New Year of nothing but glad tidings. '63 was a sad year for them. . . . Just a word to acknowledge old friends Milt Salstone, Mac McDermott and Vic Faraci, at M. S. Distribs. Merry Xmas & Happy New Year to all at M. S. . . . And to everyone along Record Row we extend **HEARTIEST SEASON'S GREETINGS!** to you and to your loved ones!

HOLLYWOOD:

Singer Ruth Olay back in town and taping a Steve Allen TV'er. . . . Chuck Meyer, Decca Records reporting the documentary album, "That Was The Week That Was" an immediate best-seller on the West Coast.



JOHNNY DESMOND



JIMMY PETERSON



NANCY WILSON



RUTH OLAY



CHET GIERLACH



BIRD ROLLIN

gal these days what with guest appearances on Joe Franklin's Memory Lane Show on WOR-TV and the Clay Cole Show on WPIX-TV. . . . Frankie Laine, currently appearing at the Nugget in Sparks, Nevada, follows each performance with an hour-long autograph session at which he sells and autographs his albums with proceeds skedded for the Tippit fund. . . . Congratulations to songwriter Marvin Kalin and his wife Denise on the birth of a daughter Kimberly Monet. . . . Danny Davis has written a comedy act for himself which he will bring to the Living Room Dec. 30th to Jan. 12th. . . . Singer Don Anthony and his troupe of performers will next tour the Paramount Public circuit beginning Jan. 3. The chanter will also visit deejays during his term on the road. Anthony's current single on the Barbizon label is "Don't Fool Around." . . . Coleman Hawkins and his jazz combo open at the Gordian Knot Christmas Eve and continue through Jan. 15th. . . . Bird Rollins has a new deck on the Skymac label tagged, "You Lied To Me" backed with "Answer My Prayer." . . . 3-D's Maria Randall has been tapped by the Armed Forces Radio Services to tape a special Christmas Show to be broadcast to all Armed Forces Networks. The lark will do her 3-D single, "When Christmas Comes." . . . We recently referred to the writer of "Mirror, Mirror On the Wall" as Jack Perry when we should have included Harry Sims, Ben Kramer and Jay Morton Harris as co-writers. . . . Chet Gierlach of Music Music Music, Inc., delighted with the exposure given to the firm's Christmas deck, "The Ain't Not Tree" on V.R.C. Records. . . . Sylvia DeSayles, currently appearing at the Living Room, appeared on the Joe Franklin TV'er to introduce her new Regina single, "Don't Explain," which will be included in her forthcoming LP, "The Best Is Yet To Come." . . . London's Jack Wellfeld buzzed the other day to tell us that "Long Tall Texan" by Murray Kellum on the MOC Label, released last May, is beginning to happen in Los Angeles, Oklahoma, Minneapolis, Chicago, St. Louis, Charlotte and Nashville. Although the side has never broken in the East, it is steadily picking up sales across the country and is approaching the ¼ million

disk in the label's Stereo Motion series. . . . Randy Sparks, creator of the New Christy Minstrels, in town from the Coast for the Jonathan Winters TV spec and a new wax session for Columbia. . . . One of the really hot rock bands around today is the crew of Jimmy Peterson and the Chicagoans currently holding forth at the Wagon Wheel. The group will soon debut on the Chess label with a fine version of "Maria." . . . Johnny Green has been tapped to conduct the Dallas Philharmonic Orchestra on Jan. 12. The Academy Award winner will also conduct this year's award ceremony. . . . Johnny Desmond will headline at the Living Room for sixteen days beginning Dec. 30th. . . . Heard from Ted Kellem, Columbia's promo manager in Philly, who's got some slick sellers with "Hey Little Cobra" by the Orchids, "The Little Boy" by Tony Bennett, "My Home Town" by Steve Lawrence, and "I Can't Stop Thinking About You" by Steve and Eydie. . . . The publishing credits on "Surfin' Bird" on the Garrett label should go to Willong-BMI. . . . Reggie Riccardi writes that Tommy Leonetti's "Soul Dance" on Victor is picking up sales action all over the country. . . . A very happy and prosperous New Year to all our readers from all of us at Cash Box.

CHICAGO:

This is the time of year when we muse a bit and think of all our friends along Record Row. Naturally, heartiest season's greetings are in order and we take this opportunity to wish all of you a very happy, healthy and prosperous New Year! . . . The Ernie Leaners (United Record Dist.) enjoyed an exceptional holiday season with son Bill on leave from Army duty. . . . E. Abner of Dart Record Sales has high hopes for Bobby Miller's "Uncle Willie Time" (Constellation). Which, he says, is catching on fast here. Miller's countless hop appearances sparked mucho interest in the deck. . . . Gene Atry's Sahara Inn reopened its plush Gigi Club with a new holiday show starring actor-singer Allan Jones. . . . Nice to see that Near North News columnist J. E. Quinlan came out on top with his battle with flu. . . . George Worling of Chi-based LaSal Records just re-

turned from a trip to Georgia, where he visited his grandmother. The sweet little lady is a mere 104 years young! . . . Photog Joe Gino, minus camera but sportin' the wildest "Tovarich" hat, was up for a visit last week. . . . Excitement at RCA-Victor Distrib centers around the release of Skeeter Webb's newie "He says The Same Things To Me;" an outing by the Nutty Squirrels tagged "Hello Again;" and Jim Reeves latest "Welcome To The World" . . . Chess Records hosted a gala party at the Morrison Hotel 12/22 for friends and associates in the industry Topper Len and Phil Chess, Max Cooperstein, Marshall Chess, Paul Gayten, Dick LaPalm, Ted Kender, Herb Gordon were on hand to greet everyone. Lovely hostess was Mrs. Len (Ravetta) Chess. Glad to see Mr. Chess (Len & Phil's dad), Ramsey Lewis (who's in at London House with his swingin' trio), and WVON chief Lloyd

Webb with Bert Sloan. . . . The Johnny Lewis Trio has been held over at Club Adria in Lake Bluff, which means their upcoming stint at Fort Lauderdale's Pier 66 won't begin until Jan. 24. . . . Liz Palmer, gal Friday at United Record Dist., has 3 big ones to rave about: "Gonna Send You Back To Georgia" by Timmy Shaw (Wand), "Standing On The Corner" by The Harrison Bros. (Everlast), and "Don't Turn Your Back On Me" by Johnny Sayles (Mar-V-Lus). Latter deck is reportedly breaking in several areas. . . . Looks like Bill Anderson will be doing it again with his newest single on Decca, "Easy Come Easy Go." Promo man Frank Scardino tells us deck's already popping hereabouts. . . . Dorothy Williams departs for sunny Puerto Rico 12/27 to join her hubby, singer Billy Williams, who's currently appearing at the Americana Hotel there. . . . Allstate's Ed Walker's raving about "California Sun" by The Rivierras (Riviera). Ed sez it's a sure shot. . . . Garmisa's Jim Scully is loaded with hits! First up there's "Red Don't Go With Blue" by Jimmy Clanton (Philips), then "Baby's Gone" by Gene Thomas (UA), "See The Funny Little Clown" Bobby Goldsboro (UA), and "I Didn't Know What Time It Was" by The Crampton Sisters (DCP). . . . Libety's Harvey Goldstein tells about "Today's Teardrops" by Rick Nelson (Imperial), "Billie Baby" Lloyd Price (LL), and "Be True To Your School" by Sandy Nelson (Imperial). . . . Erwin Barg tells us Anthony Newley's record "Tribute" dedicated to Pres. Kennedy, caught fire in Chi. This looks like the biggest Kennedy tribute record of the year. . . . Apollo's Bert Loob and John Muse beckoned us to come out for a bit of Christmas cheer last Mon. Thanx, fellows, and best season's greetings to everyone at Apollo Dists. . . . Season's greetings to all from Ralph Cox of King Record Dists. . . . We'll be seeing Morris Diamond and the great Mercury gang (12/28) at the Pheasant Run Lodge in St. Charles for the annual Distrib meet. . . . Busy bee Barney Fields reports big action with "Letter From Sherry" by Dale Ward, "Daisy Petal Pickin'" by Jimmy Gilmer, "Maybelline" by Matt Lucas, and "Bird Walk" by The Victors. All hits, he sez. . . . Jimmy

. . . Carol Lawrence has been signed by Cameo-Parkway Records, and cut her first album for the label in Hollywood last week. . . . Julie London debuts an entirely new act, staged by Barry Shear, at a ten day engagement in Miami, and follows with a four week stint at the Flamingo Hotel, Las Vegas, starting January 24. . . . "There's a Meetin' Here Tonight" by Joe and Eddie on GNP-Crescendo, finally taking off on the Coast after being in release for some time. . . . Frankie Laine, currently at The Nugget, Sparks, Nevada follows each performance with an autograph session during which he autographs and sells his albums with all proceeds going to Mrs. J. D. Tippit, widow of the Dallas policeman. . . . Nancy Wilson signed to guest star on the Jack Parr Show, NBC-TV on January 10. . . . RCA-Victor recording star, Val Martinez, now appearing at P. J.'s, getting lots of Coast play on his disk of "Pay Day." . . . Gearge Sherlock reporting top local airplay on the Domain recording of "Do The Slauson." London Records distributes nationally. . . . Bobby Boyd, president of Boyd Records, Oklahoma City, in town for a weeks promotion trip. . . . Hall of Fame Music Co., representing leading Latin publisher, Editorial Muscabana, announces that word has been received from the caribbean that a new rhythm is being readied and will be launched momentarily. . . . Stan Pat predicting another blockbuster for Henry Mancini in his album of his score from the picture "Charade." . . . The Beach Boys, hot on the charts for the past year, also came in with one of the bigger Christmas singles in their waxing of "Little St. Nick." . . . Publisher Danny Kessler in town and setting up West Coast offices. . . . The Olympics out with another big one for Tri-Disc Records in their new disk "Broken Hip." . . . Elliot Field, KFWB deejay, has been cast in an up-coming "Day in Court" segment, "The Musician's Love Nest," to be aired Jan. 3. . . . Kellie Greene currently appearing with the Ray Anthony package at the Terrazano Casino in Mexico City for a limited engagement. . . . Fred Marshall whizzed into town to place the Sextette Le Monde wax of "Paco Chico" with Nocturne Records.



TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bullet

A Fool Never Learns	92	Maria Elena	61
A Letter From Sherry	83	Marvelous Toy	52
Anyone Who Had A Heart	*40	Midnight Mary	*10
As Long As I Know He's Mine	59	My One And Only Jimmy Boy	90
As Usual	*14		
Baby Don't You Weep	56	Need To Belong	31
Baby, I Love You	*50	Nitty Gritty	*11
Baby's Gone	89		
Be Mad Little Girl	79	Out Of Limits	*26
Bad Girl	49		
Be True To Your School	18	Pain In My Heart	70
Bon Doo Wah	*43	Please	73
Boy Next Door	35	Popsicles & Icicles	5
Bossa Nova Baby	95	Pretty Paper	*16
Can I Get A Witness	24		
Charade	69	Quicksand	15
Come Dance With Me	87	Rags To Riches	67
Comin' In The Back Door	84		
Cheer Leader	94	Shelter Of Your Arms	82
Daisy Petal Pickin'	*34	She's A Fool	32
Deep Purple	55	Sincc I Fell For You	4
Dominique	2	Somewhere	20
Drag City	*17	Son Of A Rebel Rouser	100
Drip Drop	9	Soul Dance	99
Dumb Head	76	Stewball	38
Everybody	27	Sugar Shack	58
For You	*41	Surfin' Bird	*13
Forget Him	6		
For Your Precious Love	46	Talk Back Trembling Lips	7
Girls Grow Up Faster Than Boys	53	That Boy John	91
Greasy Spoon	77	That Lucky Old Sun	21
Harlem Shuffle	*80	There I've Said It Again	1
Have You Heard	29	Today's Teardrops	65
Hey Little Cobra	*30	Tonight You're Gonna Foll In Love	86
Hooka Tooka	75	Tra La La La Suzy	44
I Can't Stop Singing	98	True Love Goes On And On	*22
I Can't Stop Talking About You	*74	Turn Around	60
If Somebody Told You	88	Twenty-Four Hours From Tulsa	60
I Gotta Dance To Keep From Crying	48	Um, Um, Um, Um, Um, Um	*66
I Have A Boyfriend	47		
I'm Leaving It Up To You	19	Walkin' The Dog	37
In My Room	45	Washington Square	85
In The Summer Of His Years	*57	Watch Your Step	71
It's All In The Game	*68	We Belong Together	78
It's All Right	42	What Kind Of Fool (Do You Think I Am)	*72
I Wonder What She's Doing Tonight	81	What's Easy For Two	*64
Kansas City	28	When The Love Light Starts Shining	
Little Boy, The	*62	In His Eyes	25
Little Red Rooster	39	When You Walk In The Room	93
Living A Lie	97	Whispering	*23
Loddy Lo	33	Wives And Lovers	12
Long, Tall Texan	51	Wonderful Summer	36
Louie, Louie	3	You Don't Have To Be A Baby To Cry	8
		You Don't Own Me	*54
		You're No Good	63

More Gold Sounds

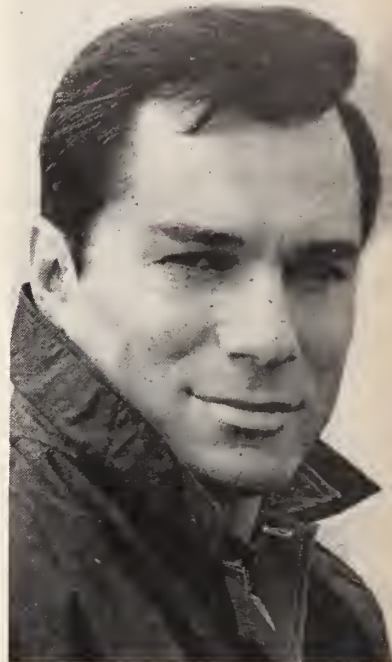


NEW YORK—Steve Sholes (left), A&R pop vice-president at RCA Victor, presents Elvis Presley with his sixth gold LP for his "Elvis Christmas Album." Released in 1959, the LP has consistently sold over 100,000 every holiday season since its issue. The prolific hitmaker has also gotten gold decks for his "Elvis Golden Records Volume I," "G.I. Blues," "Girls, Girls, Girls," "Blue Hawaii" and "Elvis" albums.

Presley's current chart entry is "Fun In Acapulco," a soundtrack LP from his latest film. According to Victor, Elvis' "Golden Records Volume III" is fast approaching the million dollar sales mark.



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MRIA Offers 1st Who's Who In Tape

CHICAGO—The first who's-who directory in the history of the tape recording industry has been published by the Magnetic Recording Industry Association.

A preface to the 15-page directory briefly tells the history and growth of the association whose members represent more than 90 per cent of the raw tape sold in the United States, the manufacturers of three-quarters of the pre-recorded tape on the market, and the producers of the bulk of American-made recorders as well as a number of recorders made abroad.

Each MRIA member is in the directory which lists company officers, the year the firm was established, number of employees and how products are marketed.

MRIA has almost 50 members representing all segments of the industry, including manufacturers of recorders, raw tape, recorded tape, accessories, heads, reels and cartridges, educational recorders, language laboratories and tape duplicators.

Copies of the new directory may be obtained by writing to MRIA, 110 North Wacker Drive, Chicago.

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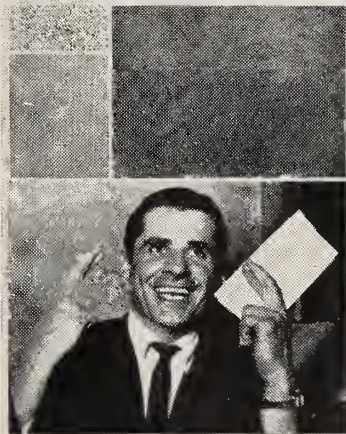
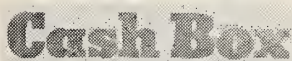


NEW YORK—George R. Marek, vice and general manager of RCA Victor last week presented the National Cultural Center with a check for \$59,841.21, representing the first payment of royalties from the sale of the four U. S. military band recordings. The LP's were made by the label and all profits from their sale are being paid to the National Cultural Center. Mrs. Jouett Shouse, a member of the Center's Board of Trustees accepted the check. In making the presentation, Marek pointed out that the royalty figure was based on the first four month's sale of the albums, from their release date in May 1963 until the end of the accounting period on Aug. 31. A further payment of royalties will be made to the Center next spring. The four albums, military marches and patriotic songs played by the U. S. Army, Marine Corps, Navy and Air Force bands. All composers, publishers and arrangers waived their fees in favor of the Center.

David Mann Weds

NEW YORK—David Mann (writer of "There I've Said It Again") married Norma Penny on Dec. 31. The bride is secretary to Dick Volter of Shapiro Bernstein.

Big Thinker



HOLLYWOOD — Ernie Farrell (above), west coast indie promo man, is a firm believer in the power of positive thinking. Using some paper cement, scissors, and a photo of himself the drum-beater superimposed the pic of his smiling face on an old Cash Box cover. All these preparations were designed by the imaginative publicist to give the illusion of a Farrell cover.

Trini Lopez To Play Paris' Olympia Theater

LOS ANGELES — Reprise Records' Trini Lopez will make his second trip to Europe in three months, this time for a three-week engagement at the Olympia Theater in Paris with the Beatles, England's number one recording group.

Lopez recently returned from an 18-day personal tour of England, Holland and Belgium. The singer-guitarist was also awarded the Grand Prix Du Disque for 1963 by the French record industry.

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BIOS FOR DEEJAYS

Supremes



Sometimes three is not a crowd, but a well-organized team. That is always the case when the three are Diana Ross, Mary Wilson and Florence Ballard, the trio of young ladies called the Supremes. The group, which is currently riding the Top 100 with "When The Lovelight Starts Shining Through His Eyes" on Motown, have been close friends since their childhood days in Detroit.

The trio began to appear at local amateur shows, and church socials, after being urged to do so by their high school music instructor. The three, not yet the Supremes, won a talent contest their last year of school, and in so doing, caught the ear of a talent scout from Motown Records. Not long after they were signed to the label the girls scored with their initial hit—"I Want A Guy."

The group have been stressing teamwork and harmony ever since, as they've steadily moved up the ladder of popularity.

Tams



The Tams, who are currently hitting with "What Kind Of Fool (Do You Think I am)?" on ABC-Paramount consist of five young men: Joseph Pope, Charles Pope, Floyd Ashton, Robert Smith and Horace Key. The group was discovered by Atlanta music publisher Bill Lowery and have been singing together for some four years at night clubs, fraternity parties, etc., over a wide area of the nation.

The crew's first record, "Untie Me," was cut for a small label, yet immediately became a nationwide hit in both the pop and r&b fields. This brought them to the attention of ABC-Paramount Records and a session was set up which produced their current chart-rider.

The Tams are presently working night clubs and theatres around the U. S., plus one nighters in auditoriums, colleges, etc. They have made several successful TV appearances in various cities and are now looking forward to more of this work.



PLATTER SPINNER PATTER

Twenty-eight years ago, WLS-Chicago began its Christmas Neighbors' Club . . . a project designed simply for people to help other people. Since it began in 1935, more than \$700,000 has been donated by station listeners, and more and 1,000 institutions in seven states have benefited. This year again, WLS is making an appeal for donations. Funds collected by Jan. 1, 1964 will be used to purchase medical and recreational equipment for hospitals, children's homes, orphanages, visiting nurses' associations, etc. All administrative cost are paid by the station. To distribute the contributions, questionnaires are mailed to various institutions in the WLS listening area, offering a selection of approximately a half-dozen items. After the questionnaires are processed, wheel chairs, inhalators, radios, hospital beds, etc. will be selected for special institutions. WLS prexy, **Ralph Beaudin**, says, "Several of our listeners have supported the Club annually since it began. Some have even included bequests in their wills. We're happy to be the 'middleman' for this kind of Christmas spirit."

WWDC-Washington personality **Carroll James** isn't sure when the country is due for another siege of locust but he can be credited with introducing U. S. radio listeners to a pending invasion of Great Britain's famous Beatles. A letter from a young listener of Silver Spring, Maryland asked James if he could get hold of a copy of the record that the famous British singing group called the Beatles were wowing English audiences with. If so, would the deejay please play it on the air. WWDC's policy is to please the listening audience if possible. So, James went to work on it. He contacted the British Embassy in the nation's capitol and though the officials were helpful there was little they could do. Next, James talked with BOAC Airlines, and the resourceful British personnel flew the WWDC spinner in a copy of "I Want To Hold Your Hand" which in one week jumped from nowhere to number one on the British charts. Thus, in simply answering a listener's request, the station with James at the microphone, became the first American radio station to broadcast the latest singing rage of the usually staid Britishers.

Fred Wolf, WXYZ-Detroit early morning personality has been successfully getting Detroiters out of bed for 15 years, and to celebrate, Wolf is conducting an alarm clock contest, in which listeners guess what time his clock will go off during his show. Closest guesser receive a wrist watch each day. . . . Congrats are in order to WXYZ's **Joe Sabastian**. The deejay, and his wife **Frances**, are the parents of a new baby girl, **Laura Elizabeth**.

A new public service designed to fill the need of high school seniors and their parents for facts about colleges recently premiered on KHJ-Hollywood. Nine five-minute featurettes a week will be aired Mondays, Tuesdays, Wednesdays, Saturdays and Sundays, between 10 and 11 AM and 3 and 4 PM. The series another step in the outlet's programming designed to give useful information to its listeners, will be under the supervision of **Allan Moll**, KHJ director of public affairs. . . . KHJ's **Paul Compton** recently emceed the annual "Cinderella Ball" held at the University of Southern California.

KDKA-Pittsburgh and KDKA-TV dominated the fourth annual Golden Quill Awards competition by winning eight first place citations for distinguished achievement in journalism in Western Pennsylvania during 1963.

Significantly, it was the fourth consecutive year that the stations received the award for editorial excellence over other media in the Tri-State district—including newspapers and magazines. In addition, to the editorial awards, KDKA was cited for general excellence in radio news reporting, best single program feature, best radio series and shared the award for public service with KDKA-TV, also in competition with all media.

A tip of the hat to **Hilary Bogden**, WJAS-Pittsburgh personality, who will celebrate his 20th anniversary in broadcasting on Jan. 4, all of it on WJAS. Bogden, who has hosted a variety of shows on the outlet, joined the station as an announcer at the age of 19, in 1944.

The tall men in the strange tattered suit leaned languidly against the wall, a telephone cradled to his ear. As he listened, he occasionally responded to the remarks of his caller on the other end of the line. From time to time he thoughtfully rubbed the apparent stubble of beard on his chin. All at once, the "bum" stood upright and exclaimed in a mixture of both awe and disbelief, "8000, why that's twice as many as last year." And thus was culminated many weeks of work by countless people, all designed to help needy children at Christmas time. To go back for a minute to set the scene, the "tramp" was WJZ-TV-Baltimore's **Lorenzo** (alias **Gerry Wheeler**). Lorenzo's early morning appearances on the Group W station in Baltimore are a "must" for thousands of youngsters within range of the channel 13 signal. His caller was **Bill Corcoran**, promotion manager for WFBR-Baltimore. Their conversation centered on results of the second annual "Toys For Tots Bowl," an unlikely football game which had pitted staff members against each other. The score of the game was not really important; that had been known for weeks. What really mattered was that 8000 toys had been collected and donated to the Marine Corps' "Toys For Tots" campaign.

A 5 pound, 12 ounce daughter **Stephanie Lisa Landy** was born to **Donna and Jerry Landy** at Lenox Hill Hospital in Gotham. Jerry is news director of WINS-New York.

In a continuing effort to curtail traffic accidents in the Motor City, WJBK-Detroit has launched its third annual child safety series. The 27 individually-recorded safety messages, set to a musical background, utilize the voices of Detroit area school children to remind the station's listeners to be safety-conscious. The safety announcements, which began Dec. 1, are scheduled multiple times daily in all WJBK personality shows and will be aired throughout the school year.

VITAL STATISTICS:

Chuck Harder has exited his spot on WYNR-Chicago to assume the all-night show on WFLA-Tampa . . . **Kal Rudman** given the green light as director of music and assistant program coordinator for the Scott Broadcasting chain. **Kal** will continue his regular nightly show on WDAS-Philadelphia . . . **Frank Pointer**, formerly with WIBG-Philadelphia, is now program director of WTTM-Trenton.

ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

VALUE NOTE

10% discount on all LP's. Expires: Jan. 31.

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Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-90 billing. No expiration date.

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15% discount on four new albums on the Liberty, Imperial and Double LP labels; 100% exchange privilege, with merchandise exchangeable after April 1, 1964. Payments: 1/3 payments on Jan. 10, Feb. 10, Mar. 10.

MERCURY

10% discount on all LP's. Expires: Dec. 31.

CASHBORO

Buy 7-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND

LP catalog available on a buy-10-get-1-free basis. 100% exchangeable. No expiration date.

PRESTIGE

10% discount on Prestige (7000 series), Prestige/Folklore, and Prestige (16000 series); 10-get-2-free on entire catalog of Jack McDuff albums. Both deals expire: Dec. 31.

QUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited-time offer.

TAMLA-MOTOWN-GORDY

All LP's available on a buy-6-get-1-free basis. Described as a permanent program.

WARNER BROS.

10% discount on all LP's. Expires: Dec. 31.

A Handshake From LBJ



AMSTERDAM—President Lyndon B. Johnson is pictured with some of the participants of the Connie B. Gay Band and Country Show during a recent official visit to Holland (he was then vice president). The President is attending the U.S. Food and Agriculture Exhibition when he met the members of the troupe. Shown above (left to right) are Guy Willis, Vic Willis, Mary Klick, the President, and making the introductions is Connie B. Gay, producer of the show.

The Holland engagement was cut short two days when word came during a performance that President John F. Kennedy was dead. Vic Willis had a stillness come over the audience, the Dutch people filed silently from the hall, and the performers departed in a state of shock.

The 14-day (originally 16) country music show, sponsored by the Depart-

ment of Agriculture, was a tremendous success with attendance passing the 160,000 mark. Included in the schedule of performances was the special luncheon for President Johnson and a special luncheon given by the American Ambassador for UN diplomats at the Hague.

The troupe gave a command performance for Queen Julianna and Prince Bernhard, and producer Gay reported that the show fulfilled 16 requests for appearances on radio and TV and that the show was the first of its type to appear simultaneously on the Voice of America, Dutch TV, Eurovision-TV, Radio Free Europe and the Armed Forces Network.

Another first in country music was made by the Willis Brothers who recorded songs in German to be released the first of the year on the Ariola label.

The opening concert will also feature a narration by composer-conductor Skitch Henderson, to be given with the performance of Schuller's "Journey Into Jazz," with text by Nat Hentoff.

New Belair Post For Phillippe Boutet

NEW YORK—During a visit to the Cash Box offices last week, Phillippe Boutet announced his appointment as assistant to Nicole Barclay, head of Belair Records and several publishing firms in France.

Boutet will be in the U.S. for several weeks for a series of business meetings here and on the West Coast.

Orchestra U.S.A. In Brooklyn Concert Series

NEW YORK—The Orchestra U.S.A. will launch its first official concert series at the Brooklyn Academy of Music this week (3). The orchestra made its debut at Philharmonic Hall Dec. 62.

Under the musical direction of John Lewis and conducted by Lewis and Gunther Schuller, the group of musicians will play contemporary classical works fused with the jazz idiom. The opening concert will include the premiere performance of new composition by John Lewis, the first New York performance of another Schuller jazz composition and selected works of Stravinsky, Bartok, Ives, Henze and Milhaud.

Still At Liberty



HOLLYWOOD—Jerry Allison, one fourth of the Crickets recording quarter and leader of the popular group, is shown signing a new long-term exclusive Liberty Records contract. Pictured (left to right) above are Buzz Cason, who will A&R upcoming Crickets sessions, Allison and Don Blocker, the firm's A&R director. In addition to their domestic popularity, the vocalists have gained much favor internationally during their three year tenure at Liberty.



ON ALL THE CHARTS AND MOVING UP!



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THE MIRACLES

"I Gotta Dance To Keep From Crying"

Tamla 54089

TAMLA RECORDS

Chartbound

WHO DO YOU LOVE

THE SAPPHIRES

SWAN 4162

WINTER FAVORITES

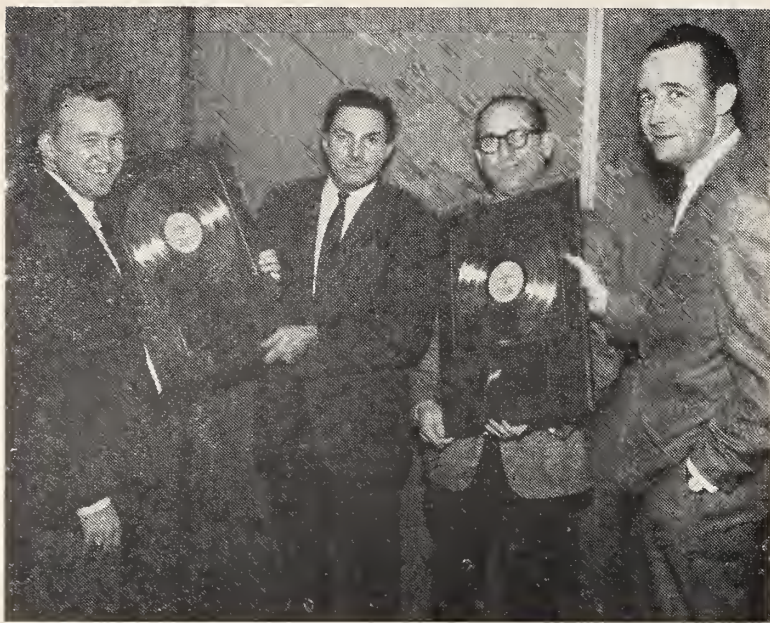
LITTLE DRUMMER • BOY

SCARLET RIBBONS

SLEIGH RIDE

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New York 19, N.Y.

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WE'RE STARTING '64 OFF WITH A BANG!
THREE HIT RECORDS
JUNIOR PARKER'S
"STRANGE THINGS HAPPENING"
AND
"I'M GONNA STOP"
DUKE 371

MISS LAVELL'S
"WHY YOUNG MEN GO WILD"
AND
"RUN TO YOU"
DUKE 372

BUDDY ACE'S
"IT MAKES YOU WANT TO CRY"
AND
"YOU'VE GOT MY LOVE"
DUKE 373

STILL SELLING BIG\$\$\$
BOBBY BLAND'S
"I CAN'T STOP SINGING"
DUKE 370

JAMES DAVIS'
"BLUE MONDAY"
DUKE 368

AL "T.N.T." BRAGGS'
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"I'm leaving it up to you"



and 11 other Hit Songs

BURBANK—At a recent Warner Bros. sales and promo meet, district sales managers Hugh Hilliard and Sid Schaffer were awarded gold records for selling over \$1,000,000 in product during the 1963 sales year. Pictured at the ceremony are (left to right) Hilliard, John K. (Mike) Maitland, label topper, Schaffer and national sales manager Bob Summers.

Victor's 'Romeo And Juliet' Gets French Disk Prize

NEW YORK—RCA Victor's recording of Berlioz's "Romeo and Juliet" has been awarded one of France's highest international prizes, "Prix du President de la Republique," it was announced by the Academie du Disque Francaise.

The performance is by the Boston Symphony Orchestra with Charles Munch conducting, with soloists Rosalind Elias, Cesare Valletti, Giorgio Tozzi and the New England Conservatory. The two-disk set was released in Sept. 62 as part of the label's Soria series.

Another Victor Soria package to win an award this year was Wagner's "Die Walkure," which was the recipient of the Grand Prix des Discophiles.

Spiral Pacts Hildegard

NEW YORK—Sol Abrams, executive vice-president of Spiral Records, has announced the signing of Hildegard to an exclusive wax contract.

Hildegard, who has a best-selling book published by Doubleday called, "Over Fifty, So What," debuts on the label with a single tagged after the book written especially for her nitery act by cleffer Frank Hogan. The songstress will also wax a pair of tunes written for her by Gladys Shelley and Ray Ellis called "Leave It To The Girls" and "Peace And Harmony."

Regina Buys Master

NEW YORK—Jack LaForge, president of Regina Records, has announced the purchase of a master by Nate Nelson, former lead singer with the Flamingos. The new single, "Won't Be Together Tonight" and "I Have Dreamed," was purchased from Spectorious Music Corp. and will be released early this month.

The deck is skedded for an all-out promo campaign by the label.

Cue's Annual Laurel To Barbra Streisand

NEW YORK—Columbia's Barbra Streisand, who is currently riding high on the LP charts with two albums tagged after herself, is the winner of Cue magazine's "Entertainer Of The Year" award for 1963, publisher Edward Loeb announced last week. The lark will receive the plaque at a celebrity party the magazine is hosting in her honor Dec. 27 at the Gotham Hotel, this city.



LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

- 1 **BABY WHAT**
Etta James (Argo 5452)
- 2 **SNAP YOUR FINGERS/
PUPPY LOVE**
Barbara Lewis (Atlantic 2214)
- 3 **BEGGING TO YOU**
Marty Robbins (Columbia 42831)
- 4 **WHO CARES/JUST A
LONELY MAN**
Fats Domino (ABC Paramount 10512)
- 5 **THANK YOU AND GOODNIGHT**
Angels (Smash 1854)
- 6 **NEVER LOVE A ROBIN**
Bobby Vee (Liberty 55636)
- 7 **I WISH YOU LOVE**
Gloria Lynne (Everest 2036)
- 8 **BILLIE BABY**
Lloyd Price (Double L 729)
- 9 **COLD COLD WINTER/442
GLENWOOD AVENUE**
Pixies Three (Mercury 72208)
- 10 **DID YOU HAVE A HAPPY
BIRTHDAY**
Paul Anka (RCA Victor 8272)
- 11 **I GOTTA MOVE**
Freddie Houston (Old Town 1153)
- 12 **COMIN' IN THE BACK DOOR**
Wynton Kelly (Verve 10310)
- 13 **DO THE SLAUSON**
Round Robin (Domain 1400)
- 14 **I'LL SEARCH MY HEART**
Johnny Mathis (Columbia 42916)
- 15 **HIS KISS**
Betty Harris (Jubilee 5465)
- 16 **HIGH ON A HILL**
Scott English (Spokane 4003)
- 17 **PINK DOMINOES**
Crescents (Era 3116)
- 18 **JAVA**
Al Hirt (RCA Victor 8280)
- 19 **WHO DO YOU LOVE**
Sapphires (Swan 4162)
- 20 **JUDY LOVES ME**
Johnny Crawford (Del-Fi 4231)
- 21 **SEE THE FUNNY LITTLE
CLOWN**
Bobby Goldsboro (United Artists 672)
- 22 **SWANEE RIVER**
Ace Cannon (Hi 2070)
- 23 **FORGET ME NOT**
Caroline Crawford (Motown 1050)
- 24 **COMING BACK TO YOU**
Maxine Brown (Wand 142)
- 25 **THE WEDGE**
Dick Dale (Capitol 5098)
- 26 **GRASSHOPPER**
Amadeo & Indian Harps
(Columbia 42918)
- 27 **THEME FROM THE CARDINAL**
Roger Williams (Kapp 560)
- 28 **HOOTENANNY SATURDAY
NIGHT**
Brothers Four (Columbia 42927)
- 29 **SNEAKY SUE**
Patty Lace & Petticoats (Kapp 563)
- 30 **WHY DO KIDS GROW UP**
Randy & Rainbows (Rust 1872)
- 31 **I'VE GOT TO CHANGE**
James Brown (King 5829)
- 32 **SLIPPIN' & SLIDIN'**
Jim & Monica (Betty 1027)
- 33 **LONELY, LONELY, LONELY ME**
Brenda Lee (Decca 31570)
- 34 **DO-WAH-DIDDY**
Exciters (United Artists 662)
- 35 **SINCE I FOUND A NEW LOVE**
Little Johnny Taylor (Galaxy 725)
- 36 **LITTLE BOXES**
Pete Seeger (Columbia 42940)
- 37 **SOUTHTOWN, USA**
Dixiebelles (Soundstage 7 2517)
- 38 **NEAR TO YOU**
Wilbert Harrison (Sea-Harn 502)
- 39 **HERE COMES THE BOX**
Tracy Dey (Amy 894)
- 40 **THROUGH THE EYES OF A
FOOL/SWEET VIOLETS**
Roy Clark (Capitol 5099)
- 41 **FOR YOUR SWEET LOVE**
Cascades (RCA Victor 8268)
- 42 **DEEP IN THE HEART
OF HARLEM**
Clyde McPhatter (Mercury 72220)
- 43 **SNOW MAN**
Diane Ray (Mercury 72223)
- 44 **BEAUTIFUL DREAMER**
Ray Orbisan (Manument 830)
- 45 **AUF WEIDERSEHN**
Jerry Wallace (Challenge 59223)
- 46 **LAST DAY IN THE MINES**
Dave Dudley (Mercury 72212)
- 47 **YOUNG AND IN LOVE**
Chris Crasby (MGM 13191)
- 48 **TRIBUTE**
Anthony Newley (Acappella 778)
- 49 **MAN WITH A CIGAR**
Lew Courtney (Imperial 66006)
- 50 **SHAPE UP OR SHIP OUT**
Leon McAuliffe (Capitol 5066)

Pop Album Scene Discussed At NARAS—UCLA Seminar



HOLLYWOOD. (Above) Henry Mancini, far right, scores a point on "Creation of a Popular Album," topic of the NARAS-UCLA Recording Arts course on Westwood campus Thursday (5). Attentive listeners were, left to right, Lowell Frank, Warner Bros. Records director of engineering, Jo Stafford, and Steve Sholes, RCA's division vice president of pop A&R. (Below) Caught in a thoughtful moment during students-to-panels question periods are Sholes, Mancini and program coordinator Paul Tanner of UCLA faculty. Evening attracted largest audience since series began last October.

HOLLYWOOD—The NARAS-sponsored Recording Arts course at UCLA extension on Thursday, Dec. 5 saw Henry Mancini, Steve Sholes, Jo Stafford, and Lowell Frank, Warner Bros. Records' director of recording and engineering, entertain and inform. The topic, "Creation Of A Popular Album," featured a lively participation from one of the largest audiences the record academy's series has yet attracted.

As in the past sessions, the most noteworthy comments came during the question-an-answer period which occupied the major portion of the evening. Jo Stafford stated that even though artists may be tops in clubs, personal appearances, etc., recordings can expose them to millions of people who would not otherwise hear them. Selection of her material to record is by mutual agreement between the A & R man and herself. She related that her hit of "Timtashun" under the name of Cinderella G. Stump was created only by accident when Red Engle's regular vocalist was ill and Jo went from her session in the next studio to fill in. The Jonathan and Darlene Edwards albums, featuring deliberate off-key performances by Jo as vocalist and husband Paul Weston at the piano, with full orchestral background, have, surprisingly, often been mistaken by music lovers as the real thing and have been bought as such, she said.

Mancini gave the audience insights into his work in the motion picture-television scoring field. Most notable among Mancini's comments was his statement that (in contrast to other speakers in the NARAS course) he scored a film or television series with the record product in mind, considering that not only the show, but also the recording, benefit from this approach.

Steve Sholes, RCA's division vice president for popular A & R, in response to questions from the floor, answered that the future of pre-recorded tape is still up in the air because of manufacturers' inability to get together to standardize their products. Currently, the situation parallels that of the war-of-the-speeds between 78s, 45s, and 33s. Sholes stated that when playback machines are standardized between cartridge, reel, and other systems, the future of tape will be much greater.

Lowell Frank, persistently questioned on technical subjects from "why the big hole in a 45 rpm record" to more

technical matters, traced the history of the technical recording art. In response to a question from the floor, Frank noted that "echo" was first added to audio during the radio days, when parallel broadcasts from different studios across the country involving David Rose and Morton Gould made the difference in sound so great that engineers applied false reverberation to equalize the two sound products. Frank believes also that reverberation was first added to recordings on an early Stan Kenton recording for Capitol.

Paul Tanner, moderator at each of the sessions, closed the evening by stating that a recent sociological study revealed that rock-and-roll recordings from the Top 40 are no longer appealing to the teenagers, and are a commodity strictly for the pre-teens, age eleven downwards.

March Names Officers

NEW YORK—MARCH, the charity organization run by femmes in the music business, has announced the election of officers.

Elected president is Jeanette Hendler of J.L.J. Enterprises, veep is Betty Smith of Cadence Records, secretary is Adrienne Lawner of Francon Music and treasurer is Edie Sohmer of Ivan Mogull Music.

Fund raising for the University Settlement House of Manhattan's lower East Side is the organization's first project. A number of gifts have already been donated to the Settlement for Xmas and Chanukah celebrations.

Gal's next general meeting will be held on Wed., Jan. 8 in the upstairs room of Al & Dick's, this city, at 7 p.m. All gals in the music or allied fields can attend by reaching Jeanette Hendler at EL 5-5383 or MU 8-8660.

Columbia Issues Coward's "Girl Who Came To Supper" LP

NEW YORK—Columbia Records has announced the release of the original Broadway cast LP of Noel Coward's "The Girl Who Came To Supper," which opened last month at the Broadway Theatre to favorable reviews.

The new musical, which stars Jose Ferrer, Florence Henderson, Irene Brown and Tessie O'Shea, is based on Terence Rattigan's play "The Sleeping Prince" and has music and lyrics by Noel Coward with the book by Harry Kurnitz. Musical direction is by Jay Blackton and recording supervision by Columbia prexy Goddard Lieberson.

Checkin' The Charts



MIAMI—Dave Dudley (left) takes time out during an appearance at Dade County Auditorium in Miami to check on the progress of his new Mercury single, "Last Day In The Mines." Pictured with the chanter are Cracker Jim Brooker of WMIE-Miami (center) and Eddie Lambert, Mercury promo man.

Vaughn Meader Cuts First LP For Verve



NEW YORK—Vaughn Meader (left) is pictured at his first wax session for Verve Records. With the comedian during the cutting of his "Have Some Nuts" LP is A&R exec Jim Davis. The label plans an all-out promo campaign for the package.

3M Names To Tape Div.

ST. PAUL, MINN.—The 3M Company has promoted Charles L. Alden to merchandising manager and Carl J. Andrews to ad manager of the firm's magnetic products division, which makes "Scotch" brand magnetic recording tapes. In addition, the division also has two new sales managers for instrumentation tapes, a newly created post. They are Curtis F. Koefod, named product sales manager in the western region, and John W. Savidge, for the western region.



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THE SALES
SPOTLIGHT
ON THE
FAIR
SEX!**



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BRANNON**

**"DON'T CROSS
OVER"
5-9640**

ANOTHER SMASH!

**"HOOKA TOOKA"
P-890
CHUBBY CHECKER**

THE BIG ONES ARE ON CAMEO/PARKWAY

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**"GONNA SEND YOU
BACK TO GEORGIA"**

Wand 146

WAND RECORDS

Chartbound

**OUTSIDE
CITY LIMITS
THE CASHELLES**

DECCA 31575



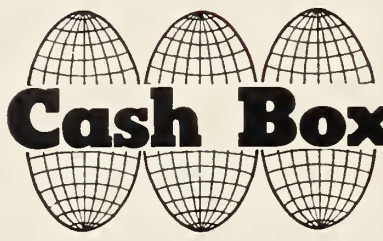
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DOWNS**

**"4,003,221
TEARS FROM
NOW"
5-9643**



5000 RETAILERS

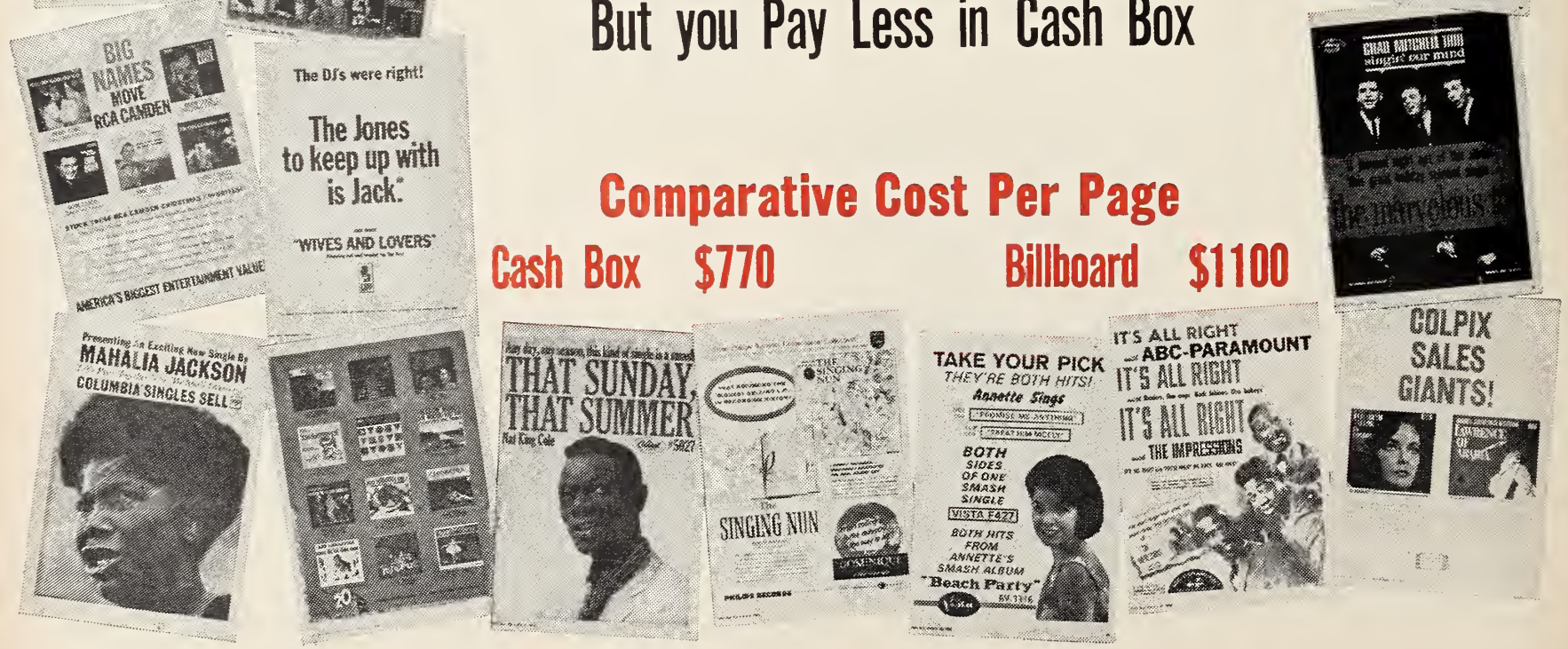
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But you Pay Less in Cash Box

Comparative Cost Per Page

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COUNTRY TOP 50



COUNTRY ROUND UP

	Pos. Last Week		Pos. Last Week
1 BEGGING TO YOU <i>Marty Robbins (Columbia 42831)</i>	3	26 IF THE DOOR COULD TALK BACK <i>Webb Pierce (Decca 31544)</i>	18
2 NINETY MILES AN HOUR <i>Hank Snow (RCA Victor 8239)</i>	1	27 ANOTHER CHANCE TO FALL IN LOVE <i>Kitty Wells & Roy Drusky (Decca 3123)</i>	29
3 BEFORE I'M OVER YOU <i>Loretta Lynn (Decca 31541)</i>	4	28 HOWDY, NEIGHBOR HOWDY <i>Porter Wagoner (RCA Victor 8257)</i>	32
4 LOVE'S GONNA LIVE HERE <i>Buck Owens (Capitol 5025)</i>	2	29 GOING THROUGH THE MOTIONS <i>Sonny James (Capitol 5087)</i>	39
5 HELPLESS <i>Joe Carson (Liberty 55614)</i>	7	30 8 x 10 <i>Bill Anderson (Decca 31522)</i>	23
6 WHO'S BEEN CHEATIN' WHO <i>Johnny & Jonie Mosby (Columbia 42841)</i>	5	31 I DON'T LOVE NOBODY <i>Leon McAuliffe (Capitol 5066)</i>	37
7 B.J. THE D.J. <i>Stonewall Jackson (Columbia 42889)</i>	9	32 500 MILES AWAY FROM HOME <i>Bobby Bare (RCA Victor 8238)</i>	25
8 JEALOUS HEARTED ME <i>Eddy Arnold (RCA Victor 8253)</i>	10	33 PRIVATE LITTLE WORLD <i>Norma Jean (RCA Victor 8261)</i>	35
9 TOO LATE TO TRY AGAIN <i>Carl & Pearl Butler (Columbia 42892)</i>	13	34 THE ALMIGHTY DOLLAR <i>Freddie Hart (Monument 45826)</i>	28
10 D.J. FOR A DAY <i>Jimmy Newman (Decca 31553)</i>	11	35 THAT'S WHY I SING IN A HONKYTONK <i>Warren Smith (Liberty 55615)</i>	43
11 THE MATADOR <i>Johnny Cash (Columbia 42880)</i>	6	36 THANKS A LOT <i>Ernest Tubbs (Decca 31526)</i>	33
12 TRIANGLE <i>Carl Smith (Columbia 42858)</i>	15	37 RESTLESS RIVER <i>Earl Scott (Mercury 72190)</i>	31
13 HEART BE CAREFUL <i>Billy Walker (Columbia 42794)</i>	8	38 I ALMOST FORGOT YOU TODAY <i>Carl Smith (Columbia 42858)</i>	34
14 OLD RECORDS <i>Margie Singleton (Mercury 72213)</i>	19	39 ANOTHER BRIDGE TO BURN <i>"Little" Jimmy Dickens (Columbia 42845)</i>	44
15 LAST DAY IN THE MINES <i>Dave Dudley (Mercury 72212)</i>	22	40 SWEET SNOW DEAR <i>Johnny Wright (Decca 31537)</i>	41
16 WHAT'S IN OUR HEART <i>George Jones & Melba Montgomery (United Artists 635)</i>	24	41 COWBOY BOOTS <i>Dave Dudley (Golden Ring 3030)</i>	36
17 TROUBLE IN MY ARMS <i>Johnny & Jonie Mosby (Columbia 42841)</i>	20	42 SAGINAW, MICHIGAN <i>Lefty Frizzell (Columbia 42924)</i>	—
18 THE GREATEST ONE OF ALL <i>Melba Montgomery (United Artists 652)</i>	21	43 MAPLE ON THE HILL <i>Joe & Rose Lee Memphis (Capitol 5077)</i>	45
19 WOODEN SOLDIER <i>Hank Locklin (RCA Victor 8248)</i>	17	44 FIVE LITTLE FINGERS <i>Bill Anderson (Decca 31577)</i>	—
20 YOU'LL DRIVE ME BACK (INTO HER ARMS) <i>Faron Young (Mercury 72212)</i>	27	45 TELL HER SO <i>Wilburn Bros. (Decca 31520)</i>	38
21 SOMEBODY TOLD SOMEBODY <i>Rose Maddox (Capitol 5038)</i>	12	46 TADPOLE <i>Tillman Franks (Starday 651)</i>	48
22 THERE'S MORE PRETTY GIRLS THAN ONE <i>George Hamilton (RCA Victor 8250)</i>	26	47 THROUGH THE EYES OF FOOL <i>Roy Clark (Capitol 5099)</i>	—
23 AS CLOSE AS WE'LL EVER BE <i>Gary Buck (Petal 1310)</i>	14	48 THOSE WONDERFUL YEARS <i>Webb Pierce (Decca 31544)</i>	40
24 PEEL ME A NANNER <i>Roy Drusky (Mercury 72204)</i>	30	49 THE MORNING PAPER <i>Billy Walker (Columbia 42891)</i>	—
25 MOUNTAIN OF LOVE <i>David Houston (Epic 9625)</i>	16	50 MAKE THE WORLD GO AWAY <i>Ray Price (Columbia 42847)</i>	42

Oscar Davis and Shelley Snyder of the Shelley Snyder Talent Agency are promoting a giant New Year's show and party in conjunction with WTMT-Louisville, Kentucky. The show will be held at the Convention Center (formerly Armory). The cast will feature: Faron Young, Kitty Wells, Porter Wagoner, the Wilburn Brothers, Martha Carson, Carl and Pearl

Country music's sales power is dramatically underlined by the success story of Nashville furniture store owner who boomed to a 1,000% increase in sales the first year of country music (according to Certified Public Accountant) and racked up an unbelievable 800% increase over that first hike during the initial five months of the second year of country



FARON YOUNG



PORTER WAGONER



LORETTA LYNN

Butler, Loretta Lynn, Bill Monroe, Del Wood and Hank Williams, Jr.

The Patrick Robinson Agency has finalized arrangements to manage bluegrass artist Bill Clifton for the entire duration of his tour in Great Britain. In addition to live performances throughout the British Isles, Clifton will augment his activities with television and radio appearances. Clifton made his debut on the BBC via the "Tonight" show which enjoys some 15 million viewers each evening. On Dec. 8 he appeared on ABC's "Hullabaloo" with Rory McEwen and a variety of top folk performers from all over the world.

Carl Davis sends along word that he has exited his niche on WFMX-Statesville and accepted the position of the assistant general manager of WKJK-Granite Falls, North Carolina. Carl also notes that the outlet is switching to a full-time country music format after the first of the year and they are having Grand Ole' Opry show on Jan. 10 starring Lester and Earl, Carl and Pearl Butler and the Louvins.

Jim Ranne with Texas Enterprises of Dallas, info he will be putting the big push on Rem Records for 1964. First releases are scheduled for Jan. The initial entry will feature Don Edwards. A station letterhead will add you to the label's mailing list.

Snow and frigid weather didn't hold back the crowd when Jerry Kuchera, WLDY-Catawba, Wisconsin, program director, emceed a country hootenanny the other evening. Moore's Long Branch night club burst out with loads of talent appearing and performing.

music. The country powering B. F. Myers Furniture Store is c&w personality Eddy Hill and a WLAC TV breakfast time show called "Country Junction." Myers was reluctant to put his store on TV even on a spot basis. Finally he did buy spots and then sponsored one hour of a Saturday show. That did it! His store broke all sales records for 98 years. Bill Myers was sold. He began sponsoring three additional days, sometimes 30 and 60 minutes segments. Eddie Hill has proven himself salesman supreme with his ad lib manner and down home air of sincerity. Both Myers and Hill have been instrumental in devoting large portions of sponsored time to special charity projects (they started a fund which resulted in a new home and hospital help for a family burned out in Kentucky) and the two men are the only Tennesseans holding a National Red Cross Award.

BIG COUNTRY HIT

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224 Jacksonian Dr., Hermitage, Tenn.
phone: 883-0334 Nashville, Tenn.

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"HELPLESS"
Joe Carson
Liberty #55614

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Dallas 4, Texas
Phone: TA 1-3370



COUNTRY D.J. REGIONAL RECORD REPORTS

ACE BALL KHEM

Big Spring, Texas

1. Begging To You (Morty Robbins)
2. Love's Gonna Live Here (Buck Owens)
3. Ninety Miles An Hour (Hank Snow)
4. B. J. The D. J. (Stonewall Jackson)
5. Before I'm Over You (Loretta Lynn)
6. The Greatest One Of All (Melbo Montgomery)
7. Lost Day In The Mines (Dave Dudley)
8. Hove Yourself A Party (Wade Roy)
9. Surely (Warner Mock)
0. Sing A Sod Song (Merle Hoggard)

BOB LUNINGHAM KRZE

Farmington, New Mexico

1. That's Why I Sing In A Honky Tonk (Warren Smith)
2. Who's Been Cheatin' Who (Johnny & Jonie Mosby)
3. The Follout (Eddie Noack)
4. Amazing Grocie (Jim Williamson)
5. Sing Me A Sad Song (Merle Hoggard)
6. Helpless (Joe Corson)
7. If The Back Door Could Talk (Webb Pierce)
8. This Is The House (Charlie Phillips)
9. Up On A Hill (Vern Stewart)
0. I Hurt Me (Billy Parker)

JIMMY SIMS WSWN

Belle Glade, Florida

1. Begging To You (Morty Robbins)
2. Confion Heart (Billy Henson)
3. Love's Gonna Live Here (Buck Owens)
4. Who's Been Cheatin' Who (Johnny & Jonie Mosby)
5. Helpless (Joe Corson)
6. There's More Pretty Girls Than One (George Hamilton IV)
7. Wooden Soldier (Honk Locklin)
8. Lost Day In The Mines (Dave Dudley)
9. Old Records (Morgie Singleton)
0. Heart Be Careful (Billy Walker)

VERNE LOTZ SHEPPARD KOTA

Rapid City, South Dakota

1. Ninety Miles An Hour (Hank Snow)
2. Lost Day In The Mines (Dave Dudley)
3. Love's Gonna Live Here (Buck Owens)
4. Somebody Told Somebody (Rose Maddox)
5. The Matador (Johnny Cosh)
6. D. J. For A Day (Jimmy Newmon)
7. Cowboy Boots (Dave Dudley)
8. Jealous Hearted Me (Eddy Arnold)
9. 8 X 10 (Bill Anderson)
0. 500 Miles Away From Home (Bobby Bore)

TERRY PARKER KMAM

Butler, Missouri

1. Ninety Miles An Hour (Hank Snow)
2. Love's Gonna Live Here (Buck Owens)
3. The Matador (Johnny Cosh)
4. Somebody Told Somebody (Rose Maddox)
5. Heart Be Careful (Billy Walker)
6. Who's Been Cheatin' Who (Johnny & Jonie Mosby)
7. Begging To You (Morty Robbins)
8. If The Door Could Talk Back (Webb Pierce)
9. Mountain Of Love (David Houston)
0. Helpless (Joe Corson)

KULP

El Campo, Texas

1. Begging To You (Morty Robbins)
2. Another Bridge (Jimmie Dickens)
3. My Tears Don't Show (Carl Butler)
4. The Matador (Johnny Cosh)
5. Those Wonderful Years (Webb Pierce)
6. The Morning Paper (Billy Walker)
7. Sing A Sod Song (Buddy Cogle)
8. Triangle (Carl Smith)
9. The Greatest One (Melbo Montgomery)
0. Trouble In My Arms (Warren Smith)

LONESOME LUJE KTLW

Texas City, Texas

1. Begging To You (Morty Robbins)
2. Jealous Hearted Me (Eddy Arnold)
3. Ninety Miles An Hour (Hank Snow)
4. The Matador (Johnny Cosh)
5. Another Bridge To Burn (Jimmy Dickens)
6. The Follout (Eddie Noack)
7. My Tears Don't Show (Carl Butler)
8. The End (Don & Alice)
9. Tear After Tear (Rex Allen)
0. Find Out (Porter Woggoner)

BILL KEEVER WJRM

Troy, North Carolina

1. D. J. For A Day (Jimmy Newmon)
2. Trouble In My Arms (Johnny & Jonie Mosby)
3. Sweet Snow Dear (Johnny Wright)
4. Heart Be Careful (Billy Walker)
5. Ninety Miles An Hour (Hank Snow)
6. Lonely Christmas Coll (George Jones)
7. Dream House For Sale (Red Sovine)
8. An Old Christmas Card (Jim Reeves)
9. Through The Eyes Of A Fool (Roy Clark)
0. One Solitary Life (Gene Autry)



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



"WAITING A LIFETIME" (2:00) [Cedarwood BMI—Pierce]

"LOVE COME TO ME" (2:18) [Cedarwood BMI—Pierce, Williams]

WEBB PIERCE (Decca 31582)

The chanter is still striking paydirt with "If The Door Could Talk Back" but this latest entry tagged "Waiting A Lifetime" should still find ample room to develop into a fast hit. The tune's a lively, high-powered affair about a guy who wants to meet a gal. On "Love Come To Me," Webb tells an extremely pretty chorus-backed story about a fellow who craves for romance. Also merits a close look.

"MY TEARS ARE OVERDUE" (2:25) [Glad BMI—Hart]

"YOUR HEART TURNED LEFT" (2:10) [Glad BMI—Howard]

GEORGE JONES (United Artists 683)

George Jones, who is currently scoring in a teaming-up with Melba Montgomery tabbed "What's In Our Heart," is a cinch to have a solo hit with this ultra-commercial item called "My Tears Are Overdue." The tune is a shuffle-beat, medium-paced soulful country bluser essayed with loads of authority by the songster. The flip, "Your Heart Turned Left," is a quicked-paced, uptempo ditty with an infectious happy-go-lucky quality.

"WELCOME TO MY WORLD" (2:33)
[Tuckahoe BMI—Winkler, Hathcock]

"GOOD MORNING SELF" (2:20)
[Pamper BMI—Key]

JIM REEVES (RCA Victor 8289)

The vet hit-maker seems sure to quickly go the hitsville route with either side or both of this new Victor release. One side here, "Welcome To My World" is tender, medium-paced, chorus-backed lush ork-backed romancer rendered by Reeves with all his expected poise. "Good Morning Self" is a lively, catchy, easy-going uptempo lament with a warm, contagious beat. Eye 'em both.

"BREAK UP SOMEONE'S HOME" (2:12) [Tree BMI—Tubb]

"THIS WHITE CIRCLE ON MY FINGER" (2:47)

[Sure-Fire BMI—Bainbridge, Lewis]

KITTY WELLS (31580)

Kitty, who is currently riding the charts with "Another Chance To Fall In Love" (with Roy Drunsy) comes up with a potent, follow-up solo stanza with this newie. The top lid, "Break Up Someone's Home," is a plaintive, shuffle-beat bluegrass-styled ode of broken romance in the best country tradition. "This White Circle On My Finger" is a moving lament all about a marriage that went on the rocks.

HOWDY KEMPF (Starday 657)

(B+) "I CAN'T TELL MY HEART TO LET YOU GO" (2:39)
[Starday BMI—Kempf] Howdy Kempf could very well garner some quick spins with this rousing, bluegrass-styled lament about a guy who wants to break off with his gal but can't. Plenty of potential here.

(B+) "ONLY FOR YOU" (2:32)
[Window BMI—Jones, Farmer] Slow-moving, shufflin' chorus-backed ballad with a pretty lyrical, listenable melody.

DENNY EZBA (Renner 242)

(B) "I'LL GO SOMEWHERE AND CRY" [Renner BMI—Nesmith] Newcomer Denny Ezba could create a stir with this effective, hard-driving folkish blueser read with sincerity and verve. Deejays should dig it.

(B) "IT'S MY WAY" [Cedarwood BMI—Walter, Pierce] Easy-going, shuffle-beat hillbilly tear-jerker dished-up in a pleasing manner by Ezba.

BOBBY GROVE (King 5838)

(B+) "DOLLAR SIGN" (2:14)
[Mar-Kay BMI—Grove] Bobby Grove could have a click on his hands with this easy-going, bluegrass-flavored weeper about a ruthless type of gal that he is hung-up on.

(B) "MOCKING BIRD" (2:51)
[Mar-Kay BMI—Webb] More fine country sounds. This one's a medium-paced tear-jerker in the tradition-oriented vein.

GENE KENNEDY (Victoria 101)

(B) "THREE'S A CROWD" (2:48) [E. B. Marks BMI—Montgomery] Gene Kennedy unleashes his potent, wide-range rich vocal talents full-blast on this shuffle-beat, chorus-backed weeper on the old triangle theme. Watch it.

(B) "WOULD YOU LET ME GO" (2:07) [Eight Note BMI—Kennedy] The time out the songster offers a rhythmic, self-penned, pop-flavored affair with some top-notch lyrics.

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GREAT BRITAIN

The 1964 Gramophone Record Retailers Association conference will take place on April 5 and 6. The venue, as last year, will be the New Ambassador Hotel. Guest speakers will include the chairman of The Dutch Record Association, whose subject will be "Retailing, Manufacturing and Wholesaling in The Netherlands." It is also hoped to persuade a senior member of one of the major manufacturers to discuss Retail Price Maintenance and Stamp Trading. Harry Tipple, secretary of the G.R.R.A., confirmed that the Association is against stamps and any form of discount trading. Long before E.M.I., Decca and Oriole issued their 'no trading stamp statement' the G.R.R.A. solicited the views of every manufacturer which resulted in a 95 per cent vote against the practice. The G.R.R.A. conference will close with the annual dinner, cabaret and presentation of awards.

Rolf Harris has been booked for a three-week season at Mr. Kelly's in Chicago commencing April 13. Negotiations are also under way for a possible four week season at New York's Blue Angel in March. He has already been invited to tour the West Coast before returning to England for a summer season early in June.

After appearing in ATV's "Sunday Night At The Prince of Wales," Australian singer Dorothy Baker flew home for Christmas and her own series of TV shows. She returns to Britain in time for an appearance on BBC TV's "Black And White Minstrel Show" on March 8th and a three-week season of cabaret at the Society Restaurant.

American publisher, writer and indie producer Buddy Kaye returned to America after an extended visit to Britain which included discussions with Jeff Kruger of Ember Records.

Russ Hamilton, remembered for his transatlantic hits of a few years ago "We Will Make Love" and "Rainbow," has recorded four of his own compositions for Ember. Two will be selected for release as a single early in January. American jazz singer Mark Murphy flew into London recently on a one-day visit from Paris where he is currently cutting an LP. The occasion afforded Philips Records the opportunity of hosting a reception in honor of the Riverside artist. This altogether delightful affair was held appropriately enough at the Yard Arm Club alongside the River Thames. Murphy plans to record an LP in London early in the New Year. Meanwhile with certain copyright difficulties overcome his LP "Rah" is being re-released in this country.

In order to achieve exclusive release of The Beatles LP "Les Beatles" in France, publisher Dick James has, until now, withheld publication rights in that territory. With the LP release this week by Odeon-Parlophone together with two singles "I Want To Hold Your Hand" coupled with "Hold He Tight" and "All My Loving" coupled with "It Won't Be Long" plus an EP comprising all four titles, James has appointed Sim/Beuscher as sub publisher. Two other titles "Don't Bother Me" and "Not A Second Time" have been assigned to Gerard Tournier of Agence Musicale International. Two more "A Little Child" and "All I Got To Do" go to Bagatelle. All these deals are being backed by extensive advertising and promotional campaigns by the publishers concerned, in conjunction with Odeon-Parlophone. The Beatles open a three-week session at the Olympia, Paris on January 15 prior to their visit to America.

The Searchers have become the first Liverpoolian group to record especially for the German market. Pye's No. 1 group has waxed "Suss Ist Sie"—the German version of their British smash "Sugar And Spice" backed with "Lieber" (Money). Tony Hatch directed the session with production in the hands of Peter Knight Jr. Lawrence Yaskiel of Deutsche Vogue came to London to advise on pronunciation and study of text.

Gerry Marsden of The Pacemakers is responsible for writing both sides of the group's next single "I'm The One" and "You've Got What I Want" for January 10 release on Columbia. Both numbers are published by Pacermusic, the new company formed by Dick James in association with Marsden and Brian Epstein.

The Eurovision Song Contest of 1964 will be staged at Copenhagen, Denmark. Tom Sloan, head of BBC TV Light Entertainment, announced a change of policy at the Music Publishers' Association Christmas luncheon at which he was Guest of Honour. Whereas last year the BBC commissioned seven top British writers to submit compositions, for next year's event they have commissioned top recording star Matt Monro to represent Great Britain. In turn, Matt has requested composers Lionel Bart, Leslie Bricusse, Tony Hatch, Mitch Murray, Norman Newell and Hal Shaper to submit suitable numbers. These will be presented in the preliminary heats "A Song For Europe" on February 7. The number receiving the most votes will be sung by Matt at the finals in Copenhagen on March 21. It is interesting to note that four of these writers have penned chart entries for Matt in the past. "My Kind Of Girl" by Leslie Bricusse; "Portrait of my Love" by Norman Newell; "Softly As I Leave You" by Hal Shaper and "From Russia With Love" by Lionel Bart.

A special reception was held at Decca House, London recently in honor of Richard Rodgers. The occasion marked the sale of one million LP records of RCA Victor's original motion picture soundtrack album of "South Pacific" in Gt Britain. During the reception three plaques were presented respectively to the composer, Sir Edward Lewis, chairman of the Decca Record Company Ltd, and Louis Dreyfus, Chairman of Chappell & Company Ltd England, publishers of "South Pacific."

After presenting the award to Rodgers, Sir Edward and Dreyfus received their plaques from Mr. Peter Baumberger, V/P RCA International Ltd on behalf of George R. Marek, V/P & general manager of RCA Victor Record Division U.S.A.

No other album in the annals of the British record industry has received the million mark reached by the Rodgers & Hammerstein classic last September. "South Pacific" has been in the British LP charts more or less constantly since it was issued in April 1958 when the film opened in London.

Rolf Harris, just back from a highly successful visit to the United States, was the star guest in EMI's weekly "Friday Spectacular" disk show on Radio Luxembourg. After airing his latest Columbia single "I've Lost My Mummy," compere of the show TV personality Muriel Young presented Rolf with the Cash Box International Silver Trophy for his world selling "Tie Me Kangaroo Down, Sport" which climbed to the No. 4 slot in the Cash Box Top 100. Another Rolf Harris single issued specially for the Christmas market is "Six White Boomers," issued on the Columbia label.

Over to Brussels for another Cash Box International Award. This time a Gold Trophy was accepted by P. J. Lebbink of Polygram (Philips) Belgium on behalf of Soeur Sourire (The Singing Nun) for her American chart topper "Dominique."

At the Annual General Meeting of Electric & Musical Industries Limited held in London recently, Chairman Sir Joseph Lockwood was pleased to report that the results of the company's trading in the first five months of this financial year, have been encouraging. In particular both Morphy Richards and the Electronics business have shown a welcome improvement. Present forecasts indicate that he can reasonably expect to report better profits for this financial year.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	3	*I Want To Hold Your Hand	The Beatles (Parlophone)
2	2	18	*She Loves You	The Beatles (Parlophone) Northern Songs
3	6	4	*Glad All Over	The Dave Clark Five (Columbia) Ivy
4	3	6	*You Were Made For Me	Freddie & The Dreamers (Columbia) Feldman
5	4	7	Secret Love	Kathy Kirby (Decca) Harms-Witmark
6	7	5	*I Only Want To Be With You	Dusty Springfield (Philips) Springfield
7	10	3	Dominique	The Singing Nun (Philips) Flamingo
8	8	6	Maria Elena	Los Indios Tabajaras (RCA) Latin-American
9	5	7	*Don't Talk To Him	Cliff Richard (Columbia) Shadows
10	14	3	Twenty Four Hours From Tulsa	Gene Pitney (United Artists) Arch
11	12	3	*Geronimo	The Shadows (Columbia) Shadows
12	9	11	You'll Never Walk Alone	Gerry & The Pacemakers (Columbia) Chappell
13	11	7	*I'll Keep You Satisfied	Billy J. Kramer (Parlophone) Northern Songs
14	15	2	*I Wanna Be Your Man	The Rolling Stones (Decca) Northern Songs
15	—	1	Swinging On A Star	Big Dee Irwin (Colpix) Chappell
16	13	6	It's Almost Tomorrow	Mark Wynter (Pye) Macmelodies
17	17	4	Money	Bern Elliott & The Fenmen (Decca) Dominion
18	—	1	*Not Too Little—Not Too Much	Chris Sandford (Decca) Marquis
19	18	2	*All I Want For Xmas Is A Beate	Dora Bryan (Fontana) Flamingo
20	—	1	*Stay	The Hollies (Parlophone) Lorna

*Denotes local copyright.

Great Britain Top Ten LP's

Great Britain Top Ten EP's

Rank	Title	Artist	Rank	Title	Artist
1	1	With The Beatles	1	1	Twist And Shout
2	2	Please Please Me	2	2	The Beatles Hits
3	3	How Do You Like It	3	3	The Beatles No. 1
4	6	West Side Story	4	5	Love Songs
5	4	Meet The Searchers	5	4	Ain't Gonna Kiss Ya
6	8	Born Free	6	6	Los Shadows
7	5	Sugar And Spice	7	8	In Dreams
8	9	In Dreams	8	—	Sweets For My Sweet
9	7	Freddie & The Dreamers	9	—	Wages Of Sin
10	10	Trini Lopez At P.J.s.	10	9	Billy J. Kramer Hits

GREAT BRITAIN (Continued)

Gerry and the Pacemakers follow their successful appearance on "Thank Your Lucky Stars" by topping the bill of this week's "Sunday Night At The Prince of Wales" (temporary venue for the nation's No. 1 TV showcase while its regular home, the London Palladium is being transformed for the 20th century space show "Man In The Moon" starring Charlie Drake). The show will also highlight excerpts from the American musical "Boys From Syracuse," now running at the Theatre Royal, Drury Lane.

Once again The Royal Family have called upon bandleader Joe Loss to supply music for the Palace staff party. Last year the maestro introduced The Madison. This year he gets them going with Loddy Lo.

Following his current tour of Sweden Decca recording star, Heinz, has been booked for a return visit of concert dates and TV shows commencing April 3rd to be followed by visits to Denmark and Finland. Heinz' current disk is "Country Boy" and he also has an EP "Live It Up."

The BBC is to launch a new weekly TV series early in 1964 "Top of the Pops" featuring the latest disks and artists from the British Top Twenty. Top dj's will compere the show including David Jacobs, Peter Murray, Alan Freeman and Jimmy Savile. Production will be in the hands of Johnny Stewart whose previous shows include "Juke Box Jury."

Danish singing stars Nina and Frederik, currently in London for a season of cabaret and concert dates, leave early in the New Year for a tour which takes them to Hong Kong and Australia. Despite keen competition from the Peter, Paul and Mary London disking, their version of "Blowin' In The Wind" is notching up healthy sales for EMI's Columbia label.

Four new Silver Disks were presented by "Disc" magazine to mark quarter million sales. To The Beatles for their EP "The Beatles Hits" (Parlophone) giving them a total of six awards this year; Cliff Richard claims his 17th Silver Disk so far for his latest Columbia waxing "Don't Talk To Him;" new group Freddie and the Dreamers claims its first award for their third hit "You Were Made For Me" (Columbia) and Shirley Bassey, the only girl singer to receive an award this year, qualifies for her waxing of "I (Who Have Nothing)" (Columbia).

Congratulations to American singer Gene Pitney, who enters the British charts for the first time ever with his United Artists platter "Twenty Four Hours To Tulsa." Chart success has been achieved despite the fact that his recent p.a. tour of Britain was curtailed owing to illness. He did have time, however, to cut a disk in Britain written by two members of The Rolling Stones, Mick Jagger and Keith Richard, entitled "That Girl Belongs To Yesterday." This is set for immediate Stateside release with a February release date in Britain.

Tony Meehan, bereft of his partner Jet Harris, has his sights set on a solo career and gets off to a good start with a number penned by Jerry Lordan—who was responsible for the "Diamonds" and "Scarlett O'Hara" hits—entitled "Mexican Eagle." This is to be released on Decca on January 3rd and published by Francis Day & Hunter.

FROM THE LONDON OFFICE OF CASH BOX A HAPPY CHRISTMAS AND A PROSPEROUS NEW YEAR TO ALL OUR READERS THROUGHOUT THE WORLD.



AUSTRALIA

The whole country is in the grip of The Beatles! The reaction here to England's hottest stars is quite fantastic right throughout the nation—it's very reminiscent of the early days of Sinatra and Presley when these artists carried enough influence to sway the whole industry right around the world. . . . It has been years since anything has created a fuss to equal that of The Beatles. The demand for their records is staggering to say the least. Before their current single ("I Want To Hold Your Hand") was released, EMI had sufficient orders on hand to make it an all-time best seller within the first week of release. In addition to this, the other singles, EP's and albums are being sold as though they were gold! One prominent dealer reported to Cash Box that the new album by The Beatles was outselling all singles except those by The Beatles! You should see the smile of delight on Jack Argent's face—through Leeds Music he controls the local publishing rights to a great deal of The Beatles material.

In order to hypo interest in its Dynagroove range of albums, RCA has produced and released two special (mono and stereo) albums entitled "The New Sound Of The Stars." This popular set retails at just 15/6d. while the red seal package sells for 17/.

"Dominique" is still holding down the key position on our chart but it's just there by its fingertips this week. It seems that either "Memphis Tennessee" or "I Want To Hold Your Hand" could displace "Dominique." Local star Jimmy Little is enjoying a wonderful run with "Royal Telephone." It has been on the chart for several weeks and is still holding number three place—it is still the only local product on our list. The strong influence of English stars is quite evident in our singles list—five of the top ten records across the nation are from England. Several are from other countries and in effect there is only one American record on the list, "Sugar Shack" by Jimmy Gilmer. This fact would seem to add strength to the thoughts expressed in the lead editorial in Cash Box of December 21. This must be an all-time low for American artists on our best seller chart and it contrasts sharply with the fact that some four or five years back the whole Australian scene was dominated by American records.

Pan Pacific Promotions Pty. Ltd., the concert promotion organization conducted by Harry Miller, looks as though it means business in the New Year. It already has its first big show planned for January under the tag of "Surf-side '64." The show is to be headed by Roy Orbison, along with Paul & Paula, The Beach Boys and The Surfaris. The show should be a knockout success because all the artists have a strong disk following in this country—especially Roy Orbison who enjoys fantastic popularity throughout Australia. Party bookings have been open for a couple of weeks already and it is understood that the demand for seats is at an all-time high. We wish Harry Miller and Pan-Pacific Promotions the greatest of success with this show because on its success could depend the quality and quantity of future shows of this type being imported to Australia. At this stage, it is not known which Australian acts—if any—are to be included on the bill.

W & G Records reports great interest in its recording of "Waltzing Matilda" by The Seekers—the interest tends to border on controversy. The melody used on this record is reported to be the "original" one and is vastly different to the generally accepted melody of "Waltzing Matilda." When Station 3AK first played the record on its Saturday afternoon show it received better than 1,000 phone calls from listeners. Most of the callers were enthusiastic about the record and the adoption of the different melody and a small percentage said it wasn't what they had hoped for due to the change in melody. Since its release, the disk has been gaining in popularity and has made the grade in several charts.

The December album release from Australian Record Company carries some material of great sales potential. Heading the list is the "Washington Square" set by The Village Stompers, which should score heavily in the sales department. The new package by Marty Robbins, "The Return Of The Gunfighter" should also enjoy wide acceptance. Other albums on the release include "Now It's Stompin' Time" by The Atlantics (a local production for CBS); the motion picture soundtrack of "Irma La Douce;" "The Bitter And The Sweet" by Pete Seeger; a performance of "Camelot" by Percy Faith; "Easier Said Than Done" by The Essex on Roulette and "Wonderland Of Christmas" by Andre Kostelanetz.

The next few weeks could prove to be among the most successful in the history of Philips Records in Australia. It is doing knockout business with the single of "Dominique" by The Singing Nun and it has rush released the 12" album entitled "The Singing Nun," which shows signs of developing into an all-time best seller in the album field. In addition to this they have new singles such as "You Don't Own Me" c/w "Run Bobby Run" by Lesley Gore; "You're All I Want For Christmas"—Brook Benton and "Louie Louie" by The Kingsmen.

Music publisher/singer Tony Brady has a brand new single release out for RCA which carries "Let's Stomp Australia Way" c/w "Lucky Me." This is Tony's first single for RCA and shows further progress in the local field by this company. Tony Brady is professional manager of the Belinda Music group of publishing companies.

FROM HERE AND THERE: American personality known as "Mad Mel" stirring up great interest with his disk jockey shows on Station 2SM in Sydney. . . . Allan Lappan, disk jockey from Station 3UZ in Melbourne, recently won D-J Popularity Poll conducted by local weekly paper. . . . Elaine McKenna has now returned to the United States following a brief visit home. . . . 2GB disk jockey John Laws returned home following a quick trip to America. . . . Nice to receive a Christmas card from Ken East of EMI's world headquarters in England. . . . Strong sales reported on Lionel Long's two-album set released on the Columbia label through EMI, the title is "The Bold Bush-rangers." . . . Australian star Dorothy Baker due to return home from England for local television appearances. . . . John McMahon, program director of 3UZ, has new single released on the Astor label of the old Australian hit "Never-Never." . . . EMI has released the Fran Ifield revival of "Please."

Australia's Best Sellers

- 1 Dominique (Singing Nun—Philips) Belinda Music
 - 2 Memphis Tennessee (Dave Berry—Decca) Jewel Music
 - 3 *Royal Telephone (Jimmy Little—Festival) Belinda Music
 - 4 I Want To Hold Your Hand (The Beatles—Parlophone) Leeds Music
 - 5 You'll Never Walk Alone (Gerry & Pacemakers—Columbia) Chappell & Co.
 - 6 Secret Love (Kathy Kirby—Decca) Allan's Music
 - 7 Do You Love Me (Brian Poole—Decca) Dominion Music
 - 8 The White Rabbit (Peter Posa—W&G) Leeds Music
 - 9 Sugar Shack (Jimmy Gilmer—London) J. Albert & Son
 - 10 Maria Elena (Los Indios Tabajaras—RCA) Allan's Music
- *Locally Produced Record.



GERMANY

A few weeks ago, we started writing about the trip of DGG's top execs Helmut Haertel and Heinz Voight to the U.S. and Mexico. One interesting point came up and that was the difficulty that a European artist has getting started in the USA. First of all, the difficulty of personal appearances on TV and stage shows which certainly play an important role in knocking off a hot new disc, and artist.

DGG and its Polydor label is doing something about this. As we reported, Gus Backus and Peter Kraus already made trips to the USA for record sessions and now Germany's absolute top selling star Freddy Quinn, better known as just plain "Freddy," is now making a trip to the US for recording sessions in Nashville. A new single is already released, and one LP has also been put out.

We'll get back to the trip in a minute, but let's work on this point for a minute, from an opposite view. The European is anxious to get a hit in the USA. He studies English for the date, he'll travel over the ocean, in short, he'll "do in Rome as the Romans do" and try for the big one. How about his American, English, etc. counterpart? Most American artists feel that it's easy. They just make a record in what they feel is sufficient German, and Bingo, a hit should be born. That's far from the case. Study, the right text written by a top German professional lyric writer, personal appearances and everything needed to get a hit in the USA is also necessary for hitsville here.

Klaus Reimann of Polydor Records called to wish Cash Box a happy holiday season and to tell us a bit about Xmas returns. The absolute sensation sales wise for this season was the "Christmas On The High Seas" LP by Freddy Quinn. The record moved over 100,000 copies in 14 days and continues to be the most publicized and best selling Xmas album in Germany's history. Austria awarded the album a special postage stamp, the very important fan-TV-film and record magazine "Bravo" with over 500,000 readers every week gave the cover to the album, although the cover is not "for sale," and many other important magazines also had cover photos of Freddy on their December issues. The LP will probably be a best seller for many seasons.

Saleswise, LP sales were so good that dollar volume is up over last year although singles continue to fall off. Every record company here did their best to cash in on the LP rise by issuing special packages of material for the holiday season including pop, classical and folk repertoire, and all firms reported brisk action on such packages. Polydor's yearly top hit LP "Spitzenreiter" 1963 with the top releases of the year had advance orders of 30,000 and went on to sell more than any other year. Some singles have shown good action. Freddy's single "Junge, Komm Bald Wieder" (Son, Come Home Soon) which picked up a golden record for a million sales in July now has another ¼-million sales. The German waxing of Connie Francis and "Barcarole In The Night" has passed the ½-million mark in sales, and records by Peter Alexander, Martin Lauer, Will Brandes and Little Elisabeth and Thomas Fritsch have all passed or are nearing the 100,000 sales mark which is a tremendous figure today. The old catalog of Buddy Holly is also getting good action 4 years after the singer's death in a tremendous teen revival of interest in his material.

It seems like everytime we mention this subject, we return to Connie Francis, but she did do it right. She made the P.A.'s, she did TV, she studied and worked at making a hit and she's the absolute top selling foreign artist in this country.

Now back to the trip. Haertel and Voigt visited Los Angeles and saw the work on the new Connie Francis film "Looking For Love" with the songs being recorded in French, German and Spanish. They also met with Richard Chamberlain. The two execs also visited Mexico City where the general manager of the new DGG firm "Discos Universales S.A." Constantin Metaxas told the firm of the success of Bert Kaempfert, Connie Francis and Freddy in Spanish in that country. Haertel and Voigt hit Nashville as the last leg of their trip.

Dave Kapp writes that he has started a new label called Four Corners of the World, which will concentrate on foreign material in the USA. Dave has had great success in America with imported diskings which have been leased from major record firms all over the world. Germany was represented with Lolita who did great with her "Sailor" a few seasons ago.

Polydor records will release its new singles on a monthly instead of a weekly basis in 1964. A special monthly release sheet will be put out to announce releases ahead of time for the radio stations so that they can plan their screening of new releases around it.

Ralph Maria Siegel reports that another song from singer-writer Udo Jurgens has been done in the USA. Sarah Vaughan has done the song "Right Or Wrong" for Mercury. The American publisher for the number is Germany's number one export arranger Claus Ogermann. Udo also wrote "Reach For The Stars" which reached the top of the English hit parade with Shirley Bassey and "Jenny" which saw action in the USA with Roy Etzel. On the import side of the picture, Ralph has several new US hits in German versions including "Busted" done here by Wolfgang Sauer, "Wonderful, Wonderful" sung by Horst Winter, "Abilene" done by Chris Baldo and several others.

That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	Weeks On Chart	Artist
1	1	8	Rote Lippen Soll Man Kuessen (Lucky Lips)—Cliff Richard —Columbia—Hans Gerig Music
2	2	12	*Vom Stadtpark Die Laternen (The Laterns In The City Park) —Gitte & Rex Gildo—Columbia—Hans Gerig Music
3	10	3	*Es Gibt Kein Bier Auf Hawaii (There's No Beer In Hawaii) —Paul Kühn—Columbia—Paul C. R. Arends Music
4	5	4	*Wenn Ich Ein Junge Waer (If I Was A Boy)—Rita Pavone RCA—Rolf Budde Music
5	6	4	If I Had A Hammer—Trini Lopez—Reprise—Hans Gerig Music
6	4	7	*Rosmarie—Pat Boone—London—Melodie Der Welt
7	9	4	*Rosen Haben Dornen (Roses Have Thorns)—Carmela Corren —Ariola—Meisel Intro
8	3	10	Die Nacht Ist Mein (Tonight's My Night)—Connie Francis— MGM—Francon Schneider
9	7	5	*Im Tal Der Blauen Berge (In The Valley Of The Blue Moun- tains)—Peter Hinnen—Ariola—Rolf Arnie Music
10	—	1	*Schenk Mir Einen Talisman (Give Me A Good Luck Charm) —Peter Kraus—Polydor—Viktoria Music
10	—	1	*Drei Musketiere (Three Musketeers) — Conny — Electrola — Metronome Music Rolf Budde Froboess *Original German Copyright



BELGIUM

The latest Elvis Presley-album "Fun in Acapulco" (RCA) got a very successful start in Belgium. But still the single with "Bossa Nova Baby" is in demand. Inelco released a few singles by Harry Belafonte and also the Christmas-album "Christmas on the Ponderosa," sung by the even in Belgium popular Bonanza-family.

On the Dutch label Telstar, the publishing-house Moderny of Mouscron owns the rights of two recent numbers, sung by Blonde Sjaantje: "Vader, Ach Laat Dat Nou!" and "Een Van De Melkboer."

Frank Sinatra Jr. will appear on the Belgian TV, French section. The show will take place on January 17 & 18 in the studios of Sonart, Brussels. Class Music has the rights of "Enamorado," on the Stateside-label sung by Keith Colley.

In his latest letter, Mr. Garin, commercial-manager of S. A. Gramophone-Brussels, reported that the diskery released the third EP by Adamo. The demand was very strong before the record was on sale. This EP grouped four new Adamo-hits "Tombe La Neige," "Vous Permettez-Monsieur?," "Car Je Veux" and "Dans Le Vert De Ses Yeux." Also a single is released with "Tombe La Neige," "Car Je Veux." In the near future, a second Adamo-LP will be released (after his LP-hit "Non Commercial Songs") with twelve of his most known numbers. Maybe Richard Anthony will have the same unbelievable success with "Tchin Tchin" as he had with "J'Entends Siffler Le Train" (this was the French version of "500 Miles"). The biggest sell of LP's by this firm is "Op De Purp'ren Hei," a Flemish operetta, presented in Limburg, by mister John Kirsch, general-manager of SA Gramophone, one of the nine Belgian provinces. Claude Ebrard, with the export service of Pathé-Marconi in France, came to Brussels to talk about TV and Radio-appearances of stars Jacqueline Danno, Joël Holmès and André Claveau.

Music Publisher Ardmore and Beechwood has the rights of "P.S. I Love You," "Love Me Do," "Boys," for Benelux. For Belgium and Luxembourg "Misery," all of them sung by The Beatles.

Nicole Josy, a young Hébra-artist appeared on the Flemish television, in the record program "Good records, Good Friends." The songster did a very good job with "La Vie C'est Toi."

In the hitparade of Germany appearing at the moment "Es Gibt Kein Bier in Hawaii" sung by Paul Kuhn. This pretty carnival-number is a Belgian composition by Jean Rolle.

Newly launched Barclay-Belge is already doing extremely well and getting tremendous sales with the top-hit "La Mamma" by Charles Aznavour. This particular record is also selling enormously in the Flemish part of the territory and this is absolutely unusual for a recording sung in French.

The young artists on the Barclay label are also climbing very fast and quite successfully on the Belgian market mainly Eddy Mitchell, Frank Alamo and Les Babs. The label is also promoting the first single release of "T-Bird" by the fantastic new discovery: Rocky Roberts and his Airedales.

Charles Aznavour is presently staying in Brussels for important talks about publishing plans with Peter Plum, Georges Garvarentz and famous American lyricist Buddy Kaye.

Another important news for Belgium: the foremost French radio-station Europe Nr 1 will do its famous weekly 2-hours radio show "Bon Dimanche Les Copains" for the first time ever outside of France; Lucien Morisse—director of Europe Nr 1—and Claude Agnelli have commissioned Peter Plum to organize this important show in Brussels on Dec. 22.

American singer Dion DiMucci, who is on the Top 100 with his "Drip Drop" has appeared on the Belgian French language TV, and the program which had been "canned" has now been telecast. It was called "Face au public". It has turned out badly for him, but he is not in the least responsible. He is a great performer, but he should never have accepted to perform under the conditions he has been submitted to. Perched on a stool, he started to sing some folk tunes, but nobody had even thought of providing him with a microphone to at least amplify his guitar. This oversight made everything go wrong. To top it all, he was accompanied by a thirty piece orchestra, conducted by Henri Segers, which is too powerful to provide a proper musical background. This is not meant as criticism directed at the orchestra, but Dion would have been better off with five or six musicians. Furthermore, the technical quality of the whole thing was below standard. One wonders how Dion came to accept an invitation of this sort. A very bad show altogether.

Excellent news for star performers from abroad who will appear before Flemish TV. The entertainment section of the Flemish television has discovered in journalist-playwright Staf Knop a scriptwriter who will be able



JAPAN

"Konichiwa Akachan," theme song of Japan Broadcasting Corporation's program, released by Ring Records, was chosen by 35 musical reporters for the Grand Prize disk of 1963. The theme song and the recording both were sung by Michiyo Azusa, King's new songstress. The lyric and music were produced by the "Suki-yaki" writers Rokusuke Ei and Hachidai Nakamura.

A Jimmie Rodgers Concert was held at Koseinenkin Hall in Tokyo, drawing a full house of folk song lovers. From "Sunny Side Up" to the new news songs, from rock tunes to modern folk songs, he received a warm welcome here. Co-players were Leo Diamond, the harmonica player, and The Gay Stars, a Japanese band.

Hiroshi Wada and his Mahina Stars, Hawaiian band, celebrated their 10th anniversary at Sankei Hall Tokyo and played their hits and new numbers. Akemi Misawa, Nippon Victor's new songstress who was given the New Singer's Prize this year for her "Shima No Blues," appeared on stage.

Kuranosuke Hamaguchi, composer of the world hit, "Kiroy Sakurambo" (Yellow Cherries), recorded his first vocal on LP for Nippon Columbia featuring eight songs all composed by himself.

Japan's Best Sellers

JAPAN'S BEST SELLERS

INTERNATIONAL

This Week	Last Week	Title
1	3	Be My Baby—Ronettes; Johnny Deerfield (Columbia); Mieko Hirota (Toshiba)—Sub-Publisher/Shinko
2	4	Bye Bye Birdie—Ann-Margrett (RCA)—Sub-Publisher/Folster
3	1	55 Days at Peking—Brothers Four (Columbia)—Sub-Publisher/Folster
4	2	One Boy—Joanie Sommers (W.B.)—Sub-Publisher/Folster
5	6	Lana—The Velvets (London)—Sub-Publisher/Folster
6	9	Bossa Nova Baby—Elvis Presley (RCA)—Sub-Publisher/Aberbach
7	10	Candlelight Kisses—Acadians (7 Seas); Yukari Ito (King); Beni Sisters (Toshiba);—Sub-Publisher/Shinko
8	7	Drawn's my Sorrows—Connie Francis (MGM)—Sub-Publisher/Shinko
9	8	You're The Devil in Disguise—Elvis Presley (Victor)—Sub-Publisher/Aberbach
10	5	Blue Velvet—Bobby Vinton (Epic)—Sub-Publisher/Folster

JAPAN'S BEST SELLERS

This Week	Last Week	Title
1	1	Shiroi Seifuku—Yukio Hashi (Victor)
2	5	Kon-Nichiwa Akachan—Michiyo Azusa (King)
3	4	Dekai Konoyume—Michiya Mihashi (King)
4	3	Shugakuryoko—Kazuo Funaki (Columbia)
5	7	Nagasaki No Hito—Hachiro Kasuga (King)
6	2	Gakuen Hiroba—Kazuo Funaki (Columbia)
7	10	Utsukushi-i Judai—Akira Mita (Victor)
8	6	Wakai Ashita—Kenji Kitahara (Columbia)
9	8	Hoshizora Ni Ryoteo—M. Moriya & T. Shimakura (Columbia)
10	9	Sutekina Asu Ga Kitto Kuru—Kiyohiko Matsunaga (Toshiba)

LP BEST SELLERS

This Week	Last Week	Title
1	3	Bye Bye Birdie—RCA
2	2	My Fair Lady—Columbia
3	4	Mitch Miller Screen Mood—Columbia
4	1	Poetry in Japan—Decca
5	5	I Left My Heart in San Francisco—Liberty (Julie London)

BELGIUM (Cont'd)

to provide suiting copy everytime a foreign guest is invited. This has already been proved when Neil Sedaka, Louis Neefs, Little Peggy March, Carmela Corren and others came to the studio. Lots of prominent people have been announced: Helen Shapiro, John Leyton, Mike Sarne, etc. This is really an asset for artists whose appearances in front of TV-camera lenses often constitute a handicap.

At the Martini Club in Brussels, CBS threw a party for the press in honor of André Kostelanetz. Carmela Corren, star of Ariols, distributed by Discobel has done excellent work for Flemish TV in an entertainment program. Anvers Radio has produced two novelties for ABC-Paramount, which have a real chance of becoming a great success. One side features Fats Domino's "Bye, Baby, Bye, Bye" and "Forever, Forever." On the reverse we find Ray Charles and "That Lucky Old Man" and "Ol' Man Time."

Salvatore Adamo, still top performer in Belgium, has made his debut in Holland for a radio-program called "Vijf Seconden Van Woef." We were there to witness the definite breakthrough of Adam, who was as much a hit in Holland as he already has been over here. Sales figures of his records at Bovema have soared in an impressive way, and there is every reason to believe that he will be as popular with the Dutch as with the Belgians. As we had foretold at the outset of his career, Adamo is on his way to becoming a star of European magnitude. He will be seen on Netherlands TV on January 8 and will sing five songs.

News from Intervox-music:

The Jokers, Belgian top guitar group, scored big international success with "Ronny Boy." They have now released a beautiful interpretation of "Song of Delilah," which they introduced during their guest-appearance on tv-show "One Against All." The Jokers will probably tour Argentina in March. Same Discostar-label acquired distribution-rights for Intervox artist Jacques Raymond. Jacques' first effort on this label is "Slotaccord," an adaptation of Chopin's "Polonaise." Two other top-artists have signed exclusive recordings contracts with Intervox-CNR, thrush Jo Leemans and the Merino Costa Orchestra. Lou Neefs, currently in top-ten with "Ik Lees In Je Ogen," does it again with a live-recording of "Sixteen Tons" in English. It has been sold to Atlantic Records in the USA for rush release. Producer L. J. Van Rymenant has the hottest season in his career.

Belgium's Best Sellers

FLEMISH

- 1 Don't Talk To Him (Cliff Richard/Columbia/Belinda)
- 2 If I Had A Hammer (Trini Lopez/Reprise/Essex)
- 3 Bossa Nova Baby (Elvis Presley/RCA/Belinda)
- 4 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
- 5 La Bamba (Trini Lopez/Reprise/World)
Busted (Ray Charles/ABC Paramount/World)
- 6 Alleen (John Larry/Polydor/Passe Partout)
Ik Lees In Je Ogen (Lou Neefs/Moonglow/Intervox)
- 7 N'est Ce Pas Merveilleux?/Crier Ton Nom (Adamo/Pathé/Rudo/Ardmore and Beechwood)
Droom Van Mij (Bob Benny/Polydor/Ideal)
- 8 Blue Bayou (Roy Orbison/Fonior/Accuff Rose)
- 9 Maria Elena (Los Indios Tabajaras/RCA/World)
Weer Een Café (Bobbajaan Schoepen/Decca/Intervox)
- 10 Be My Baby (The Ronettes/Fonior/Belinda)

WALLOON

- 1 Ma Guitare (Johnny Halliday/Philips/World)
- 2 Si J'Avais Un Marteau (Claude François/Philips/Essex)
- 3 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
- 4 America/If I Had A Hammer (Trini Lopez/Reprise/Essex)
- 5 N'est ce Pas Merveilleux?/Crier Ton Nom (Adamo/Pathé/Rudo/Ardmore and Beechwood)
- 6 Tchin, Tchin (Richard Anthony/Columbia)
- 7 Maria Elena (Los Indios Tabajaras/RCA/World)
- 8 Je Serais Mieux Chez Moi (Robert Cogoi/Philips/World)
Pauvre Petite Fille Riche (Claude François/Philips/Southern)
- 9 Le Train Des Neiges (Petula Clark/Vogue)
Je/Elle Est Trop Loin (Danyel Gérard/Disc A-Z (Vogue)/Peter Plum)
- 10 I'm Watching (Sylvie Vartan/RCA/Spanka)



HOLLAND

Holland's most popular vocal duo The Blue Diamonds, proud owners of one Platinum and three Golden Records, were released from their military duties on Christmas 1963. . . . The boys, both sergeants, were offered a party in grand style by their record-company Phonogram in the barracks on December 16. Prominent members of the Dutch Press and high military officers (among them General de Ruig) attended the dinner and the musical show later in the evening. Phonogram's Director J. Haslinghuis said in his table-speech that he was most thankful to the high military command for the cooperation given to the Blue Diamonds during their period of military service, to enable the boys to do as much live-performances as possible in Holland and abroad. Latest hit by The Blue Diamonds is "Hey Babarebob," sung with members of their fan-club. They also made a Spanish recording of their great 1963-hit "Sukiyaki," in view of the coming tour to Spain and the Argentinians that The Blue Diamonds have on their 1964 schedule. In the course of 1964, The Blue Diamonds will also pay working-visits to the United States, Mexico, Canada, and Israel. The Blue Diamonds record exclusively for Decca in Holland. An important man behind their recording work is arranger-conductor Jack Bulterman.

Jack Bulterman, besides his work as a bandleader and arranger, is also a most capable performer of all types of electronic organs. His latest recording is a demonstration-record of the "Philicorda"-organ: a new electronic instrument developed by Philips Nederland N. V. at Eindhoven. Bulterman plays on a special Decca-single "Drina" and "Twistin' Butterfly" on this attractive new type of home-instrument.

Jerry Lee Lewis recently switched to Smash Records in America, which implies that in this country his records will be released on Philips from now on. His previous recordings saw the light here on the London label, among which "What I'd Say," "Great Balls of Fire," "Teen Age Letter" and "Whole Lotta Shakin'" were solid sellers in Holland. The first release on Philips here by Jerry Lee Lewis is "Hit The Road Jack," b/w "Pen and Paper."

For some time the members of the Springfields Trio have gone their own musical ways. The pretty female soloist Dusty Springfield made a single recording which runs up fast to the top five on British charts, a Philips hit released now in Holland as well. It is "I Only Want To Be With You."

Philips' Phonographic Industries has gained the distribution-rights for the American label Wand. A strong hit, "Louie Louie," by The Kingsmen on Wand has been rushed out by PPI on the Fontana label.

Following up the news of Bovema's Kennedy-12" LP rush-release, Imperial's label manager Cees Mentink reports that a great number of repeat orders have been received for Xmas-sales.

In the mean time, this label plans to release Imca Marina's latest single-recording "Ueber Den Wolken" in Jan. and also reports that Cor Steyn's Magic Organ-LP is now reaching the best sellers-level.

Toon Hermans, Holland's top comedian, is now presenting his 4th One Man Show in Holland's Mecca of Show business, the Amsterdam Carré-Theatre to packed houses. In this respect, HMV-artist Hermans is going to break all attendance-records.

Bovema's Columbia-label released the English smash, "You Were Made For Me" by Freddy and the Dreamers. Also on the charts for Xmas is Bobby Vinton's "There! I've Said It Again."

Adamo, the young Italian born teen star in Belgium, will perform at a one night stand in the Lido-Room, Waalwijk-Holland on January 18. Other Bovema-artists, like Imca Marina, Cora Konings and The Black Devils will be in the program. Adamo will also appear on Dutch TV early in January.

Bovema's Warner Bros. dept. said that Bing Crosby's "I Wish You A Merry Christmas" was a season-success this month.

The Atlantic-label in Holland will release the new April Stevens-Nino Tempo single "Whispering"/"Tweedledee" shortly.

Holland seems to be more Francoise Hardy-minded than ever, so reports Robert Oeges, Negram's managing director. We have already told you, that after the Grand-Gala Du Disque there was an enormous increase in demand and now both LP's from Francoise have reached the Top 5 on the LP charts. The total EP repertoire and the single's "Tous Le Garçons Et Les Filles" (No. 4 on Dutch hit-parade) and "L'Amour S'en Va" (No. 12) are very strong sellers. Also "Je" by Danyel Gérard has very good chances to come in the first 20 on our singles market. "Washington Square" by Kenny Ball is a fine follow-up after his "Acapulco '22" version and "Sugar And Spice" by The Searchers might have chances to be the same strong sellers as on the United Kingdom market. Kapp label strongly comes up and beats the single market with nice items such as: "Wives And Lovers" by Jack Jones (see Cash Box Top 100), "Young Wings Can Fly" by Ruby and the Romantics, "Please Don't Kiss Me Again" by the Charmettes, he Congress label is also in Negram's hand with strong series from U.S.: "The Nitty Gritty" by Shirley Ellis, and a new Linda Scott record, "Let's Fall In Love." On the classical side, there is a favorable increase in the fabulous German Eurodisc repertoire.

The Max Roach Quartet and vocalist Abbey Lincoln will perform their "Freedom Now Suite" at the Amsterdam "Concertgebouw" on January 4. Also on this concert-bill is Boy's Big Band.

Trini Lopez is expected in Holland again in February, the Beatles in April, and Cliff Richard plus Shadows in May.

Holland's Best Sellers

This Week	Last Week	Title
1	1	Spiegelbeeld/Tes Tendres Années Willeke Alberti/Philips, Johnny Hallyday/Philips) (Francobel/Brussels; sole agency: Editions Altona/Amsterdam).
2	2	If I Had A Hammer/America (Trini Lopez/Reprise) (Les Ed. Int. Basart/Amsterdam).
3	3	Niam Deine Weisse Gitarre (Gert Timmerman/Telefunken) (Les Ed. Int. Basart/Amsterdam).
4	4	Tous Les Garçons Et Les Filles (Françoise Hardy/Vogue) (Les Ed. Int. Basart/Amsterdam).
5	5	Ik Heb Eerbied Voor Jouw Grijze Haren (Gert Timmerman/Telefunken) (World Music/Brussels).
6	6	Maria Nomás (Cliff Richard/Columbia) (Holland Music/Amsterdam).
7	7	Lass Mein Herz Nicht Weinen (Imca Marina/Imperial) (Anagon Music/Heemstede).
8	9	La Bamba (Trini Lopez/Reprise)
9	8	Red Sails In The Sunset (Fats Domino/ABC Paramount) (Melodia/Amsterdam).
10	10	Amapola (The Spotnicks/CNR) (Les Ed. Int. Basart/Amsterdam).



ITALY

More about the bureaucratic mind of our monopolistic Radio Company. As we already noted in this column, with the purpose to examine the new recordings produced by our record firms, the Radio responsible established two boards, the first one to control the technical qualities of the records presented by the different producers, and the other board is responsible for the control of the artistic level of such records.

The records rejected by these boards can't be put on the airwaves of our radio stations. Until now, the second board, responsible for artistic remarks also made a classification of the records approved, and following such classification every record was admitted to, more or less, broadcasting. This system is considered absurd, since thanks to this classification, some records that obtained on the market a strong reaction by part of the public were transmitted only a few times in a month, while, other records, that obtained negative results for sales were broadcast many times in a week. Now it seems that such a system will be changed, at least partially, since to be cancelled will be the "classification" of the records approved. But talking about the refused records, there is a ridiculous matter, since it seems that our radio execs will become the supervisors of record activity: As a matter of fact, a good percentage of the groovings, according to the notes periodically sent by the radio to the record firms, are refused with the peculiar remark "Not saleable—without commercial value." Of course, this remark is made by the radio execs at the moment in which the record is issued, and not rare is the case in which the remark was stated for records that sold more than 400,000 copies!

And now some news concerning the classical repertoire: From Decca we learn that it issued the very recent release of Beethoven's Sonatas 12 and 18, performed by the well known pianist Backhaus. The new Decca release joins the other Beethoven Sonatas also interpreted by Backhaus on 7 different LPs, and we hope that Decca will soon release the other sonatas, with their famous pianist, to complete the series, which is not available on the Italian market.

Let's also stress another Decca release under its label, Oiseau Lyre: we refer to two clarinet concertos, the N. 2 by Weber and the N. 1 by Spohr. There are two reasons why these releases are interesting: First, very few clarinet concertos besides the Mozart one are available in Italy, and second, Spohr is a composer unknown in our country.

In the pop field, we point again to a Decca release: this is a single performed by the talent of Georgia Brown, containing "Alabama Song" and "Surabaya Johnny." Both songs were penned by Bertold Brecht and Kurt Weil. The compositions are published in Italy by Musichouse Italiana, and according to Bruno Pozza, Georgia's single will be solidly promoted.

While on the subject of the famous composer Kurt Weil, let's announce that Ricordi/CBS is releasing two albums devoted to his entire work. The first album is devoted to the Weil's activity in Germany, and the second one contains the compositions written by Weil during his stay in the States.

With a new formula called "2 f/A," which means two "A" sides on a single 45 rpm record, Ricordi/CBS takes a strong part in the winter promotional campaigns: Its top artist Catherine Spaak has released "Mes Amis Mes Copains," an original French tune, recorded by her in the Italian version, while on the other side there is "Tu Ridi Di Me," an original Italian composition owned by the Ricordi Publishing Group.

Three other disks have been issued under the new formula: a single by Bobby Solo including "Marrone" and "Blu E' Blu," (Bobby Solo is the young talent, recently discovered, who will partake in the next San Remo Festival), the first disk of the new voice Jonica, who performs "Dimmi Qualcosa D'Importante" and "Preferisco Non Andare Al Cinema," and last but not least, the new single of Gianni Sanjust, who presents under the CBS label, two compositions penned by himself, "Io Che Non Piangevo Mai" and "Dici Davvero."

From the recent pop production of the Ricordi pubbery, we wish to mention a song penned by Mogol and Donida, the well-known duo which composed the world hit "Al Di La." The new composition is entitled "L'Unica Ragione" and was recently recorded by the top artist of Fonit Cetra, Milva. The single includes also "Come Sempre," another tune penned by Donida/Mogol, and also published by Ricordi.

The number of the indie producers operating on the Italian market, is increasing. Cash Box has been informed by Alfredo Rosi, owner of the Ariston Publishing Group, that he is starting his activity as a record independent producer, under the mark "Produzioni R Con S."

The first disk produced by Rossi has just appeared on the market. It's a single performed by a new artist, Bruno Lauzi, issued by CGD under its label GC. The titles chosen for the record debut of this 20 year old talent is "Ritornerai"/"Fa Come Ti Pare," both published by Ariston. A big promotion will be conducted by Rossi on this first record and on Bruno Lauzi, who is expected to receive a strong reaction on the market.

"Vai . . . Vai" is also another tune owned by Rossi's pubbery Ariston: this title is included in the last disk of the pop trio Los Marcellos Ferial, released by Durium. On the back side of the single, Los Marcellos Ferial waxed "Non Ti Scordare Mai," a composition published by the Durium pubbery. Mintanganian, Durium's prexy, spoke with great enthusiasm about this new release, which has obtained immediate good sales success.

And let's conclude our weekly talk mentioning the last recording from Clan: the new single is performed by Don Backy, the young singer who revealed himself during the last months with his hit "Amico": the new disk includes Italian versions of two American tunes under the titles "Ho Rimasto" and "Sono Solo." We were also informed that Adriano Celantano is preparing his first album to be published under his Clan label.

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	1	6	*Sabato Triste: Adriano Celentano/Clan Published by Ricordi/Italian Yank
2	2	3	*Non E' Facile Aver 18 Anni: Rita Pavone/RCA Published by RCA Italiana
3	3	4	*Adesso No: Neil Sedaka/RCA Published by RCA Italiana
4	5	5	*L'Eta' Dell' Amore: Francoise Hardy/SAAR Published by Leonardi
5	10	2	*Non Te Ne Andare: Jimmy Fontana, RCA Published by RCA Italiana
6	4	17	*Se Mi Vuoi Lasciare: Michele RCA Published by Ariston
7	6	3	*T'Amo E T'Amoro': Little Tony Durium Published by G.I.B.A.
8	7	6	*Ti Cerchero': Ricky Gianco/Jaguar Published by Leonardi
9	8	6	*Non Finiro' D'Amerti: John Foster, Phonocolor Published by Sugarmusic
10	9	3	*Lettera Di Un Soldato: Domenico Modugno, Fonit Published by Ariston

*Denotes Original Italian Numbers



CANADA

Strong new Jimmy Gilmer outing on Barry "Daisy Petal Pickin'" seems destined to be even bigger than the artist's first outing, "Sugar Shack." Incidentally, "Shack" is still selling well in several Canadian markets and represents one of the biggest disks of the year out of Quality. The firm has launched a second single by The Singing Nun. Two sides culled from the blockbuster LP by Soeur Sourire are doing very well in several Canadian centers. They are: "Alleluia" b/w "Tous Les Chemins." The company released them on the Golden Treasures series which permits dealers the privilege of 100% return. At this writing, it seems that very few of them will be returned. Loreen Church, the young lady from Regina represented on Barry with a pair of good sides, dropped CB a line to report that the disk is meeting with good deejay action and sales from coast to coast. Stan Dorling at Quality's Toronto H.Q. confirms Loreen's message, while Quality's Lee Farley indicates that there is considerable air action on both sides of the cute little Miss's debut disk. "I Want To Stand Up On The Mountain" seems to be the money side of Loreen's first pairing, with chart listings at numerous Canadian stations. Double side action is strongly developed at this writing on the Chubby Checker outing. "Loddy Lo" continues to be the biggie, but many Canadian deejays are boosting sales action on the release by spinning the flip side "Hooka Tooka." Good 1964 starts are predicted for a whole slew of hot items from Quality. "Comin' In The Back Door" by The Baja Marimba Band could well be another "Washington Square" with a few breaks in the air exposure department, while The Tymes will be all over the January charts with their great reading of "Somewhere," already receiving heavy air play from many Canadian spinners. The Orlons have a blockbuster in the making with "Bon-Doo-Wah." It would appear that the Quality lines are going to fly high into the new year, just as they finished 1963 on all eight cylinders, and then some. By the by, congratulations are in order for Mr. and Mrs. Andy Nagy (he's the Quality man in Montreal) on the birth (12/18) of an eight pound four ounce son. He's their second youngster.

Leeds Music man Al Allbutt is just as excited as he can be with the rights to "In The Summer Of His Years." Cash Box has been able to find only a very few stations in Canada who are not programming the song. Connie Francis is getting good air play with her MGM version, while Millicent Martin on Sparton and Toni Arden on Decca are both getting a full share of air time. Peter, Paul and Mary played to S.R.O. crowds in Montreal (12/21). It has been a great year for the talented threesome, and '64 appears to be even better. Their travelling representative, James Mosby, a recent bridegroom, indicates that the group will make numerous and frequent P.A.'s as the new year gets underway, with even better and bigger Warner Bros. hit records in the immediate offing. Meanwhile, P.P. and M. are represented on Canadian best seller lists with no less than two singles and just about the best selling album in the country. Their Xmas outing, "A' Soalin," is among the best of the seasonal releases, while "Stewball" rolls on his merry way, chartwise, across Canada.

Blockbusters a' plenty from the London family of late, including "Pretty Paper" by Roy Orbison (who, by the way, is set for his first eastern Canadian P.A. in Ottawa, Toronto and other Ontario points early in Feb.), "Whispering" by April and Nino is one of the fastest rising hit sides in the history of the London family. It got off to a flying start through west coast air exposure on C-FUN, reports Hal Ross at London. Frosty Forst, the C-FUN man who is rapidly developing a reputation as a good man with a funny story, was first to pick the side, and was soon followed by Canadian deejays across the country. Hal is working on a low price package on the Campus label, produced by veteran Canadian record man, George Taylor. Entitled "16 Top Hits," the set features as good cover renditions of the current biggies as can be found anywhere. It's priced to retail at \$1.98, and Hal indicates that Canadian deejays who are willing to cooperate in its exposure through hops etc., should contact Hal right away for gratis copies. It's good enough to rate air exposure from time to time, which is unusual where such low price "cover" sets are concerned. Indications are that the good Montreal based composer, producer, singer, Marty Hill will be closely associated with the London family in the year to come. Hal alerts the trade to the debut of a new femme folk singer billed simply as "Jillianne." First record product by the thrush is due shortly. On the subject of things folk, Gil Turner of The New World Singers played a single at Montreal's La Table Ronde in the early part of December. The group's new Atlantic LP is finding favour with folkites everywhere.

The Compo folks are going all out to promote their Decca package, "This Was The Week That Was." It is, of course, the excellent tribute to the late U.S. President that was televised on the B.B.C. The soundtrack of that program is now available in its entirety on Decca. In the same area, Compo, that is, they are pretty excited about a pair of great new singles; the good twosider by Brenda Lee has developed into blockbuster size in most Canadian markets, with the ballad side leading the way. "As Usual" is as good as young Brenda has sounded in the last several singles. "Lonely Lonely Lonely Me" is getting lots of turntable time as well. Rick Nelson will repeat his chart ride of "Fools Rush In" on his second from the Decca folks, "For You." It's already off to a flying start.

Best single outing yet is pretty much the story for Pat Hervey's newie on RCA Victor. Entitled, "Walkin' In Bonnie's Footsteps," the side has been picked by numerous Canadian jocks. It is getting especially heavy air play from CKBB in Barrie, and deejay Bob Smith.

Paul White can't keep up with the country-wide reaction to The Beatles. The most recent edition of the White, edited "Sizzle Sheet" reports that the so-called "Beatlemania" is sweeping the country with sales reports hitting new heights daily. "She Loves You" is soaring like no Capitol single before it, as the British based act continues to hold the record limelight as 1964 gets underway, after a blazing finish to the year just passing. Not to be outdone, fellow Britisher Frank Ifield is giving the Beatles considerable competition in the Capitol sales sweepstakes. Unlike the Beatles, Ifield is a smash in Montreal. Dick Riendeau is just as happy as he can be over sales on the Ifield single, "Please," and the latest album outing by the young hit reviewer, "I'm Confessin'." Christmas action was headed for Capitol by "Do You Hear What I Hear," the Bing Crosby goodie and "Little Saint Nick," a good commercial outing by The Beach Boys. Despite the fact that an untimely characterization of the late President was included, severely limiting air exposure, the Rich Little comedy set, "Scrooge And The Stars," developed into a strong selling piece of Xmas merchandise. In several instances, radio stations made arrangements with Rich to tape another characterization to replace the one based on the voice of the late J.F.K. When this was done the excellent production received heavy airplay. It was a version of the famous Charles Dickens' Christmas saga, wherein the talented Canadian entertainer acted out all the parts, utilizing a different voice characterization for each. Some very funny lines were added to the timeless Dickens material, as Rich made use of the voice of Jack Benny in the role of Scrooge. Our American friends will get a good look at this young star and his great talent as he appears on a Judy Garland TV'er from Hollywood, early in the new year.



SCANDINAVIA

DENMARK

Dec. 27, a Pop In Top Show took place in Copenhagen with artists from all over Scandinavia. From Sweden came Suzie and The Norsemen and from Norway The Surbeams.

"Pick Up The Pieces" has done very well in Denmark titled "Brænd Mine Breve" (Burn My Letters). Now this record has got a reply, a local song titled "Nu Har Jeg Brændt Dine Breve" (I Have Burnt Your Letters Now), recorded by Rita Storm for Sonet, and entering the charts this week. Local publisher is Winckler-Produktion.

FINLAND

Britain's famous The Beatles have won great popularity in Finland and we are more than satisfied with their records, reports Mariti Piha of Pohjoismainen Sähkö-Oy to Cash Box. Piha was also very happy about two new discoveries his company made in last months, Katri Helena, 17, from eastern Finland and Aila Heikkilä from Tampere.

During December there has been some brisk activity in the concert and TV field in Finland, reports PaaVo Einiö of Scandia-Musiikki Oy to Cash Box. December 4th, Scandinavia's Elvis, the Swedish singer Jerry Williams appeared in Finnish TV with his big hit "Number One" and "Do It Over Again," among others. On the following Wednesday, the creators of the "Letkajenka" craze in Finland, Jan Rodhe and The Adventurers appeared in the same popular show with their hottest numbers, "Doin' The Jenka" and "At The Jenka Show." December 10th, Scandia-Musiikki arranged a riotous show and concert in Helsinki featuring such Scandinavian top artistes as Jerry Williams, The Violents and Jan Rodhe and The Adventures. It was a real top success, Einiö reports.

NORWAY

The tradition of celebrating Sta. Lucia in Scandinavia has inspired a reader of the daily Morgenposten in Oslo to write new lyrics to the old song "Sancta Lucia." It was immediately recorded by Anne-Karine Ström, professionally known as Anne-Karine, for Manu.

Continuing its success with "Daglig Liv I Folkehjemmet" (Daily Life In The Welfare Country), a Norwegian "translation" of Vaughan Meader's "The First Family," has inspired RCA Victor here to make a second EP on the same idea, "Jul I Folkehjemmet" (Christmas In The Welfare Country). As on the first record, Ragnhild Michelsen appears as Mother Norway and Rolf Just Nilsen is creating the other parts of the leading political figures in today's Norway. This week, the new record entered the charts on the 10th spot, with the first record now on the charts for its fifth week.

SWEDEN

Speaking to record manufacturers in Sweden the days before Christmas, the general feeling was that December sales 1963 were very good, and, in some cases, the best sales in many years. Re: the activity shown by the manufacturers as to making new local recordings, most of them said they were "taking it easy" since they expected to get no promotion of new recordings in radio or TV as long as the strike goes on. However, most manufacturers admitted that "we have recommended our artists to show loyalty and refuse engagements in radio and TV as long as the conflict goes on."

As to the strike itself, there is nothing new to report. Both parties seem to have made "whatever will be, will be" as their favorite slogan these days. This means that a TV show isn't what it could have been with professional artists, and the Actors Union isn't only getting sympathy, at least not from many TV viewers or radio listeners. Also several pop artists are far from satisfied with the situation. In some cases, they do not consider their income from Sweden (even if they are Swedes) as their most important one, since they in many cases are very popular in Continental Europe, particularly in Germany and the Benelux countries. For them, it doesn't mean much of an economical loss if they refuse to appear in Swedish radio and/or TV, but they consider those jobs more or less as an act of goodwill.

This correspondent takes this opportunity to wish all readers of Cash Box all over the world a progressive, successful and peaceful New Year.

CANADA (Cont'd.)

One of the best window displays in some time was the one designed by Keith Harris of Ottawa's Treble Clef retail outlet. Based on the smash album set by The Singing Nun, the display proved to be a real stopper for Capitol City Christmas shoppers.

Bill Fisher's Allied label is really cooking with gas of late. Bill has a strong single on Pye by The Searchers, entitled "Sugar And Spice." He's getting chart action in several centers, notably Halifax and the CHNS chart. Another good Christmas single received considerable air play, bringing a wide smile to the Fisher face. The side in question was "A Christmas Love" by Johnny Kaye. It was good enough to warrant re-release with each new Christmas season. Another Xmas side that did well for Bill was "Natividad" by Harvey June Van. Another good Pye-produced single, "Thanks To You" showed well on charts, especially in the B.C. area. The artist, Daryl Quist, hails from Ladysmith, B.C. The Allied firm has rushed out a good package of standards by the well known Capital City organist, Bill Navan. The session was produced by CKOY-Ottawa Music Director, Walter Munro, and features a collection of great standards played by Navan on the organ with rhythm accompaniment. It is expected to move well in areas where Bill has appeared. It's on the Loma label, owned by Ottawa restaurateur Jack Florence, and will be distributed coast to coast in Canada by Allied. It is a very listenable set that will lend itself well to programming.

There has been some considerable action on a recent Sparton outing by a group billing themselves as The Velvetones. "One Little Minute" is a song published by Leeds that has been very well done by the group. Al Allbutt indicates that it is selling wherever it gets air exposure. It is a very good and yet commercial outing, and that doesn't happen just every day.

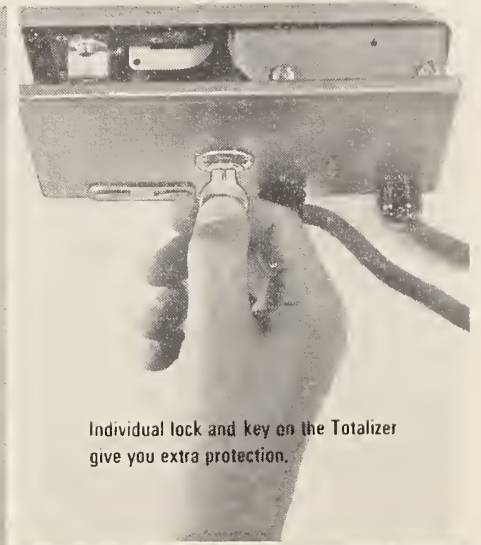
CHUM-Toronto's charming Millie Moriac reports tremendous action on a comedy package by Wes Harrison. "You Won't Believe Your Ears," on Philips, features Harrison billed as America's Funniest Sound Effects Man" in a series of side splitting impressions that have the CHUM listeners in gails of laughter. Clyde MacGregor at Quality in Montreal concurs with the rave notices on the package coming out of Toronto, and reports that sales out of his branch are beginning to mount rapidly.

CJSP-Leamington deejays hosted close to 2,000 young people at hops early in December where live artists were the order of the day. Appearing with the CJSP Good Guys were Mercury artist, Kenny Rossi and Columbia songstress, Sandy Selsie. Both young entertainers are very much on the CJSP chart scene with hot singles. Rossi's revival of "I'll Never Smile Again," on Mercury is moving steadily on the Sun Parlor outlet's play sheet, while Sandy's Columbia cookie, "Wait Till My Jimmie Comes Home" has reached the number two chart spot as this is written.

That new charmer in the CKGM-Montreal Library is Sally Dales, formerly of CKRC in Winnipeg.



The Seeburg automatic Income Totalizer has proved its dependability. It tells you — for sure — every coin is accounted for



Individual lock and key on the Totalizer give you extra protection.



Stereo Consolettes will not operate if the Totalizer circuitry is interrupted — more operator protection.

Only Seeburg has built-in income protection

Seeburg's Income Totalizer is safely built in—not merely plugged in. It is unpluggable and unalterable.

It provides operator protection that is thoroughly location-tested and location-proved.

Operators enjoy three proved benefits from Seeburg LP Consoles and Stereo Con-

solettes equipped with built-in income totalizing.

First, collection costs are cut to the minimum. Collectors do not have to waste their time counting coins in locations.

Second, collectors gain extra time to invest in profitable location programming. They can keep phonographs programmed

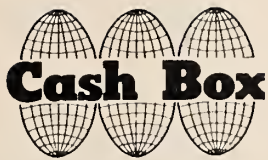
at the peak of their earning power.

Third, your relations with locations are automatically put on a more businesslike basis. You deal only with undisputable facts.

A free booklet explains in detail how the operator benefits from the Income Totalizer. Ask your Seeburg Distributor for it.

SEEBURG

MUSIC FOR PROFITABLE PUBLIC ENTERTAINMENT



THE YEAR AHEAD

As this issue goes to press the eve of the New Year looms less than a week away and with the arrival of 1964 of course will come another twelve months in which the coin machine and vending industry can try to solve its problems. The years come and go but the problems remain. They change form but they remain. Solutions to many problems which directly affect the income of operators came about during this past year and as a result the industry tallied greater income than would have been otherwise possible had it not been for the diligent work of our industry leaders and the associations they represent. Let's hope that this progress continues during 1964. It was a good year judging from our conversations with the individuals who comprise the business. The reason it was a profitable year is because certain rulings permitted the operation of equipment not otherwise recognized in some areas. Taxation in various parts of the nation was overruled in favor of operator license fees. Per machine taxation was defeated in areas where organized forces presented the industry's side of the story to the legislators.

There will no doubt be proposals to outlaw cigarette machines again this year. Judging from what is expected in the Surgeon General's Report on smoking we should expect a greater amount of effort on the part of the anti-smoking groups. NAMA has certainly prepared the industry for this onslaught. It is now up to the individual operator.

MOA performed its duties with excellence when we take into consideration the structure of the Convention, the increase in membership, and the formation of locals around the nation. The big problem here is to fill the void left by the resignation of the General Manager. President Lou Casola is quite able in his present post as are the MOA Directors but there is no question that the daily routine of serving the Association membership must be carried out by a professional Manager. Let's hope that the interviews in January will bring about a man capable of filling this important industry post.

The solution to loans resulting in losses has been solved in some areas via a location contract with a mortgage clause which ties the location owner to his obligations with the operator. Perhaps this will enable more operators to function solvently during 1964 without losing a location because of the demands, and without losing the money necessary to meet these demands.

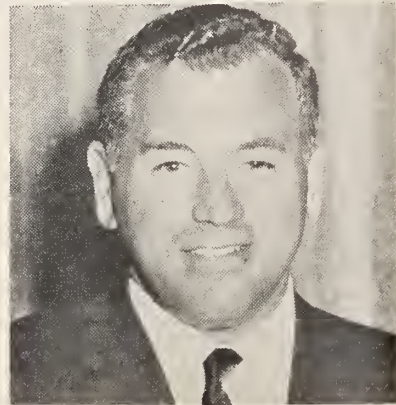
Juke box programming will receive more attention than ever but it is doubtful if the nation's music operators will give this vital facet of their business the attention it really deserves. The LP music now available has helped to spotlight the subject of programming but the distributor—in many instances the individual behind better programming—just doesn't have the time to devote to this educational program. Perhaps the progress made along these lines during the last twelve months will serve as an indication to the reluctant operators of what can be done to improve collections on location.

The price of equipment may increase slightly due to the increase in manufacturing costs, this is to be expected. Therefore, the need for greater income from the existing location becomes more important than ever. Operators today are better businessmen because of the thin line of profit we have learned to live with. It appears as though greater effort at the location level insofar as bringing about a larger share of income is the most important project the operator will have in 1964. Contracts with more liberal commissions come about only with greater investment in new equipment and more service.

Diversification which permits a single operator to service music, amusement and vending equipment in the same location strengthens the operator's position and enables him to operate with more versatility.

On the one hand we have the broad picture, the one which affects the industry proper. Only through association support can the operator help himself. As for the individual, we need look no further than the location. The times have changed. 1964 will present even greater change. The operator who has the foresight to prepare for this change by remaining aware of the location, his investment, and the outside forces which threaten to either take this location or reduce its income earning potential, is the operator who at the close of the new year will have chalked up another good business year.

Seeburg \$2.4 Million Net On \$54.5 Million Sales Sets Record



DELBERT W. COLEMAN

"Twelve consecutive quarters of profit . . ."

CHICAGO — Seeburg Corporation earnings for the fiscal year ended October 31 increased by 61% to set a dramatic new company record, Delbert W. Coleman, chairman and president reported last week.

Net income for the year was \$2,484,483, equal to \$1.31 per share, based on 1,892,154 shares outstanding. This compared with profits in 1962 of \$1,546,310, equal to \$.81 per share, based on the 1,900,554 shares then outstanding. Additionally, there was a tax credit in 1962 of \$150,000, equal to \$.08 a share.

Seeburg sales in 1963 rose to \$54,581,306 from the previous year's total of \$51,051,415.

The results reported do not include sales and earnings of the Cavalier Corporation, Chattanooga based manufacturer of vending machines for Coca Cola bottlers, merged into Seeburg earlier this month. Cavalier is now operating as a division of Seeburg (December 14 issue of Cash Box).

Coleman stated that the company has achieved twelve consecutive quarters of profit improvement over the comparable quarter of the previous year.

"With demand continuing strong, and with a broadened product line and increased manufacturing capacity," he stated, "there is reason for confidence that this trend will continue."

Recently, Seeburg began operations at a newly constructed 26,000 square foot plant at Windsor Locks, Conn., where cold drink and milk vending machines are produced, and, at its Qualitone plant in Minneapolis, where the company manufactures its hearing aids.

In addition, negotiations with Chicago municipal authorities were recently concluded (Cash Box, November 23 issue), enabling the firm to proceed with plans to enlarge its main plant located in midtown Chicago. Other Seeburg factories are in Laconia, New Hampshire, and Niles, Illinois.

The Seeburg Story Year By Year

Year Ended October 31	1963	1962	1961
Sales	\$54,581,306	\$51,051,415	\$35,277,671*
Profit before taxes	5,249,483	3,216,310	1,233,145
Taxes	2,765,000	1,670,000	642,000
Net profit	2,484,483	1,546,310*	591,145*
Net profit per share	1.31	.81	.31

Common shares outstanding 1,892,154 1,900,554 1,916,313
 *Tax credits of \$150,000, or \$.08 per share, in 1962 and \$460,000, or \$.24 per share, in 1961 are not included.

Apple Blossom White," Jerry Murad's Harmonics; "Do Nothing Till You Hear From Me"/"Don't Get Around Much Anymore," Duke Ellington with Al Hibbler; "Four Brothers"/"Apple Honey," Woody Herman Orch;

"Small World"/"Certain Smile," Johnny Mathis; "Wabash Cannon Ball"/"Great Speckle Bird #1," Roy Acuff; "I Love You So Much It Hurts"/"Slipping Around," Floyd Tillman.

Expect Blackpool Coin Machine Show Will Bring About \$1.5 Million Business After 3200 Visitors View 90 Exhibits

BLACKPOOL, ENGLAND — Blackpool, one of Britain's leading holiday resorts was again the venue for the third Northern Amusement Equipment and Coin-Operated Machine Exhibition early in December. The show was, as on the two previous occasions, organised by Jack D. Rose and presented in the vast Olympia Hall.

On the surface the show was a carbon copy of the previous exhibitions informal, friendly and with some 50 firms exhibiting a widely varying range of games and machines on 90 stands.

However, after only one tour, it was quite obvious that the show was bang-up-to-date with a number of ultra modern games making their first appearance. In fact the abundance of new equipment allied with much better weather than in previous years



VIEW FROM THE TOP at British trade show.

resulted in an attendance record of some 3,200 visitors.

Amusement concessionaires, operators and buyers who had travelled from all over Gt. Britain were placing orders worth thousands of pounds immediately after the official opening of the show by the Mayor of Blackpool (Alderman John Smythe).

In his address of welcome the Mayor praised the high standard of design and craftsmanship apparent in the games and recalled that things have changed a lot since the days of "What the butler saw."

Equipment on show at the fair was worth well over £200,000 and organizer, Jack Rose estimated that the exhibition, hailed by many buyers as the best yet, would bring in International business worth at least £500,000 (about 1,500,000 dollars).



SERENADING THE LADY: Lowen Automaten's R. W. Mosinger explains workings of 100-selection 'Serenade' juke box to visitor.



HAL'S HOLIDAY: Appropriately tagged slot machine by Mills has Hal Eldridge trying his luck.



GAMES DOMINATED EXHIBITS: Above left, G. H. Grange of Mar-Matic Sales Ltd., demonstrates Keeney's "Col-orama" flipper game. Right, Mr. and Mrs. Derek Kraft of Kraft Automatics, with new "Circus" upright game.



Columbia Records Adds 10 To Juke Box Ops Hall Of Fame Catalog Andy Williams, Mathis, Ellington Hits Backed Up

NEW YORK—Columbia Records has announced the release of 10 additions to the label's Hall of Fame Catalog. The Catalog lists old favorites, top-sellers of recent months, and similar successful material, re-released primarily for the juke box operator. Among the additions, Andy Williams' "Moon River" and "Days of Wine and Roses," two smash sellers are backed on the same disk. Woody Herman's

"Four Brothers" and "Apple Honey," two all-time big band sellers, are also on the same disk.

The 45 rpm singles are as follows: "Moon River"/"Days of Wine and Roses," Andy Williams; "Blue Skirt Waltz"/"Just Because," Frankie Yankovic; "Big Bad John"/"Little Black Book," Jimmy Dean; "Hey! Joe"/"Loose Talk," Carl Smith; "Peg O' My Heart"/"Cherry Pink and

Dunis, Galante Buy Michael's Interest In Seattle Firm, Form Music-Vend; Open House Jan. 10

SEATTLE—An open-house will be held Friday, January 10, 1964 from 12:00 p.m. to 6:00 p.m. to launch the newly formed Music-Vend Distributing Company of Seattle, Washington. A general invitation is extended to all its customers, suppliers and friends.

The company was formerly called Michael Distributing Company and its principal stockholders, Lou Dunis and John Michael, reached agreement whereby Lou Dunis, together with Ray Galante, General Manager of Music-Vend Distributing Company, jointly purchased John Michael's entire interest in the company and renamed it Music-Vend Distributing Company.

The company remains intact with the same personnel and will continue to occupy the same quarters, until such time as expansion plans require larger premises. Music-Vend is the exclusive Pacific Northwest distributor for The Seeburg Corporation, Bally Manufacturing Company, Chicago Dynamic Industries, D. Gottlieb & Company, Irving Kaye Company and the Williams Manufacturing Company. The distributing area includes the States of Washington, Northern Idaho, Western Montana, British Columbia and Alaska. Music-Vend will have the same corporate structure as the former corporation, and will operate as a separate entity from the Dunis-Portland organization.

In the transaction with Music-Vend, Dunis purchased the Seeburg Background Music operation in Portland, Oregon, previously owned by the Music-Vend Distributing Company.

Lou Dunis, a coin-machine distributor veteran of 30 years in the Pacific Northwest, with offices at Dunis Distributing Company, 1003 S.W. Front, Portland, Oregon, distributes the

same lines throughout Oregon and Southern Idaho. Dunis has been a leading exponent in stressing the coin-machine operator's diversifying into vending.

Dunis stated that Ray Galante, as President and General Manager of Music-Vend, will have full authority and responsibility in the management of the firm. Galante, University of Washington graduate, is 33 years of age and started with Dunis after serving in the U.S. Air Force. He managed the Parts Department and later took over active management of the Seattle firm under the principals, Dunis and Michael. Galante will also manage the associated phonograph and novelty game operations closely allied to the parent distributing company and supervised by Joseph Sadis, and Larry Brederick. Galante will further directly oversee the Music-Vend Background Music operation, capably managed by Les Bradford, long associated with Seeburg in background music and phonograph sales and service.

The Service Department is equipped with the latest testing equipment to service both music and vending machines. This very same service is provided in the vending sales department where Seeburg coffee, cold drink and cigarette venders are predominant throughout the area.

Les Bradford's background music staff includes Charles Morse and Clark Brooker. The background music department extends its service throughout the Seeburg distributing area through sub-dealers as well as a thorough coverage of the Greater Seattle area.

The Music-Vend sales personnel under Galante are John F. Ford and Joseph W. Michael. The office staff is under the direction of Mrs. Bonnie

Thornburg and includes Mrs. Svea Miller and Mrs. Eleanor Chisholm. Don Sears is Service Manager and his shop includes Floyd Slossen, Roy Nathe, Nich Albanese and Michael Sabah. Herb Estes, Music-Vend Parts Manager, is also in charge of the phonograph record department and is presently reorganizing the record department for greater display purposes.

We Had A Great Year At Rowe AC: Harper



CHICAGO—"We have had an absolutely great year at Rowe AC during 1963." Those were the words of Jack Harper, President of Rowe AC Services, in an announcement last week.

"The new Rowe AC Tropicana stereo phonograph was recently introduced to immediate acceptance by distributors and operators throughout the country. Sales are booming, and are expected to break all records.

"We are proud to record that Rowe Celebrity vending machines were cited for their good design by the editor of 'Industrial Design' magazine in the publication's Ninth Annual Design Review—the only vending machines to win such recognition," continued Harper.

"Our sales and marketing team, strengthened and expanded during 1963, is already drawing up new and exciting merchandising plans for 1964 for all products, including the 'Tropicana,' Customatic background tape music equipment, the Dollar Bill Changer, Riviera cigarette machines and Rowe Celebrity Vendors, as well as several new vending machines.

"Rowe AC is extremely proud of the dedicated, hard-working men and women who comprise our successful distributor and field organizations. With them, we are assured of a 1964 even better than 1963," concluded the exec.

Fischer Holiday Party Marks Long Term Employee Service

TIPTON, MO.—Mr. and Mrs. E. L. Fischer of Fischer Manufacturing Company, Inc. received one hundred twenty-five employees and guests at their annual Christmas Party held at the American Legion Hall in Tipton, Missouri at 7 PM Saturday, December 14.

Seasonal centerpieces featuring red candles and red and white carnations in delicate ceramic holders bearing the words Noel, Merry Christmas and other greetings graced the banquet tables. Unique cigarette lighters engraved with a picture of a Fischer Billiard Table were given as favors. Mr. and Mrs. Lacy Ware of Versailles catered the traditional turkey and beef dinner.

At the completion of the meal, E. L. Fischer, President of the company, made a few remarks indicative of the growth of the firm in 1963. He called attention to the streamlined Empress Billiard Table introduced in September which was on display in the banquet hall. He thanked the employees for their loyal service throughout the year and explained briefly added benefits available to them this year relative to the Major Medical Blue Cross Hospitalization Plan and a Retirement-Annuity Plan adopted in July for employees with three years' service.

Fischer presented a ten year service award pin to Frank Lang. Five year pins were awarded to Ray Stemberger, Sam Bayne, Billy Homan and Edward Becker. John Broderson, who was not present, also earned a five year pin.

R. W. (Bill) Weikel, Sales Manager for Fischer, with offices in McHenry, Illinois, and his wife, Ruth, along with Pat Parris and wife were present and extended their greetings to the local personnel.

Charles Combs, in behalf of his fellow employees, presented Mr. & Mrs. Fischer Christmas gifts of a divan and chair of gold Early American Print and an electric vacuum cleaner.

Throughout the remainder of the evening guests danced to the music of Doc Wolfe's Orchestra.

American's Lipkin Down South

ORLANDO, FLA.—Sol Lipkin, American Shuffleboard Company, conducted a sales-service session for the staff of Southern Music Dist. Co. two weeks ago and among those in attendance were Ron Rood, President of Southern; Rosser Shields and Carl Jones, Jacksonville office; John Harris, Tampa office; and H. F. Trippe, James B. Cashion, Charles Colding, Lonnie S. Cornelius Sr., Fred Ellis, Merrill E. Hummon Jr.; John O. Moran, Elton L. Munson, Wilbur E. Nelson, Richard Claire Odem, Leroy Pledge, Grady Ricketson, Glenn F. Wright and Herbert Mullens. A Christmas party followed the session and according to Lipkin, who demonstrated the firm's "Electra II" pool table and "Imperial" shuffleboard, "a Ron Rood Party is indeed something to behold."

Earlier, Lipkin made a field trip through So. Carolina with H. H. Hackler of Sparks Specialty Co., S. C. distrib.

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OPERATE

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MERRY WIDOW

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1 Sphinx	50.00
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1 New Voice-O-Graph, Wms.	1000.00
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10 Gypsy Grandma	150.00
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19 Penny Weighing Scales	50.00
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Georgia Governor Assures Industry Per Machine Tax Proposal Has Been Dropped

Seen As Discriminatory, Unconstitutional, Burden To Industry Growth

CHICAGO—Because of joint action by National Automatic Merchandising Association (NAMA) and its affiliated Georgia Automatic Merchandising Council (GAMC), a tax on vending will not be included in the Georgia administration's 1964 revenue request to finance a proposed program of aid to education.

Assurances that all previous considerations for a tax on every vending machine in the state (along with a one-cent tax on soft drinks) would be discarded came last Wednesday (Dec. 18) from Georgia Governor Carl E. Sanders during a meeting with GAMC officials.

The governor agreed with the Vending Industry position that a tax on vending would be discriminatory; "possibly" unconstitutional; would not produce additional revenue, and would be a serious burden to future Vending Industry expansion in the state, according to Richard W. Funk, NAMA legislative counsel.

Thomas B. Hungerford, NAMA executive director, praised the governor and his assistants for their statesmanship and for using "rare foresight" in first contacting NAMA to learn the facts before taking action. "This approach," Hungerford pointed out, "contrasts sharply with action usually taken by governmental bodies when looking to the Vending Industry as a source of additional revenue."

"Because of his foresight, Governor Sanders acted in the public interest as well as in the interests of the Vending Industry," Hungerford added.

He also credited GAMC members with keeping their government officials informed about the nature and importance of vending—a fact which helped prompt state officials to seek information direct from NAMA.

Order of Events

Funk reported the following chronology of events which led to the elimination of the vending tax consideration in Georgia:

On December 10, Governor Sanders announced that the state would have to find new sources of revenue to

initiate a comprehensive program of aid to education beginning next year.

Vending and soft drink taxes were among sources to be considered.

Following this announcement, the State Budget Bureau began to study the feasibility of a vending tax. It was to make immediate recommendations to the governor.

In the course of its investigation, the Budget Bureau conferred by phone (Dec. 11) with NAMA head-

quarters in Chicago and was advised of the Vending Industry viewpoint on the tax proposal. Additional contact was made with GAMC officials.

Leaders of GAMC then met with Governor Sanders, December 18. At the meeting the Governor announced that he had studied and accepted his Budget Bureau's report recommending that the administration drop all consideration for the vending and soft drink taxes.

Filtered Cigar



PHILADELPHIA—A new modern little cigar—Herald, with a filter mouthpiece—has been introduced by Stephano Bros., Philadelphia. These little cigars, which are packed 20 to a pack and 10 packs to a carton, have an overall length equivalent to a king size cigarette. There is a specially-designed 15 millimeter multi-capillary filter. Mild smoking enjoyment without inhaling is also obtained by the use of shredded cigar tobaccos for the filler and a Connecticut leaf wrapper.

To insure freshness at retail levels, each carton is hermetically cellophane-sealed, as is each package.

'Herald' modern little cigars have been test-marketed successfully this year, and full national distribution will be completed in early 1964. 'Heralds' are companion items to 'Trend' little cigars which were introduced by Stephano Bros. in 1958. 'Trends' do not have the filter mouthpiece.

Herald and Trend list for \$14 per thousand.

NAMA Insurance Holders Increase In Number

CHICAGO—Members of National Automatic Merchandising Association (NAMA) have purchased some \$2.7 million worth of accident insurance through the Association's new "Key Man Accident Plan," reports W. J. Manning, Jr., Rudd-Melikian, Inc., chairman of the NAMA Group Insurance Trustees.

NAMA began the low cost accident plan last October 1 as a new service to members.

The plan gives complete accident protection up to \$100,000 against accidental death, dismemberment and loss of sight. It also includes permanent total disability coverage.

Only full time executives and employees of NAMA member firms and their wives are eligible for the plan.

Cost is 78 cents a year for each \$1,000 of coverage. (Wives pay 72 cents.)

Manning pointed out that members need not participate in the Association's regular Group Insurance Policy in order to subscribe to the "Key Man Accident Plan." The former group policy has been available for NAMA members since 1951.

The latest NAMA insurance plan is underwritten by The St. Paul Insurance Companies, headquartered in St. Paul, Minn.

Inquiries should be sent directly to NAMA, 7 South Dearborn Street, Chicago, Illinois 60603.

\$250,000 Stacy Commissary Nearing Completion

MILWAUKEE—Construction is nearing completion on a \$250,000 special-purpose commissary headquarters to house expanding operations of Stacy Vending, Milwaukee area subsidiary of Automatique, Incorporated, according to Arthur D. Stevens of Kansas City, founder and president of the national food servicing corporation.

Expected to be completed by January 1, the building will be situated on a two-acre industrial site at 5200 North Port Washington Road in Glendale.

A long time Milwaukee firm, Stacy Vending was acquired in June by Automatique, Incorporated, of Kansas City, Missouri, as a wholly-owned subsidiary. The new quarters here will be similar in floor plan and larger than a similar unit recently completed in Kansas City.

Last year, sales of the publicly-held firm totaled more than \$16 million. In Stacy Vending, Automatique acquired a firm with an annual business volume of approximately \$3 million.

Stevens, the Automatique president, said the one-story, 20,000-square foot structure would be leased under a long-term agreement from the Bennett Land Company of Kansas City. The structure is being constructed by the Joseph P. Jansen Company of Milwaukee.

Geo. Terris Elected Wisconsin Head

CHICAGO—George Terris, vice president, Stacy Brothers Co., Milwaukee, Wis., has been elected president of the Wisconsin Automatic Merchandising Council (WAMC) according to Gilbert H. Tansey, NAMA state council secretary.

He succeeds Carl Millman, Automatic Merchandising Corp., Milwaukee, who voluntarily stepped down from the WAMC helm in order to fully concentrate on his new, year-long job as NAMA president which begins January 1, 1964.

Terris was named to head the Wisconsin vending group at a "special" meeting of the council, December 17, in Milwaukee.

Other officers elected are vice president—Mike Rizzo, Kwik-Kafe Co., Inc., Kenosha, and treasurer—Hal Blotner, Dane County Automatic Sales, Madison, Bert Veldhuizen, Veldhuizen Vending Machine Service, Watertown, was retained as recording secretary.

All of the newly-elected officers will serve interim terms until the WAMC Annual Meeting in the spring of 1964, Tansey said.

The meeting program included reports by NAMA staff members David E. Hartley, public health counsel and Walter W. Reed, public relations director.

Reed briefed delegates on new developments of the tobacco-health controversy and discussed the Vending Industry's Self-Regulation Program.

Hartley, the Vending Industry representative on a special vending advisory committee of the Wisconsin State Board of Health, reported the group's progress in setting up standard vending sanitation regulations following passage last July of a state-wide vending sanitation law. NAMA and WAMC worked jointly to obtain the new Wisconsin law.

Hartley said the regulations, when adopted next spring, will be uniform with the U.S. Public Health Service Vending Sanitation Code which NAMA helped to develop. A total of 18 states already have adopted "uniform" sanitation codes for vending.

Some 25 vending executives attended the meeting.

Members of the WAMC Nominating Committee are Robert Bork, Canteen Company, Oshkosh; A. Paul Owen, Jr., Owen Vending Company, Janesville, and Herb A. Geiger, Geiger Automatic Sales Co., Division of Servomation Corp., Milwaukee.

WAMC is one of the 10 state vending associations affiliated with NAMA.

Not This Week, Anyway

PHILADELPHIA—The Delaware Valley Industrial Editors held what they billed as "The World's First All-Automatic Christmas Party" at the headquarters of ARA Service, national food service and vending company here.

The entire menu was served through hot and cold vending machines, including turkey with traditional fixings, vegetables, salads, beverages and hot mince pie. Even the highballs were dispensed with ice through a vending machine. William F. Deal, an ARA vice president, said this is not part of the company's regular service.

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Write for Special Prices.

Rowe 20-700 Electric	Corsair 20 Col.
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MONROE

COIN MACHINE EXCHANGE, INC.

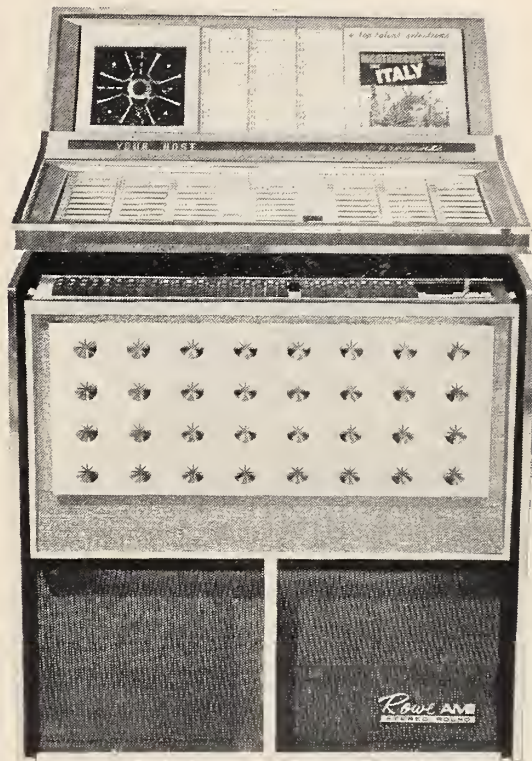
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It's time to
merchandise music



that is
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the sound of money

What pays the most profit in most locations?

If you said the music customers buy through the Rowe AMi *Tropicana* phonograph, you're one hundred percent right.

In the new *Tropicana* Rowe has created an unbeatable music-maker—and an unexcelled money-maker.

But *The Tropicana* will make more profit for the location if the music is merchandised.

Now you can see the reason for the clock shown here. It has terrific attention-getting, point-of-sale value. Everyone's eye is drawn to a clock; what better time to encourage play—to merchandise music—than by reminding customers it's music time?

When you merchandise music, you help your locations make more money, more profit. And when you merchandise music, you help yourself make more money by opening up more profitable locations.

See your Rowe AMi distributor today for his deal.



ROWE AC
MANUFACTURING

The Merchandise Mart, Chicago 54, Illinois

Rowe sets the standards in vending equipment, bill changers, music systems

chicago coin's



Eastern Flashes

'Twas a good year for our coin machine friends in the east as it undoubtedly was for the nation's outlets with record numbers of machines being sold to operators in every section of the country.

Probably the single most important event of the year 1963 in the New York territory was the approval of the operation of 6-pocket tables. The pool table business has prospered because of this ruling, much to the delight of operators hereabouts.

There is little valid excuse for any complaints from where we sit. Each distributor evidently did well. Some far better than others. Among the operators, it appears as though the pool table saved the day. Music held its own. Games, aside from the 6-pocket, held their own.

The Weiner Brothers broke with the Smokeshop machine and set to work introducing the 'Starlite' model all over the metro area. The larger operators placed the machine, and this is half the battle. 1964 sales are expected to certainly increase over the initial year, with the Weiners highly optimistic.

Mike Munves always has news and this coming year the good news is that the NY World's Fair will buy and rent many different type amusement machines from the veteran outlet. Top industrials have reserved games and arcade machines for the springtime opening which will attract possibly 50 million people before the doors close in about two years.

Irving Holzman is banking on United for another good year. The 'Bank Pool' game was an indication of what United has on the drawing boards. In addition to a steady diet of shuffles, look for novelty games to stimulate the action from this area.

Al Simon couldn't ask for more, what with US Billiards clicking off 6-pocket table sales, and the distribution end enjoying peak Rock-Ola phono business. 1963 was probably one of the firm's best years.

Runyon Sales Company promises big things for 1964. The Rowe AC phono has already gained the stature of a top choice by ops and with the factory reporting in 25% increases in sales from all over the territories, Runyon can expect to share in a good portion of this increased business.

Harry Berger, on the scene as an operator for many years, is also exec with the US Billiards firm and has therefore shared in the '63 success. Berger sees another good year in store for '64.

Aspet Varten and Suren Fesjian led Mondial to one of its finest years in new equipment export sales. The demand for pins has never been greater overseas. Since Gottlieb and Williams, plus Chicago Coin are all in the Mondial stable, so to speak, the exporting coinmen see a good year ahead.

Vic Haim and Morris Nahum, R. H. Belam's guiding lights, will more than likely double vending volume overseas next year. This is the result of some diligent pavement-pounding by the export experts. Nothing ever comes easy. It just looks that way.

Abe Lipsky, who bounced back after his recent illness, looks for a good year in spite of the fact that he'll have to go easy at first. Lipsky has garnered some good accounts in the overseas export market, and has a good following in the metro sales area. '64 should shape up as a good year for the vet coinman who must try to do the same good job with a little less effort and in a shorter number of hours.

Harold Kaufman expects Wurlitzer to hit a peak sales mark in '64. He has brought the line back to the point where it normally should be, combatting a harrowing wake of mishap, which came about before he took over, but came through in spite of the obstacles. Wurlitzer has regained its position in the territory, thanks to Musical Distributors, and '64 promises pleasant surprises.

Murray Kaye and Meyer Parkoff, Atlantic New York Corp., may have to go into '64 with some late 'Consolette' installations, it's been that kind of year. Seeburg has met with success in many areas. The distributors reflect this and naturally look for continued good business during the coming year.

Sol Lipkin, on the road right up to the final weeks, sends wishes for good cheer from himself and Sol Lipkin, both of whom have managed to sell lots of pool tables and have also made inroads in the shuffleboard areas where more territories have taken to the 2-player competitive sport.

Eastern's Bert Betti, a diversified coinman to say the least, experienced his best year for pool table supplies, sold up a storm on the Fischer line, moved further into the vending picture, recorded a good Rock-Ola sub-distrib sales record, and reports a good year for the operation as well.

The Irving Kaye plant has probably never been as busy as it was during the last twelve months. 1964 will see new models come off the line ready for distrib demands. New styles, some new features, are all part of the Kaye plans for the coming year. Howard Kaye will see more time on the sales road, with Arnold Kaye moving into the exec offices. By the year's end, Kaye will have a firm with two well-rounded men standing by ready to fill any void which may come about. Home table sales are expected to pick up as they did in '63, and so the Kaye Family looks for a bright year.

Carl Pavesi and his Westchester ops all look for another good business year. . . . Mike Mulqueen and the upstate coinmen enjoyed a prosperous '63. . . . Millie McCarthy made progress with her operation as she did with her legislative-association activities. . . . Bucky Van Wyck, a coinman we don't see enough of, had a good year. . . . Irv Morris reporting a good business year. . . . Al Denver's MONY has increased membership and a top location contract to list along with other accomplishments. . . . and so many other individuals and firms, we haven't mentioned, all in good shape now that the year is ending. . . . Pauline and Joe Orleck see nothing but happiness ahead. Grandson Gary is home and the joyous grandparents are resolving not to spoil him (wanna bet?).

As for Cash Box, we carried 82% more coin machine advertising than our nearest competitor during 1963. We do have a word of thanks for our subscribers and advertisers, all of whom made this year the success it was. WE WISH EVERYONE OF YOU A HAPPY AND A HEALTHY NEW YEAR.

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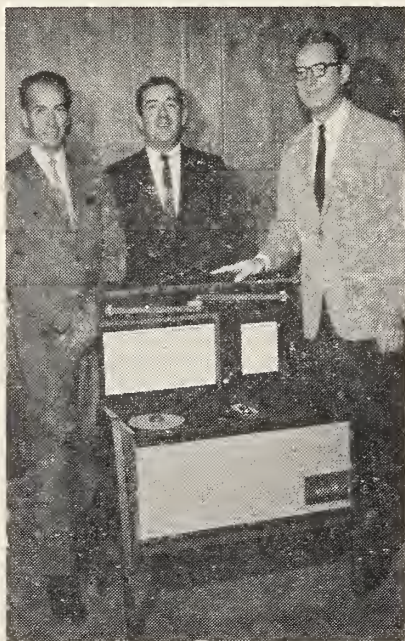
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Seeburg's "Encore" Taking Forward Steps



HOLLYWOOD—Steve Allen, taking time off from taping his nightly television "Steve Allen Show," is presented with a Seeburg "Encore"/Foreground Music unit by representatives of Amco Music & Vending Inc., Los Angeles — Jim Vesce (left), Amco service manager for background music, and Mort Drootin, sales manager. "Seeburg has long been a great name in the commercial music industry," Allen said on the occasion. "I believe that their new 'Encore' is a great step forward." The Seeburg Foreground music system, playing only special arrangements of instrumental music, is designed for locations where "listenable" music is desired.

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HAPPY NEW YEAR!! A bit of the edge has been lost during this usually frivolous holiday season by the tragic occurrence in Dallas last November 22. However, the transition into 1964 is made with much hope for continued healthy business activity in the coin machine and vending industries, based on opinions we've been receiving from executives in both industries.

One area of concern in this midwestern vicinity is the St. Joseph Valley (Indiana), in which the seat of prominence is South Bend. The pending shutdown of Studebaker Motor Corp's huge plant creates a crippling blow which will certainly be felt considerably by the coin machine and vending operators in that area. There is, however, a strong feeling that there will be a resurgence in South Bend again, notwithstanding Studebaker's departure. Presently, South Bend's loss is Hamilton, Ontario's gain, since Studebaker will concentrate its automotive manufacturing heavily in Canada. In all other areas in the midwest there are high hopes for 1964.

The exodus to sunnier, warmer climes is taking its toll in Chi. Many of our local coinmen are already basking in the sun in Florida, Acapulco, California and Nevada, and other appropriate sunspots. Notable absentees are Dave and Dorothy Gottlieb, who departed for Miami Beach earlier in December. Alvin Gottlieb and his lovely Evelyn recently enplaned with their kiddies for Puerto Rico, from where they will go to Miami Beach to visit with Dave and Dorothy. Meanwhile, Nate Gottlieb and Judd Weinberg are keeping the production and shipping rolling at full blast on the new Gottlieb "Gigi" pinball amusement game.

Another coinman basking in Florida is J. H. Keeney & Co. chairman Roy McGinnis. Roy jetted south recently with his lovely wife. . . . The new year looks very bright at Chicago Dynamic Industries, where Sam Wolberg and Sam Gensburg have high hopes for operator acceptance in the world markets for ChiCoin amusement games in '64. Present popular Chicago Coin models are the brand new "Fire Cracker" 2-player pin-game, "Strike Ball" puck bowler, and "Official Spare-Lite" big ball bowling alley. Mort Secore is very optimistic about next year's sales report.

There's scarcely time at First Coin for holiday elation. Joe Kline, Sam Kolber, Fred Kline, and the rest of the First Coin gang are just too busy shipping equipment out. . . . Rowe AC prexy Jack Harper's statement for the business outlook at Rowe AC during the new year is very gratifying. He and vice prexy Fred Pollak are thrilled over the acceptance of Rowe-AMI's "Tropicana" stereo phono, and Rowe AC's vending machines.

Among the local coinmen expressing their most optimistic views for '64 in all areas of the coin machine business are such prominent people as: David C. Rockola, Edward G. Doris, Frank Doyle and George Hincker, all of Rock-Ola Mfg. Corp. Sales all over the world have been terrific at Rock-Ola Mfg. Corp., and they see not only a continuing trend, but a considerable increase in sales of Rock-Ola's coin-operated phonos and vending machines. . . . They decked the halls with boughs and holly at United last week, and Herb Oettinger and Bill DeSelm are looking forward happily to 1964, thanks (they say) to United's "Bankpool." . . . The showrooms at Empire Coin were very festive last week. Most festive of all Empire Coiners were Gil Kitt and Joe Robbins. They wish one and all in coinbiz a very prosperous New Year.

Last Tuesday (Christmas Eve) Prexy Sam Stern hosted a gala party for his entire crew at Williams Electronic Mfg. Corp. Sam and sales manager Jack Mittel celebrated a terrific 1963 sales effort with Williams flipper amusement games, and they look forward to more of the same in '64. . . . Recent reports emanating from Delbert Coleman's office at the Seeburg Corp. revealed plans for tremendous growth commencing in '64 in plant expansion, and in other areas. The general consensus of opinions garnered from Jack C. Gordon, Bill Adair, Tom Herrick and Stanley Jarocki bear out Coleman's optimistic predictions for all divisions of the Seeburg Corporation.

Naturally, Hank Ross, "Iggy" Wolverton, Bob Jones and Ruth Sheffield expect a big "Winner" in '64. How can Midway Mfg. miss with a "Winner" already on the production lines. By the way, it's a 2-player amusement game! . . . Over in snow-banked Omaha Hymie and Eddie Zorinsky tell us they'll be happy to see the same sales results in '64 that they enjoyed in 1963. It was a great year at H. Z. Vending & Sales. . . . J. H. Keeney & Co. is doing well at year-end with the new "Colorama" 2-player, according to prexy Art Weinand and sales manager Clayton Nemeroff.

One of the nicest Christmas cards was received from old buddy Bob Portale, of Lou Wolcher's Advance Automatic Music in San Francisco. We extend heartiest Season's Greetings to Bob, his lovely Lotte, and young Tom and Robert Portale. . . . Among the 1964 predictions for success in coinbiz notable were reports from Bill Weikel and Ewald Fischer, of Fischer Sales & Mfg. Co. . . . And, Milt Wiczer, Ed Ruber and Morrie Wiczer, of Wico Corp. . . . Also, Ted Rubey and Estelle Bye, of Marvel Mfg. Co. . . . A very optimistic report was garnered from our old steam bath buddy Johnny Frantz, of J. F. Frantz Mfg. Co. Johnny and sales chief Don Congdon expect a humdinger of a new year with Frantz counter amusement games.

Gottlieb's new "Gigi" pinball amusement game is already a "hit" at National Coin Machine Exchange, according to Joe Schwartz and Mort Levinson. . . . Heartiest season's greetings to all from Charles (Jimmy) Johnson and his gal Friday, Corinne, of Globe Distribs. . . . We sure had a ball at Atlas Music's Christmas party (12/19) at the Blackstone Hotel, hosted by Eddie Ginsburg. Busy Atlas-ites at the soiree were Eddie, Bob Fabian, Stan Levin, Bill Phillips, Chuck Harper, etal. Eddie presented Mike Blumberg and Mort Jacobs with gold wrist watches for their 20 years of continuous service at Atlas Music. Everyone had a ball! . . . A final word for 1963—Have a healthy and happy New Year!

Another large firm looking forward to a great 1964 business year is Bally Mfg. Co. Bill O'Donnell and Herb Jones are anxiously awaiting '64, and all the fine sales it offers. There has been a considerable rebirth at Bally in 1963. . . . We look to World Wide Distribs for a big '64. Nate Feinstein, Irv Ovitz, Harold Schwartz and Fred Skor expect hefty increases in sales with Seeburg music and vending products, and with ChiCoin amusement games.

Announcing 10 Important Additions to the Hall of Fame Catalog

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DAYS OF WINE AND ROSES/ANDY WILLIAMS
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HEY JOE!
LOOSE TALK/CARL SMITH
4-33052

PEG O' MY HEART/CHERRY PINK AND
APPLE BLOSSOM WHITE/JERRY MURAD'S
HARMONICATS
4-33053

DO NOTHING TILL YOU HEAR FROM ME
DON'T GET AROUND MUCH ANYMORE
DUKE ELLINGTON WITH AL HIBBLER
4-33054

FOUR BROTHERS/APPLE HONEY
WOODY HERMAN & HIS ORCH.
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SMALL WORLD/A CERTAIN SMILE
JOHNNY MATHIS
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WABASH CANNON BALL
GREAT SPECKLE BIRD #1/ROY ACUFF
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I LOVE YOU SO MUCH IT HURTS
SLIPPING AROUND/FLOYD TILLMAN
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On Columbia Records!

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ALL-NEW
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the **DIFFERENT**
2-PLAYER
FLIPPER GAME!

See your Distributor
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J. H. KEENEY & CO., Inc.
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**Peach State Skeds
Williams Class**

CHICAGO—Jack Mittel, sales manager for Williams Electronic Manufacturing Corporation, this city, advised this past week that there will be a service school session on Tuesday, January 15, at Peach State Trading Company, Columbia, South Carolina, featuring the entire line of Williams amusement flipper games.

Norm Clark, Williams Electronic's field service engineer, will conduct the classes, and conclude the sessions with a question and answer period.

Jim Falk, general manager of Peach State Trading's Columbia, S. C. distributorship, stated that advance returns indicate there will be a large turnout of area-wide operators and their servicemen in attendance.



California Clippings

Most distributors in the L.A. area closed at noon on the 24th and on the 31st of December, to extend the holidays for their employees. . . . Bill Worthy, Star Service of San Diego, looking over the new games at C. A. Robinson & Co. Bill, together with Ron Roush provide an excellent service organization for the operators in the San Diego area, as well as operating themselves. Hank Tronick informs, as more United Bank Pools get out into the field, more and more operators are convinced that this is the different game they have been waiting for, one which can be operated without legal restrictions. Hank added, that collection reports have been excellent! Cam Hathway of San Luis Amusement Co. in San Luis Obispo, Calif., visiting this week at Robinsons. . . . The shop at Simon Distributing Co. working overtime to expedite export orders for shipment to Manila and Singapore. Joe Merel, parts department, reports December was the busiest month of the entire year. Frank Mencuri happy to be back on the job following recent surgery and several weeks absence. . . . Mr. R. E. Smith is the special salesman handling the All-Tech pool table at Amco Music & Vending, Inc., for So. California. The new line has been creating interest and excitement among the operators. A Xmas party was held on the premises Saturday, Dec. 21 for all employees. Mort Drootin, mgr. of the background music division, still at Mid Valley Hospital in Van Nuys due to a heart attack. . . . RCA Victor singing star Neil Sedaka and promo man Mike Borchetta stopped by the Leuvenhagen 'record bar,' promoting "Bad Girl," Neil's latest hit. . . . At American Coin Machine, Inc., Bill Lanzy said the shop has been unusually active with repairs in spite of the holidays. . . . Virgil Kirby of Tucson, Arizona, in town this week and visiting at Duarte International Sales Co. Shop mechanic, Mario Enrique, spent Xmas in Mexico with his family. . . . William Yedlin, Thousand Oaks, out of town on a 15 day vacation and Lee Wint, Montebello, now sporting new Coupe DeVille Cadillac. . . . Red Creswell, former mechanic at Paul Laymon, Inc., stopped by for a visit. Red is now retired and enjoying every minute of it! Jim Wilkins' sons, David & Jim, Jr., both members of the La Habra High School Concert Choir, took part in a special Christmas program; Jim, Jr. acted as narrator. . . . Warren Rowe, operator, is the proud father of Dianne Lin, born December 2nd. . . . Royce Garris of the local Wurlitzer Factory Branch spending the holidays with his family in No. Carolina. . . . At California Music Co., a party was held on Xmas Eve for the employees, with everyone reporting a good time! Gabe Orland is spending a few days in San Francisco. . . . Visiting on Pico Blvd. was Wayne Davis, former controller for Minthorne Music Co. and well known to all the Op's in So. Calif. Wayne is now building high-rise apartment buildings in Arcadia, but still takes time to keep tabs on what's going on in the coin machine business. . . . Two carloads of the Tropicana phonographs arrived this week at the R. F. Jones & Co. Chuck Klein informed they are engineering the rebuilding of the Rowe RV 750 single cup coffee brewer; same will be reasonably priced. Jack Rolling, Treasurer, in from the San Francisco office and spending a week in L.A. Jack said Mel Semans, mgr. of the background music dept., happy over the birth of their 5th child, a baby boy born on Dec. 16. . . . Mr. & Mrs. Jack Harper, Pres. of Rowe Manufacturing Chicago, will be house guests of Mr. & Mrs. R. F. Jones at their home in Palm Springs, for the New Year holiday. Mr. Jones spent a day at the L.A. office en route to the Desert, and Dean McMurdie, Exec. Vice Pres. of Rowe Mfg. Chicago, also stopped by on his return from Japan. . . . Some of the visiting operators seen on Pico Blvd. this week were: Cecile Ellison, Lancaster; Harold Sharkey, Huntington Park; Fred Anderson, Pasadena; Bob Hathaway, Ventura; Amos Hamady, Lancaster; Cliff Jones and John Ketchersid, Long Beach. . . .

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UPPER MID-WEST MUSINGS

Morris Berger, Duluth, in town for the day making the rounds picking up records and parts. . . . Hank Krueger, Fairfax, Minn. in town for a few hours visiting a few distributors. . . . Tony Ratchford, Huron, and Dean Schroeder, Aberdeen, So. Dakota in town overnite calling on distributors and also doing some Christmas shopping. . . . Happy birthday to Harold Lieberman, Minneapolis. . . . Earl Berkovitch and son Howie, Superior, in town for the day visiting friends and picking up parts and records. . . . Bert Davidson and K. H. Johnson of The Wurlitzer Co. at the Sandler Dist. Co. Minneapolis Mon. 16th. . . . Richard Hawkins, Rochester, has bought the Henry Kummer route at Spring Valley, Minn. . . . Butch Englestad is only 19 years old but is doing a great job taking care of the Rocket Amusement Co. route. . . . Clem Pinewski, up and around after a bout with the flu germ. Also had tough luck as his brand new pick-up caught fire in the cold weather. Only had 1400 miles on it. . . . Lloyd Williamson, Winona, in town for the day picking up his parts and record order.

Happy Birthday This Week To:

Sam Wolberg, Chgo, Ill. . . . Harry S. Schwartz, Miami, Fla. . . . C. A. Taylor, Jr., Brunswick, Ga. . . . Courtney Husband, Laporte, Ind. . . . Clarence E. Potter, O'Neill, Neb. . . . Herbert H. Weaver, Forest Hills, L. I., N. Y. . . . Earl E. Senter, Bakersfield, Calif. . . . Thos. D. Sherfick, Shoals, Ind. . . . Jack G. Bess, Roanoke, Va. . . . Jseeis Odis, Porter, Jackson, Tenn. . . . Morris Meyers, S. F., Calif. . . . Nick Pizzuti, Pueblo, Colo. . . . Wm. R. Yanks, Phila. Pa. . . . J. D. Farris, Jr., Vicksburg Miss. . . . Nicholas John Fokakis, Hattiesburg, Miss. . . . Suren D. Fesjian, N. Y. . . . Mrs. Sam Cohen, Atlanta, Ga. . . . A. J. Lovelady, Smyrna, Ga. . . . Jules Olshein, Albany N. Y. . . . Wm. Levett, M. B. Fla. . . . Harold Garrett, Schenectady, N. Y. . . . C. C. Mason, Syracuse, Ind. . . . Raymond F. Jones, S. F. Calif. . . . Albert LeRoy Dodson, Urbana, Ohio. . . . Chas. A. Spillane, New Haven, Conn. . . . Edward N. Fultz, Newellton, La. . . . Evan Griffith, Washington, D. C. . . . Gleason N. Stambaugh Sr., W. Palm Beach, Fla. . . . Guido J. DelSignore, Ft. Edward, N.Y. . . . Thos. P. Cassidy, Spring Valley, Ill.

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SEASON'S GREETINGS

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It All Started In 1924

Trimount Plans 40th Anniversary Program

BOSTON—Forty years ago come August of the coming New Year, Trimount Automatic Sales Company started in business. The coin machine and vending distributing firm, still headed by its founder, Dave Bond, will celebrate this event on August 3rd with a day-long celebration and clambake at a New England Country Club with just about every operator in the 6-state territory attending.

Irv Margold, Trimount's General Manager, told *Cash Box* last week that the wheels of planning this gigantic anniversary celebration have already started turning. Trimount has instituted a plan whereby operators will receive points based on amount of purchases during the January-June period.

"In order to qualify as a guest at our party," stated Margold, "all any operator need do is to buy at least

\$1,000 in equipment during the first six months of this year which includes just about every operator in the New England area."

A golf tournament, a project in itself, is being organized. The Blue Hills Country Club has been reserved for the entire day and the only guests will be guests of Trimount. Swimming will be a major attraction of the day with three swimming pools available for guests. A New England shore dinner will be served. Everyone will receive prizes.

"We expect to build our 40th Anniversary into a major celebration culminating on the August 3rd date when the industry in our territory will spend an entire day together at one festive clambake," said Margold. He added that details on the 6-state event will be released as they become available.

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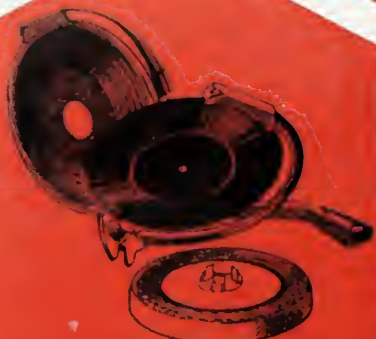
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Snap-in Cartridge Assembly



NEW Common Receiver



Capri II

Some "common" things about our highly uncommon phonographs

We like to chant and rave about our "new and different" features as much as anybody. But we also know that it pays to have some common things in our phonographs, too. "Common" in terms of interchangeability from one unit to the next.

For example, this year, instead of making two separate receiver units for our four new phonographs, we're making only one easy-to-interchange receiver . . . which means simplified servicing, and less inventory costs for everyone concerned.

The same thing goes for the full-dimensional speaker system, Mech-O-Matic changer, "money-counter," tone arm assembly . . . in fact, virtually every component is interchangeable. How about that for top versatility!

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