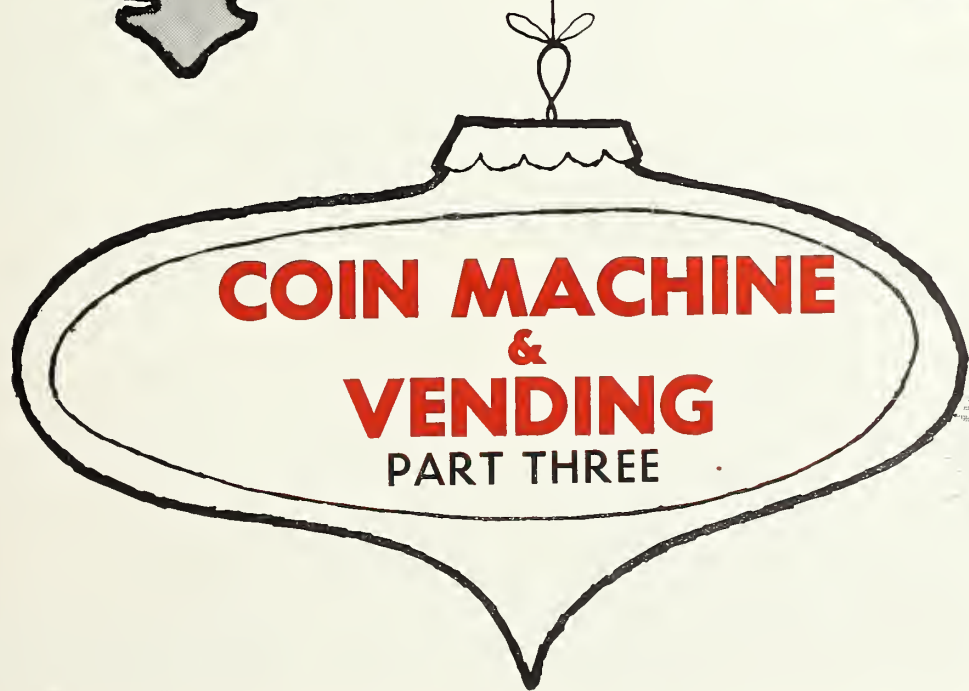
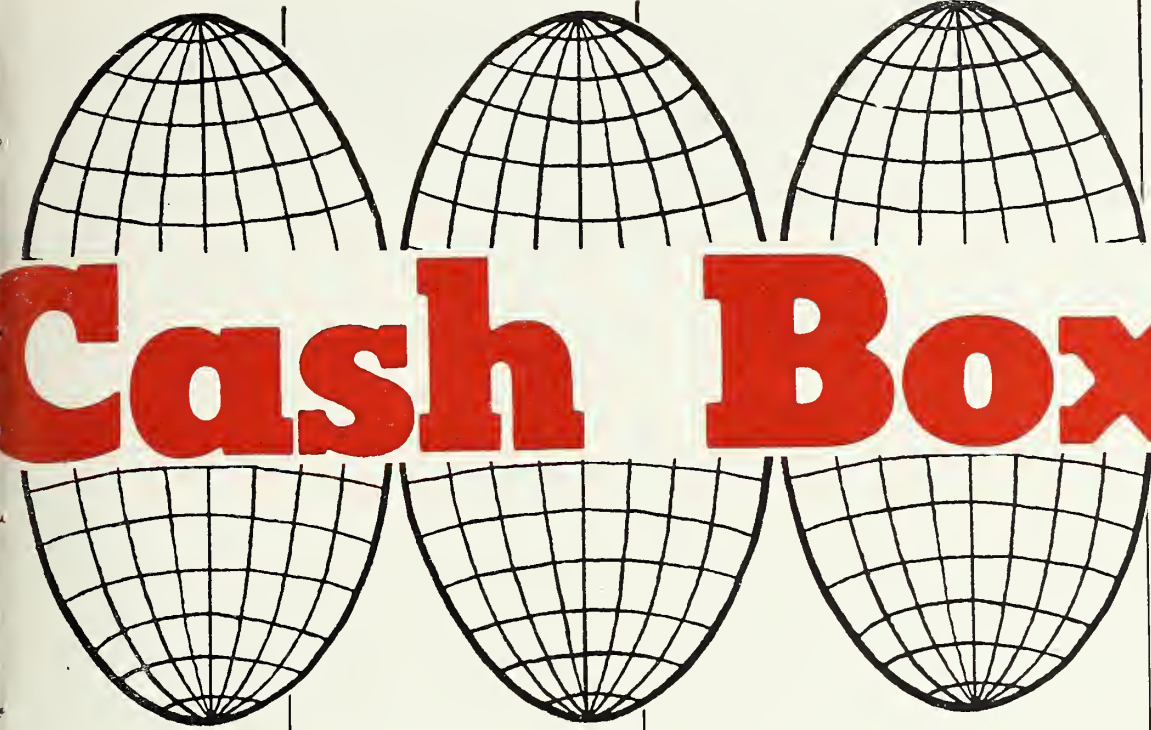


1963

REVIEW

DEC. 28, 1963

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# Cash Box

Vol. XXV—Number 16

December 28, 1963

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*warm wishes for a merry  
christmas and a happy new year*

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# Cash Box TOP 100



DECEMBER 28, 1963

	12/21	12/14
1 DOMINIQUE (General Music—ASCAP) ☆SINGING NUN (SOEUR SOURIRE)—Philips-40163	1	1
2 LOUIE, LOUIE (Limax—BMI) ☆KINGSMEN—Wand-143 ☆PAUL REVERE/RAIDERS—Columbia-42814	2	2
3 THERE! I'VE SAID IT AGAIN (Valiant—ASCAP) ☆BOBBY VINTON—Epic-9638	3	4
4 SINCE I FELL FOR YOU (Advance—ASCAP) ☆LENNY WELCH—Cadence-1439	5	11
5 DRIP DROP (Progressive Quintet—BMI) ☆DION DIMUCCI—Columbia-42917	7	10
6 YOU DON'T HAVE TO BE A BABY TO CRY (R.F.D.—ASCAP) ☆CARAVELLES—Smash-1852	6	6
7 POPSICLES AND ICICLES (Dragonwick—BMI) ☆MURMAIDS—Chattanooga-628	11	28
8 TALK BACK TREMBLING LIPS (Acuff-Rose—BMI) ☆JOHNNY TILLOTSON—MGM-13181	10	14
9 FORGET HIM (Leeds—ASCAP) ☆BOBBY RYDELL—Cameo-280	12	22
10 I'M LEAVING IT UP TO YOU (Venice—BMI) ☆DALE & GRACE—Montel-921	4	3
11 BE TRUE TO YOUR SCHOOL (Sea Of Tunes—BMI) ☆BEACH BOYS—Capitol-5069	8	9
12 WIVES AND LOVERS (Famous—ASCAP) ☆JACK JONES—Kapp-551	13	18
13 MIDNIGHT MARY (Jimskip—BMI) ☆JOEY POWERS—Amy-892	16	23
14 EVERYBODY (Low-Twi—BMI) ☆TOMMY ROE—ABC-10478	9	5
15 QUICKSAND (Jobete—BMI) ☆MARTHA & VANDELLAS—Gordy-7025	17	25
16 THE NITTY GRITTY (Gal'lico—BMI) ☆SHIRLEY ELLIS—Congress-202	21	26
17 AS USUAL (Samos Island—BMI) ☆BRENDA LEE—Decca-31570	25	63
18 CAN I GET A WITNESS (Jobete—BMI) ☆MARVIN GAYE—Tamla-54087	18	20
19 SURFIN' BIRD (Long—BMI) ☆TRASHMEN—Garrett-4002	33	56
20 HAVE YOU HEARD (Brandon—ASCAP) ☆DUPRESS—Coed-585	19	21
21 PRETTY PAPER (Pamper—BMI) ☆ROY ORBISON—Monument-830	27	57
22 DRAG CITY (Screen Gems, Columbia—BMI) ☆JAN & DEAN—Liberty-55641	29	54
23 SOMEWHERE (Wyncote—ASCAP) ☆TYMES—Parkway-891	30	62
24 SHE'S A FOOL (Helios MRC—BMI) ☆LESLEY GORE—Mercury-72180	14	7
25 THAT LUCKY OLD SUN (Robbins—ASCAP) ☆RAY CHARLES—ABC-10509	38	66
26 KANSAS CITY (Lois—BMI) ☆TRINI LOPEZ—Reprise-20236	31	35
27 WHEN THE LOVELIGHT STARTS SHINING THROUGH HIS EYES (Jobete—BMI) ☆SUPREMES—Motown-1051	34	53
28 THE BOY NEXT DOOR (Merioda—BMI) ☆SECRETS—Philips-40146	36	40
29 NEED TO BELONG (Curton-Conrad—BMI) ☆JERRY BUTLER—Veejay-567	35	52
30 TURN AROUND (Clara—ASCAP) ☆DICK & DEEDEE—Warner Bros-5396	32	39
31 LODDY LO (Kalmann—ASCAP) ☆CHUBBY CHECKER—Parkway-890	15	16
32 WONDERFUL SUMMER (Rock—BMI) ☆ROBIN WARD—Dot-16530	20	24
33 WALKING THE DOG (East—BMI) ☆RUFUS THOMAS—Stax-140	22	17
34 IT'S ALL RIGHT (Curton—BMI) ☆IMPRESSIONS—ABC-10487		

	12/21	12/14
35 LITTLE RED ROOSTER (Arc—BMI) ☆SAM COOKE—RCA-8247	26	12
36 OUT OF LIMITS (Wrist—BMI) ☆MARKETTS—Warner Bros-5391	52	72
37 I HAVE A BOYFRIEND (Trio—BMI) ☆CHIFFONS—Laurie-3212	37	38
38 WHISPERING (Fisher—ASCAP) ☆TEMPO & STEVENS—Atco-6281	68	—
39 DEEP PURPLE (Robbins—ASCAP) ☆TEMPO & STEVENS—Atco-6273	23	8
40 BABY DON'T YOU WEEP (Ritenhouse, Mein—BMI) ☆GARNET MIMMS/ENCHANTERS—United Artists-658	41	44
41 HEY LITTLE COBRA (Vadim, Daywin—BMI) ☆RIP CHORDS—Columbia-42921	63	76
42 FOR YOUR PRECIOUS LOVE (Gladstone—ASCAP) ☆GARNET MIMMS/ENCHANTERS—United Artists-658	44	50
43 SUGAR SHACK (Dundee—BMI) ☆JIMMY GILMER/FIREBALLS—Dot-16487	28	15
44 STEWBALL (Papamar—ASCAP) ☆PETER, PAUL & MARY—Warner Bros.-5399	46	51
45 TRA LA LA LA SUZY (Just—BMI) ☆DEAN/JEAN—Rust-5067	45	49
46 IN MY ROOM (Sea Of Tunes—BMI) ☆BEACH BOYS—Capitol-5069	49	34
47 WASHINGTON SQUARE (Rayven—BMI) ☆VILLAGE STOMPERS—Epic-9617	39	19
48 AS LONG AS I KNOW HE'S MINE (Jobete—BMI) ☆MARVELETTES—Tamla-54088	43	45
49 I GOTTA DANCE TO KEEP FROM CRYING (Jobete—BMI) ☆MIRACLES—Tamla-54089	51	67
50 ANYONE WHO HAD A HEART (U. S. Songs—ASCAP) ☆DIONNE WARWICK—Scepter-1262	73	—
51 BAD GIRL (Screen Gems, Columbia—BMI) ☆NEIL SEDAKA—RCA-8254	54	60
52 MARIA ELENA (Peer Int'l—BMI) ☆LOS INDIOS TABAJARAS—ICA-8216	40	27
53 I WONDER WHAT SHE'S DOING TONIGHT (Sherman, DeVorzon—BMI) ☆BARRY/TAMERLANES—Valiant-6034	42	31
54 LONG TALL TEXAN (Adams-Ethridge—BMI) ☆MURRAY KELLUM—M.O.C.-653	61	69
55 TWENTY-FOUR HOURS FROM TULSA (Arch—ASCAP) ☆GENE PITNEY—Musicor-1034	47	29
56 GIRLS GROW UP FASTER THAN BOYS (Screen Gems, Columbia—BMI) ☆COOKIES—Dimension-1020	64	71
57 BON-DOO-WAH (Kalmann—BMI) ☆ORLONS—Cameo-287	69	86
58 THE MARVELOUS TOY (Teena—ASCAP) ☆CHAD MITCHELL TRIO—Mercury-72197	65	82
59 YOU'RE ALL I WANT FOR CHRISTMAS (Benjamin, Dayben—ASCAP) ☆BROOK BENTON—Mercury-72214	71	79
60 DAISY PETAL PICKIN' (Dundee—BMI) ☆JIMMY GILMER & FIREBALLS—Dot-16539	78	—
61 LIVING A LIE (Damian—ASCAP) ☆AL MARTINO—Capitol-5060	48	33
62 YOU'RE GOOD FOR ME (Cotillion-Vonglo—BMI) ☆SOLOMON BURKE—At antic-2205	56	37
63 BOSSA NOVA BABY (Elvis Presley—BMI) ☆ELVIS PRESLEY—RCA-8243	50	36
64 RAGS TO RICHES (Saunders—ASCAP) ☆SUNNY & SUNLINERS—Tear Drop-3022	48	64
65 (DOWN AT) PAPA JOE'S (Tuneville—BMI) ☆DIXIBELLES—Sound Stage-7-2507	53	30
66 DO YOU HEAR WHAT I HEAR (Valley dal—BMI) ☆BING CROSBY—Capitol-5088	90	—
67 TODAY'S TEARDROPS (Sealark—BMI) ☆RICK NELSON—Imperial-66004	70	83

	12/21	12/14
68 BABY, I LOVE YOU (Mother Bertha, Trio—BMI) ☆RONNETTES—Philles-118	81	—
69 LITTLE SAINT NICK (Sea of Tunes—BMI) ☆BEACH BOYS—Capitol-5096	79	—
70 YOU'RE NO GOOD (E. H. Morris—ASCAP) ☆BETTY EVERETT—VeeJay-566	77	—
71 FOR YOU (M. Witmark & Sons—ASCAP) ☆RICK NELSON—Decca-31574	—	—
72 WHAT'S EASY FOR TWO (Jobete—BMI) ☆MARY WELLS—Motown-1048	75	80
73 PLEASE (Famous—ASCAP) ☆FRANK IFIELD—Capitol-5089	76	84
74 PAIN IN MY HEART (East-Time—BMI) ☆OTIS-REDDING—Volt-112	80	91
75 BE MAD LITTLE GIRL (T.M.—BMI) ☆BOBBY DARIN—Capitol-5079	74	74
76 WATCH YOUR STEP (Ludix—BMI) ☆BROOKS O'DELL—Go'd-214	83	88
77 CHARADE (Southdale & Northern—ASCAP) ☆HENRY MANCINI—RCA-8256	84	93
78 IT'S ALL IN THE GAME (Remick—ASCAP) ☆CLIFF RICHARD—Epic-9633	85	—
79 A'SOALIN' (Curtain Call ASCAP) ☆PETER, PAUL & MARY—Warner Bros.-5402	86	—
80 IN THE SUMMER OF HIS YEARS (Leeds—ASCAP) ☆CONNIE FRANCIS—MGM-13203 ☆MILLICENT MARTIN—ABC-10514	—	—
81 WHITE CHRISTMAS (I. Berlin—ASCAP) ☆ANDY WILLIAMS—Columbia-42894	97	—
82 THE LITTLE BOY (Morris—ASCAP) ☆TONY BENNETT—Columbia-42932	—	—
83 HOOKA TOOKA (Evanston, Woodcrest—BMI) ☆CHUBBY CHECKER—Parkway-890	96	95
84 DUMB HEAD (Maurice—ASCAP) ☆GINNY ARNELL—MGM-13177	89	98
85 THE GREASY SPOON (Avenue—BMI) ☆HANK MARR—Federal-12508	—	—
86 WE BELONG TOGETHER (NOM—BMI) ☆JIMMY VELVET—ABC-10488	—	—
87 I CAN'T STOP TALKING ABOUT YOU (Screen Gems, Columbia—BMI) ☆STEVE & EYDIE—Columbia-42932	—	—
88 COME DANCE WITH ME (Trio—BMI) ☆JAY & AMERICANS—United Artists-669	—	—
89 THAT BOY JOHN (Trio—BMI) ☆RAINDROPS—Jubilee-5456	—	—
90 IF SOMEBODY TOLD YOU (Jim Jam—BMI) ☆ANNA KING—Smash-1858	—	—
91 HARLEM SHUFFLE (Marc Jean, Keyman—BMI) ☆BOB & EARL—Marc-104	—	—
92 UM, UM, UM, UM, UM, UM (Curton, Jalyne—BMI) ☆MAJOR LANCE—Okeh-7187	—	—
93 THE TWELVE GIFTS OF CHRISTMAS (Curtain Call—ASCAP) ☆ALLAN SHERMAN—Warner Bros.-5406	—	—
94 WHAT KIND OF FOOL (DO YOU THINK I AM) (Low-Twi—BMI) ☆TAMS—ABC-10502	—	—
95 THE SHELTER OF YOUR ARMS (Pride—ASCAP) ☆SAMMY DAVIS JR.—Reprise-20216	91	92
96 THE LITTLE TROMBON BOY (Mills Int'l, Korwin—ASCAP) ☆HARRY SIMEONE CHORALE—20th-Fax-429	—	—
97 THE CHEER LEADER (Northbridge—ASCAP) ☆PAUL PETERSON—Colpix-707	93	96
98 YOU DON'T OWN ME (Merioda—BMI) ☆LESLEY GORE—Mercury-72206	—	—
99 BABY'S GONE (Acuff-Rose—BMI) ☆Gene Thomas—United Artists-640	100	—
100 GOTTA LOTTA LOVE (Topper—ASCAP) ☆STEVE ALAIMO—Imperial-66003	98	94

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a Merry Christmas



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...and a

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in America,  
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and

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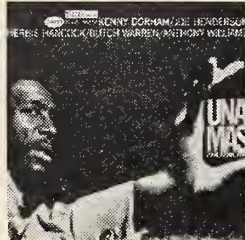
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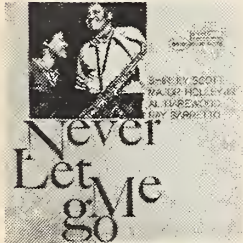
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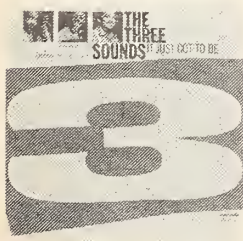
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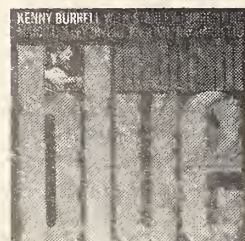
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ON PAGES 88 & 89**

# *Season's Greetings & Special Thanks*

To the writers, publishers, broadcasters, trade press and my friends at Columbia Records, who contributed so greatly and made it possible for me to introduce many wonderful songs through the years.

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Season's Greetings and our sincere thanks to everyone that helped us stay in the top ten for the entire year.

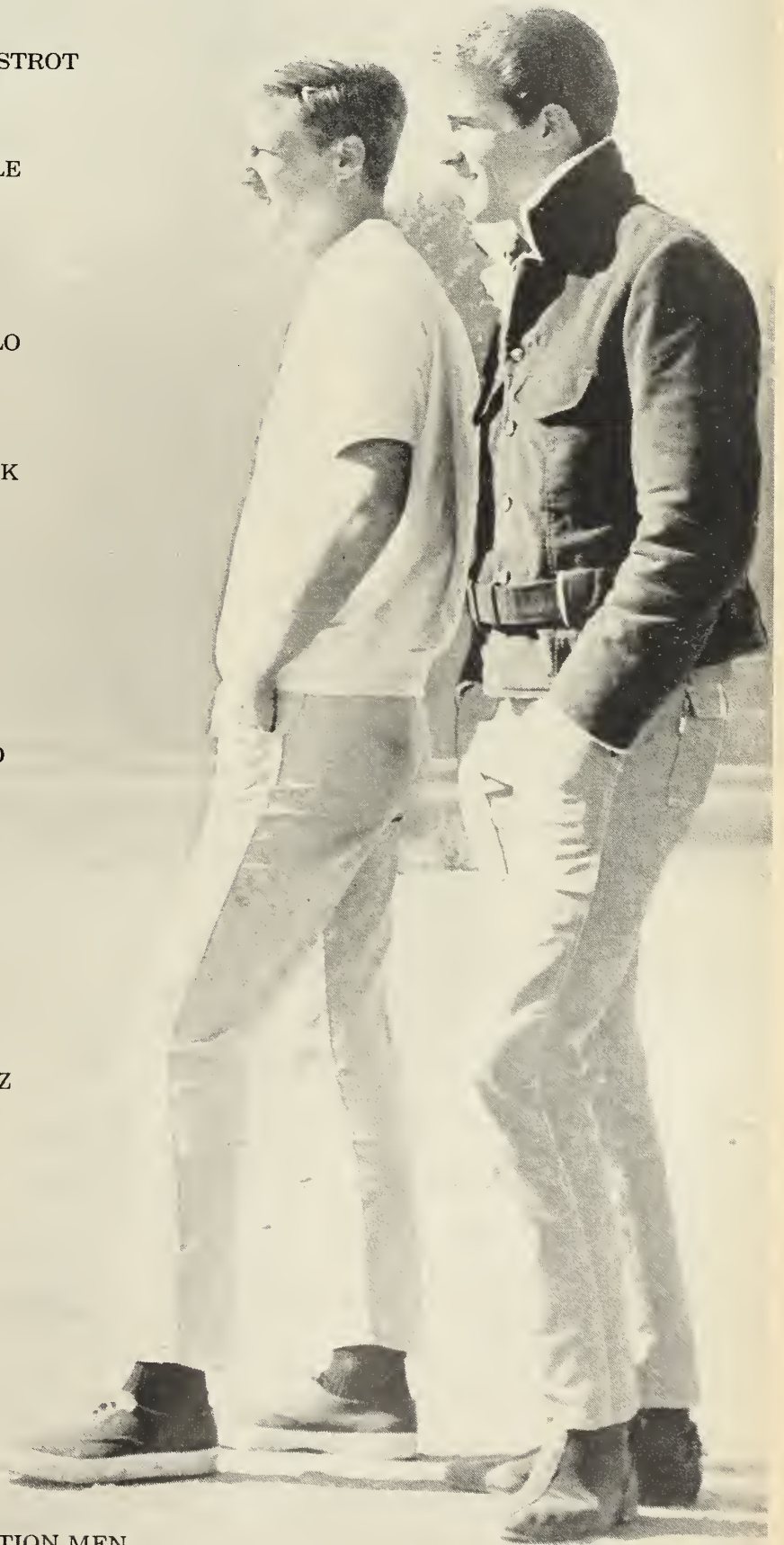
Jan and Dean

MIKE ADAMS  
 JUDY ALDON  
 LEE ALLEN  
 STEVE ALLEN  
 DON ALTFELD  
 HORACE ALTFELD  
 AL ALTMAN  
 SY AMBER  
 DON ANTI  
 AL ANTHONY  
 WAR ARCHER  
 MARK AVERY  
 BILL BALLANCE.  
 BOBBY BARNETT  
 GLEN BELL  
 AL BENNETT  
 PAUL BERLIN  
 DICK BIONDI  
 HAL BLAINE  
 JERRY BLAVITT  
 DON BLOCKER  
 CHUCK BLORE  
 DON BOHANAN  
 JIMMY BOND  
 CHUCK BRITZ  
 STEVE BROWN  
 ROD CALLENDAR  
 GLEN "CLEMM" CABELL  
 MEL CARDINAL  
 CASEY CASEM  
 ROY CATON  
 ROGER CHRISTIAN  
 DICK CLARK  
 TOM CLAY  
 CON SURFBOARDS  
 BUD DAIN  
 BOBBY DALE  
 BOWEN DAVID  
 BUDDY DEANE  
 AL DELOREY  
 REX DENNIS  
 DE VOSS  
 VIC DIAZ  
 TOM DONOHUE  
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 BOB EASTMAN  
 JIM ECONOMIDES  
 GENE ESTES  
 BOB EUBANKS  
 VIRGIL EVANS  
 BOB FEAD  
 TED FEIGAN  
 ELLIOT FIELD  
 REB FOSTER  
 ED FRANCIS  
 ERNIE FREEMAN  
 MURRAY GARRETT  
 DAVE GATES  
 BILL GAVIN  
 JILL GIBSON  
 ARNIE GINSBERG  
 HARVEY GOLDSTEIN  
 CLYDE HATTON  
 JIM HAWTHORNE  
 RAY HILL  
 BILL HINSHAW  
 HOWIE HOROWITZ  
 DAVE HORWITZ  
 GENE HOWARD  
 DAYTON "BONES" HOWE  
 DAVE HULL  
 FELICE IGNASSA  
 PLAS JOHNSON  
 MURRAY KAUFMAN  
 CHUCK KAYE

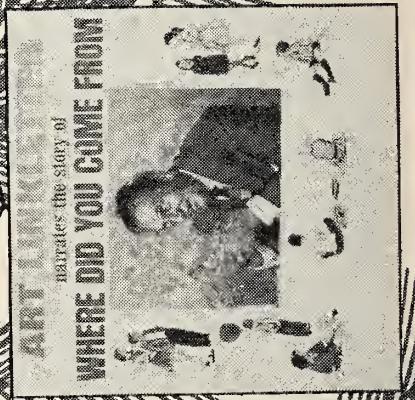
JACKIE KELSO  
 DICK KEMP  
 BOB KIMMICK  
 DONNIE KIRSHNER  
 MARTY LANDAU  
 TOMMY LIPUMA  
 AL LAVINGER  
 HAL "LANKY" LINSTROT  
 DON MacKINNON  
 JOHNNY MAGNUS  
 LENNY MALARSKI  
 RON MARTIN  
 WINK MARTINDALE  
 ED McADAMS  
 EARL McDANIEL  
 NEIL McINTYRE  
 JIM McKENZIE  
 BILL MERCER  
 JAY MIGLIORI  
 MEL MILLER  
 TONY MINICHELLO  
 BOB MITCHELL  
 LEO MONAHAN  
 LARRY MONROE  
 DICK MORELAND  
 BRUCE MORROW  
 CHARLIE MURDOCK  
 IRMA NEWTON  
 PAT O'DAY  
 JIM O'NEIL  
 EARL PALMER  
 BILL PETERSON  
 TOM PHELAN  
 RAY POHLMAN  
 BERTHA PORTER  
 JIM PRICE  
 TED QUILLAN  
 CLARK RACE  
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 B. MITCHELL REED  
 RUSS REGAN  
 EMIL RICHARDS  
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 MANUEL SANCHEZ  
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 ARLEN SANDERS  
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 JOEL SEBASTIAN  
 JAY SEBRING  
 DICK SEXTY  
 MELVIN SCHWARTZ  
 SID SHARP  
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 PHIL SKAFF  
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 BRIAN WILSON  
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 BOB WOOD  
 SI WARONKER

...AND ALL THE DISTRIBUTORS, DEEJAYS, PROMOTION MEN

...and a very special thanks to LOU ADLER, who has had the courage to put up with us guys for the past five years (and he still can't rid of his perennial headache)



20<sup>th</sup>  
CENTURY-FOX  
RECORDS

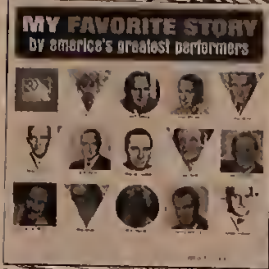




*The Ultimate In Entertainment*







love notes  
At Martino  
I want you not in my heart - in my mind and only here  
When I love - in your hand - in my heart - in my hand  
For you are what I want - they did it before me  
This old feeling - there's no tomorrow - it's all the story  
We'll never lose the feeling - and I'll love you my love



# TOP 100

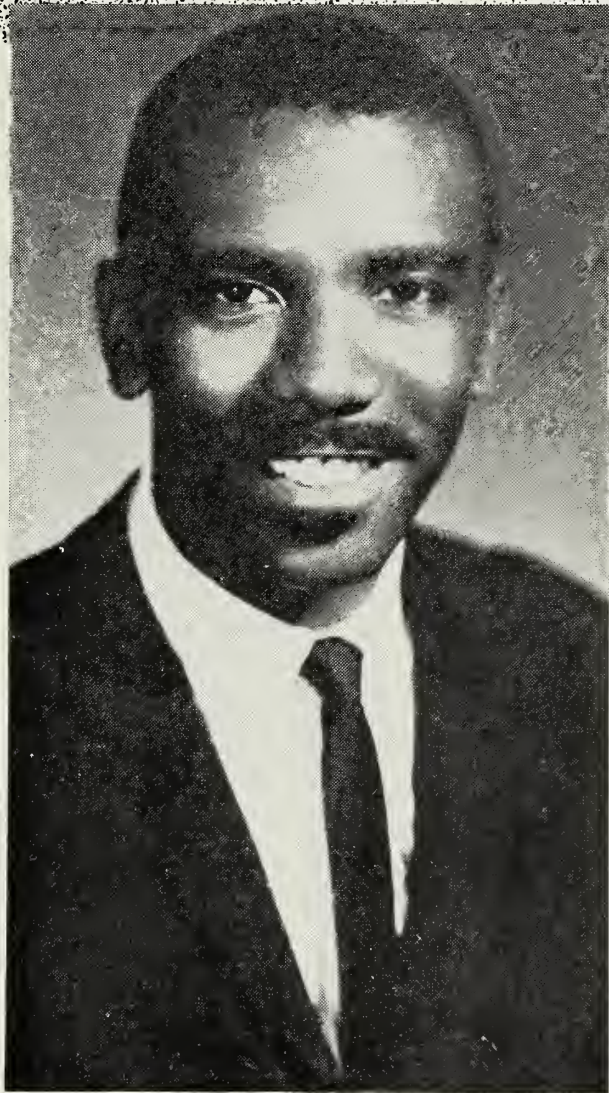
## CHART HITS OF 1963

A TABULATION OF THE RECORDS WHICH ACHIEVED GREATEST SUCCESS ON THE WEEKLY CASH BOX TOP 100 BEST SELLER LIST. THE RECORDS LISTED BELOW ARE IN ORDER OF STRENGTH BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE TOP 100 AS WELL AS HEIGHT ATTAINED ON THE CHART. ALL SONGS WHICH WERE ON THE TOP 100 WERE INCLUDED AND SURVEY COVERS TWELVE MONTH PERIOD ENDING DECEMBER 1.

1. LIMBO ROCK—CHUBBY CHECKER (PARKWAY) PUB: FOUR STAR-TWIST—BMI—STRANGE, SHELDON
2. GO AWAY LITTLE GIRL—STEVE LAWRENCE (COLUMBIA) PUB: SCREEN GEMS-COLUMBIA—BMI—GOFFIN, KING
3. END OF THE WORLD—SKEETER DAVIS (RCA VICTOR) PUB: SUMMIT—ASCAP—DEE, KENT
4. Blue Velvet—Bobby Vinton (Epic) Pub: Vogue—BMI—Wayne, Morris
5. Telstar—Tornadoes (London) Pub: Campbell-Connelly—ASCAP—Meek
6. I Will Follow Him—Little Peggy March (RCA Victor) Pub: Leeds—ASCAP—Altman, Gimbel, Stole, Roma
7. Rhythm Of The Rain—Cascades (Valiant) Pub: Sherman, DeVorzon—BMI—Gummoe
8. Can't Get Used To Losing You—Andy Williams (Columbia) Pub: Brenner—BMI—Pomus, Shuman
9. Fingertips—Little Stevie Wonder (Tamla) Pub: Jobete—BMI—Paul, Crosby
10. Return To Sender—Elvis Presley (RCA Victor) Pub: Elvis Presley—BMI—Blackwell, Scott
11. Up On The Roof—Drifters (Atlantic) Pub: Screen Gems-Columbia—BMI—Goffin, King
12. So Much In Love—Tymes (Parkway) Pub: Cameo-Parkway—BMI—Jackson, Joseph, Williams
13. He's So Fine—Chiffons (Laurie) Pub: Bright Tunes—BMI—Mack
14. Hey Paula—Paul & Paula (Philips) Pub: LeBill & Marbill—BMI—Hildebrand
15. Big Girls Don't Cry—Four Seasons (Vee Jay) Pub: Claridge—BMI—Crewe, Gaudio
16. Surfin' U.S.A.—Beach Boys (Capitol) Pub: Arc—BMI—Wilson
17. Walk Right In—Rooftop Singers (Vanguard) Pub: Ryerson—BMI—Darling, Svaneoe
18. Walk Like A Man—Four Seasons (Vee Jay) Pub: Saturday—ASCAP—Crewe, Gaudio
19. If You Wanna Be Happy—Jimmy Soul (S.P.Q.R.) Pub: Rock Masters—BMI—Guida, Royster
20. Easier Said Than Done—Essex (Roulette) Pub: Nom—BMI—Linton
21. My Boyfriend's Back—Angels (Smash) Pub: Blackwood—BMI—Feldman, Goldstein, Gottehrer
22. Mockingbird—Inez Foxx (Symbol) Pub: Saturn—BMI—C. & I. Foxx
23. Our Day Will Come—Ruby & Romantics (Kapp) Pub: Rosewood—ASCAP—Hilliard, Garson
24. Puff The Magic Dragon—Peter, Paul & Mary (Warner Bros.) Pub: Pepamar—ASCAP—Yarrow, Lipton
25. Ruby Baby—Dion DiMuci (Columbia) Pub: Tiger—BMI—Leiber, Stoller
26. Surf City—Jan & Dean (Liberty) Pub: Screen Gems-Columbia—BMI—Berry, Wilson
27. I Love You Because—Al Martino (Capitol) Pub: Fred Rose—BMI—Payne
28. You're The Reason I'm Living—Bobby Darin (Capitol) Pub: Adaris—BMI—Darin
29. Sukiyaki—Kyu Sakamoto (Capitol) Pub: Beechwood—BMI—Ei, Nakamura
30. It's My Party—Lesley Gore (Mercury) Pub: Arch—ASCAP—Wiener, Gluck, Gold
31. The Night Has A Thousand Eyes—Bobby Vee (Liberty) Pub: Blen, Mabs—ASCAP—Weisman, Wayne, Garrett
32. Blame It On The Bossa Nova—Eydie Gorme (Columbia) Pub: Screen Gems—Columbia BMI—Weil, Mann
33. Pipeline—Chantays (Dot) Pub: Downey BMI—Spickard, Carman
34. Two Faces Have I—Lou Christie (Roulette) Pub: Painted Desert; RTD—BMI—Herbert, Christie
35. You Can't Sit Down—Dovells (Parkway) Pub: Dasher BMI—Upchurch, Clark, Muldrow, Sheldon
36. Surfer Girl—Beach Boys (Capitol) Pub: Guild, Sea of Tunes BMI—Wilson
37. Lonely Bull—Tijuana Brass (A&M) Pub: Almo ASCAP—Lake
38. Hello Stranger—Barbara Lewis (Atlantic) Pub: McLaughlin BMI—Lewis
39. Blowing In The Wind—Peter, Paul & Mary (Warner Bros.) Pub: M. Witmark & Sons ASCAP—Dylan
40. Wild Weekend—Rockin' Rebels (Swan) Pub: Shan-Todd, Tupper—BMI—Shannon, Todaro
41. If I Had A Hammer—Trini Lopez (Reprise) Pub: Ludlow BMI—Hays, Seeger
42. Heat Wave—Martha & The Vandellas (Gordy) Pub: Jobete BMI—Holland, Dozier, Holland
43. Tell Him—Exciters (United Artists) Pub: Mellin BMI—Russell
44. Be My Baby—Ronettes (Philles) Pub: Mother Bertha BMI—Spector, Greenwich, Barry
45. Wipe Out—Surfaris (Dot) Pub: Miraleste, Robin Hood BMI—Surfaris
46. You Really Got A Hold On Me—Miracles (Tamla) Pub: Jobete BMI—Robinson
47. From A Jack To A King—Ned Miller (Fabor) Pub: Dandelion BMI—Miller
48. My Dad—Paul Petersen (Colpix) Pub: Screen Gems—Columbia—BMI—Mann, Weil
49. Bobby's Girl—Marcie Blaine (Seville) Pub: A.M.E. of N.Y. BMI—Hoffman, Klein
50. Candy Girl—Four Seasons (Vee Jay) Pub: Saturday, Gavadima ASCAP—Santos
51. Da Doo Ron Ron—Crystals (Philles) Pub: Mother Bertha & Trio BMI—Spector, Greenwich, Barry
52. South Street—Orlons (Cameo) Pub: Kalmann ASCAP—Mann, Appell
53. Baby Workout—Jackie Wilson (Brunswick) Pub: Merrimac BMI—Wilson, Tucker
54. Monkey Time—Major Lance (Okeh) Pub: Curtom, Paliro BMI—Mayfield
55. Blue On Blue—Bobby Vinton (Epic) Pub: Famous ASCAP—David, Bacharach
56. Cry Baby—Garnet Mimms & The Enchanters (United Artists) Pub: Rittenhouse & Mellin BMI—Russell, Meade
57. I Wanna Be Around—Tony Bennett (Columbia) Pub: Commander ASCAP—Vimmerstedt, Mercer
58. Still—Bill Anderson (Decca) Pub: Moss Rose BMI—Anderson
59. What Kind Of Fool Am I—Sammy Davis, Jr. (Reprise) Pub: Ludlow BMI—Bricusse, Newley
60. Denise—Randy & Rainbows (Rust) Pub: Bright Tunes BMI—Levenson

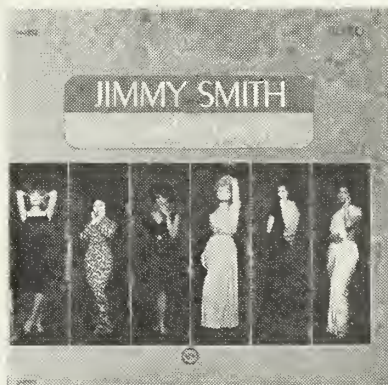
(#61 through #100 continued on page 20)

**Warmest Holiday Greetings**



# JIMMY SMITH

Current Best Selling Albums



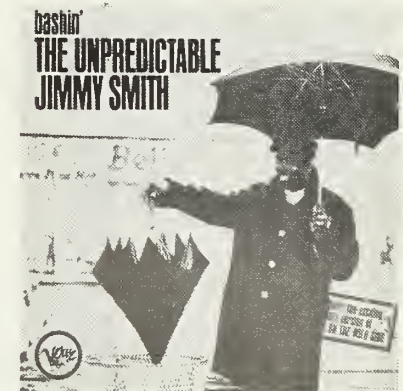
ANY NUMBER CAN WIN V-8552



BLUE BASH V-8553



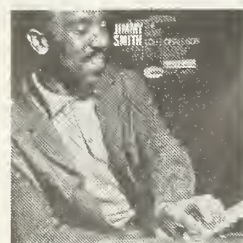
HOBO FLATS V-8544



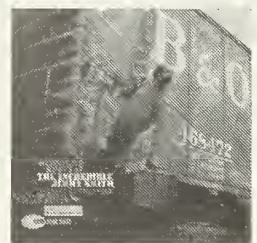
BASHIN' V-8474



ROCKIN' THE BOAT BLUE NOTE—4141



BACK AT THE CHICKEN SHACK BLUE NOTE—4117



MIDNIGHT SPECIAL BLUE NOTE—4078



## JUKE BOX OPS' RECORD GUIDE

THEME FROM ANY NUMBER CAN WIN  
VERVE VK 10299

WHEN MY DREAMBOAT COMES HOME  
BLUE NOTE 1904

HOBO FLATS  
VERVE VK 10283

BACK AT THE CHICKEN SHACK  
BLUE NOTE 1877

WALK ON THE WILD SIDE  
VERVE VK 10255

MIDNIGHT SPECIAL  
BLUE NOTE 1819

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# TOP 100 CHART HITS OF 1963

Continued from page 18

61. Don't Hang Up—Orlons (Cameo) Pub: Kalmann ASCAP—Mann, Appell
62. Our Winter Love—Bill Pursell (Columbia) Pub: Cramart BMI—Cowell
63. Cast Your Fate To The Wind—Vince Guaraldi (Fantasy) Pub: Leeds ASCAP—Coffrant, Bechet
64. Hotel Happiness—Brook Benton (Mercury) Pub: Day Ben, Mansion, ASCAP—Carr, Shuman
65. All Alone Am I—Brenda Lee (Decca) Pub: Duchess BMI—Hadjidakis, Altman
66. More—Kai Winding (Verve) Pub: E. B. Marks BMI—Ortolani, Oliviero
67. Foolish Little Girl—Shirelles (Scepter) Pub: Screen Gems—Columbia BMI—Miller, Greenfield
68. Sugar Shack—Jimmy Gilmer & Fireballs (Dot) Pub: Dundee BMI—McCormack, Voss
69. Wiggle Wobble—Les Cooper (Everlast) Pub: Bob—Dan BMI—Cooper
70. Busted—Ray Charles (ABC-Paramount) Pub: Pamper BMI—Howard
  
71. Memphis—Lonnie Mack (Fraternity) Pub: Arc BMI—Berry
72. Losing You—Brenda Lee (Decca) Pub: Cedarwood BMI—James
73. In Dreams—Roy Orbison (Monument) Pub: Acuff Rose BMI—Orbison
74. Little Town Flirt—Del Shannon (Bigtop) Pub: Vicki BMI—Shannon, McKenzie
75. Zip-A-Dee-Doo-Dah—Bob B. Soxx & Blue Jeans (Philles) Pub: Joy ASCAP—Gilbert, Wrubel
76. You're The Devil In Disguise—Elvis Presley (RCA Victor) Pub: Elvis Presley BMI—Giant, Baum, Kaye
77. Two Lovers—Mary Wells (Motown) Pub: Jobete BMI—Robinson
78. Mama Didn't Lie—Jan Bradley (Chess) Pub: Curtom MBI—Mayfield
79. Those Lazy, Hazy, Crazy Days Of Summer—Nat Cole (Capitol) Pub: Comet ASCAP—Tobias, Carste
80. Just One Look—Doris Troy (Atlantic) Pub: Premier BMI—Carroll, Payne
  
81. It's Up To You—Rick Nelson (Imperial) Pub: Four Star BM!—Fuller
82. I Can't Stay Mad At You—Skeeter Davis (RCA Victor) Pub: Screen Gems—Columbia BMI—King, Goffin
83. Mean Woman Blues—Roy Orbison (Monument) Pub: Gladys ASCAP—DeMetrius
84. You Are My Sunshine—Ray Charles (ABC-Paramount) Pub: Peer Int'l BMI—Davis, Mitchell
85. What Will Mary Say—Johnny Mathis (Columbia) Pub: Elm Drive ASCAP—Vance, Snyder
86. Talk To Me—Sunny & Sunliners (Tear Drop) Pub: Jay & Cee BMI—Seneca
87. Fools Rush In—Rick Nelson (Decca) Pub: Bregman, Vocco & Conn ASCAP—Bloom, Mercer
88. Part Time Love—Little Johnny Taylor (Galaxy) Pub: Cireco—Escort BMI—Hammond
89. He's A Rebel—Crystals (Philles) Pub: January BMI—Pitney
90. Painted, Tainted Rose—Al Martino (Capitol) Pub: Damian ASCAP—Ross, Lewis Sawyer, DeAngelis
  
91. Hey Girl—Freddie Scott (Colpix) Pub: Screen Gems—Columbia BMI—Goffin, King
92. Pride And Joy—Marvin Gaye (Tamla) Pub: Jobete BMI—Whitfield, Gaye, Stevenson
93. Mickey's Monkey—Miracles (Tamla) Pub: Jobete BMI—Holland, Dozier
94. Come And Get These Memories—Martha & The Vandellas—(Gordy) Jobete BMI—Holland, Dozier, Holland
95. Another Saturday Night—Sam Cooke (RCA Victor) Pub: Kags BMI—Cooke
96. Sally Go Round The Roses—Jaynettes (Tuff) Pub: Winlyn BMI—Sandern, Stevens
97. Hello Muddah, Hello Faddah—Allan Sherman (Warner Bros.) Pub: Curtain Call ASCAP—Sherman, Busch
98. Then He Kissed Me—Crystals (Philles) Pub: Mother Bertha, Trio BMI—Spector, Greenwich, Barry
99. Judy's Turn To Cry—Lesley Gore (Mercury) Pub: Glamorous ASCAP—Ross, Lewis
100. Dominique—Singing Nun (Philips) Pub: General ASCAP—Sourire
100. Washington Square—Village Stompers (Epic) Pub: Rayven BMI—Goldstein
100. Deep Purple—Nino Tempo & April Stevens (Atco) Pub: Robbins ASCAP—Parrish, Rose

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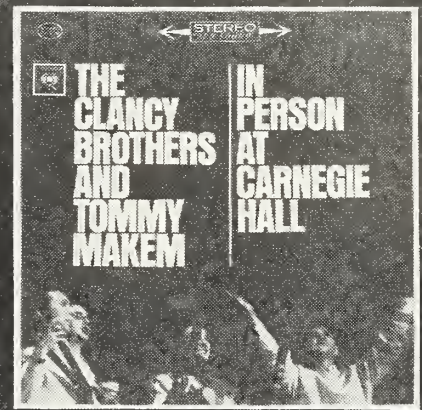
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COLUMBIA 



# TOP ARTISTS OF 1963 on SINGLES

A TABULATION OF ARTISTS WHO ACHIEVED GREATEST SUCCESS IN THE FIELD OF SINGLE RECORDS ACCORDING TO THE WEEKLY CASH BOX TOP 100 BEST SELLER LIST. NAMES LISTED BELOW ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON TOP 100 AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH APPEARED ON THE TOP 100 WERE USED FOR AN ARTIST'S TOTAL. THE SUM TOTAL OF ALL OF AN ARTIST'S HITS RESULTED IN THE POSITIONING OF A NAME. SURVEY COVERS 12 MOS. ENDING DEC. 1, 1963

## BEST MALE VOCALISTS

1. DION DIMUCI  
CHUBBY CHECKER
2. RAY CHARLES
3. ELVIS PRESLEY
4. Roy Orbison
5. Bobby Vinton
6. Nat Cole
7. Rick Nelson
8. Andy Williams
9. Sam Cooke
10. Tony Bennett
11. Bobby Vee
12. Steve Lawrence
13. Gene Pitney
14. Al Martino
15. Lou Christie
16. Bobby Darin
17. Johnny Tillotson
18. Marvin Gaye
19. Brook Benton
20. Richard Chamberlain
21. Brian Hyland
22. Stevie Wonder
23. Paul Anka
24. Kyu Sakamoto
25. Jackie Wilson
26. Bobby Rydell
27. Major Lance
28. Del Shannon
29. Bobby Bare
30. Neil Sedaka
40. Paul Peterson
41. Bobby Bland
42. Jimmy Soul
43. Rolf Harris
44. Sammy Davis, Jr.
45. Bill Anderson
46. Wilson Pickett
47. Wayne Newton
48. Trini Lopez
49. Ned Miller
50. Jimmy Gilmer

## BEST NEWCOMERS MALE VOCALISTS

1. LITTLE STEVIE WONDER
2. KYU SAKAMOTO
3. MAJOR LANCE
4. Rolf Harris
5. Wilson Pickett
6. Wayne Newton
7. Trini Lopez
8. Jimmy Gilmer
9. Freddie Scott
10. Johnny Cymbal
11. Little Johnny Taylor
12. Allan Sherman
13. Johnny Thunder
14. Tom Glazer
15. Big Dee Irwin
16. James Gilreath
17. Rufus Thomas
18. Mel Carter
19. Roy Clark
20. Dave Dudley

## BEST FEMALE VOCALISTS

1. BRENDA LEE
2. CONNIE FRANCIS
3. LESLEY GORE
4. Skeeter Davis
5. Dee Dee Sharp
6. Mary Wells
7. Little Peggy March
8. Little Eva
9. Barbara Lewis
10. Eydie Gorme
11. Marcie Blaine
12. Inez Foxx
13. Dionne Warwick
14. Etta James
15. Timi Yuro
16. Theola Kilgore
17. Jan Bradley
18. Darlene Love
19. Doris Troy
20. Patsy Cline
21. Sandy Stewart
22. Kitty Callen
23. Betty Harris
24. Lavern Baker
25. Singing Nun

## BEST NEWCOMERS FEMALE VOCALISTS

1. LESLEY GORE
2. LITTLE PEGGY MARCH
3. BARBARA LEWIS
4. Marcie Blaine
5. Inez Foxx
6. Dionne Warwick
7. Theola Kilgore
8. Jan Bradley
9. Darlene Love
10. Doris Troy
11. Betty Harris
12. Diane Ray
13. Singing Nun
14. Robin Ward
15. Jackie DeShannon

## BEST INSTRUMENTALISTS AND COMBOS

1. DUANE EDDY
2. SURFARIS
3. TORNADOES
4. Lonnie Mack
5. Rockin Rebels
6. Tijuana Brass
7. Kai Winding
8. Chantays
9. Bill Purcell
10. Vince Guaraldi
11. Routers
12. Joe Harnell
13. Stan Getz & Charlie Byrd
14. Village Stompers
15. Mongo Santamaria
16. Jimmy McGriff
17. Los Indios Tabajaros
18. Boots Randolph
19. Floyd Cramer
20. Busters
20. Bill Black

## BEST NEWCOMERS INST. & COMBO

1. SURFARIS
2. TORNADOES
3. LONNIE MACK
4. Rockin Rebels
5. Tijuana Brass
6. Chantays
7. Vince Guaraldi
8. Village Stompers
9. Mongo Santamaria
10. Jimmy McGriff
11. Indios Tabajaros
12. Busters

## BEST ORCHESTRAS

1. HENRY MANCINI
2. HERB ALPERT'S TIJUANA BRASS
3. RAY BARRETTO
4. Jack Nitzsche
5. Steve Allen
6. Count Basie

## BEST VOCAL GROUPS

1. FOUR SEASONS
2. BEACH BOYS
3. PETER, PAUL & MARY
4. DRIFTERS
5. Ruby & Romantics
6. Paul & Paula
6. Jan & Dean
7. Crystals
8. Chiffons
9. Miracles
10. Shirelles
11. Rooftop Singers
12. Kingston Trio
13. Martha & Vandellas
14. Essex
15. Tymes
16. Orlons
17. B. B. Soxx & Blue Jeans
18. Cookies
19. Duprees
20. Angels
21. Cascades
22. Dovells
23. Exciters
24. Raindrops
25. Ronettes
26. G. Mimms & Enchanters
27. New Christy Minstrels
28. Randy & Rainbows
29. Marvellettes
30. Sunny & Sunliners
31. Jaynettes
32. Nino Tempo & April Stevens
33. Randells
34. Classics
35. Impressions
36. Earls
37. Dick & Deedee
38. Jay & Americans
39. Dale & Grace
40. Steve & Eydie

## BEST NEWCOMERS VOCAL GROUPS

1. RUBY & THE ROMANTICS
2. PAUL & PAULA
3. CHIFFONS
4. Rooftop Singers
5. Martha & Vandellas
6. Essex
7. Tymes
8. Bob B. Soxx & Blue Jeans
9. Cookies
10. Angels
11. Cascades
12. Raindrops
13. Ronettes
14. G. Mimms & Enchanters
15. Randy & The Rainbows
16. Sunny & The Sunliners
17. Jaynettes
18. Nino Tempo & April Stevens
19. Randells
20. Impressions
21. Dale & Grace
22. Classics
23. Dixiebelles
24. Kingsmen
25. Righteous Bros.

## INTERNATIONAL RECORDS TO HIT THE TOP 100 IN 1963

CHICKEN FEED—Bent Fabric (Atco)  
 CHINA NIGHTS—Kyu Sakamoto (Capitol)  
 DOMINIQUE—The Singing Nun (Philips)  
 HAPPY PUPPY—Bent Fabric (Atco)  
 I'M CONFESSIN'—Frank Ifield (Capitol)  
 ISLAND OF DREAMS—The Springfields (Philips)  
 GLOBETROTTER—The Tornadoes (London)  
 LOVESICK BLUES—Frank Ifield (Vee Jay)  
 LUCKY LIPS—Cliff Richard (Epic)  
 MARIA ELENA—Los Indios Tabajaros (RCA Victor)  
 PLEASE—Frank Ifield (Capitol)  
 RIDIN' THE WIND—The Tornadoes (London)  
 SUKIYAKI—Kyu Sakamoto (Capitol)  
 SUN ARISE—Rolf Harris  
 TELSTAR—The Tornadoes (London)  
 TIE ME KANGAROO DOWN SPORT—Rolf Harris (Epic)  
 YOU DON'T HAVE TO BE A BABY TO CRY—The Caravelles (Smash)

## INTERNATIONAL SONGS RECORDED BY AMERICAN ARTISTS TO HIT THE TOP 100

AL DI LA—Connie Francis (MGM)  
 ALL ALONE AM I—Brenda Lee (Decca)  
 AS LONG AS SHE NEEDS ME—Sammy Davis, Jr. (Reprise)  
 MORE—Kai Winding (MGM)  
 DANKE SCHOEN—Wayne Newton (Capitol)  
 DESIFINADO—Stan Getz & Charlie Byrd (Verve)  
 THE GOOD LIFE—Tony Bennett (Columbia)  
 I WILL FOLLOW HIM—Peggy March (RCA Victor)  
 MEDITATION (MEDITACAO)—Charlie Byrd (Riverside)  
 SCARLETT O'HARA—Lawrence Welk (Dot)



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# TOP ALBUMS OF 1963

A TABULATION OF ALBUMS WHICH ACHIEVED GREATEST SUCCESS ON THE CHARTS ACCORDING TO THE WEEKLY CASH BOX TOP 100 LP BEST SELLER LIST. TITLES LISTED BELOW ARE IN ORDER OF STRENGTH BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON TOP 100 AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH APPEARED ON THE TOP 100 WERE USED FOR THIS SURVEY. THE SUM TOTAL OF EACH TITLE RESULTED IN THE POSITIONING OF THE ALBUM. SURVEY COVERS 12 MOS. ENDING DEC. 1, 1963.

1. WEST SIDE STORY—SOUNDTRACK (Columbia)
2. PETER, PAUL & MARY (Warner Bros.)
3. MOVIN'—PETER, PAUL & MARY (Warner Bros.)
4. Joan Baez In Concert (Vanguard)
5. I Left My Heart In San Francisco—Tony Bennett (Columbia)
6. Moon River—Andy Williams (Columbia)
7. Lawrence Of Arabia—Soundtrack (Colpix)
8. Pot Luck—Elvis Presley (RCA Victor)
9. Days Of Wine And Roses—Andy Williams (Columbia)
10. Barbra Streisand Album (Columbia)
11. Bye Bye Birdie—Soundtrack (RCA Victor)
12. Jazz Samba—Stan Getz (Verve)
13. How The West Was Won—Soundtrack (MGM)
14. I Wanna Be Around—Tony Bennett (Columbia)
15. Roy Orbison's Greatest Hits (Monument)
16. Surfin' U.S.A.—Beach Boys (Capitol)
17. Oliver!—Original Cast (RCA Victor)
18. Kingston Trio #16 (Capitol)
19. Songs I Love To Sing—Frank Fontaine (ABC-Paramount)
20. Think Ethnic—Smothers Bros. (Mercury)
21. Our Man In Hollywood—Henry Mancini (RCA Victor)
22. Richard Chamberlain Sings (MGM)
23. Fly Me To The Moon—Joe Harnell (Kapp)
24. Johnny's Newest Hits—Johnny Mathis (Columbia)
25. James Brown At The Apollo (King)
26. Broadway My Way—Nancy Wilson (Capitol)
27. Surfing—Ventures (Dolton)
28. Cleopatra—Soundtrack (20th Century Fox)
29. Alley Cat—Bert Fabric (Atco)
30. Trini Lopez At PJ's (Reprise)
31. Sincerely Yours—Robert Goulet (Columbia)
32. Themes For Young Lovers—Percy Faith (Columbia)
33. Hail The Conquering Nero—Peter Nero (RCA Victor)
34. Shut Down—Beach Boys (Capitol)
35. Sinatra-Basie (Reprise)
36. 1962's Greatest Hits—Billy Vaughn (Dot)
37. It Happened At The World's Fair—Elvis Presley (RCA Victor)
38. I Love You Because—Al Martino (Capitol)
39. New Frontier—Kingston Trio (Capitol)
40. My Son The Celebrity—Allan Sherman (Warner Bros.)
41. 1962's Early Hits—Lawrence Welk (Dot)
42. Tell Tall Tales—New Christy Minstrels (Columbia)
43. Music Man—Soundtrack (Warner Bros.)
44. Blue Velvet—Bobby Vinton (Epic)
45. Hobo Flats—Jimmy Smith (Verve)
46. Latin Rendezvous—Mantovani (London)
47. Happy Beat—Ray Conniff (Columbia)
48. Paul & Paula Sing For Young Lovers (Philips)
49. Ring Of Fire—Johnny Cash (Columbia)
50. Sunny Side—Kingston Trio (Capitol)
51. The Concert Sinatra—Frank Sinatra (Reprise)
52. For Your Sweet Love—Rick Nelson (Decca)
53. First Family-Volume II—Vaughn Meader (Cadence)
54. Gravy Waltz—Steve Allen (Dot)
55. Hollywood-My Way—Nancy Wilson (Capitol)
56. First Family-Volume I—Vaughn Meader (Cadence)
57. I'm A Woman—Peggy Lee (Capitol)
58. Jalousie—Arthur Fiedler (RCA Victor)
59. Jazz Impressions Of Black Orpheus—Vince Guaraldi (Fantasy)
60. Mondo Cane—Soundtrack (United Artists)

61. Little Town Flirt—Del Shannon (Bigtop)
62. Ramblin'—New Christy Minstrels (Columbia)
63. Steve Lawrence Winners (Columbia)
64. So Much In Love—Tymes (Parkway)
65. Stardust—Boston Pops (RCA Victor)
66. The Stripper—David Rose (MGM)
67. Those Lazy, Hazy, Crazy, Days Of Summer—Nate Cole (Capitol)
68. Uniquely Mancini—Henry Mancini (RCA Victor)
69. Warm & Willing—Andy Williams (Columbia)
70. Wonderful World Of Love—Robert Goulet (Columbia)
71. Bossa Nova U.S.A.—Dave Brubeck (Columbia)
72. Cascading Voices—Hugo & Luigi (RCA Victor)
73. Elvis' Golden Records-Volume 3—Elvis Presley (RCA Victor)
74. Gypsy—Soundtrack (Warner Bros.)
75. Big Girls Don't Cry—Four Seasons (Vee Jay)
76. Girls, Girls, Girls—Elvis Presley (RCA Victor)
77. I'll Cry If I Want To—Lesley Gore (Mercury)
78. Blame It On The Bossa Nova—Eydie Gorme (Columbia)
79. Ingredients In A Recipe For Soul—Ray Charles (ABC-Paramount)
80. Johnny—Johnny Mathis (Columbia)
81. New Christy Minstrels In Person (Columbia)
82. Baby Workout—Jackie Wilson (Brunswick)
83. Golden Hits Of The Four Seasons (Vee Jay)
84. Chuck Berry On Stage (Chess)
85. In Dreams—Roy Orbison (Monument)
86. Freewheelin'—Bob Dylan (Columbia)
87. Award Winning Motion Pictures—Connie Francis (MGM)
88. Best Of The Chad Mitchell Trio (Kapp)
89. Arriverderci Roma—Jerry Vale (Columbia)
90. Jazz Samba Encore—Stan Getz (Verve)
91. Follow The Boys—Connie Francis (MGM)
92. Modern Sounds In Country & Western Music—Ray Charles (ABC-Paramount)
93. Let's Go—Ventures (Dolton)
94. More (Soul Surfin')—Kai Winding (Verve)
95. Livin' It Up—Bert Kaempfert (Decca)
95. A Taste Of Honey—Martin Denny (Liberty)
97. Love Themes From Cleopatra—Ferrante & Teicher (United Artists)
98. Biggest Hits—Chubby Checker (Parkway)
99. Love For Sale—Arthur Lyman (HiFi)
100. Back At The Chicken Shack—Jimmy Smith (Blue Note)

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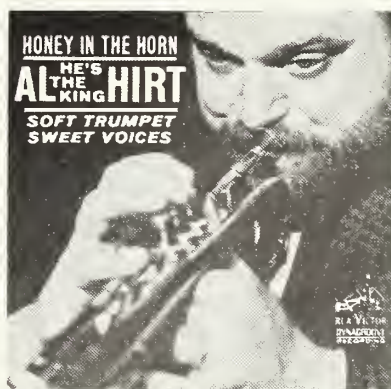
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# TOP ARTISTS of 1963 on ALBUMS

## BEST MALE VOCALISTS

1. TIE { TONY BENNETT } TIE  
ANDY WILLIAMS }
2. ELVIS PRESLEY
3. FRANK SINATRA
4. Robert Goulet
5. Roy Orbison
6. Johnny Mathis
7. Nat Cole
8. Ray Charles
9. Frank Fontane
10. Rick Nelson
11. Al Martino
12. Richard Chamberlain
13. James Brown
14. Trini Lopez
15. Chubby Checker
16. Bobby Vee
17. Bobby Vinton
18. Jerry Vale
19. Johnny Cash
20. Del Shannon
21. Dion DiMuci
22. Bobby Darin
23. Jimmy Durante
24. Bill Anderson
25. Kyu Sakamoto
26. Gene Pitney
27. Jackie Wilson
28. Chuck Berry
29. Paul Anka
30. Bob Dylan
31. Lou Monte
32. Sammy Davis, Jr.
33. Bobby Bland
34. James Darren
35. Sergio Franchi
36. Buddy Holly
37. Perry Como
38. Neil Sedaka
39. Vic Dana
40. Arthur Prysock

## BEST FEMALE VOCALISTS

1. JOAN BAEZ
2. BARBARA STREISAND
3. NANCY WILSON
4. Connie Francis
5. Peggy Lee
6. Brenda Lee
7. Lesley Gore
8. Singing Nun
9. Skeeter Davis
10. Judy Garland
11. Annette
12. Patsy Cline
13. Little Peggy March
14. Gloria Lynne
15. Patti Page
16. Georgia Brown
17. Anita Bryant
18. Julie London
19. Mary Wells

## BEST ORCHESTRAS

1. HENRY MANCINI
2. BILLY VAUGHN
3. ARTHUR FIEDLER—  
BOSTON POPS
4. Lawrence Welk
5. Mantovani
6. Ray Conniff
7. David Rose
8. Felix Slatkin
9. Glenn Gray
10. Marty Gold
11. Elmer Bernstein
12. Count Basie
13. Woody Herman
14. Mongo Santamaria
15. Andre Kostelanetz

## BEST VOCAL GROUPS

1. PETER, PAUL & MARY
2. BEACH BOYS
3. KINGSTON TRIO
4. New Christy Minstrels
5. Four Seasons
6. Smothers Brothers
7. Paul and Paula
8. Chad Mitchell Trio
9. Limelighters
10. Tymes
11. Rooftop Singers
12. Lettermen
13. Cascading Voices
14. Shirelles
15. Jan and Dean
16. Angels
17. Chiffons
18. Dovells
19. Ian and Sylvia
20. Orlons
21. Swingle Singers
22. Brothers Four
23. Cascades
24. Impressions
25. Crystals

## BEST NEWCOMERS VOCAL GROUPS

1. NEW CHRISTY MINSTRELS
2. TYMES
3. ROOFTOP SINGERS
4. Cascading Voices
5. Angels
6. Chiffons
7. Ian & Sylvia
8. Swingle Singers
9. Cascades
10. Essex

## BEST NEWCOMERS INSTRUMENTALISTS & COMBOS

1. VINCE GUARALDI
2. CHANTAYS
3. SURFARIS
4. Astronauts
5. Tornadoes
6. Dick Dale

## BEST INSTRUMENTALISTS & COMBOS

1. STAN GETZ
2. THE VENTURES
3. CHARLIE BYRD
4. Joe Harnell
5. Percy Faith
6. Bent Fabric
7. Roger Williams
8. Vince Guaraldi
9. Laurindo Almeida
10. Chantays
11. Surfaris
12. Arthur Lyman
13. Dave Brubeck
14. Duane Eddy
15. Peter Nero
16. Ferrante & Teicher
17. Jimmy Smith
18. Cannonball Adderly
19. Kai Winding
20. Astronauts
21. Martin Denny
22. Jackie Gleason
23. Earl Grant
24. Al Hirt
25. Tornadoes

## BEST NEWCOMERS MALE VOCALISTS

1. FRANK FONTANE
2. RICHARD CHAMBERLAIN
3. TRINI LOPEZ
4. Kyu Sakamoto
5. Bob Dylan
6. John Gary

## BEST COMEDY ARTISTS

1. ALLAN SHERMAN
2. SMOTHERS BROS.
3. VAUGHN MEADER
4. Rusty Warren
5. Jose Jiminez
6. Cassius Clay
7. Moms Mabley
8. Dave Gardner

## BEST NEWCOMERS FEMALE VOCALISTS

1. BARBARA STREISAND
2. LESLEY GORE
3. LITTLE PEGGY MARCH
4. Singing Nun
5. Georgia Brown

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and  
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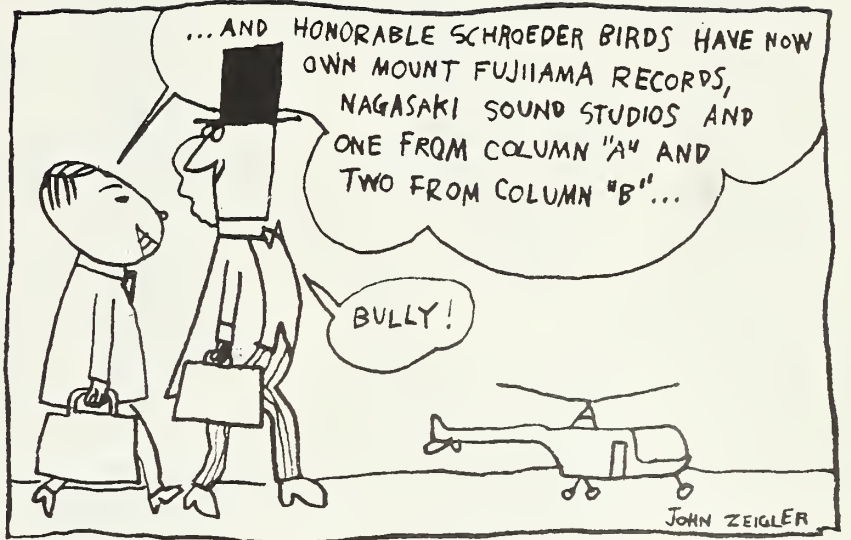
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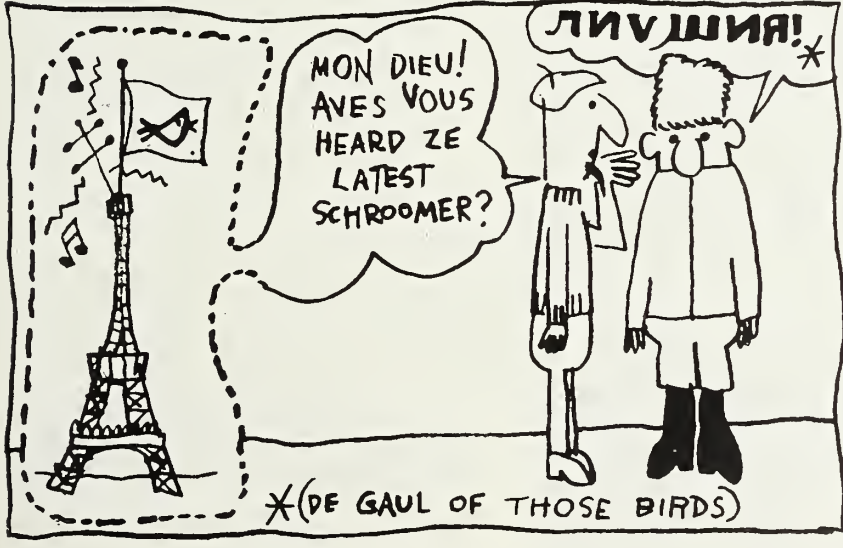
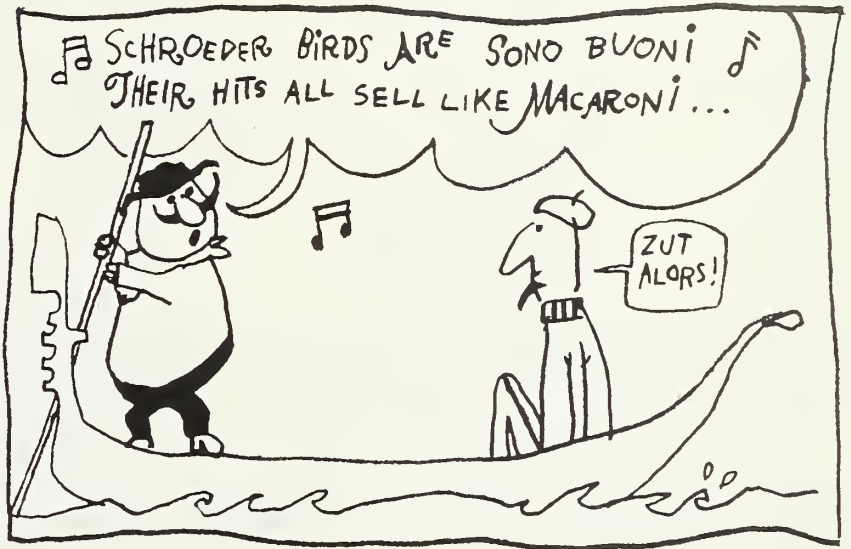
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# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

Ames Brothers	Sentimental Me (Rag Mop)	Coral 1950
Anderson, Leroy	You You You	Victor 1953
Andrews Sisters	Blue Tango	Decca 1951
	Rum And Coca-Cola	Decca 1944
Anka, Paul	I Can Dream, Can't I	Decca 1949
	Diana	ABC Par 1957
Austin, Gene	Lonely Boy	ABC Par 1960
Autry, Gene	Ramona	Victor 1928
	Silver Haired Daddy	Columbia 1939
	Rudolph The Red-Nosed Reindeer	Columbia 1950
Avalon, Frankie	Venus	Chancellor 1958
Baker, LaVern	I Cried A Tear	Atlantic 1959
Barber, Chris	Petite Fleur	Laurie 1959
Barron, Blue	Cruising Down The River	MGM 1949
Barton, Eileen	If I Knew You Were Comin'	National 1950
	I'd Of Baked A Cake	Capitol 1956
Baxter, Les	Poor People Of Paris	Columbia 1952
Bennett, Tony	Because Of You	Columbia 1952
	Cold Cold Heart	Columbia 1953
	Rags To Riches	Columbia 1954
	Stranger In Paradise	Mercury 1959
	It's Just A Matter Of Time	Atco 1962
	Stranger On The Shore	Hi 1959
	Smokie	Hi 1960
	White Silver Sands	Hi 1960
	Josephine	Capitol 1960
	He'll Have To Stay	Legrand 1962
	Quarter To Three	Stax 1962
	Green Onions	Dot 1955
	Ain't That A Shame	Dot
	I'll Be Home	Dot
	Friendly Persuasion	Dot
	Remember You're Mine	Dot
	I Almost Lost My Mind	Dot 1956
	Love Letters In The Sand	Dot 1957
	Don't Forbid Me	Dot 1957
	Why, Baby, Why	Dot 1958
	April Love	Columbia 1952
	I Saw Mommy Kissing Santa Claus	Coral 1952
	Till I Waltz Again With You	Coral 1953
	Ricochet	Victor 1942
	There's A Star-Spangled Banner	
	Waving Somewhere	

Brown, Les	Sentimental Journey	Columbia 1945
Browns	Three Bells	Victor 1959
Buchanan & Goodman	Flying Saucer	Luniverse 1956
Byrnes, Edd	Kookie Lend Me Your Comb	Warner Bros. 1959
Calloway, Cab	Jumpin' Jive	Columbia 1939
Channel, Bruce	Hey Baby	Smash 1962
Cannon, Freddie	Way Down Yonder in New Orleans	Swan 1959
Cavallaro, Carmen	Polonaise (by Chopin)	Decca 1945
Champs	Tequila	Challenge 1958
Charles, Ray	I Can't Stop Loving You	ABC Par 1962
Checker, Chubby	The Twist	Parkway 1960
	Let's Twist Again	Parkway 1961
	Limbo Rock/Popeye	Parkway 1962
	Mr. Sandman	Cadence 1954
	Come On-A My House	Columbia 1951
	Hey There	Columbia 1954
	Searchin'	Atco 1957
	Yakety Yak	Atco 1958
	Charlie Brown	Atco 1959
	Poison Ivy	Atco 1959
	Topsy (Part II)	Love 1958
	Nature Boy	Capitol 1948
	Mona Lisa	Capitol 1949
	Too Young	Capitol 1951
	Ramblin' Rose	Capitol 1962
	Temptation	Victor 1945
	Hubba Hubba	Victor 1945
	Till The End Of Time	Victor 1945
	Prisoner Of Love	Victor 1946
	When You Were Sweet Sixteen	Victor 1947
	Because	Victor 1948
	Don't Let The Stars Get In	Victor 1952
	Your Eyes	Victor 1954
	Wanted	Victor 1956
	Hot Diggity	Victor 1956
	Papa Loves Mambo	Victor 1957
	Round And Round	Victor 1958
	Catch A Falling Star	Victor 1958
	Do You Love Me	Gordy 1962
	You Send Me	Keen 1958
	Tea For Two Cha Cha	Decca 1958
	Last Date	1961
	Sh-Boom	Mercury 1954
	That'll Be The Day	Brunswick 1957
	Silent Night	Decca 1942
	Sunday, Monday, Or Always	Decca 1943
	I'll Be Home For Christmas	Decca 1943
	Swinging On A Star	Decca 1944
	Too-Ra-Loo-Ra-Loo-Ral	Decca 1944
	I Can't Begin To Tell You	Decca 1945
	Dear Hearts And Gentle People	Decca 1946
	New San Antonio Rose	Decca 1946

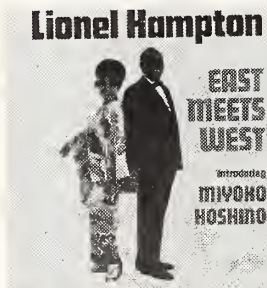
(Continued on page 30)

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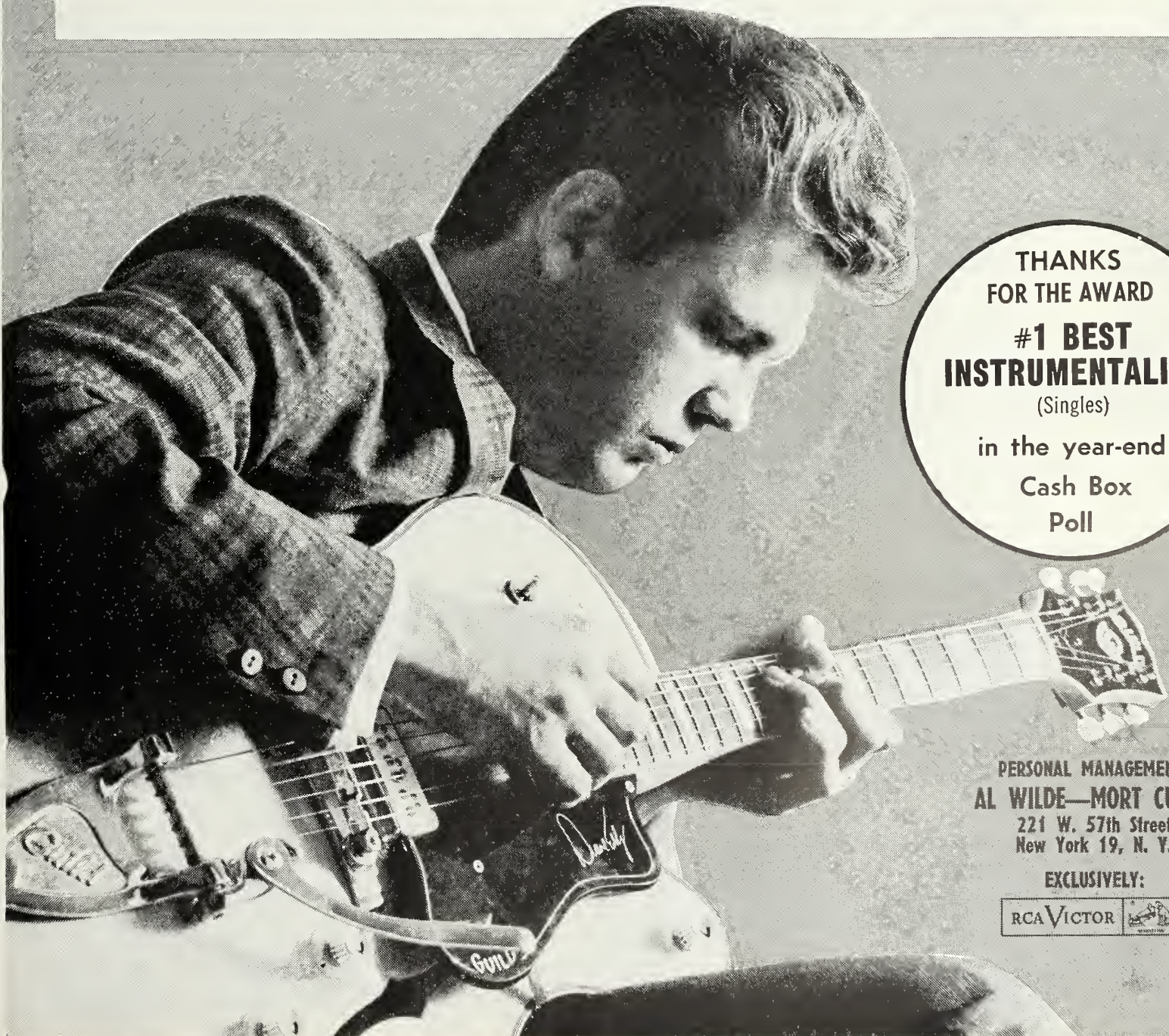
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# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

(Continued from page 28)

Crosby, Bing (Cont'd)	MacNamara's Band	Decca 1946
	Sweet Leilani	Decca 1946
	White Christmas	Decca 1946
	Now Is The Hour	Decca 1948
	Galway Bay	Decca 1948
with Andrews Sisters	Pistol Packin' Mama	Decca 1943
	Jingle Bells	Decca 1943
	Don't Fence Me In	Decca 1944
	South America, Take It Away	Decca 1946
with Gary Crosby	Play A Simple Melody	Decca 1950
with Grace Kelly	True Love	Capitol 1957
with Fred Waring	Whiffenpoof Song	Decca 1950
Dalhart, Vernon	Prisoner's Song	Victor 1924
Damone, Vic	You're Breaking My Heart	Mercury 1949
Danny & Juniors	At The Hop	ABC-Par 1958
Darin, Bobby	Splish Splash	Atco 1958
	Dream Lover	Atco 1959
	Queen Of The Hop	Atco 1959
	Mack The Knife	Atco 1960
	Rockin' Robin	Class 1958
	Secret Love	Columbia 1954
	Whatever Will Be, Will Be	Columbia 1956
	Big Bad John	Columbia 1961
Dean, Jimmy	The Peppermint Twist	Roulette 1961
Dee, Joey & Starlites	Come Go With Me	Dot 1957
Del-Vikings	Quiet Village	Liberty 1959
Denny, Martin	Little Darlin'	Mercury 1957
Diamonds	The Stroll	Mercury 1958
Dinning, Mark	Teen Angel	MGM 1960
Dion	Runaround Sue	Laurie 1961
Doggett, Bill	Honky Tonk	King 1956
Domino, Fats	The Fat Man	Imperial 1948
	Goin' Home	Imperial 1952
	You Said You Loved Me	Imperial 1953
	Please Don't Leave Me	Imperial 1953
	Going To The River	Imperial 1953
	Love Me	Imperial 1954
	All By Myself	Imperial 1955
	I Can't Go On	Imperial 1955
	Ain't That A Shame	Imperial 1955
	I'm In Love Again	Imperial 1956
	Bo Weevil	Imperial 1956
	Blue Monday	Imperial 1956
	Blueberry Hill	Imperial 1956
	It's You I Love	Imperial 1957
	I'm Walkin'	Imperial 1957
	I Still Love You	Imperial 1957
	Whole Lotta Lovin'	Imperial 1960
Dorsey, Jimmy	Maria Elena	Decca 1946
	Green Eyes	Decca 1946
	So Rare	Fraternity 1957
Dorsey, Tommy	Marie	Victor 1937
	Boogie Woogie	Victor 1938
	There Are Such Things	Victor 1942
Draper, Rusty	Gambler's Guitar	Mercury 1953
Drifters	There Goes My Baby	Atlantic 1960
	True Love, True Love/Dance	Atlantic 1960
	With Me	
	Save The Last Dance For Me	Atlantic 1961
Duke Of Earl	Duke Of Earl	Vee Jay 1962
Eckstine, Billy	I Apologize	MGM 1951
Edwards, Tommy	It's All In The Game	MGM 1958
Elegants	Little Star	APT 1958
Eva, Little	The Loco-Motion	Dimension 1962
Everly Bros.	Bye Bye Love	Cadence 1957
	Wake Up Little Susie	Cadence 1957
	All I Have To Do Is Dream	Cadence 1958
	Bird Dog/Devoted To You	Cadence 1958
	Cathy's Clown	Warner Bros. 1960
Fabric, Bent	Alley Cat	Atco 1962
Faith, Percy	The Song From Moulin Rouge	Columbia 1953
	Theme From A Summer Place	Columbia 1960
Ferrante & Teicher	Exodus	Un. Artists 1961
Fiedler, Arthur	Jalousie	Victor 1938
Fisher, Eddie	Anytime	Victor 1951
	I'm Walking Behind You	Victor 1953
	Oh My Pappa	Victor 1953
	I Need You Now	Victor 1954
Fitzgerald, Ella	Into Each Life Some Rain Must	
& Ink Spots	Fall	Decca 1944
Fleetwoods	Come Softly To Me	Dolton 1959
	Mr. Blue	Dolton 1959
Fontane Sisters	Hearts of Stone	Dot
Ford, Tennessee Ernie	Sixteen Tons	Capitol 1955
Four Aces	Tell Me Why	Decca 1951
	Love Is A Many-Splendored Thing	Decca 1955
Four Lads	Moments To Remember	Columbia 1955
	No Not Much	Columbia 1956
Four Seasons	Sherry	VeeJay 1962
	Big Girls Don't Cry	VeeJay 1962
Francis, Connie	Who's Sorry Now	MGM 1958
	My Happiness	MGM 1959
	Among My Souvenirs	MGM 1959
	Mama/Teddy	MGM 1960

(Continued on page 32)



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*Greetings  
And Thanks To All  
For A Successful  
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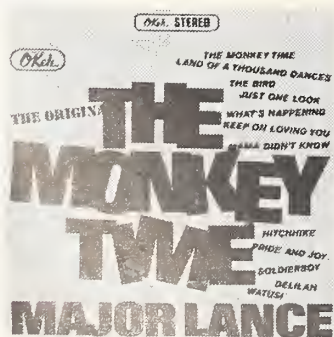
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# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

(Continued from page 30)

Connie Francis (Cont'd)	Everybody's Somebody's Fool/ Jealous Of You Together Many Tears Ago Where The Boys Are	MGM 1960 MGM 1961 MGM 1961 MGM 1961
Freberg, Stan Four Seasons	St. George And The Dragonet Sherry Big Girls Don't Cry	Capitol 1953 VeeJay 1962 VeeJay 1962
Gibbs, Georgia	Kiss Of Fire Tweedle Dee Dance With Me Henry Sugar Shack	Mercury 1952 Mercury 1955 Mercury 1955 Dot 1963
Gilmer, Jimmy & Fireballs Glahe, Will Gleason, Jackie Godfrey, Arthur Grant, Gogi	Beer Barrel Polka Melancholy Serenade Too Fat Polka Suddenly There's A Valley Wayward Wind	Victor 1938 Capitol 1953 Columbia 1947 Era 1955 Era 1956
Haley, Bill	Shake, Rattle And Roll Rock Around The Clock	Decca 1955 Decca 1955
Hamilton IV, George	A Rose And A Baby Ruth	ABC-Par 1958
Harris, Phil	The Thing	Victor 1950
Harrison, Wilbert	Kansas City	Fury 1959
Hayes, Bill	Davy Crockett	Cadence 1955
Haymes, Dick	You'll Never Know Little White Lies	Decca 1943 Decca 1948
Heidt, Horace	Deep In The Heart Of Texas	Columbia 1941
Helms, Bobby	My Special Angel	Decca 1957
Herman, Woody	Laura Woodchooper's Ball	Columbia 1945 Decca 1947
Highwaymen	Michael	United Artists 1961
Hilltoppers	P.S. I Love You	Dot
Holly, Buddy	Paggy Sue	Coral 1958
Hollywood Argyles	Alley-Oop	Lute 1960
Horton, Johnny	Battle Of New Orleans	Columbia 1959
Howard, Eddy	To Each His Own	Mercury 1946
Hunt, Pee Wee	12th Street Rag Oh	Capital 1951 Capitol 1953
Hunter, Tab	Young Love	Dot 1957
Hyland, Brian	Itsy Bitsy Teenie Bikini	Kapp 1960
Impalas	Sorry (I Ran All The Way Home)	Cub 1959
Ink Spots	To Each His Own The Gypsy	Decca 1946 Decca 1946
James, Harry	Ciribiribin One O'Clock Jump You Made Me Love You	Columbia 1939 Columbia 1941 Columbia 1946
James, Joni	Why Don't You Believe Me Your Cheating Heart Have You Heard	MGM 1953 MGM 1953
James, Sonny	Young Love	Capitol 1957
Jenkins, Gordon with The Weavers	Maybe You'll Be There Goodnight, Irene	Decca 1947 Decca 1950
Jolson, Al	April Showers b/w Swanee California Here I Come b/w Rockabye Your Baby You Made Me Love You b/w Ma Blushin' Rosie Sonny Boy b/w My Mammy Anniversary Song	Decca 1945 Decca 1946 Decca 1946 Decca 1946 Decca 1946
Jones, Jimmy	Handy Man Good Timin'	Cub 1960 Cub 1960
Jones, Spike	Cocktails For Two	Victor 1944
Jordan, Louis	All I Want For Christmas	Victor 1948
Justis, Bill	Choo Cho Ch'Boogie Raunchy	Decca 1946 Phillips Int 1958
Kaempfert, Bert	Wonderland By Night	Decca 1961
Kalin Twins	When	Decca 1958
Kallen, Kitty	Little Things Mean A Lot	Decca 1954
King, Claude	Wolverton Mountain	Columbia 1962
King, Pee Wee	Slow Poke	Victor 1951
Kingston Trio	Tom Dooley	Capitol 1958
Knight, Evelyn	A Little Bird Told Me	Decca 1948
Kyser, Kay	Three Little Fishes Jingle Jangle Jingle Praise The Lord Strip Polka Who Wouldn't Love You Woody Woodpecker	Columbia 1941 Columbia 1942 Columbia 1942 Columbia 1942 Columbia 1942 Columbia 1948
Laine, Frankie	That's My Desire Shine Mule Train Lucky Ol' Sun Jezebel I Believe Moonlight Gambler	Mercury 1947 Mercury 1948 Mercury 1949 Mercury 1949 Columbia 1951 Columbia 1953 Columbia 1957
La Rosa, Julius	Eh Cumpari	Cadence 1953
Lanza, Mario	Be My Love	Victor 1950
Lawrence, Steve	Loveliest Night of the Year Go Away Little Girl	Victor 1951 Columbia 1963

(Continued on page 34)





*How  
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Thank You —*

*For All The Wonderful Success  
You Have Given us in 1963*

*with:*

singles	albums
"Surfin' U.S.A." and "Shutdown"	"Surfin' U.S.A."
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for their  
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**"Hello Young Lovers"**

*Jimmy*

**William Morris Agency**

**Bob Braun**

Personal Management

# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

(Continued from page 32)


Lee, Brenda	I'm Sorry/That's All You Gotta Do	Decca 1960
Lee, Peggy	Manana	Capitol 1948
Lewis, Jerry	Rock-A-Bye Your Baby With A Dixie Melody	Decca 1956
Lewis, Jerry Lee	Great Balls Of Fire	Sun 1957
	Whole Lot of Shakin' Going On	Sun 1958
Lombardo, Guy	Third Man Theme	Decca 1944
	Humoresque	Decca 1946
	Easter Parade	Decca 1947
with Andrews Sisters	Christmas Island	Decca 1946
London, Julie	Cry Me A River	Liberty 1955
London, Laurie	He's Got The Whole World	Capitol 1958
Long, Johnny	Shanty Town	Decca 1940
Lowe, Jim	Green Door	Dot 1957
Luke, Robin	Susie Darlin'	Dot 1958
Lund, Art	Mam'selle	MGM 1947
Lynn, Vera	Auf Weidersehn	London 1955
Maddox, Johnny	Crazy Otto	Dot
Mangano, Sylvania	Anna	MGM 1953
Marterie, Ralph	Caravan	Mercury 1952
	Pretend	Mercury 1953
Martin, Dean	That's Amore	Capitol 1953
	Memories Are Made Of This	Capitol 1955
Martin, Freddy	Piano Concerto in B Flat	Victor 1941
	White Christmas	Victor 1942
Martindale, Wink	Deck Of Cards	Dot 1960
Marvelettes	Please Mr. Postman	Tamla 1960
Mathis, Johnny	Chances Are	Columbia 1957
	It's Not For Me To Say	Columbia 1957
McGuire, Sisters	Sincerely	Coral 1955
	Sugartime	Coral 1958
McPhatter, Clyde	A Lover's Question	Atlantic 1958
Miller, Glenn	American Patrol	Victor 1939
	In The Mood	Victor 1939
	Little Brown Jug	Victor 1939
	Sunrise Serenade	Victor 1939
	Pennsylvania 6-5000	Victor 1940
	Tuxedo Junction	Victor 1940
	Chattanooga Choo Choo	Victor 1941
	Kalamazoo	Victor 1942
Miller, Mitch	Yellow Rose Of Texas	Columbia 1955
Mills Brothers	You Always Hurt The One You Love	Decca 1944
	Paper Doll	Decca 1948
	The Glow-Worm	Decca 1952
Mitchell, Guy	My Heart Cries For You	Columbia 1950
	Singing The Blues	Columbia 1957
Modugno, Domenico	Nel Blu Dipinto Di Blu (Volare)	Decca 1958
Monroe, Vaughn	Racing With the Moon	Victor 1941
	There I've Said It Again	Victor 1945
	Ballerina	Victor 1947
	Riders In The Sky	Victor 1949
	Pepino	Reprise 1963
Monte, Lou	Four Leaf Clover	MGM 1948
Mooney, Art	Cruising Down The River	Decca 1949
Morgan, Russ	Blacksmith Blues	Capitol 1952
Morse, Ella Mae	Sugar Blues	Decca 1946
McCoy, Clyde		
Nelson, Ricky	Teenager's Romance	Verve 1957
	Stood Up	Imperial 1957
	Be Bop Baby	Imperial 1958
	Poor Little Fool/Lonesome Town	Imperial 1958
	Believe What I Say	Imperial 1958
	It's Late/Never Be Anyone Else	
	But You	Imperial 1959
	Travelin' Man/Hello Mary Lou	Imperial 1961
Orbison, Roy	Only The Lonely	Monument 1960
Page, Patti	Tennessee Waltz	Mercury 1950
	Mockingbird Hill	Mercury 1950
	I Went To Your Wedding	Mercury 1952
	Doggie in the Window	Mercury 1952
	Changing Partners	Mercury 1953
	Cross Over the Bridge	Mercury 1954
	Allegheny Moon	Mercury 1956
Patience & Prudence	Tonight You Belong To Me	Liberty 1956
Paul & Paula	Hey Paula	Philips 1960
Paul, Les &	How High The Moon	Capitol 1947
Mary Ford	Mockin' Bird Hill	Capitol 1949
	The World Is Waiting For the	
	Sunrise	Capitol 1949
	Vaya Con Dios	Capitol 1953
Penguins	Earth Angel	Dooto 1957
Phillips, Phil	Sea Of Love	Mercury 1959
Pickett, Bobby	Monster Mash	Garpax 1962
Platters	Only You	Mercury 1955
	The Great Pretender	Mercury 1955
	My Prayer	Mercury 1956
	Twilight Time	Mercury 1958
	Smoke Gets In Your Eyes	Mercury 1959
Playmates	Beep Beep	Roulette 1958
Prado, Perez	Cherry Pink And Apple Blossom	
	White	Victor 1955
	Patricia	Victor 1958


(Continued on page 36)

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TO MANY  
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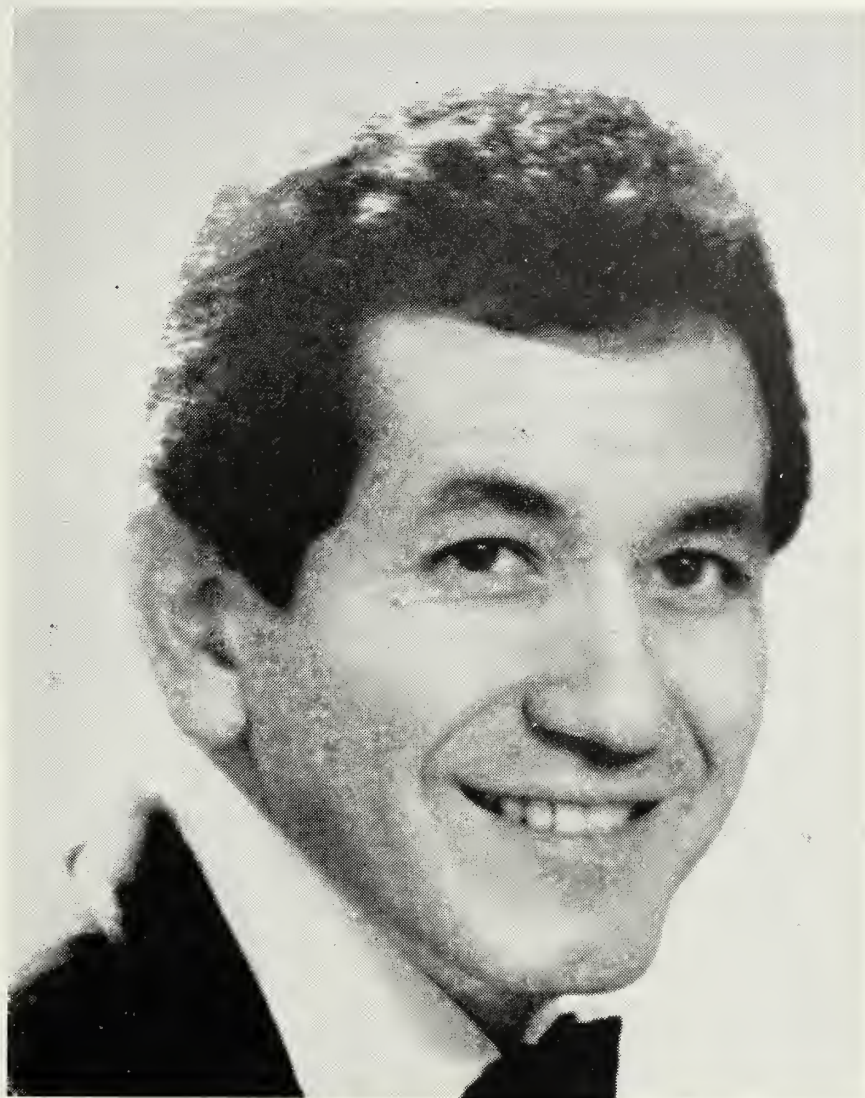
# MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

(Continued from page 34)

Presley, Elvis	Heartbreak Hotel	Victor 1956
	I Want You, I Need You, I Love You	Victor 1956
	Love Me Tender	Victor 1956
	All Shook Up	Victor 1957
	Don't Be Cruel/Hound Dog	Victor 1957
	Too Much	Victor 1957
	Teddy Bear/Loving You	Victor 1957
	Jailhouse Rock	Victor 1957
	Wear My Ring Around Your Neck	Victor 1958
	Don't	Victor 1958
	I Got Stung	Victor 1958
	Hard Headed Woman	Victor 1958
	A Fool Such As I	Victor 1959
	Stuck On You	Victor 1959
	It's Now Or Never	Victor 1960
	Are You Lonesome Tonight	Victor 1960
	Surrender	Victor 1961
	Can't Help Falling In Love	Victor 1961
	Little Sister/His Latest Flame	Victor 1961
	Good Luck Charm	Victor 1962
Return To Sender	Victor 1962	
Preston, Johnny	Running Bear	Mercury 1960
	Stagger Lee	ABC Par 1959
Price, Lloyd	Personality	ABC Par 1959
Ray, Johnnie	Cry	Columbia 1951
	Silhouettes	Cameo 1958
Rays	He'll Have To Go	Victor 1960
Reeves, Jim	Tammy	Coral 1957
Reynolds, Debbie	Lisbon Antigua	Capitol 1955
Riddle, Nelson	Honeycomb	Roulette 1957
Rodgers, Jimmie	Kisses Sweeter Than Wine	Roulette 1958
	Secretly	Roulette 1958
Rooftop Singers	Oh-Oh I'm Falling In Love Again	Roulette 1958
	Walk Right In	Vanguard 1963
Rose, David	The Stripper	MGM 1962
Rydell, Bobby	Wild One/Little Bitty Girl	Cameo 1959
Sakamoto, Kyu	Sukiyaki	Capitol 1963
	Teen Age Crush	Capitol 1957
Sands, Tommy	Sleepwalk	Can-Am 1959
Santo & Johnny	My True Love/Leroy	Carlton 1958
Scott, Jack	What In The World's Come Over You	Top Rank 1960
	Witch Doctor	Liberty 1958
Seville, David	Chipmunk Song	Liberty 1958
	Alvin's Harmonica	Liberty 1959
Shannon, Del	Runaway	Bigtop 1961
	Mashed Potato Time	Cameo 1962
Sharp, Dee Dee	Begin The Beguine	Victor 1938
	Star Dust	Victor 1940
Shaw, Artie	Summit Ridge Drive	Victor 1940
	Soldier Boy	Scepter 1962
Shirelles	Buttons And Bows	Columbia 1948
	Get A Job	Ember 1958
Shore, Dinah	Young At Heart	Capitol 1954
Silhouettes	Rose O'Day	Columbia 1941
Sinatra, Frank	Temptation	Capitol 1948
Smith, Kate	Make Love To Me	Columbia 1954
Stafford, Jo	It's In The Book	Capitol
	Wheel Of Fortune	Capitol 1952
Standley, Johnny	Rock And Roll Waltz	RCA Victor 1955
	Pink Shoelaces	Crystalette 1958
Starr, Kay	Moonglow & Picnic Theme	Decca 1956
	I Hear You Knockin'	Dot
Stevens, Dodie	To Know Him Is To Love Him	Dore 1958
Stoloff, Morris	Chanson D'Amour	Era 1957
	The Lion Sleeps Tonight	Victor 1961
Storm, Gale	Oh, Johnny	Columbia 1939
	It's Only Make Believe	MGM 1958
Todd, Art & Dotty	Lonely Blue Boy	MGM 1960
Tokens	Donna	Del-Fi 1958
	Melody Of Love	Dot 1956
Tucker, Orrin	Sail Along Silv'ry Moon	Dot 1957
	Broken Hearted Melody	Mercury 1959
Twitty, Conway	Take Good Care Of My Baby	Liberty 1961
	Roses Are Red	Epic 1962
Valens, Ritchie	Primrose Lane	Challenge 1960
	Stardust	Liberty 1957
Vaughn, Billy	'Twas The Night Before Christmas	Decca 1942
	Baby (You Got What It Takes)	Mercury 1960
Vaughan, Sarah	On Top Of Old Smoky	Decca 1951
	Let Me Go Lover	Columbia 1954
Vee, Bobby	Heartaches	Decca 1950
	Calcutta	Dot 1961
Vinton, Bobby	Whispering	Victor 1920
	Three O'Clock In The Morning	Victor 1922
Wallace, Jerry	Cara Mia	London 1956
	The Tree In The Meadow	Capitol 1948
Ward, Billy	Slipping Around	Capitol 1949
	Indian Love Call	Imperial 1951
Waring, Fred	Secret Love	Imperial 1953
	Rose Marie	Imperial 1954
Washington, Dinah & Benton, Brook	I'm Gonna Sit Right Down	Coral 1957
	Autumn Leaves	Kapp 1955
Weavers, The	Smoke, Smoke, Smoke	Capitol
	What Am I Living For	Atlantic 1958
Weber, Joan	Night/Doggin' Around	Brunswick 1960
	Canadian Sunset	Victor 1956
Weems, Ted	Purple People Eater	MGM 1958
Welk, Lawrence		
Whiteman, Paul		
Whitfield, David		
Whiting, Maggie		
with Jimmy Wakely		
Whitman, Slim		
Williams, Billy		
Williams, Roger		
Williams, Tex		
Willis, Chuck		
Wilson, Jackie		
Winterhalter, Hugo		
Wooley, Sheb		

# SEASONS GREETINGS



*My*

*Thanks*

*For making my*

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## 1958

OKLAHOMA—Gordon MacRae—Capitol WAO-595

## 1959

HYMNS—Ernie Ford—Capitol T-256

JOHNNY'S GREATEST HITS—Johnny Mathis—Columbia CL-1133

MUSIC MAN—Original Cast—Capitol WAO/SWAO-990

SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1160/CS-8004

SOUTH PACIFIC—Rodgers & Hammerstein—RCA Victor LOC/LSO 1032

PETER GUNN—Henry Mancini—RCA Victor LPM/LSP 1956

## 1960

STUDENT PRINCE—Mario Lanza—RCA Victor LM-1837

60 YEARS OF MUSIC—Honoring 30 Great Artists—RCA Victor LM-6074

ELVIS—Elvis Presley—RCA Victor LPM-1382

PAT'S GREAT HITS—Pat Boone—Dot 3071/25071

KINGSTON TRIO AT LARGE—Kingston Trio—Capitol T-1199

KINGSTON TRIO—Kingston Trio—Capitol T-996

MORE SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1243/CS-8043

HEAVENLY—Johnny Mathis—Columbia CL-1351/CS-8152

WARM—Johnny Mathis—Columbia CL-1078/CS-8039

LOVE IS THE THING—Nat King Cole—Capitol W-824

HERE WE GO AGAIN—Kingston Trio—Capitol T-1258

FROM THE HUNGRY I—Kingston Trio—Capitol T-1107

SOUND OF MUSIC—Original Cast—Columbia KOL-5450/KOS-2020

MERRY CHRISTMAS—Johnny Mathis—Columbia CL-1195/CS-8021

CHRISTMAS SING ALONG—Mitch Miller—Columbia CL-1205/CS-8027

STILL MORE I SING ALONG—Mitch Miller—Columbia CL-1283/CS-8099

## 1961

CALCUTTA—Lawrence Welk—Dot DLP-3359/ST-25359

COME DANCE WITH ME—Frank Sinatra—Capitol W-1069/WS-1069

SOLD OUT—Kingston Trio—Capitol T-1352/ST-6352

GLENN MILLER STORY—Glenn Miller Orchestra—RCA Victor LPM-1192

CHRISTMAS CAROLS—Mantovani—London LL-913/PS-142

THEATRE LAND—Mantovani—London LL-1219/PS-125

FILM ENCORES VOL. I—Mantovani—London LL-1700/PS-124

GEMS FOREVER—Mantovani—London LL-3032/PS-106

STRAUSS WALTZES—Mantovani—London LL-685/PS-118

SPIRITUALS—Ernie Ford—Capitol T-818

ELVIS' GOLDEN RECORDS—Elvis Presley—RCA Victor LPM-1707

BELAFONTE AT CARNEGIE HALL—Harry Belafonte—RCA Victor LOC-6006/LSO-6006

TCHAIKOVSKY CONCERTO—Van Cliburn—RCA Victor LM-2252/LSC-2252

ENCORE-GOLDEN HITS—The Platters—Mercury MG-20472/SR-60243

BLUE HAWAII—Elvis Presley—RCA Victor LPM-2426/LSP-2426

HOLIDAY SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1701/LS-8501

## 1962

PARTY SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1331/LS-8138

MORE JOHNNY'S GREATEST HITS—Johnny Mathis—Columbia CL-1344/LS-8150

WEST SIDE STORY—Original Cast—Columbia OL-5230/OS-2001

CAMELOT—Original Cast—Columbia KOL-5620/KOS-2031

FLOWER DRUM SONG—Original Cast—Columbia OL-5350/OS-2009

THEME FROM A SUMMER PLACE—Billy Vaughn—Dot 3276/25276

BLUE HAWAII—Billy Vaughn—Dot 3165/25165

SAIL ALONG SILVERY MOON—Billy Vaughn—Dot 3100/25100

BOB NEWHART BUTTON DOWN MIND—Bob Newhart—Warner Bros. W-1379/WS-1379

SATURDAY NIGHT SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1414/CS-8211

MEMORIES SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1542/LS-8342

SENTIMENTAL SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1457/LS-8251

STAR CAROL—Ernie Ford—Capitol T-1071/ST-1071

NEARER THE CROSS—Ernie Ford—Capitol T-1005/ST-1005

FRANK SINATRA SINGS FOR ONLY THE LONELY—Frank Sinatra—Capitol W-1053

NICE 'N' EASY—Frank Sinatra—Capitol W-1417

SONGS FOR SWINGIN' LOVERS—Frank Sinatra—Capitol W-653

STRING ALONG—Kingston Trio—Capitol T-1407

MUSIC, MARTINIS AND MEMORIES—Jackie Gleason—Capitol W-509

MUSIC FOR LOVERS ONLY—Jackie Gleason—Capitol W-352

JUDY AT CARNEGIE HALL—Judy Garland—Capitol WBO-1568

HAPPY TIMES SING ALONG—Mitch Miller—Columbia CL-1568/CS-8368

MEMORIES ARE MADE OF THIS—Ray Conniff—Columbia CL-1574/CS-8374

CONCERT IN RHYTHM—Ray Conniff—Columbia CL-1163/CS-8022

'S MARVELOUS—Ray Conniff—Columbia CL-1074/CS-8037

MODERN SOUNDS IN COUNTRY & WESTERN MUSIC—Ray Charles—ABC Paramount ABC-410/ABCS-410

BREAKFAST AT TIFFANY'S—Henry Mancini—RCA Victor LPM-2362/LSP-2362

THIS IS SINATRA—Frank Sinatra—Capitol T-768

BOUQUET—Fercy Faith Strings—Columbia CL-1322/CS-8124

SO MUCH IN LOVE—Ray Conniff—Columbia CL-1720/CS-8520

FAITHFULLY—Johnny Mathis—Columbia CL-1422/CS-8219

SWING SOFTLY—Johnny Mathis—Columbia CL-1165/CS-8023

OPEN FIRE, TWO GUITARS—Johnny Mathis—Columbia CL-1270/CS-8056

PETER, PAUL AND MARY—Peter, Paul and Mary—Warner Bros. W-1449/WS-1449

MY SON THE FOLK SINGER—Allan Sherman—Warner Bros. W-1475/WS-1475

THE FIRST FAMILY—Vaughn Meader—Cadence CLP-3060

## 1963

WEST SIDE STORY—Original Soundtrack—Columbia OL-5670/OS-2070

GLORIOUS SOUND OF CHRISTMAS—Eugene Ormandy—Philadelphia Orchestra—Columbia ML-5769/MS-6369

1812 OVERTURE-TSCHAIKOVSKY—Antal Dorati and The Minneapolis Symphony—Mercury MG-50054/SR-90054

EXODUS—Original Soundtrack—RCA Victor LOL-1058/LSO-1058

CALYPSO—Harry Belafonte—RCA Victor LPM-1248/LSP-1248

G. I. BLUES—Elvis Presley—RCA Victor LPM-2256/LSP-2256

SEASON'S GREETINGS FROM PERRY COMO—Perry Como—RCA Victor LPM-2066/LSP-2066

VIVA—Percy Faith—Columbia CL-1075/CS-8038

THE MUSIC MAN—Soundtrack—Warner Bros. B-1459/BS-1459

TIME OUT—Dave Brubeck Quartet—Columbia CL-1397/CS-8192

I LEFT MY HEART IN SAN FRANCISCO—Tony Bennett—Columbia CL-1869/CS-8669

ELVIS' CHRISTMAS ALBUM—Elvis Presley—RCA Victor LOC-1035/LPH-1951

GIRLS, GIRLS, GIRLS—Elvis Presley—RCA Victor LPM-2621/LSP-2621

BELAFONTE RETURNS TO CARNEGIE HALL—Harry Belafonte—RCA Victor LOC-6007/LSO-6007

BELAFONTE—Harry Belafonte—RCA Victor LPM-1150

JUMP-UP-CALYPSO—Harry Belafonte—RCA Victor LPM-2388/LSP-2388

MOVIN'—Peter, Paul & Mary—Warner W/WS 1473

EXODUS—Mantovani—London LL-3231/PS-224

DAYS OF WINE & ROSES—Andy Williams—Columbia CL-2015/CS-8815

MOON RIVER & OTHER GREAT MOVIE THEMES—Andy Williams—Columbia CL 1809/CS 8609

HANDEL'S MESSIAH—Eugene Ormandy & Philadelphia Orch.—Columbia M2L 263/M2S 607

CHRISTMAS WITH CONNIFF—Ray Conniff—Columbia CL 1390/CS 8185

THE LORD'S PRAYER—Mormon Tabernacle Choir—Columbia ML 5386/MS 6068

FOLK SONG SING ALONG—Mitch Miller—Columbia CL 1316/CS 8118

IN THE WIND—Peter, Paul & Mary—Warner Bros. WB 1507/WS 1507

## Season's Greetings

# ELVIS & the Colonel

## SINCEREST SEASON'S GREETINGS

FROM

**ERNIE LEANER BILL LEANER**  
**AND ALL THE STAFF**

AT

### UNITED RECORD DISTRIBUTORS, INC.

2029 South Michigan Ave., Chicago 16, Illinois  
(All Phones: CALumet 5-6605)

*Greetings*

and Thanks For Making it A Wonderful '63

# NEIL SEDAKA

current Hit Single

**"BAD GIRL"**

47/8254

current Hit Album



**"NEIL SEDAKA SINGS HIS GREATEST HITS"**

LPM/LSP 2627

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Exclusively

**RCA VICTOR**  
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# TOP RECORDS OF THE PAST 17 YEARS\*

\*The Top 10 Records of 1947 thru 1963 As Compiled  
by CASH BOX in its Annual Year-End Survey

1947



1. Peg O' My Heart—The Harmonicats
2. Near You—Francis Craig
3. Heartaches—Ted Weems
4. Anniversary Song—Al Jolson
5. That's My Desire—Frankie Laine
6. Mamselle—Art Lund
7. Linda—Charlie Spivak
8. I Wonder Who's Kissing Her Now—Perry Como
9. Anniversary Song—Guy Lombardo
10. That's My Desire—Sammy Kaye

1948



1. My Happiness—Jon & Sondra Steele
2. Manana—Peggy Lee
3. Ballerina—Vaughn Monroe
4. Four Leaf Clover—Art Mooney
5. You Can't Be True, Dear—Ken Griffin—Jerry Wayne
6. Nature Boy—King Cole
7. Little White Lies—Dick Haymes
8. It's Magic—Doris Day
9. You Call Everybody Darling—Al Trace
10. Mickey—Ted Weems

1949



1. Forever And Ever—Russ Morgan Orch.
2. Riders In The Sky—Vaughn Monroe
3. Again—Gordon Jenkins Orch.
4. Forever And Ever—Perry Como
5. Cruising Down The River—Blue Barron Orch.
6. Cruising Down The River—Russ Morgan Orch.
7. Again—Vic Damone
8. So Tired—Russ Morgan Orch.
9. Lavender Blue—Dinah Shore
10. Buttons And Bows—Dinah Shore

1950



1. Goodnight Irene—Gordon Jenkins & The Weavers
2. It Isn't Fair—Sammy Kaye
3. Third Man Theme—Anton Karas
4. Mule Train—Frankie Laine
5. Mona Lisa—King Cole
6. Music, Music, Music—Teresa Brewer
7. I Wanna Be Loved—Andrew Sisters
8. I'd've Baked A Cake—Eileen Barton
9. I Can Dream Can't I—Andrew Sisters
10. That Lucky Old Sun—Frankie Laine

1951



1. Tennessee Waltz—Patti Page
2. How High The Moon—Les Paul & Mary Ford
3. Too Young—Nat "King" Cole
4. Be My Love—Mario Lanza
5. Because Of You—Tony Bennett
6. On Top Of Old Smoky—Weavers & Terry Gilkyson
7. If—Perry Como
8. Sin—Four Aces
9. Come On—A My House—Rosemary Clooney
10. Mockin' Bird Hill—Les Paul & Mary Ford

1952



1. Cry—Johnnie Ray
2. Blue Tango—Leroy Anderson
3. Anytime—Eddie Fisher
4. Delicado—Percy Faith
5. Kiss Of Fire—Georgia Gibbs
6. Wheel Of Fortune—Kay Starr
7. Tell Me Why—Four Aces
8. I'm Yours—Don Cornel
9. Here In My Heart—Al Martino
10. Auf Wiedersehn Sweetheart—Vera Lynn

1953



1. Song From Moulin Rouge—Percy Faith
2. Till I Waltz Again With You—Teresa Brewer } Tie
3. April In Portugal—Les Baxter
4. Vaya Con Dios—Les Paul & Mary Ford
5. I'm Walking Behind You—Eddie Fisher
6. I Believe—Frankie Laine
7. You, You, You—Ames Bros.
8. Doggie In The Window—Patti Page
9. Why Don't You Believe Me—Joni James
10. Pretend—Nat "King" Cole

1954



1. Little Things Mean A Lot—Kitty Kallen
2. Hey There—Rosemary Clooney
3. Wanted—Perry Como
4. Young At Heart—Frank Sinatra
5. Sh-Boom—Crewcuts
6. Three Coins In The Fountain—Four Aces
7. Little Shoemaker—Gaylords
8. Oh, My Papa—Eddie Fisher
9. Secret Love—Doris Day
10. Happy Wanderer—Frank Weir

1955



1. Rock Around The Clock—Bill Haley & Comets
2. Davy Crockett—Bill Hayes
3. Cherry Pink And Apple Blossom White—Perez Prado
4. Melody Of Love—Billy Vaughn
5. Yellow Rose Of Texas—Mitch Miller
6. Ain't That A Shame—Pat Boone
7. Sincerely—McGuire Sisters
8. Unchained Melody—Al Hibbler
9. Crazy Otto—Johnny Maddox
10. Mr. Sandman—Chordettes

1956



1. Don't Be Cruel—Elvis Presley
2. The Great Pretenders—Platters
3. My Prayer—Platters
4. The Wayward Wind—Gogi Grant
5. Whatever Will Be, Will Be—Doris Day
6. Heartbreak Hotel—Elvis Presley
7. Lisbon Antigua—Nelson Riddle
8. Canadian Sunset—Hugo Winterhalter
9. Moonglow & Picnic—Morris Stoloff
10. Honky Tonk—Bill Daggett

1957



1. Tammy—Debbie Reynolds
2. Love Letters In The Sand—Pat Boone
3. Bye Bye Love—Everly Brothers
4. It's Not For Me To Say—Johnny Mathis
5. Young Love—Sonny James—Tab Hunter
6. All Shook Up—Elvis Presley
7. So Rare—Jimmy Dorsey
8. Little Darlin'—Diamonds
9. Round And Round—Perry Como
10. Diana—Paul Anka

1958



1. Nel Blue Dipinto Di Blu—Domenico Modugno
2. It's All In The Game—Tommy Edwards
3. Patricia—Perez Prado
4. All I Have To Do Is Dream—Everly Brothers
5. Bird Dog/Devoted To You—Everly Brothers
6. Little Star—Elegants
7. Witch Doctor—David Seville
8. Twilight Time—Platters
9. Tequila—Champs
10. At The Hop—Danny & The Juniors

1959



1. Mack The Knife—Bobby Darin
2. Battle Of New Orleans—Johnny Horton
3. There Goes My Baby—Drifters
4. Venus—Frankie Avalon
5. Lonely Boy—Paul Anka
6. Personality—Lloyd Price
7. Three Bells—Browns
8. Put Your Head On My Shoulder—Paul Anka
9. Sleepwalk—Santo & Johnny
10. Come Softly To Me—Fleetwoods

1960

1. Theme From A Summer Place—Percy Faith
2. It's Now Or Never—Elvis Presley
3. Save The Last Dance For Me—Drifters
4. The Twist—Chubby Checker
5. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini—Brian Hyland
6. I'm Sorry—Brenda Lee
7. Stuck On You—Elvis Presley
8. He'll Have To Go—Jim Reeves
9. Cathy's Clown—Everly Brothers
10. Running Bear—Johnny Preston

1961



1. Exodus—Ferrante & Teicher
2. Calcutta—Lawrence Welk
3. Will You Love Me Tomorrow—Shirelles
4. Tossin' And Turnin'—Bobby Lewis
5. Wonderland By Night—Bert Kaempfert
6. Are You Lonesome Tonight—Elvis Presley
7. Travelin' Man—Ricky Nelson
8. Michael—Highwaymen
9. Runaway—Del Shannon
10. Last Date—Floyd Cramer

1962



1. Twist—Chubby Checker
2. Stranger On The Shore—Acker Bilk
3. Peppermint Twist—Joey Dee & Starlites
4. Mashed Potato Time—Dee Dee Sharp
5. Moon River—Henry Mancini—Jerry Butler
6. I Can't Stop Loving You—Ray Charles
7. You'll Lose A Good Thing—Barbara Lynn
8. The Stripper—David Rose
9. The Wanderer—Dion
10. The Lion Sleeps Tonight—Tokens

1963



1. Limbo Rock—Chubby Checker
2. Go Away Little Girl—Steve Lawrence
3. End Of The World—Skeeter Davis
4. Blue Velvet—Bobby Vinton
5. Telstar—Tornadoes
6. I Will Follow Him—Little Peggy March
7. Rhythm Of The Rain—Cascades
8. Can't Get Used To Losing You—Andy Williams
9. Fingertips—Little Stevie Wonder
10. Return To Sender—Elvis Presley





Thanks to all who helped make

# "I'M LEAVING IT UP TO YOU"

#1 on all charts

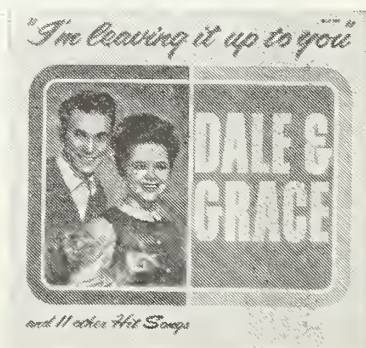
## Dale and Grace

Current Smash Single

**"I'M LEAVING IT UP TO YOU"**

Tear Drop 3022

Current  
Smash  
Album



MLP 100

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**SAM MONTEL**

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Natl. Dist.: JAMIE/GUYDEN

# 1963 — Record Industry Year In Review

## JANUARY

Decca signs Rick Nelson to 20-year pact. . . . Dick Pierce forms CRC label in Hollywood. . . . Capitol and Feuer & Martin name Arthur Lewis to head their combined theatrical interests in Europe. . . . UA's \$7 Mil Gross in '62 best ever. . . . New Dick Clark local-type radio show to debut on 14 stations. . . . Al Cahn named national sales head of Kapp. . . . Gloria Lynne signs 3-yr. \$100G pact with Everest. . . . Joe Reisman back at Victor in new coast moves. . . . Columbia names Irving Townsend west coast VP, Harvey Schein international VP and Sy Gartenberg disk club VP. . . . Herman Kaplan appointed national sales manager of Cameo/Parkway. . . . RCA expects top sales, net for '62. . . . Carl Post named national educational-sales mgr. at DGG. . . . Capitol inks Eddie Dean. . . . England's purchase tax cut 20%, disk-phono prices are down. . . . '62 was Camden's best year. . . . Philips signs Gerry Mulligan. . . . Robert H. O'Brien elected president and chief exec officer at MGM pics—parent firm of the diskery. Joseph R. Vogel becomes chairman. . . . Columbia names Peter de Rougemont as VP of European operations. . . . ARMADA draws up model label-distrib pact. . . . Liberty to open own N.Y. branch. . . . Tony Martin joins Lena Horne and Gogi Grant on Charter. . . . Capitol inks Dave Gardner. . . . Blue Note starts 25th year as leader in jazz field.

## FEBRUARY

Victor names Harry Jenkins VP to head new marketing activity. . . . FTC hears testimony from pubbery and diskery heads in Columbia disk club suit. . . . Danny Davis named Dimension's general mgr. . . . Goldie Gold-

mark named topper of Premiere's new pubberies. . . . Int'l star album, manufactured by Mercury, to aid world's refugees. . . . Bobby Darin forms indie production firm tagged T.M. . . . Columbia sets Disques CBS bow in France. . . . Masters moves into bankruptcy proceedings. . . . Lee Hartstone leaves VP and general mgr. post at London. T. H. Toller-Bond at label's helm. . . . Sonny Burke exits west coast A&R post at Decca. Bud Dant named to post. . . . Paul Anka marries Ann Countess De Zogheb in Paris. . . . Columbia sets teen talent auditions. . . . Little Richard returns to pop scene via Atlantic pact.

## MARCH

Philips debuts "Connoisseur" series. . . . Ken Glancy named Columbia record sales VP. Jack Loetz appointed label's record distributors general mgr. . . . Bobby Darin's T.M. firm buys Scida-Burton pubberies. . . . Hugo Winterhalter joins ABC as artist. . . . Victor unveils "Dynagroove" sound. . . . Howard Koch upped to exec VP at Sinatra's Essex Prod. with major role in Reprise. . . . Columbia names Schuyler Chapin creative veep and Leonard Burkat as Masterworks A&R head. . . . Bernard Blocker named mgr. of Liberty's new N.Y. branch. . . . Air crash in Tennessee kills Patsy Cline, Hawkshaw, Cowboy Copas and Randy Hughes. Jack Anglin dies in later mishap. . . . Paul Anka buys entire disk-copyright catalog from ABC. . . . NARM elects new officers at San Francisco meet. Cecil Steen new Prexy. . . . Groove signs Johnny Nash, Justin Tubb and Lovelace Watkins. . . . Capitol inks Sonny James. . . . Jack Fine named promo head of Atlantic. . . . UA's Jazz line inks George Wein as exclusive producer for the label and

adds Dakota Staton and Howard McGhee to artist roster. . . . Len Levy upped to general mgr. of Epic. . . . Mercury, Philips and Smash set individual A&R depts. . . . See WB's '63 sales volume doubling after \$2½ mill pace in Jan.-Feb. . . . UA beefs up exec staff with addition of Jack Gold as exec producer in charge of creative projects, Murray Deutch as general professional mgr. of the pubbery and Ken Lauber as exec ass't to Mike Stewart. . . . MGM inks Roy Hamilton.

## APRIL

Roberts Record Distributing Co. and the Norman Distributing Co., both of St. Louis, merge into one company. . . . Andy Miele exits director of marketing post at MGM. . . . Fats Domino to ABC-Paramount. . . . Vee Jay buys 400 spiritual masters from Gotham. . . . New York disk dealers fete Columbia's Paul Southard on his retirement. . . . Max King and J. Robert Price form personal management firm in New York. . . . Frank Falanga named Boston rep for Warner Bros. . . . 41st National Association of Broadcasters meet in Chi draws biggest turnout ever. . . . Andy Wiswell exits Capitol A&R post. . . . Victor buys Audiomatic Process, all-new packaged nickel plating system, for use in Rockaway N. J. Plant. . . . Regina Records formed in N. Y. by Regina Roman and Dean Robin. . . . Hickory pacts Lorry Peters. . . . Hal Charm to eastern sales post at Philips. . . . Reprise signs 4 Lads. . . . Elektra bows Crestview affiliate. . . . Al Gallico forms BMI pubbery. . . . Columbia re-pacts Tony Bennett to long-term deal. . . . Carl Davis named Okeh A&R head. . . . Morrie Price named sales head of MGM and affiliate labels. . . . Kelson Hurston to Mercury A&R

staff. . . . Columbia makes plans to wax entire Eugene O'Neill repertoire. . . . Meredith Willson gets old LP for "Music Man." . . . Ernie Farrel forms indie promo firm. . . . Victor inks Anita Gordon. . . . Sid Prosen back on indie producing scene. . . . Amy-Mala forms Logo and Togo labels. . . . Herb Metz named sales head of LP Sales. . . . Liberty opens branches in Miami and St. Louis. . . . "Days Of Wine And Roses" marks second straight Oscar for Mancini and Mercer. . . . ABC-Paramount adds Tommy Sands. . . . Sarah Vaughn back with Mercury. . . . 20th Fox sets "Cleopatra" track LP. . . . MGM gets "She Loves Me" caster. . . . Jamie/Guyden named Hauer promo head. . . . Lenny Bruce refused entry into England. . . . Jamie/Guyden intros Romulus disk firm. . . . Capitol buys Si Randy's Project Records. . . . Scepter pacts Clive Clerk. . . . Vee Jay ups Randy Wood to merchandising head. . . . Bob McCluskey forms pubbery rep firm on west coast. . . . Wilbert "Bud" Booth heads Angel's midwest sales-promo. . . . Robert Brown forms Dorian Records in Hollywood. . . . Norm Weiser named head of 20th Fox label. . . . Lenny Lewis named Impulse sales manager. . . . United Artists ups Joe Berger to sales and Jay Jacobs to merchandising topper. . . . RCA's 1st Quarter earnings set new high. . . . Col Pics-Screen Gems-Nevins-Kirshner Deal finalized; Kirshner named Columbia Pictures music veep. . . . Harry Hostler joins London as eastern district manager. . . . Jack Magraw named Reprise nat'l promo manager. . . . Stan Walker exits Victor promo post. . . . Tommy Falcone forms indie producing firm. . . . 15th anny of Weavers marked by 2-day Carnegie Hall concert. . . . Court nixes ruling

(Continued on page 44)



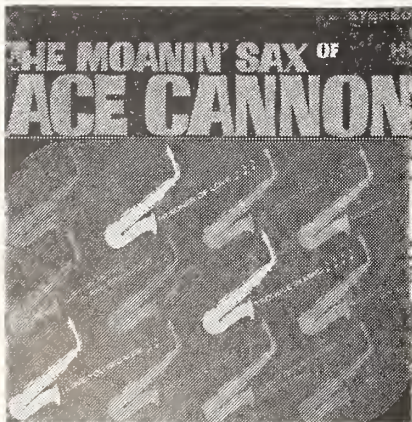
. . . and a Merry Christmas and a Solid New Year from . . .

## ACE CANNON

current single

### "SWANEE RIVER"

Hi 2070



current album

### THE MOANIN' SAX OF ACE CANNON

Hi 12014; 32014 (stereo)

bookings:

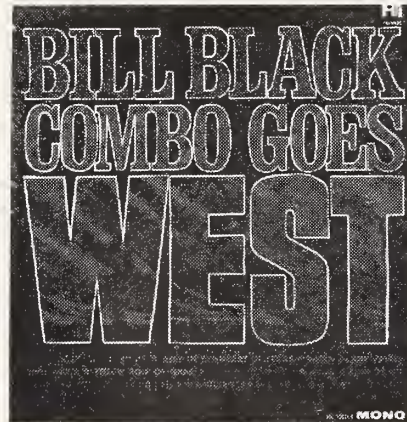
NATIONAL ARTISTS ATTRACTIONS  
MEMPHIS, TENN.

## BILL BLACK

current single

### "MONKEY SHINE"

Hi 2069



current album

### "BILL BLACK'S COMBO GOES WEST"

Hi 12013; 32013 (stereo)

bookings:

CONTINENTAL BOOKING  
1270 6th Ave., N.Y.



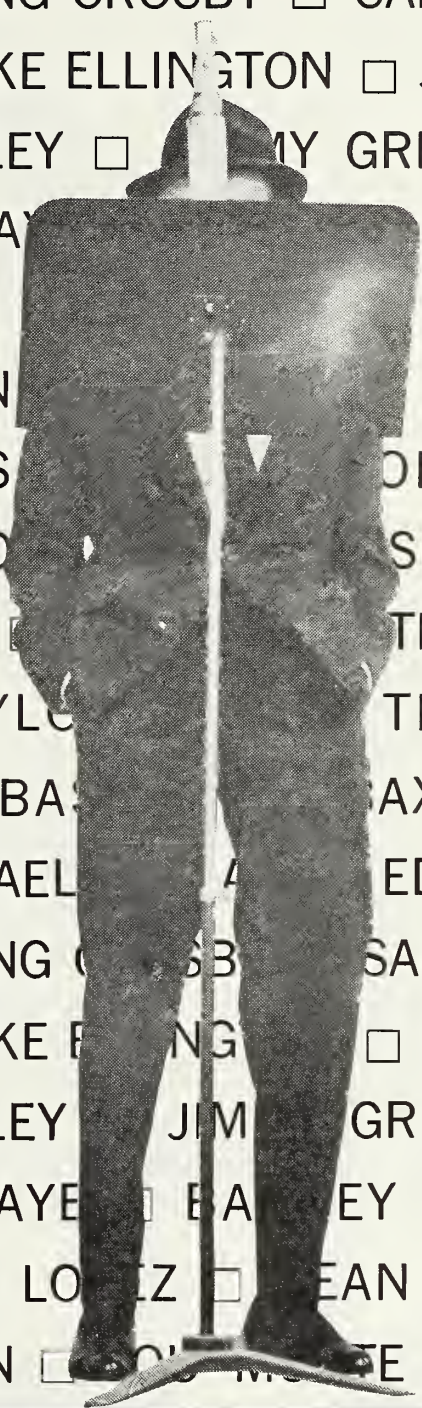
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 ROSEMARY CLOONEY □ BING CROSBY □ SAMMY DAVIS JR. □ DENNIS  
 DAY □ RAL DONNER □ DUKE ELLINGTON □ JUAN ESQUIVEL □ ERROLL  
 GARNER □ GEORGE GREELEY □ JIMMY GRIFFIN □ CHICO HAMILTON  
 THE HI-LO'S □ DANNY KAYE □ BARNEY KESSEL □ JOE E. LEWIS  
 ART LINKLETTER □ TRINI LOPEZ □ JEAN MARTIN □ THE McGUIRE  
 SISTERS □ ETHEL MERMAN □ JOE MORTON □ JACK NITZSCHE □ PAT  
 POWDRILL □ DEL REEVES □ DEBBIE REYNOLDS  
 NELSON RIDDLE □ ARTURO SANSOLES □ S MAGIC VIOLINS □ DINAH  
 SHORE □ FRANK SINATRA □ FRANK TRAFFA □ KEELY SMITH □ JO  
 STAFFORD □ KATHIE TAYLOR □ BOB THOMAS □ FRED WARING  
 ALLEN & ROSSI □ COUNT BASIE □ LES BAXTER □ DONNIE BROOKS  
 DORSEY BURNETT □ MICHAEL CALLAN □ EDDIE CANO □ ROY CASTLE  
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 GARNER □ GEORGE GREELEY □ JIMMY GRIFFIN □ CHICO HAMILTON  
 THE HI-LO'S □ DANNY KAYE □ BARNEY KESSEL □ JOE E. LEWIS




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*reprise*  *records*

... TO PLAY AND PLAY AGAIN

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# 1963—Record Industry Year In Review

## APRIL—(Con't)

(Continued from page 42)

giving N. Y. Playboy club a cabaret license. . . . English Dealers name Emilo Pericoli's "Ai Di La" top non-English disk.

## MAY

John Hammond heads acquisition of talent at Columbia. . . . Gary Walker named Shapiro-Bernstein Nashville topper. . . . Al Kasha exits Columbia for writing, indie work. . . . Henry Colt sells Chubby Checker interest to songster. . . . Brenda Lee marries. . . . United Artists inks Park Avenue and Garex labels to distrib pact. . . . Sid Parnes heads Independent Producer's Group. . . . Capitol Custom ups Bruce to production head. . . . Eddie Silvers named to Duke A&R staff. . . . Arrawak pacts Patti Russo. . . . Al Gallico opens Nashville publishing arm. . . . Zenith's 1st Qtr. sales earnings set record pace. . . . Bobby Rydell is 21. . . . George Marek bows Dynagroove to music trade in Italy. . . . Mercury pubbery expansion bows Westbound Music. . . . Lee and George Hartson open Cleveland distrib. . . . Bob Ferguson joins RCA Victor as Nashville A&R director. . . . ASCAP re-elects Stanley Adams as prexy. . . . Steve Morris joins 20th Fox as int'l marketing head. . . . "A Funny Thing Happened On The Way To The Forum" (Capitol) and "Who's Afraid Of Virginia Woolf?" (Columbia) get Tony awards. . . . Jobette Music opens N. Y. office. . . . Sim Meyers joins Victor as press administrator. . . . Les Paul and Mary Ford split. . . . Columbia execs defend Club as FTC hearings resume. . . . Capitol has best singles week in its history. . . . Decca's 1st qtr. earnings down from '62. . . . Liberty inks 3-year

distrib pact with Double L. . . . Dot ups George Cooper to merchandising head. . . . Lowery Music named Bob Beckham Nashville manager. . . . Bob Mersey gets gold LP from Columbia for A&Ring "Moon River" LP. . . . John C. Reddy joins Columbia as controller. . . . N. Y. NARAS offers scholarship grants. . . . Archie Levington forms Academy label in N. Y. . . . Paul and Paula get gold disk for "Hey Paula." . . . Enoch Light named best dressed music man. . . . Lionel Newman joins 20th Fox as music dept. head. . . . Warner Bros. inks Jimmy Durante and Kirby Stone Four. . . . Columbia gets exclusive rights to cut live at Gotham's Sweet Chariot. . . . Cleve-Disc names Wade Whitman sales topper. . . . Johnny Mathis to Mercury. . . . Pickwick Int'l acquires Tons Records. . . . Kapp buys Congress label. . . . William Henry replaces Minow as FCC head. . . . CMA shows off country music to N.Y. sales executives. . . . Epic names Jerry Kennedy Nashville producer. . . . RIAA says disk sales near \$600 million in '62. . . . Glen Wallichs re-elected RIAA prexy. . . . Epic snares Cliff Richard for U.S. diskings. . . . Larry Stewart joins Victor as manager of creative planning. . . . Andy Leonetti opens Musicnote diskery in N.Y. . . . Eliot Mazer joins Cameo-Parkway's jazzfolk dept. . . . Bob Crewe bows Vivid label. . . . Victor signs John Gary. . . . George Avakian named manager of Orchestra U.S.A.

## JUNE

Roulette takes over Action distrib in N. Y. . . . ABC-Par 2nd qtr. earnings down from '62. . . . Lloyd Leipzig joins United Artists as director of creative services. . . . Groove inks Charlie Rich. . . . Smash signs Kenny Dino. . . . UA adds Isley Bros. . . .

Liberty named Renny Roker nat'l promo rep. . . . Joanie Sommers and hubby form J&S pubbery on coast. . . . Capitol pacts Mort Sahl. . . . 1st qtr. phono sales above '62. . . . UN funds gets \$800,000 from "Festival" LP. . . . Mercury inks Chad Mitchell Trio. . . . Columbia signs Jordanaires. . . . Reprise pacts George Greeley. . . . Everest inks Ruth Olay. . . . John Knodle named national promo manager of Westbound pubbery. . . . FCC closes KWK-St. Louis. . . . Frank Slay exits Swan A&R spot to rejoin Bob Crewe. . . . Victor ups A. L. McClay to manager of record operations. . . . Victor inks Cascades. . . . UA pacts distrib deal with Arthur Godfrey's Contempo label. . . . Mike Merrick and Gene Shefrin merge promo firms. . . . Decca inks 2 of Four Seasons to indie production deal. . . . MGM signs Jack Cassidy. . . . Bert Haber joins Frank pubbery. . . . Mellin Music adds Billy Fields to professional dept. . . . Copyright Society elects Edward Sargoy prexy. . . . Columbia Custom named George Costello sales service manager. . . . Bob Krasnow back at Del-Fir as promo head. . . . Giamiero Rossi named topper of Italy's Ri-Fi company. . . . Robert J. Burton elected exec vep of BMI. . . . Roger Hall named head of Victor's Red Seal A&R as Alla Kayes named manager of disk club. . . . Fabian forms Jaydo pubbery. . . . Philips named Joey Penner eastern promo manager. . . . Colnix inks Freddie Scott. . . . George Avakian elected NARAS N. Y. prexy. . . . Tony Bruno opens Gotham-based co-op for indie producers. . . . Chuck Meyer named head of Decca's west coast pub-promo. . . . Command pacts De Cormier Singers. . . . ABC-Paramount pacts Roberta Sherwood. . . . Lee Palmer joins Everest as sales manager. . . . Ludix Prod. firm inks Jackie Paris. . . . Lynn Oliver bows

N. Y. diskery. . . . Columbia adds Bruce Johnston to coast artist roster. . . . Stan Pat opens promo firm in Hollywood. . . . George Goldner leaves Roulette and sets-up indie operation. . . . MGM pacts Vaughn Meader. . . . Andy Miele re-joins United Artists as head of subisd labels. . . . Capitol pacts Liza Minelli. . . . Warner Br adds Sam Fletcher. . . . Columbia he ors Andy Williams at N. Y. luncheon.

## JULY

House Subcommittee passes bill ending jukebox royalty exemption; no rates specified in the new proposal. . . . Roulette's best distrib meeting with the diskery writing over a million in business. . . . Bill Bullock, division vep for markets services and business affairs at RCA Victor, retires after 30 years—is succeeded by Joseph E. D'Imperio, former senior counsel to record division. . . . Capitol unveils low-priced long-hair line dubbed "Paperback Classics." . . . Sweden gets its first record distributorship and begins activities—new firm is named Grammofonbolagens, Distributioncentral. . . . Warner Bros. preps for its fifth anniversary sales convention. . . . SORD elects new officers and sets expansion moves. . . . Walt Maguire joins Colpix as sales head and Raker resigns from general manager post. . . . ARMADA-ROSA convention is highlighted by Dave Miller and Dave Kapp talks. Earl Kintner and Sam Clark also make major addresses. . . . ARMADA President Heilicher suggests the disk industry clean its own house first before government does it. . . . Kapp says discounts are destroying the industry. . . . Petition for Trade Conference gets unanimous ARMADA vote. . . . Roulette's Levy tells one-stops to seek a fair price not a distributor price. . . . (Continued on page 46)

## A BIG THANKS



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## 1963 — Year In Review

(Continued from page 44)

### July—(Con't)

Two distribs report on pact to stop transshipping into respective territories. . . . "Fair Trade" Bill gets OK From House Committee. . . . Decca signs Brenda Lee to 2-year pact. . . . Columbia signs for MOA meet—MOA execs begin label drive. . . . The House Committee cancels its meet on the Jukebox bill. . . . Philly one-stop files unfair competition complaint with Federal Trade Commission. . . . 20th Century Fox expects two-million seller with "Cleopatra" soundtrack LP. . . . Heilicher tells one-stop that overlapping of functions is out. . . . Liberty's top salesmen head for film capitol to view new product and hear of deals while MGM and Verve bring theirs to New York for same purpose. . . . FTC-Columbia disk club hearings resume in New York. . . . EMI makes major exec changes. . . . FTC revises the rules of practice—aim is less delays and fullest protection. . . . Jack Gold named UA's singles A&R director. . . . Ira Moss becomes exec veep and general manager of Pickwick International. . . . The problems of the disk industry are the "A" topic at NARM's mid-year meeting in Gotham. . . . RCA profits for second quarter reach record high—six months total is also tops. . . . Andy Wiswell goes to Victor as pop A&R producer. . . . Atlantic opens its recording studios to other companies. . . . Columbia sales names Richard Lionetti as manager of special products. . . . RCA Victor goes to White Sulphur Springs to begin "best buy" sales conclave. . . . London ups Sy Warner and Jack Welfeld. . . . Al Martino booked into Copa after phenomenal comeback success. . . . Columbia bows stabilization move and calls for age of reason. The label eliminates all deals and discontinues twice a year "buy-in" programs—also lowers constant year-round LP prices to retail outlets. The total effect is an increase in per-LP cost to retailers. Reauthentication of all accounts receiving functional discounts. Diskery bows 70 new albums at San Juan Sales meet. . . . L.A. NARAS board elects new governors. . . . A hot summer for Atlantic and Atco as singles and LP sales soar. . . . Basil Bova and Mack Wolfson form Legend and Rivoli labels. . . . UA to handle kiddie line tagged Peter Penguin. . . . Everest's Solomon buys Counterpoint catalog.

### AUGUST

Columbia announces a new price ruling structure that had the industry buzzing. Columbia announces what amounts to an increase in price on LP's and a more stable sales policy. RCA Victor and Capitol made no comments at the time of the announcement. . . . Audio Fidelity announces to the trade it will sell mono and stereo at the same price. . . . Ewart Abner exits Vee Jay. . . . Dolinger leaves Cadence. . . . Irv Trencher named to sales post at 20th Century Fox. . . . Cameo-Parkway announces drop in sales figures for the first half of year. . . . Capitol gets Fanny Brice Story Cast LP starring Barbra Streisand. . . . Columbia comes through with cast rights to Meredith Willson's new musical "Here's Love." . . . L.A. Retailer sues distributors, rack jobber and competitive dealer claiming unfair price advantage. Suit is filed by Milton Harris of the Phil Harris Record Company. . . . Columbia's Re-authentication form for sub-distributors seeking functionals. . . . Industry readies for NARM's midyear meet in Chicago. . . . Command Records expands international distribution. . . . Tony Bennett gets a gold LP for his waxing of "I Left My Heart In San Francisco." . . . Newport Folk Festival prepares for best year ever. . . . Les Brown heads L.A. Chapter of NARAS. . . . Stanley-Lewis appointed NY distrib for DGG. . . . Vanguard set to wax the Newport Folk Festival. . . . Lou Monte gets gold decks for "Pepino" single

and LP. . . . Victor's new low-priced classical sees re-birth of Victrola label. . . . Warner Bros. signs Werner Mueller. . . . Teldec and London plan production deal. . . . HiFi Music Show set for Sept. in New York's Trade Show Bldg. . . . Two Key jobbers fill out Columbia Re-authentication form in order to obtain functional discount. Roberts of St. Louis and Handelman of Detroit praise action on part of Columbia. . . . Joseph Lyons appointed director of sales for Columbia Record Distributing Corp. and Donald Miller appointed head of New York branch. . . . Newport Folk Festival scores huge triumph with more than 47,000 attending the three concerts. Festival records all-time high. . . . NARM convention notes reaction to Columbia's pricing and sub-distribution moves. Feelings vary from approval to wait and see. . . . Dion becomes Dion DiMuci. . . . Columbia gets Cassius Clay for "I Am The Greatest" LP. . . . Columbia signs Teri Thornton and takes over distribution of her Dauntless "Somewhere In The Night" disk. . . . Harold Hitt named manager of Columbia Records' Nashville studios. . . . Bill Randle appointed to newly-created post at Columbia. . . . Russ DiAngelo and Tony Burasco form Chicago One-Stop. . . . Mills Music opens branch in Milan, Italy. . . . Larry Uttal named general manager of Amy-Mala. . . . Roulette's Levy and Grover buy half-interest in United Music and name Juggy Gayles as general professional manager of pubbery. . . . Victor gets cast rights for new Mary Martin musical, "Jennie." . . . CB's directory issue biggest in the history of the industry. . . . Motown offers permanent LP discount program which gives one for six. . . . Ewart Abner concentrates efforts on Dart Records Sales Corp. . . . Kapp moves for price stabilization and greater distrib protection with fall push. Label buys Congress to operate as a subsid. . . . Warner Bros-Reprise merger is official with Mike Maitland heading new firm. Mo Austin tops the Reprise division and Sinatra named to film post at Warner Bros. pictures. . . . SORD's Shapiro preaches industry togetherness for better tomorrow and campaigns for price stabilization. . . . RCA announces profits up 25% for '63. . . . Armour label debuts in Gotham. . . . Bill Anderson signs long-term deal with Decca. . . . Enzo Stuarti returns to Jubilee. . . . Jay Jacobs named to National merchandising-promo slot. . . . Kermit Schafer's Bloopers series begins tenth year with Jubilee with new LP. . . . 27 books on music selected for White House library. . . . Decca reports dip in profits over '62 for first half of '63. . . . NARA sets top annual confab in Hollywood. . . . ASCAP reshuffles execs. . . . SORD's Shapiro OK's Columbia's new pricing scheme but reserves final opinion until plan is tried. . . . Columbia Pictures names Dick Gersh director of advertising, promotion and publicity for flick company's music firms. . . . Randy Wood is new prexy of Vee Jay. . . . 20th Century Fox Films turns loss to profit in '63. . . . MOA preps convention; ROSA members expect to attend in force. . . . Bagdasarian's Chipmunks sign new Liberty pact. . . . Cameo-Parkway buys Chips Distributing in Phila. . . . ASCAP proposes changes in distribution system, young writers to benefit. . . . Capitol's '62-'63 sales 2nd highest in history with profits moving upward. . . . Anthony Newley forms Acapella Records to release "Fool Britannia" LP on London vice scandals. . . . Indie label distributing company, the Craig Corp. (a Columbia distrib) adapts Columbia pricing scheme for its indie labels. . . . George Jay exits Era promo post. . . . Tony Bennett turns actor for "Sunset Strip" segment. . . . Herb Linsky named to London rack post. . . . Command signs Lee Evans. . . . CMA sets future plans at 3rd quarterly meet.

(Continued on page 48)

# Season's Greetings

*and*  
*Thanks*  
*to All*



Special Thanks To  
Randy Wood

# BILLY VAUGHN

*Dot*  
RECORDS

" THE NATION'S BEST SELLING RECORDS "

# 1963 — Record Industry Year In Review

(Continued from page 46)

## SEPTEMBER

Phil Skaff exits Kapp post with rumors sending him next to Liberty. . . . Capitol's stabilization move: revision of its LP exchange policies and 5% cash in lieu option dropped. . . . Eefin sound debuts with entries from Epic and Monument. . . . Al Cahn takes over Skaff's duties at Kapp. . . . Victor lands rights to new musical, "110 In The Shade." . . . Amy-Mala's deal with Embee brings label teen favorites. . . . Ted Feigin named promotional head of Liberty Records. . . . Lou Klayman buys 50% of New Deal Record Service. . . . Kapp backs policy with changes in distribution. . . . Gilmore, Scott and Carp named vice presidents of Capitol with treasurer's post going to M. S. Hardy. . . . Columbia opens international publishing de-

partment to be headed by Nat Shapiro. Stratta and Rosaly upped in label's international A&R division. . . . Price stabilization plans by many labels brings about "dual distribution" concept. . . . FCC's Loevinger urges tighter radio-TV controls. . . . Stacey forms Hootenanny label. . . . IPG to distribute Clock records. . . . NARA's L.A. meet biggest yet. . . . Sam Chase forms International rep firm. . . . George Jay forms deejay mail service. . . . Carter gets added duties at VeeJay, Pipalo upped. . . . Chubby Checker's foreign tour dubbed a huge success. . . . Columbia closes Bridgeport pressing plant but retains administrative staff. . . . Bill O'Brien heads promo department at Philips. . . . Mickey Spillane enters wax field. . . . VeeJay ups Steve Clark to vice president of sales and promotion. . . . Roulette backs "Kelly" musical to tune of 100 g's. . . . Record companies

encouraged with op turnout at MOA meet. . . . Folk LP's reflect chart staying power. . . . Fair Trade Bill not out of the woods but passage is possible. . . . Court OK's ASCAP's new distribution changes. . . . Dot signs Maury Wills. . . . London International bows "Memories of . . ." LP series and adds 5 to phase four catalog. . . . UA tags Oct. 4 Caiola push. . . . NARM calls special New York meeting. . . . Steve Lawrence gets Sammy role in "What Makes Sammy Run." . . . Cameo-Parkway reports heavy fall sales. . . . Handleman Co. makes secondary stock offer. . . . Transistors highlight New York HiFi Show. . . . Phil Skaff's move to Liberty is made official. . . . Columbia realigns execs in merchandising department. . . . George Maharis returns to TV via "Judy" show guest shot. . . . Carnegie Benefit bill stars Sinatra and Lena Horne. . . . Colpix gets soundtrack for Liz Taylor's London tour. . . . Ben Selvin named music head of Revere-Wollensak. . . . Writers old and new share new Broadway musical season. . . . Consumers to get trading stamps as tickets to entertainment. . . . Columbia's West Side Story soundtrack passes 2 million mark. . . . Victor sets huge buildup campaign for singer John Gary. . . . Willie B signs new 5-year pact with WNEW. . . . Victor and Eddie Arnold continue 20 year teaming. . . . Roosevelt small business committee to hear record industry testify Sept. 23. . . . George Lee named director of Eastern operations for Warner Bros. . . . Julius La Rosa returns to Cadence. . . . Barbra Streisand boom underway, lark scores smash success with second LP. . . . Victor to release "3 Penny Opera" soundtrack. . . . Capitol names Bruce Davidson singles merchandising manager. . . . Promo men group seeks greater recognition. . . . Louis Zito opens artist firm in Gotham. . . . NY NARAS elects new trustees. . . . Foreign music men point up drop in U.S. disks abroad.

west coast, named the company's A&R veep. . . . RIAA report attacks proposal to drop the compulsory licensing provision—enabling all labels to cut a song on payment of a royalty—from the Copyright Act; says provision loss would stifle competition. RIAA also protests to Senate Committee on counterfeit disks—some 150,000 each month—coming out of Taiwan. . . . ABC-Paramount opens a New York distrib branch called Jet. . . . Gene Malis is named general manager of Canadian-American Records. . . . John Scott Trotter is elected new president of NARAS, the disk awards society. . . . Music Operators of America (MOA) has first meet with label execs at luncheon in N.Y. . . . Ailing Lou Shapiro bows out as president of NAARD, the dealer association. . . . The Weavers, noted folk group, to disband at the end of the year. . . . Jack Warner says that the flick version of "My Fair Lady" will bring in over \$100,000,000. . . . Phil Skaff elected executive veep of Liberty label also names Don Blocker as director of A&R. . . . MGM bows "Stereo Motion" kiddie LP line. . . . United Artists & H. W. "Pappy" Daily continue association. . . . Indie producers Lieber & Stoller form own labels, Daisy and Tiger. . . . Lena Horne's 20th Century-Fox dinking of "Now!" a dramatic plea for Negro equality, causes a controversy as to its suitability for programming on radio. . . . Warner Bros. label splits A&R functions into singles, album product, Joe Smith, national promo manager, gets added duties as head of pop singles A&R, Jimmy Hilliard tops album A&R.

## Season's Greetings

ELVIS & the Colonel

## Season's Greetings

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## OCTOBER

A record industry Trade Practices Conference, sought for a number of years by various trade groups, is authorized by the Federal Trade Commission; see it taking place in the spring. . . . Al Bennett buys a controlling interest in Liberty Records from Avnet Electronics, which got control of the label in 1962. . . . Bob York resigns as vice president of the commercial records dept. of RCA Victor. . . . Columbia Records switches Ken Glancy from sales to vice-president of A&R; Mort Hoffman replaces him as general manager of Columbia Sales Corp. . . . ASCAP says it took in \$25 million during the first eight months of '63. . . . All music firms to take part in U.S.'s 1963 Economic Census. . . . Jerry Kennedy returns to Mercury label in its Nashville A&R dept. . . . 1,600 Singer Sewing machine shops to sell disks. . . . Peter, Paul & Mary have their first three LP releases among the nation's top five albums. . . . Dick LePalm joins Chess Records as album sales topper. . . . Cameo-Parkway names Red Schwartz as director of national promotion. . . . Neil Galligan is named Kapp Records' singles sales manager. . . . David Carroll exits Mercury after 10 years in A&R for indie work; he continues as an artist for the label and will cut some dates. . . . MGM to release diskings by Bobby Tillotson, formerly a teen star for the Cadence label.

## NOVEMBER

The assassination of President Kennedy on Nov. 22 shocks the nation into great mourning, labels rush-out memorial albums and singles in his honor. . . . Nashville's Country Music Festival scores another big success. . . . An LP by a Belgian nun ("The Singing Nun") makes big sales news, as does a single from the album, "Dominique." . . . Steve Sholes, who headed-up Victor's operation on the

## DECEMBER

It is officially made known that Columbia Records has dropped cut-outs, eschewing sales to distributors to recoup costs. Move actually took place last June as part of the label's "Age of Reason" stabilization policy. . . . RCA Victor Records says its 1964 ad-promo campaigns will give LP's by new artists a "longer-run." Drive includes a 50% increase in local ads with added sales, ads and promo incentives. . . . Capitol Records will release dates by The Beatles, the fantastic rock sellers in England. . . . Warner Bros. Records inks Freddy Cannon. . . . Marian Anderson says she will end her singing career in 1965. She will tour the world before she retires. . . . Columbia has a 300,000 seller in Andy Williams' "White Christmas" LP, marketing the album well-before the Christmas buying season. . . . Liberty builds-up its pubbery operations with New York offices headed by Ed Silvers, west coast outlet topped by Tom Li Puma. . . . Kapp forms label—4 Corners of the World—for its foreign performers. . . . Anthony Newley enters distrib deal with IPG; first outing is a Newley single in tribute to President Kennedy. . . . Freddy, the German singing star, to have releases through MGM. . . . NARM, the rack-jobber association, names Albert Carretta its special legal counsel. . . . Joe Carlton forms Coffee House Records for folk-market diskings. . . . Angel Records has a hot item in a 13-LP, \$77.98 list price set of Beethoven sonatas by the late Artur Schnabel. . . . Bobby Weiss leaves Warner Bros. Records as its international music man for his own show business firms. . . . Liberty Records names Don Bohanan to a new post: marketing director.





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# MONTH-BY-MONTH—1963's TOP TEN

A special feature designed to aid disk jockeys interested in flash back ("A year ago at this time") programming. Compilation for these results comes from weekly Cash Box Top Ten Best Seller Lists during given month.

## JANUARY

1. Go Away Little Girl—Steve Lawrence
2. Telstar—Tornadoes
3. Limbo Rock—Chubby Checker
4. Bobby's Girl—Marcie Blaine
5. Tell Him—Exciters
6. The Night Has 1000 Eyes—Bobby Vee
7. Return To Sender—Elvis Presley
8. Hotel Happiness—Brook Benton
9. Walk Right In—Rooftops
10. Big Girls Don't Cry—Four Seasons

## FEBRUARY

1. Hey Paula—Paul & Paula
2. Walk Right In—Rooftop Singers
3. Ruby Baby—Dion DiMucci
4. Walk Like A Man—Four Seasons
5. Go Away Little Girl—Steve Lawrence
6. The Night Has 1000 Eyes—Bobby Vee
7. You Really Got A Hold On Me—Miracles
8. Rhythm Of The Rain—Cascades
9. From A Jack To A King—Ned Miller
10. Up On The Roof—Drifters

## MARCH

1. Walk Like A Man—Four Seasons
2. Rhythm Of The Rain—Cascades
3. Our Day Will Come—Ruby & Romantics
4. Ruby Baby—Dion DiMucci
5. Hey Paula—Paul & Paula
6. End Of The World—Skeeter Davis
7. You're The Reason I'M Living—  
Bobby Darin  
Eddie Gorme
8. Blame It On The Bossa Nova—  
Bobby Darin  
Eddie Gorme
9. He's So Fine—Chiffons
10. South Street—Orlons

## APRIL

1. He's So Fine—Chiffons
2. Can't Get Used To Losing You—  
—Andy Williams
3. I Will Follow Him—Little Peggy March
4. End Of The World—Skeeter Davis
5. South Street—Orlons
6. Baby Workout—Jackie Wilson
7. Our Day Will Come—Ruby & Romantics
8. Puff, The Magic Dragon—  
Peter, Paul & Mary
9. Young Lovers—Paul & Paula
10. Pipeline—Chantays

## MAY

1. I Will Follow Him—Little Peggy March
2. Puff, The Magic Dragon—  
Peter, Paul & Mary
3. If You Wanna Be Happy—Jimmy Soul
4. Surfin' U.S.A.—Beach Boys
5. Can't Get Use To Losing You—  
Andy Williams
6. Pipeline—Chantays
7. Foolish Little Girl—Shirelles
8. He's So Fine—Chiffons
9. Rev. Mr. Black—Kingston Trio
10. Two Faces Have I—Lou Christie

## JUNE

1. It's My Party—Lesley Gore
2. Sukiyaki—Kyu Sakamoto
3. Da Doo Ron Ron—Crystals
4. You Can't Sit Down—Dovells
5. I Love You Because—Al Martino
6. If You Wanna Be Happy—Jimmy Soul
7. Two Faces Have I—Lou Christie
8. Blue On Blue—Bobby Vinton
9. Hello Stranger—Barbara Lewis
10. Surfin'—Beach Boys

## JULY

1. Easier Said Than Done—Essex
2. Surf City—Jan & Dean
3. So Much In Love—Tymes
4. Sukiyaki—Kyu Sakamoto
5. Tie Me Kangaroo Down, Sport—  
Rolf Harris
6. Memphis—Lonnie Mack
7. Fingertips—Little Stevie Wonder
8. Blue On Blue—Bobby Vinton
9. Wipeout—Surfairs
10. Hello Stranger—Barbara Lewis

## AUGUST

1. Fingertips—Little Stevie Wonder
2. Blowin' In The Wind—  
Peter, Paul & Mary
3. (You're) The Devil In Disguise—  
Elvis Presley
4. So Much In Love—The Tymes
5. Surf City—Jan & Dean
6. Hello Muddah, Hello Faddah—  
Allan Sherman
7. Wipeout—Surfairs
8. Candy Girl—Four Seasons
9. My Boyfriend's Back—The Angels

## SEPTEMBER

1. My Boyfriend's Back—Angels
2. Blue Velvet—Bobby Vinton
3. If I Had A Hammer—Peter, Paul & Mary
4. Surfer Girl—Beach Boys
5. Hello Mudduh, Hello Fadduh—  
Allan Sherman
6. Heat Wave—Martha & Vandellas
7. Sally Go 'Round The Roses—Jaynetts
8. Then He Kissed Me—Crystals
9. The Monkey Time—Major Lance
10. Be My Baby—Ronettes

## OCTOBER

1. Be My Baby—Ronettes
2. Sugar Shack—Jimmy Gilmer & Fireballs
3. Blue Velvet—Bobby Vinton
4. Busted—Ray Charles
5. Cry Baby—Garnet Mimms & Enchanters
6. Sally Go 'Round The Roses—Jaynetts
7. Donna The Prima Donna—Dion DiMucci
8. My Boyfriend's Back—Angels
9. Washington Square—Village Stompers
10. Surfer Girl—Beach Boys

## NOVEMBER

1. Deep Purple—  
Nino Tempo & April Stevens
2. Sugar Shack—Jimmy Gilmer & Fireballs
3. I'm Leaving It Up To You—Dale & Grace
4. Washington Square—Village Stompers
5. It's All Right—Impressions
6. Dominique—Singing Nun
7. She's A Fool—Lesley Gore
8. Be My Baby—Ronettes
9. Maria Elena—Los Indios Tabajaras
10. Busted—Ray Charles

## DECEMBER

1. Dominique—Singing Nun
2. Louie, Louie—Kingsmen
3. I'm Leaving It Up To You—Dale & Grace
4. There I've Said It Again—Bobby Vinton
5. You Don't Have To Be A Baby To Cry—  
Caravelles
6. Everybody—Tommy Roe
7. Drip Drop—Dion DiMucci
8. Since I Fell For You—Lenny Welch
9. Deep Purple—  
April Stevens & Nino Tempo
10. She's A Fool—Lesley Gore



*Season's Greetings*

*to all*

*my friends*

*Johnny Tillotson*

Currently TOP 10 in '63

**"TALK BACK TREMBLING LIPS"**

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# Season's



# Greetings



Watch for my newest Mercury

single: **BYE BYE BARBARA**

album: **TENDER IS THE NIGHT**

# JOHNNY MATHIS

*Produced by:*

**GLOBAL RECORDS**

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# SONGS THAT HIT THE CASH BOX "TOP 10" IN 1963

TITLE	ARTIST	LABEL	PUBLISHER	TITLE	ARTIST	LABEL	PUBLISHER
A WALKIN' MIRACLE	ESSEX	(Roulette)	PLANETARY ASCAP	MARIA ELENA	LOS INDIOS	(RCA)	PEER INT'L BMI
BABY WORKOUT	JACKIE WILSON	(Brunswick)	MERRIMAC BMI	MEAN WOMAN BLUES	TABAJARAS	(Monument)	GLADYS BMI
BE MY BABY	RONETTES	(Philles)	MOTHER BERTHA, TRIO BMI	MEMPHIS	ROY ORBISON	(Fraternity)	ARC BMI
BE TRUE TO YOUR SCHOOL	BEACH BOYS	(Capitol)	SEA OF TUNES BMI	MICKEY'S MONKEY	LONNIE MACK	(Tamlam)	JOBETE BMI
BIG GIRLS DON'T CRY	4 SEASONS	(IVJ)	BOBOB-ASCAP	MIRACLES	MIRACLES	(Symbol)	SATURN BMI
BLAME IT ON BOSSA NOVA	EYDIE GORME	(Columbia)	SCREEN GEMS, COLUMBIA BMI	INEZ FOXX	MAJOR LANCE	(Okeh)	CURTOM, PALIRO BMI
BLOWIN' IN THE WIND	PETER, PAUL & MARY	(Warner Bros.)	M. WITMARK & SONS ASCAP	MONKEY TIME		(Verve)	E. B. MARKS BMI
BLUE ON BLUE	BOBBY VINTON	(Epic)	FAMOUS ASCAP	MORE-KAI WINDING		(Smash)	BLACKWOOD BMI
BLUE VELVET	BOBBY VINTON	(Epic)	VOGUE BMI	MY BOYFRIEND'S BACK	ANGELS	(Colpix)	SCREEN GEMS, COLUMBIA BMI
BOBBY'S GIRL	MARCIE BLAINE	(Seville)	A.M.E. OF N.Y.-BMI	MY DAD	PAUL PETERSEN	(Liberty)	BLN, MABS-ASCAP
BOSSA NOVA BABY	ELVIS PRESLEY	(RCA)	ELVIS PRESLEY	NIGHT HAS A THOUSAND EYES	BOBBY VEE	(RCA)	ELVIS PRESLEY BMI
BUSTED	RAY CHARLES	(ABC)	PAMPER BMI	ONE BROKEN HEART FOR SALE	ELVIS PRESLEY	(Laurie)	SCREEN GEMS, COLUMBIA BMI
CANDY GIRL	4 SEASONS	(Reprise)	SATURDAY, GAVADIMA ASCAP	ONE FINE DAY	CHIFFONS	(Kapp)	ROSEWOOD, DAY, HILLARD ASCAP
CAN'T GET USED TO LOSING YOU	ANDY WILLIAMS	(Columbia)	BRENNER BMI	OUR DAY WILL COME	RUBY & ROMANTICS	(Columbia)	CRAMART BMI
CRY BABY	GARNETT MIMMS & ENCHANTERS	(IUA)	RITTENHOUSE & MELLIN BMI	OUR WINTER LOVE	BILL PURSELL	(Reprise)	ROMANCE, DING DONG-BMI
DA DOO RON RON	CRYSTALS	(Philles)	MOTHER BERTHA & TRIO BMI	PEPINO THE ITALIAN MOUSE	LOU MONTE	(Dot)	DOWNNEY BMI
DEEP PURPLE	APRIL STEVENS & NINO TEMPO	(Atco)	ROBBINS ASCAP	PIPELINE	CHANTAYS	(Chattahoochee)	DRAGONWICK BMI
DEVIL IN DISGUISE	ELVIS PRESLEY	(RCA)	ELVIS PRESLEY BMI	POPSICLES & ICICLES	MURMAIDS	(Tamlam)	JOBETE BMI
DOMINIQUE	SINGING NUN (SOEUR SOURIRE)	(Phillips)	GENERAL MUSIC ASCAP	PRIDE AND JOY	MARVIN GAYE	(Warner Bros.)	PEPAMAR ASCAP
DONNA THE PRIMA DONNA	DION DIMUCI	(Columbia)	DISAL ASCAP	PUFF (THE MAGIC DRAGON)	PETER, PAUL & MARY	(RCA)	ELVIS PRESLEY BMI
DON'T SAY NOTHING BAD (ABOUT MY BABY)	COOKIES	(Dimension)	SCREEN GEMS, COLUMBIA-BMI	RETURN TO SENDER	ELVIS PRESLEY	(Capitol)	BUTTERFIELD ASCAP
DRIP DROP	DION DI MUCI	(Columbia)	PROGRESSIVE-QUINTET BMI	REV. MR. BLACK	KINGSTON TRIO	(Valiant)	SHERMAN-DEVORZON BMI
EASIER SAID THAN DONE	ESSEX	(Roulette)	NOM BMI	RHYTHM OF THE RAIN	CASCADES	(Columbia)	TIGER BMI
END OF THE WORLD	SKEETER DAVIS	(RCA)	SUMMIT ASCAP	RUBY BABY	DION	(Tuff)	WINLYN BMI
EVERYBODY	TOMMY ROE	(ABC)	LOW-TWI BMI	SALLY GO 'ROUND THE ROSES	JAYNETTES	(Mercury)	HELIOS, MRC BMI
FINGERTIPS	LITTLE STEVIE WONDER	(Tamlam)	JOBETE BMI	SHE'S A FOOL	LESLEY GORE	(Parkway)	CAMEO-PARKWAY BMI
FOOLISH LITTLE GIRL	SHIRELLES	(Scepter)	SCREEN GEMS, COLUMBIA BMI	SO MUCH IN LOVE	TYMES	(Cameo)	KALMANN ASCAP
FORGET HIM	BOBBY RYDELL	(Cameo)	LEEDS ASCAP	SOUTH STREET	ORLONS	(Decca)	MOSS ROSE BMI
FROM A JACK TO A KING	NED MILLER	(Fabor)	DANDELION BMI	STILL	BILL ANDERSON	(Dot)	DUNDEE BMI
GO AWAY LITTLE GIRL	STEVE LAWRENCE	(Columbia)	SCREEN GEMS, COLUMBIA BMI	SUGAR SHACK	JIMMY GILMER & FIREBALLS	(Capitol)	BEECHWOOD BMI
HEAT WAVE	MARTHA & VANDELLAS	(Gordy)	JOBETE BMI	SUKIYAKA	KYU SAKAMOTO	(Liberty)	SCDEEN GEMS, COLUMBIA BMI
HELLO MUDDUH, HELLO FADDUH!	ALLAN SHERMAN	(Warner Bros.)	CURTAIN CALL ASCAP	SURF CITY	JAN & DEAN	(Capitol)	GUILD BMI
HELLO STRANGER	BARBARA LEWIS	(Atlantic)	MCLAUGHLIN BMI	SURFER GIRL	BEACH BOYS	(Capitol)	ARC BMI
HE'S SO FINE	CHIFFONS	(Laurie)	BRIGHT TUNES BMI	SURFIN' U.S.A.	BEACH BOYS	(Tear Drop)	JAY & CEE BMI
HEY GIRL	FREDDIE SCOTT	(Colpix)	SCREEN GEMS, COLUMBIA BMI	TALK TO ME	SUNNY & SUNGLOWS	(IUA)	MELLIN-BMI
HEY PAULA	PAUL & PAULA	(Phillips)	LEBILL & MARBILL-BMI	TELL HIM	EXCITERS	(London)	CONNELLY-ASCAP
HOTEL HAPPINESS	BROOK BENTON	(Mercury)	DAY BEN, MAN-SION-ASCAP	TELSTAR	TORNADOES	(Phillips)	MOTHER BERTHA, TRIO BMI
I CAN'T STAY MAD AT YOU	SKEETER DAVIS	(RCA)	SCREEN GEMS, COLUMBIA BMI	THEN HE KISSED ME	CRYSTALS	(Epic)	VALIANT ASCAP
IF I HAD A HAMMER	TRINI LOPEZ	(Reprise)	LUDLOW BMI	THERE! I'VE SAID IT AGAIN	BOBBY VINTON	(Capitol)	COMET ASCAP
IF YOU WANNA BE HAPPY	JIMMY SOUL	(S.P.Q.R.)	ROCK MASTERS BMI	THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER	NAT COLE	(Epic)	BEECHWOOD BMI
I LOVE YOU BECAUSE	AL MARTINO	(Capitol)	FRED ROSE BMI	TIE ME KANGAROO DOWN, SPORT	ROLF HARRIS	(Epic)	BEECHWOOD BMI
I'M LEAVING IT UP TO YOU	DALE & GRACE	(Montel)	VENICE BMI	TWO FACES HAVE I	LOU CHRISTIE	(Roulette)	PAINTED DESERT, RTD BMI
IN DREAMS	ROY ORBISON	(Monument)	ACUFF-ROSE BMI	TWO LOVERS	MARY WELLS	(Motown)	JOBETE BMI
I SAW LINDA YESTERDAY	DICKEY LEE	(Smash)	JACK-BMI	UP ON THE ROOF	DRIFTERS	(Atlantic)	SCREEN GEMS, COLUMBIA BMI
IT'S ALL RIGHT	IMPRESSIONS	(ABC)	CURTOM BMI	WALK LIKE A MAN	4 SEASONS	(Vee Jay)	SATURDAY, GAVANDEMA ASCAP
IT'S MY PARTY	LESLEY GORE	(Mercury)	ARCH ASCAP	WALKING THE DOG	RUFUS THOMAS	(Stax)	EAST BMI
IT'S UP TO YOU	RICK NELSON	(Imperial)	4 STAR SALES-BMI	WALK RIGHT IN	ROOFTOP SINGERS	(Vanguard)	RYERSON-BMI
I WILL FOLLOW HIM	LITTLE PEGGY MARCH	(RCA)	LEEDS ASCAP	WASHINGTON SQUARE	VILLAGE STOMPERS	(Epic)	RAYVEN BMI
JUDY'S TURN TO CRY	LESLEY GORE	(Mercury)	GLAMOROUS ASCAP	WATERMELON MAN	MONGO	(Battle)	ARIES BMI
JUST ONE LOOK	DORIS TROY	(Atlantic)	PREMIER BMI	WHAT WILL MY MARY SAY	SANTAMARIA	(Columbia)	ELM DRIVE-ASCAP
LIMBO ROCK	CHUBBY CHECKER	(Parkway)	FOUR STAR	WILD WEEKEND	JOHNNY MATHIS	(Swan)	SHANTOOD-BMI
LOOP DE LOOP	JOHNNY THUNDER	(Diamond)	TOBI-ANN, TEDDY VANN BMI	WIPEOUT	ROCKIN' REBELS	(Dot)	MIRALESTE & ROBINHOOD BMI
LOSING YOU	BRENDA LEE	(Decca)	B.N.P. ASCAP	WONDERFUL! WONDERFUL	SURFARIS	(Parkway)	E. B. MARKS BMI
LOUIE, LOUIE	KINGSMEN	(Wand)	LIMAX BMI	YOU ARE MY SUNSHINE	TYMES	(ABC Paramount)	PEER INT'L BMI
				YOU CAN'T SIT DOWN	RAY CHARLES	(Parkway)	DASHER BMI
				YOU DON'T HAVE TO BE A BABY TO CRY	DOVELLS	(Smash)	JOBETE BMI
				YOUNG LOVERS	CARAVELLES	(Phillips)	LEBILL, MARBILL BMI
				YOU REALLY GOT A HOLD ON ME	PAUL & PAULA	(Tamlam)	ADARIS-BMI
				YOU'RE THE REASON I'M LIVING	MIRACLES	(Capitol)	JOY-ASCAP
				ZIP-A-DEE-DOO-DAH	BOBBY DARIN	(Philles)	
					BOB B. SOXX		

## Warmest Holiday Greetings !



*Peter, Paul and Mary*

**(and thanks for a wonderful year)**

Top Vocal Group—Album / Top Albums—#2 "Peter, Paul & Mary," #3 "Movin' " / Top Vocal Group—#2 Singles

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#1  
AROUND  
THE  
WORLD

Greetings and Heartfelt Thanks Everyone  
Everywhere for another Wonderful Year

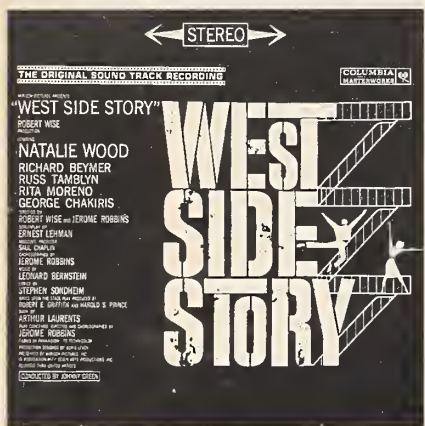


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# TOP



TOP ALBUMS:

NO. 1

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SOUND TRACK RECORDING



TOP MALE VOCALISTS  
(Album Category):

NO. 1 **Tony Bennett and Andy Williams**



BEST NEWCOMER  
FEMALE VOCALISTS:

NO. 1

**Barbra Streisand**

# ONE



# BIG



BEST NEWCOMER  
VOCAL GROUPS:

NO. 1 **The New  
Christy Minstrels**



TOP MALE VOCALISTS  
(Singles Category):

NO. 1 **Dion Di Muci**



BEST BANDS  
(Country Music Category):

NO. 1 **Lester Flatt  
& Earl Scruggs**



BEST RECORDS OF 1963  
(Country Music Category):

NO. 1 **Don't Let Me  
Cross Over**  
BY CARL BUTLER

# AS

ARE ON  
COLUMBIA  
RECORDS   
IN THE  
CASH BOX  
YEAR-END  
CHART SURVEY

# TOP R&B RECORDS & ARTISTS of 1963

A TABULATION OF RHYTHM & BLUES RECORDS & R&B ARTISTS WHO ACHIEVED GREATEST SUCCESS IN THEIR FIELD ACCORDING TO THE WEEKLY CASH BOX TOP 50 R&B CHART. NAMES LISTED BELOW ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE CHART AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH WERE IN THE TOP 50 WERE USED FOR AN ARTIST'S TOTAL. SURVEY COVERS 12 MOS. ENDING DEC. 1, 1963.

## BEST R&B RECORDS OF 1963

1. PRIDE AND JOY—MARVIN GAYE (Tamla)
2. LIMBO ROCK—CHUBBY CHECKER (Parkway)
3. FINGERTIPS—LITTLE STEVIE WONDER (Tamla)
4. Love Of My Man—Theola Kilgore (Serock)
5. Easier Said Than Done—Essex (Roulette)
6. Hello Stranger—Barbara Lewis (Atlantic)
7. Mockingbird—Inez Foxx (Symbol)
8. The Monkey Time—Major Lance (Okeh)
9. Tell Him I'm Not Home—Chuck Jackson (Wand)
10. Cry Baby—Garnet Mimms & Enchanters (UA)
11. Our Day Will Come—Ruby & Romantics (Kapp)
12. Candy Girl—Four Seasons (Vee Jay)
13. Two Lovers—Mary Wells (Motown)
14. Mickey's Monkey—Miracles (Tamla)
15. Hotel Happiness—Brook Benton (Merc)
16. Watermelon Man—Mongo Santamaria (Battle)
17. Da Do Ron Ron—Crystals (Philles)
18. You Are My Sunshine—Ray Charles (ABC)
19. Don't Make Me Over—Dionne Warwick (Scepter)
20. Just One Look—Doris Troy (Atlantic)
21. Wiggle Wobble—Les Cooper (Everlast)
22. He's So Fine—Chiffons (Laurie)
23. Heat Wave—Martha & Vandellas (Gordy)
24. Hey Girl—Freddy Scott (Colpix)
25. Walk Like A Man—Four Seasons (Vee Jay)
26. Release Me—Esther Phillips (Lenox)
27. Zip A Dee Doo Dah—Bobb B Soxx & Blue Jeans (Philles)
28. Busted—Ray Charles (ABC)
29. Another Saturday Night—Sam Cooke (RCA Victor)
30. South Street—Orlons (Cameo)
31. No One—Ray Charles (ABC)
32. Tell Him—Exciters (UA)
33. My Boyfriend's Back—Angels (Smash)
34. Take These Chains From My Heart—Ray Charles (ABC)
35. Frankie & Johnny—Sam Cooke (Victor)
36. Mama Didn't Lie—Jan Bradley (Chess)
37. Then He Kissed Me—Crystals (Philles)
38. Shake A Tail Feather—Dutones (One-Derful)
39. Send Me Some Lovin'—Sam Cooke (Victor)
40. You Can't Sit Down—Dovells (Cameo)
41. Foolish Little Girl—Shirelles (Scepter)
42. That's The Way Love Is—Bobby Bland (Duke)
43. Don't Say Nothin Bad About My Baby—Cookies (Dimension)
44. Desafinado—Getz & Byrd (Verve)
45. Hitch Hike—Marvin Gaye (Tamla)
46. Be My Baby—Ronettes (Philles)
47. I Who Have Nothing—Ben E. King (Atco)
48. Pipeline—Chantays (Dot)
49. Ride—Dee Dee Sharp (Cameo)
50. Call On Me—Bobby Bland (Duke)

## BEST MALE VOCALISTS

1. RAY CHARLES
2. CHUBBY CHECKER
3. SAM COOKE
4. Brook Benton
5. Marvin Gaye
6. Nat Cole
7. Bobby Bland
8. Little Stevie Wonder
9. Jackie Wilson
10. Major Lance
11. Chuck Jackson
12. Jimmy Soul
13. Fats Domino
14. Johnny Mathis
15. Freddie Scott
16. Rufus Thomas
17. Gene Chandler
18. Jerry Butler
19. Solomon Burke
20. Little Johnny Taylor
21. James Brown
22. Ben E. King
23. Lloyd Price
24. Johnny Thunder
25. Jimmy Holiday
26. Gene McDaniels
27. Jimmy Reed
28. Big Dee Irwin
29. Dion DiMucci
30. Chris Kenner
31. Joe Hinton
32. Lonnie Russ
33. Lou Johnson
34. Little Jr. Parker
35. Otis Redding
36. Elvis Presley
37. Mel Carter
38. Arthur Alexander
39. Percy Mayfield
40. Don Covay

## BEST NEWCOMERS MALE VOCALISTS

1. MAJOR LANCE
2. FREDDIE SCOTT
3. LITTLE JOHNNY TAYLOR
4. Jimmy Holliday
5. Johnny Thunder
6. Big Dee Irwin
7. Lonnie Russ
8. Lou Johnson
9. Otis Redding
10. Mel Carter

## BEST FEMALE VOCALISTS

1. MARY WELLS
2. DEE DEE SHARP
3. LITTLE EVA
4. Dionne Warwick
5. Barbara Lewis
6. Etta James
7. Theola Kilgore
8. Darlene Love
9. Inez Foxx
10. Doris Troy
11. Little Esther Phillips
12. Baby Washington
13. Jan Bradley
14. Lavern Baker
15. Barbara Lynn
16. Betty Levett
17. Timi Yuro
18. Betty Everett
19. Maxine Brown
20. Nancy Wilson

## BEST NEWCOMERS FEMALE VOCALISTS

1. DIONNE WARWICK
2. BARBARA LEWIS
3. THEOLA KILGORE
4. Darlene Love
5. Inez Foxx
6. Doris Troy
7. Jan Bradley
8. Betty Levett

## BEST VOCAL GROUPS

1. FOUR SEASONS
2. THE CRYSTALS
3. THE CHIFFONS
4. The Miracles
5. The Orlons
6. Ruby & The Romantics
7. The Cookies
8. Bob B. Soxx & The Blue Jeans
9. Martha & The Vandellas
10. The Shirelles
11. Essex
12. Garnett Mimms & Enchanters
13. The Exciters
14. The Jaynetts
15. The Drifters
16. The Angels
17. The Dovells
18. Five Dutones
19. The Ronettes
20. The Impressions
21. Patti Labelle & The Blue Bells
22. The Marvelettes
24. Jackie Wilson & Linda Hopkins
25. The Counters

## BEST NEWCOMERS VOCAL GROUPS

1. CHIFFONS
2. RUBY & ROMANTICS
3. COOKIES
4. Bob B. Soxx & Blue Jeans
5. Martha & Vandellas
6. Essex
7. Garnett Mimms & Enchanters
8. Exciters
9. Jaynetts
10. Angels
11. Five Dutones
12. Ronettes
13. Patti Labelle & Blue Belles
14. Classics
15. Sunny & Sunliners
16. Pastel Six
17. High Keys
18. Charmettes
19. Supremes

## BEST INSTRUM. & COMBOS

1. MONGO SANTAMARIE
2. LES COOPER
3. GETZ & BYRD
4. Chantays
5. Jimmy Smith
6. Vince Gualdi
7. Dartells
8. Lonnie Mack
9. Jimmy McGriff
10. Tornadoes
11. Booker T. & MG's
12. Pastel Six
13. Kai Winding
14. Cannonball Adderly
15. Ray Barretto

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*Exclusively*



# TOP COUNTRY RECORDS of 1963

DEFINITION OF COUNTRY RECORDS & COUNTRY ARTISTS WHO ACHIEVED GREATEST SUCCESS IN THEIR FIELD ACCORDING TO THE WEEKLY CASH BOX TOP COUNTRY CHART. NAMES LISTED BELOW ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE CHART AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH WERE IN THE TOP 50 WERE USED FOR AN ARTIST'S TOTAL. SURVEY COVERS 12 MOS. ENDING DEC. 1, 1962.

## BEST COUNTRY RECORDS OF 1963

1. DON'T LET ME CROSS OVER—CARL BUTLER (Columbia)
2. WE MUST HAVE BEEN OUT OF OUR MINDS—GEO JONES/  
MELBA MONTGOMERY (UA)
3. END OF THE WORLD—SKEETER DAVIS (RCA Victor)
4. Talk Back Trembling Lips—Ernest Ashworth (Hickory)
5. Ring Of Fire—Johnny Cash (Columbia)
6. Lonesome 7-7203—Hawkshaw Hawkins (King)
7. Act Naturally—Buck Owens (Capitol)
8. Still—Bill Anderson (Decca)
9. Ballad Of Jed Clampett—Flatt & Scruggs (Columbia)
10. Abilene—George Hamilton IV (RCA Victor)
11. Mama Sang A Song—Bill Anderson (Decca)
12. Roll Muddy River—Wilburn Bros. (Decca)
13. I Take The Chance—Ernest Ashworth (Hickory)
14. The Yellow Bandana—Faron Young (Mercury)
15. Walk Me To The Door—Ray Price (Columbia)
16. Sing A Little Song Of Heartaches—Rose Maddox (Capitol)
17. Happy To Be Unhappy—Gary Buck (Petal)
18. Wall To Wall Love—Bob Gallion (Hickory)
19. Ruby Ann—Marty Robbins (Columbia)
20. Man Who Robbed The Bank At Santa Fe—Hank Snow (RCA Victor)
21. Make The World Go Away—Ray Price (Columbia)
22. From A Jack To A King—Ned Miller (Fabor)
23. You Took Her Off My Hands—Ray Price (Columbia)
24. 8 x 10—Bill Anderson (Decca)
25. Is This Me?—Jim Reeves (RCA Victor)
26. The Other Woman—Loretta Lynn (Decca)
27. I've Enjoyed As Much As I Can—Porter Wagoner (RCA Victor)
28. Sands Of Gold—Webb Pierce (Decca)
29. We're The Talk Of The Town—Buck Owens & Rose Maddox (Capitol)
30. Sweet Dreams—Patsy Cline (Decca)
31. Guilty—Jim Reeves (RCA Victor)
32. Second Hand Rose—Roy Drusky (Decca)
33. My Father's Voice—Judy Lynn (UA)
34. If I Could Come Back—Webb Pierce (Decca)
35. Not What I Had In Mind—George Jones (UA)
36. Knock Again True Love—Claude Gray (Mercury)
37. Can't Hang Up The Phone—Stonewall Jackson (Columbia)
38. Head Over Heels—Don Gibson (RCA Victor)
39. Sawmill—Webb Pierce (Decca)
40. T For Texas—Grandpa Jones (Monument)
41. Six Days On The Road—Dave Dudley (Golden Ring)
42. Leavin' On Your Mind—Patsy Cline (Decca)
43. Tell Her So—Wilburn Bros. (Decca)
44. You Hurt Me—Ferlin Husky (Capitol)
45. A Girl I Used To Know—George Jones (UA)
46. Cold & Lonely—Kitty Wells (Decca)
47. Please Talk To My Heart—Country Johnny Mathis (UA)
48. Does He Mean That Much To You—Eddy Arnold (RCA)
49. Goodbye Kisses—Cowboy Copas (Starday)
50. Faded Love—Patsy Cline (Decca)

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And Many Thanks To All  
For My Biggest Year . . .

# Gary Buck

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## To All

## For A Great

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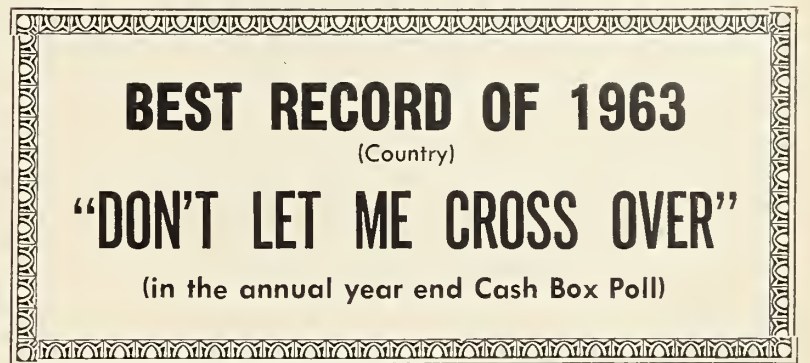


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# TOP COUNTRY ARTISTS of 1963

A TABULATION OF COUNTRY RECORDS & COUNTRY ARTISTS WHO ACHIEVED GREATEST SUCCESS IN THEIR FIELD ACCORDING TO THE WEEKLY CASH BOX TOP 50 COUNTRY CHART. NAMES LISTED BELOW ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE CHART AS WELL AS HEIGHT ATTAINED ON CHART. ALL TITLES WHICH WERE IN THE TOP 50 WERE USED FOR AN ARTIST'S TOTAL. SURVEY COVERS 12 MOS. ENDING DEC. 1, 1963.

## BEST MALE VOCALISTS

1. WEBB PIERCE
2. RAY PRICE
3. GEORGE JONES
4. Buck Owens
5. Bill Anderson
6. Jim Reeves
7. Ernest Ashworth
8. Bob Gallion
9. Marty Robbins
10. Faron Young
11. Stonewall Jackson
12. Johnny Cash
13. Hank Snow
14. Porter Wagoner
15. Eddy Arnold
16. Claude King
17. Carl Butler
18. George Hamilton IV
19. Ferlin Husky
20. Carl Smith
21. Don Gibson
22. Claude Gray
23. Hawkshaw Hawkins
24. Dave Dudley
25. Earl Scott
26. Gary Buck
27. Ned Miller
28. Grandpa Jones
29. Lefty Frizzell
30. Roy Drusky
31. Bob Luman
32. Buddy Cagle
33. Justin Tubb
34. Sonny James
35. Bobby Bare
36. Leroy Van Dyke
37. Billy Walker
38. Country Johnny Mathis
39. Roy Clark
40. Little Jimmy Dickens
41. Cowboy Copas
42. Ernest Tubb
43. Roger Miller
44. Ben Colder
45. Rex Allen
46. Jimmy Dean
47. Bobby Barnett
48. Carl Belew
49. Johnny Horton
50. Wynn Stewart

## BEST FEMALE VOCALISTS

1. ROSE MADDOX
2. PATSY CLINE
3. KITTY WELLS
4. Skeeter Davis
5. Loretta Lynn
6. Judy Lynn
7. Marion Worth
8. Melba Montgomery
9. Wanda Jackson
10. Connie Hall

### BEST NEWCOMER FEMALE VOCALIST

1. MELBA MONTGOMERY

### BEST NEWCOMERS MALE VOCALISTS

1. DAVE DUDLEY
2. GARY BUCK
3. BUDDY CAGLE
4. Bobby Barnett

## BEST DUETS & VOCAL GROUPS

1. WILBURN BROS.
2. GEORGE JONES & MELBA MONTGOMERY
3. BUCK OWENS & ROSE MADDOX
4. Johnnie & Joanie Mosby
5. Carl & Pearl Butler
6. Louvin Bros.
7. Roy Drusky & Kitty Wells
8. Johnny & Jack
9. Green River Boys
10. George Jones & Margie Singleton

## BEST BANDS

1. LESTER FLATT & EARL SCRUGGS
2. LEON McAULIFFE
3. HANK THOMPSON

## BEST INSTRUMENTALISTS

1. ARTHUR SMITH

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LIKE CHRISTMAS  
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My Arms"  
and  
"Who's Been Cheatin' Who"  
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1963

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Dore Alpert

Sonny Knight

Bobby Wayne

Dave Lewis

Lucille Starr

BIOS OF 1963's  
LEADING ARTISTS

(Continued from page 64)

Duane Eddy—RCA Victor

Duane Eddy, who was born in Corning, New York, was first introduced to the guitar when he was only five years old. Nothing happened—then. But twelve years later, when Duane was seventeen, he was given a recording of Chet Atkins for his birthday—and this time, it stuck.

Today the twenty-four year old RCA Victor artist looks back from a different point of view on those days, when he didn't have enough money to pay for lessons or for records, and so simply went from dance hall to dance hall to listen to the musicians. He sold hot dogs and pop to listen to the guitarists, and after three years, in 1958 Duane went to a recording studio in Phoenix, Arizona, where he cut two records "Movin' and Groovin'" and "Rebel Rouser" on the Jamie label. Both of these self-penned items quickly zoomed up the charts. The rest is history. Eddy's distinctive guitar style (achieved by playing melody on the bottom string rather than the top strings) has won him a flock of fans through the years.

His hits with Victor now include "(Dance With) The Guitar Man," "Lonely Boy, Lonely Guitar" and "Your Baby's Gone Surfin'."

Arthur Fiedler—RCA Victor

Arthur Fiedler is almost an institution in his home town, Boston. The distinguished and impeccable maestro has been instrumental in making the names Fiedler and Boston Pops household words since his recording of "Jalousie" sold over a million copies, the first RCA Victor Red Seal disk to achieve this.

In 1958 the Boston Pops conductor was awarded with a plaque commemorating his 30th anniversary with the Esplanade Concerts and the sale of his two-millionth album—he is now well on his way to his three millionth.

Born in Boston's Back Bay section, not far from the Symphony Hall where he conducts the Boston Pops Orchestra, Fiedler came from a family with a rich musical heritage. His mother was a fine amateur musician and gave him the incentive to study music. He joined the Boston Symphony in 1915 as a violinist and nine years later he formed the Boston Sinfonietta, a chamber orchestra. In 1929 he launched the now famous Esplanade Concerts. He was honored for these concerts in 1954 when Governor Heter dedicated the Arthur Fiedler Bridge.

In addition to a busy recording and concert career, he is a teacher at Boston University and has guest conducted with every major American Orchestra. He is married and the father of three children.

He has been represented on the charts this year with his RCA Victor albums, "Our Man In Boston" and "Concert In The Park."

Flatt & Scruggs—Columbia

Having never swayed from their traditional style, Lester Flatt and Earl Scruggs are two of the best known exponents of bluegrass music in the entire country field. The Columbia recording stars rode the Top 100 with "Ballad Of Jed Clampett," which is the main-theme of the new hit TV series, "The Beverly Hillbillies."

The boys have never drifted towards a "pop" sound as so many other country musicians have. Their group consists of Scruggs on the five-string banjo (playing the three-finger style he virtually invented) and Flatt on guitar, and a fiddle, a mandolin, a bass and a second guitar. Their most distinctive sound comes from the fact that none of their instruments are electrified. The boys often add wild, soaring vocals of old folk songs, usually dealing with unhappy love.

Marvin Gaye—Tamla

Marvin Gaye began singing at the tender age of three, when he was a soloist in his father's church in Washington, D.C.

Like many of today's popular young singers, Marvin continued his religious singing until his early teens when he launched his career in the popular field, singing locally around his home town. It is interesting to note that the artist, who could belt out a rocking good gospel song in his teens, today sings in a soulful style.

The multi-talented Marv (he sings, composes, arranges, plays the drums and piano) received his first big break a short while ago when he snared a Tamla Records recording contract. In brief period, he clicked with "Stubborn Kind Of Fellow" and "Hitch Hike." His 1963 hits included "Pride & Joy" and "Can I Get A Witness."

4 Seasons—Vee Jay

The 4 Seasons, who skyrocketed to the pinnacle of the charts with "Sherry" and "Big Girls Don't Cry," were unknown just days before "Sherry" was released. Proof-positive of the show biz dream of the "overnight success" is the fact that the boys are now a household name among record buyers across the nation.

All four boys hail from New Jersey. They are Frankie Valli, Bob Gaudio, Nick Massi and Tommy DeVito. Except for Bob Gaudio, who joined the group after leaving the Royal Teens, the other boys have been working together for about six years as the Four Lovers.

Prior to their initial smashes, everything seemed to be going wrong for the group. However, on a chance visit to Gotham, Frankie met independent record producer Bob Crewe. Crewe decided the group could still make it if they were given the proper material and took the artists under his wing. The second record they came up with was "Sherry." Smashes that followed included "Walk Like A Man," "Candy Girl," "Ain't That A Shame" and "New Mexican Rose."

Connie Francis—MGM

Connie Francis is undoubtedly one of the most successful female voices on the disk scene today. The U.S. market is only part of her domain as a lark Queen, for she has also made most of the other parts of the world her own—and in a unique manner.

In non-English speaking countries, the performer cuts her hit recordings in the native tongue, including French, German, Spanish, Italian and Japanese.

In the five years she has been recording for MGM Records, Connie has sold over 23 million disks and has been awarded eight gold platters by the label for sessions that have sold at least 1 million each.

The 22-year-old artist, born in Newark, N.J., (real name: Constance Franconero), first made her mark in show business at the age of 11, when she was heard, as a singer and accordionist, on the early juvenile-performer TV'er, "Starline," presented by George Sheek, now her manager. A year later she was a winner on Arthur Godfrey's "Talent Scout" show.

She was signed to MGM Records when she was 17, and nothing too noteworthy happened for seven or eight records and soundtrack chases for rock 'n roll flicks. But her father, who plays the concertina as a hobby, suggested that she record a triple-backed reading of the aldie, "Who's Sorry Now"; she did and soon had her first million-selling single.

Apart from singles, Connie has cut a host of varied-themed LP's, and has done major nitery-TV stunts all over the world. The chirp recently appeared on the charts with "Your Other Love" and "Drownin' My Sorrows."

Stan Getz & Charlie Byrd—Verve

Tenor saxist Getz and guitarist Byrd are the leading Bossa Nova names in the U.S. Through a disk teaming for Verve I Getz is a Verve pactee, Byrd cuts for Riverside, the pair came up with a top Bossa Nova LP, "Jazz Samba," from which 1962's most successful Bossa Nova single, "Desafinado," was culled.

Byrd had a big say in starting the big Bossa Nova boom in the States. During a tour of South America for the U.S. State Department in 1961, Byrd picked-up the Bossa Nova sound and began playing it as part of his repertoire. Though his Bossa Nova success has spotlighted his jazz talents, Byrd is also known for his readings of classical guitar music, and, in fact, once studied with the famed long-hair guitarist, Andres Segovia.

Byrd was born Sept. 16, 1925 in Chuckatuck, Va. Getz is one of the mainstays of modern jazz, as purveyed in both big-band and combo settings the presently does p.a.'s with his own quartet. The performer's hometown is Philadelphia, where he was born on Feb. 2, 1927.

Byrd scored a chart success this year with his Riverside LP, "Bossa Nova Pelos Passaros."

Lesley Gore—Mercury

Lesley Gore, who had had a runaway best-selling single in "It's My Party" on Mercury never performed commercially before the release of her hit.

The 16 year-old strawberry blond from Tenafly, New Jersey, was completely unknown before she cut the deck.

The lark's cousin, Howard Albert, really gets the credit for launching her career. Impressed with her abilities, he took an audition record to Joe Glaser, president of Associated Booking Corporation, who quickly sent it to Irving Green, Mercury topper. Lesley's unusual abilities were apparent even on the audition disk, and the label immediately rushed her into a recording session with Quincy Jones. Performing like a pro, the artist cut the final record on the first take. The rest is history.

Today, Lesley's career has become a family activity: wherever she goes, so goes the family, and Lesley's arrival in limousine complete with mother, father and brother has become an accustomed sight.

Her follow-up smashes to "Party" included "Judy's Turn To Cry" and "She's A Fool."

Vince Guaraldi—Fantasy

Proof-positive of the new popularity of jazz is Vince Guaraldi.

Guaraldi, who uses his real name professionally, was born July 17, 1932 in San Francisco, California. He attended local schools and San Francisco State College. Vince has an extensive musical background. Prior to forming his group in 1960, he paid his jazz dues by serving stints with Woody Herman, Cal Tjader and the Light-house All-Stars.

The artist has been married eight years and has two children, a boy and a girl named David and Dia. When he is not on the road playing club dates, Vince spends his spare time gardening and working in his home workshop.

His Big Fantasy Records' dates in 1963 were a single, "Cast Your Fate To The Wind" and an LP, "Jazz Impressions of Black Orpheus."

George Jones—United Artists

Over the past several years, George Jones has earned so many laurels for his distinctive country stylings, that this songster must rank among the biggest c&w artists around today.

Jones was born on Sept. 12, 1931, in Sarasota, Texas. At the age of nine he began playing the guitar and at 12 wrote his first song. Uncle Sam beckoned in '51 and in '53, after his discharge from the Marines, he returned to Beaumont, Texas. In '54 he joined the Houston Jamboree, followed this as a regular with Shreveport's Louisiana Hayride and an appearance on the trade charts with his Starday original, "Why Baby Why." He then became a favorite with Opry fans in '56, joined the Mercury roster, and smashed thru with "White Lightning" and "Who Shot Sam" among others.

George is now with UA, along with co-worker and friend George Riddle, who sings harmony and fronts his show, and is in constant demand in the U. S. and Canada.

(Continued on page M-68)

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\*Cash Box Year-End Poll



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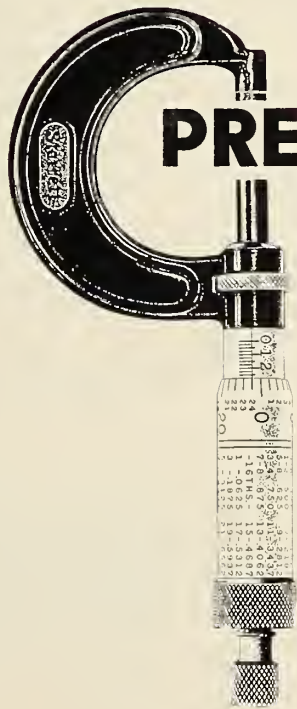


# The Season's Best Wishes



*Jack Berman*

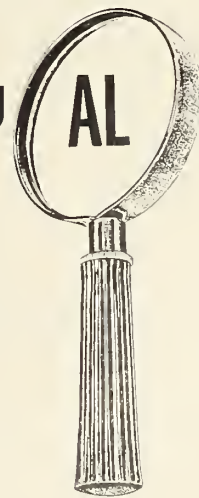
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**MIDDLE ROAD / 62.2%**

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\*This chart originated in Aug. 1962

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## NECROLOGY—1963

Members of the Music World Who Died During the Year

Michael Aaron	Bill Grauer	Jack Newman
Harry Akst	Glenn Gray	Edith Piaf
Jack Anglin	Natt Hale	Al Porgie
Phil Baker	Otto Harbach	Fritz Reiner
Dr. Clay Boland	Hawkshaw Hawkins	Luis Russell
Patsy Cline	Eddy Howard	Abe Schwartz
Reg Connelly	Randy Hughes	Harry Schwartz
Cowboy Copas	Stan Jones	Bob Scobey
Jim Denny	Jeff Kruger	Felix Slatkin
Danny Driscoll	Ernesto Lecuona	Axel Stordahl
Jack Ecoff	Irving Marcus	Ted Straeter
Skinny Ennis	Robert Marks	Alec Templeton
Charles Feldman	Lizzie Miles	Frank Walker
Amelita Galli-Curci	Roger King Mozian	Dinah Washington
William Gaxton		Ted Weems

## NARAS GRAMMY AWARD WINNERS

National Academy of Recording Arts & Sciences—Winners of the 1962 Achievement Awards.

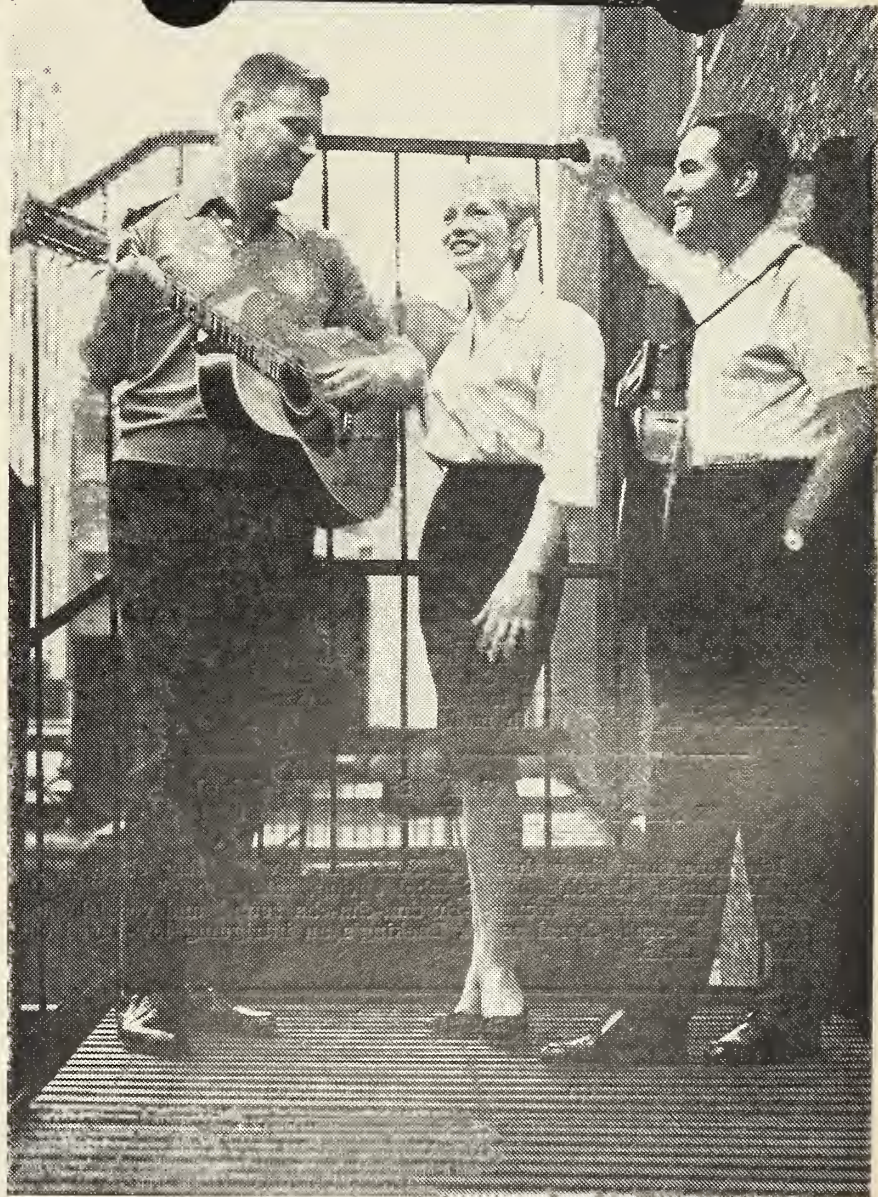
1. Record Of The Year: I Left My Heart In San Francisco—Tony Bennett A & R Producer—Ernie Altschuler (Columbia)
2. Album Of The Year (other than classical): The First Family—Vaughn Meader (Cadence) A&R Prod.—Bob Booker and Earle Doud
3. Album Of The Year—Classical: Columbia Records Presents Vladimir Horowitz—Vladimir Horowitz
4. Song Of The Year: What Kind Of Fool Am I—Composers: Leslie Bricusse and Anthony Newley
5. Best Instrumental Theme: A Taste Of Honey — Composers: Bobby Scott and Ric Marlow
6. Best Solo Vocal Performance—Female: Ella Swings Brightly With Nelson Riddle—Ella Fitzgerald (Verve)
7. Best Solo Vocal Performance—Male: I Left My Heart In San Francisco—Tony Bennett (Col.)
8. Best Jazz Performance—Soloist Or Small Group (instrumental): Desafinado—Stan Getz (Verve)
9. Best Jazz Performance—Large Group (instrumental): Adventures In Jazz—Stan Kenton (Cap.)
10. Best Original Jazz Composition: Cast Your Fate To The Winds—Composer: Vince Guaraldi
11. Best Performance By An Orchestra—For Dancing: Fly Me To The Moon Bossa Nova—Joe Harnell (Kapp)
12. Best Performance By An Orchestra Or Instrumentalist With Orchestra—Primarily Not Jazz Or For Dancing: The Colorful Peter Nero—Peter Nero (RCA Victor)
13. Best Instrumental Arrangement: Baby Elephant Walk—Arranger: Henry Mancini (RCA Victor)
14. Best Background Arrangement: I Left My Heart In San Francisco—Arr.: Marty Manning (Col.)
15. Best Performance By A Vocal Group: If I Had A Hammer—Peter, Paul and Mary (Warner Bros.)
16. Best Performance By A Chorus: Presenting The New Christy Minstrels—(Columbia)
17. Best Original Cast Show Album: No Strings—Composer: Richard Rodgers (Capitol)
18. Best Classical Performance—Orchestra: Stravinsky: The Firebird Ballet—Igor Stravinsky conducting the Columbia Symphony Orchestra (Columbia)
19. Best Classical Performance — Chamber Music: The Heifetz-Piatigorsky Concerts — Jascha Heifetz, Gregor Piatigorsky, and William Primrose (RCA Victor)
20. Best Classical Performance—Instrumental Soloist Or Soloists With Orchestra: Stravinsky: Concerto In D For Violin — Isaac Stern, Violin (Igor Stravinsky conducting Columbia Symphony Orchestra) (Columbia)
21. Best Classical Performance—Instrumental Soloist Or Duo (Without Orchestra): Columbia Records Presents Vladimir Horowitz — Vladimir Horowitz (Columbia)
22. Best Opera Recording: Verdi: Aida — Georg Solti conducting Rome Opera House Orchestra and Chorus (RCA Victor) Principal Soloists: Leontyne Price, Jon Vickers, Rita Gorr, Robert Merrill, and Georgio Tozzi
23. Best Classical Performance — Choral (other than opera): Bach: St. Matthew Passion—Philharmonia Choir; Wilhelm Pitz, Choral Director, Otto Klemperer conducting the Philharmonia O. (Angel)
24. Best Classical Performance—Vocal Soloist With Or Without Orchestra: Wagner: Gotterdammerung—Brunnhilde's Immolation Scene/Wesendonck Songs—Eileen Farrell, soprano (Columbia)
25. Best Classical Composition By Contemporary Composer: The Flood—Composer: Stravinsky
26. Best Engineering Contribution—Classical Recording: R. Strauss: Also Sprach Zarathustra—Fritz Reiner conducting Chicago Symphony—Engineer: Lewis W. Layton (RCA Victor)
27. Best Album Cover—Classical: The Intimate Bach — Art Director: Marvin Schwartz (Angel)
28. Best Comedy Performance: The First Family — Vaughn Meader (Cadence)
29. Best Documentary Or Spoken Word Recording (other than comedy): The Story-Teller: A Session With Charles Laughton—Charles Laughton (posthumously) (Cap.)
30. Best Engineering Contribution — Other Than Novelty And Other Than Classical: Hatari! Engineer: Al Schmitt (RCA Victor)
31. Best Engineering Contribution—Novelty: The Civil War, Vol. I—Engineer: Robert Fine (Mercury)
32. Best Album Cover (other than classical): Lena . . . Lovely And Alive—Art Director: Robert Jones (RCA Victor)
33. Best Recording For Children: Saint-Saens: Carnival Of The Animals/Britten: Young Person's Guide To The Orchestra—Leonard Bernstein (Columbia)
34. Best Rock And Roll Recording: Alley Cat—Bent Fabric (Atco)
35. Best Country And Western Recording: Funny Way Of Laughin' —Burl Ives (Decca)
36. Best Rhythm And Blues Recording: I Can't Stop Loving You—Ray Charles (ABC-Paramount)
37. Best Folk Recording: If I Had A Hammer—Peter, Paul and Mary (Warner Bros.)
38. Best Gospel Or Other Religious Recording: Great Songs Of Love And Faith—Mahalia Jackson (Columbia)
39. Best New Artist Of 1963: Robert Goulet (Columbia)

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# 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

"A FOOL NEVER LEARNS" (2:01) [Cricket BMI—Curtis]  
"CHARADE" (2:30) [Southdale, Northern ASCAP—Mercer, Mancini]  
ANDY WILLIAMS (Columbia 42950)

Williams, who's currently hot with "White Christmas," can start off the '64 season with another sales-blazer via his new Columbia pairing. Leadoff portion, "A Fool Never Learns," is quick moving, (partly) multi-tracked country-flavored thumper. Companion piece is a superb version of the haunting new Mancini-Mercer pic-title ballad "Charade." Standout Bob Mersey ork-choral arrangements on both 'must programming' entries.

"STAY WITH ME" (3:03) "TALK TO ME BABY" (3:00)  
[Chappell ASCAP—Moross, Leigh] [Commander ASCAP—  
Mercer, Dolan]

FRANK SINATRA (Reprise 0249)

Sinatra's got one of his best back-to-back ballad dates in sometime. "Stay with Me" is the lovely main-title from the new flick, "The Cardinal," while Broadway will soon display "Talk to Me Baby" in the new musical, "Foxy." Both tunes are caressed in the impeccable Sinatra manner. Sessions are due for concentrated deejay exposure.

"MY HOME TOWN" (2:17) [Harms ASCAP—Drake]  
"A ROOM WITHOUT WINDOWS" (3:08) [Harms ASCAP—Drake]  
STEVE LAWRENCE (Columbia 42952)

The consistent chart songster makes his Broadway bow early next year in a musicalized version of "What Makes Sammy Run?" Two tunes he'll sing in the show are on his latest singles outing. Top end, "My Home Town," has an inviting nostalgic flavor and it's done with solid ballad warmth by Lawrence. Flip is a deft swing stint.

"WATCH OVER HER" (2:28) [Valbo ASCAP—Gaudio, Valli]  
"WHEN IT RAINS IT POURS" (2:37) [Conrad BMI—Flemons]  
WADE FLEMONS (VeeJay 578)

Flemons appears to have latched onto the deck that'll send him back to big-hitsville. It's a heartfelt, rock-a-rhythmic thumper on which the songster tells his friend to "Watch Over Her"—meaning his ex-sweet-heart. Coupler's a tearful, self-penned rock-a-cha-cha affair tabbed "When It Rains It Pours." Potent duo that sports a first rate choral and ork assist on both stands.

"SNOW MAN" (2:18) [Davilene, Raleigh BMI—Hunter, Barkan]  
"JUST SO BOBBY CAN SEE" (2:13)  
[B. F. Wood ASCAP—Segal, Shayne]  
DIANE RAY (Mercury 72223)

Looks like the lark can be in for more Top 100 success with either end, or both, of her new Mercury outing. One end's a seasonal twist'er on which the gal's gonna build herself a "Snow Man"—that'll take the place her guy who's away. On the jumpin' companion piece, "Just So Bobby Can See," she tries to make her boyfriend jealous. Sparking instrumental support on both multi-tracked delights.

"ASK ME" (2:42) [Saturn BMI—King]  
"I SEE YOU MY LOVE" (2:56) [Saturn BMI—King]  
INEZ FOXX (Symbol 926)

It's more than likely that Inez Foxx will have another chart-maker on her hands. Thrush's new Symbol outing, tabbed "Ask Me," again features that enticing thump-a-rhythm-cha-cha sound, and vocal byplay and a sock combo-choral assist. Backing's an intriguing low-keyed cha cha beat affair.

## Best Bets

THE 4 J'S (Jamie 1267)

● "HERE AM I BROKEN-HEARTED" (2:10) [DeSylva, Brown & Henderson, Jungnickel ASCAP—DeSylva, Brown & Henderson] The years-back hit for Johnny Ray takes on a new teen outlook via this bubbly-rock "Blue Moon"-flavored approach. Deck's loaded with hit ingredients. Stick with it.

(B+) "SAID THAT SHE LOVED ME" (2:15) [Dandelion, Ben-L BMI—Bendenelli, Lovett] Also eye this thumping rock-a-string coupler. Strong pairing.

BABY WASHINGTON (Sue 797)

● "I CAN'T WAIT UNTIL I SEE MY BABY" (2:37) [Picturetone BMI—Meade, Taylor] Stylist should be in for solid spins in both the pop & blues areas with this smooth-sounding Latinish blueser with a Mary Wells-type feel. Good tune, inviting performance can add-up to a chart stand.

(B) "WHO'S GOING TO TAKE CARE OF ME" (3:00) [Satur & Bon Ami BMI—Washington] Effective upbeat doings from the blues-band in this semi-belt offering.

LITTLE CHERYL (Cameo 292)

(B+) "I LOVE YOU, CONRAD" (2:25) [Edwin H. Morris ASCAP—Adams, Strouse] The tune-ful "Bye Bye Birdie" item is joyfully handled by the lark and her femme friends. This version has a special music & lyrics addition. This teen merry-making could get around.

(B) "COME ON HOME" (2:20) [Kalmann ASCAP—Mann, Appell] A softie outing by the songstress.

THE CALS (Loadstone 1604)

(B+) "STAND TALL" (2:43) [Stonebess BMI—Alliar, Lind, Stone] The trio of musicians, (organ, bass, drums) has a fine rock-market outlook, represented here by a sly-beat blues approach. An interesting cut that could move. Diskery works out of San Francisco.

(B) "GET TO STEPPING" (2:39) [Stonebess BMI—Alliar, Lind, Stone] More in a blues vein, with a keyboard doing some jelly-roll statements.

THE KNIGHT BROS. (Checker 1064)

(B+) "I REALLY LOVE YOU" (2:10) [Arc & Herco BMI—Diggs] The vocalists put lots of blues-styled feeling into this heartfelt declaration, with a potent say from the lead voice.

(B) "SECOND HAND LOVER" (2:17) [Arc & Herco BMI—Diggs, Dunbar] Brisk rock-a-cha blueser from the vocalists, who do their stuff on a catchy ditty. Good-sounding outing for the teen and blues markets.

THE CHARTERS

(Merry-Go-Round 103)

(B) "LOST IN A DREAM" (2:27) [Merry-Go-Round Melody BMI—Charters] Boys come-up with some inviting old-time-rock-ballad blending here. Sound is soft & sweet and a natural for romantic teen dancing. Diskery hails from N.Y.

(B) "THIS MAKES ME MAD" (2:02) [Merry-Go-Round BMI—Charters] This time around, the team is out to keep the kids hopping to a novelty step.

NORMA LEE (Cameo 291)

(B+) "HE" (2:34) [Avas BMI—Richards, Mullan] The moppet lark and The Ashland Children's Chorus appealingly read the touching inspirational oldie.

(B) "GO BLESS ME" (2:24) [Wyncote ASCAP—Jackson, Wisner] Norma gets more of a spotlight on this end.

THE PAGENTS (Era 3119)

(B) "ENCHANTED" (2:06) [Padua-Brana BMI—Hart] This is one of those intriguing, guitar-led instrumentals which from time to time make the grade. Besides the guitar work, there are good percussion bits. Might be active.

(B) "BIG DADDY" (2:23) [Padua-Brana BMI—Hart] A femme voice is a sultry opening to this rock attack by the musicians.

JIMMY BORGES (Dymo 4163)

(B+) "A WORLD OF LOVE" (2:30) [Robbins ASCAP—Wayne, North] The haunting main-title from "Cleopatra" has a lyric, and the resulting song is deftly crooned by the Mel Torme-like warbler. An attractive full ork sound backs-up. Sound can be in for lots of airtime. Label is based in Hollywood.

(B) "JUST AS IMPOSSIBLE" (2:25) [Holly-Hill & Golden Gate ASCAP—Wayne, Silbert] This ballad session doesn't measure up to the top portion.

JOHN HART (La Louisianne 8046)

(B) "RAT RACE" (2:15) [La Lou BMI—Hart] This is a bouncy jazz blueser which generally does the meaning of the title well. It's tailored for both rock & jazz-inclined exposure. Diskery is located in Lafayette, La.

(B) "CAT TALK" (2:40) [La Lou BMI—Hart] Musicians make sly bluesy music here.

RAY VENABLE (Keltone Int'l 1001)

(B) "MONORAIL HOLIDAY" (1:57) [Keltone Int'l ASCAP—Venable] The new kind of railway system is saluted in a bright, boogie-woogie & rock display by the pianist and Ray Gregory ork. Headquarters for the waxery is Van Nuys, Calif.

(B) "BALBOA" (2:13) [Keltone Int'l ASCAP—Venable] This end falls back on a boogie-woogie beat to an even greater degree.

DON BRANDON (Challenge 59224)

(B+) "EASY BOY DON'T GET EXCITED" (1:59) [4-Star Sales BMI—Knight] An "off-stage" voice tries to calm a fella down as he rocks out his excitement over finding a girl of his dreams. A teen attack with somewhat of a different-sounding approach.

(B) "IT'S WONDERFUL BEING YOUNG" (2:00) [4-Star Sales BMI—Holiday, White] Good full-bodied, medium-beat sound, with Brandon doing his stuff in a multi-tracked, deep echo-chambered manner.

MARLIN & THE MERMAIDS (ABC-Paramount 10493)

(B) "THE BALLAD OF SILVER SPRINGS" (3:07) [Pamco BMI—McLean] The locale in Fla. plays a part in this melodramatic country-folk tale by the songster. Good sound for the folk trade.

(C+) "AT WEEKI WACHEE" (2:45) [Blasco ASCAP—Lyon] Amiable countryish sound about another site in Florida.

PAULINE, JIMMY FORREST & CHICK FOSTER (D&J 1000)

(B) "NIGHT WALK" (2:25) [Mikel Hooks BMI—Hooks, Eversole] This a colorful, mostly R&B-g geared shuffle-beat blueser from the instrumentalists. Organ and sax are the highlight sounds.

(B) "RAINDROP BLUES" (2:25) [Mikel Hooks BMI—Hooks] Stylist Pauline tops this low-down blueser.

# TRIBUTE

*It makes you sad to think on it how men will never learn  
Just take a look through history no matter where you turn  
We never do appreciate a good man 'til he's gone  
And we have lost the greatest man our time will look upon*

*The world was stunned and silent on that bright November day  
When a mad assassin's bullet took that gallant heart away*

*He died November 22 in 1963  
He left a brave young widow with two children at her knee  
No one knows how she told them of that black and tragic day  
But the little boy saluted as the caisson moved away*

*Yes, the world was stunned and silent on that bright November day  
When a mad assassin's bullet took that gallant heart away*

*He was more than just a leader he was really a Messiah  
He had a dream for all mankind that set their hearts afire  
That all men should be equal was the dream he had in view  
We recognized the message—and we crucified him too*

*Yes, the world was stunned and silent on that bright November day  
When a mad assassin's bullet took that gallant heart away*

*He looked so young we wondered—but he soon dispelled our fears  
He had a kind of wisdom that was far beyond his years  
He worked so hard all through the day the dark brought no release  
His lamp burned bright all through the night he had to keep the peace*

*Yes, the world was stunned and silent on that bright November day  
When a mad assassin's bullet took that gallant heart away*

*He had the gift of laughter and a gentle comic sense  
He'd be the first to laugh at any joke at his expense  
For great men know their pomp and pride are empty shadow play  
For all men will be equal on the final judgment day*

*Yes, the world was stunned and silent on that bright November day  
When a mad assassin's bullet took that gallant heart away*

*His passing left a family to face the world alone  
A brave courageous widow with a beauty all her own  
She slowly took her wedding ring and placed it on his hand  
And the story of her courage is a legend through the land*

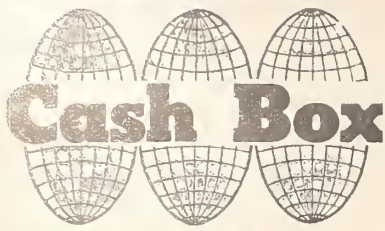
*The world was stunned and silent on that bright November day  
When a mad assassin's bullet took that gallant heart away*

*It's hard to find a moral in this dread catastrophe  
But he will not have died in vain if we can guarantee  
The next time that the likes of him is set down in this land  
We'll all forget our differences and give a helping hand*

*Yes, the world was stunned and silent on that bright November day  
When a mad assassin's bullet took that gallant heart away*

on Acappella Records  
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# 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

## Best Bets

FREDDY (MGM 13200)

● "SON WON'T YOU COME BACK" (2:56) [Roosevelt BMI—Olias, Quinn, Singleton] Freddy, among Germany's top songsters, could happen on the U.S. charts with this moving tale—done in English without the trace of an accent—about a sailor who recalls his mother's plea to see her son return home. Keep close tabs on this cut.

(B) "WHY CAN'T I EVER BE LUCKY" (2:48) [Roosevelt BMI—Olias, Quinn] The performer has a Nashville quality here.

THE SHANGRA-LAS (Smash 1866)

● "SIMON SAYS" (2:35) [Tender Tunes BMI—Michaels] Songsters and musicians have a happy-rock-time-of-it here, and their zest could get strong teen acceptance. A wild, party-time date that should be eyed closely.

(B) "SIMON SPEAKS" (2:32) [Tender Tunes BMI—Steinberg, Mizrahi] Further rock joy.

THE CANADIAN SWEETHEARTS (A&M 727)

● "HOOTENANNY EXPRESS" (2:04) [Irving/Doral BMI—Regan] There's a charming gay-air about this folk-hillbilly outing by the vocalists. A date that could catch-on in short order.

(B) "HALF-BREED" (2:21) [Cedarwood BMI—Loudermilk] A striking folk-western.

DENISE GERMAINE (United Artists 684)

● "JOHNNY CASANOVA" (2:02) [Stride & Edlock BMI—Weiss] Lark makes an exciting disk bow, heading a colorful rock showing that resembles the sound of Lesley Gore's cuts. Date can step-out.

(B) "UNFORGOTTEN YESTER-DAYS" (2:36) [Stride & Edlock BMI—Edwards, Partee] This end also contains effective rock color.

TITUS TURNER (Columbia 42947)

● "I'M A FOOL ABOUT MY MAMA" (3:09) [Mutual-ASCAP—Robinson] Titus Turner pours out plenty of warmth and heart on this melodic ballad tribute to mother. The chanter has a big voice and a feelingful delivery perfectly fitted to this theme. Lush ork backdrop is standout. A fine talent to watch.

● "MAKE SOMEONE LOVE YOU" (3:04) [Day & Hilliard-ASCAP—Hilliard, Garson] The songster directs his talents to a ballad romance with a big city blues flavor. Another first-rate reading by Turner.

CHARADES (Ava 154)

(B) "PLEASE BE MY LOVE TONIGHT" (1:58) [Anthony ASCAP—Hilder, Chavez, Chaney] Warblers dip into years-back teen-ballad harmony (somewhat like The Channels) with this lovey-dovey stand. Date's done with lots of teen polish, and could make some airtime headway.

(B) "TURN HIM DOWN" (2:15) [Anthony ASCAP—Hafner, Reeth] Kids will also go for this bright drama-rock stand.

THE PYRAMIDS (Best 13002)

● "PENETRATION" (1:50) [Dorothy ASCAP—Leonard] The instrumental duo comes-up with an attention-getting, quick-beat rock sound. Can catch-on. Diskery is handled by the London Group.

(B) "HERE COMES MARSHA" (1:50) [Dorothy ASCAP—Glover] Pleasing vocal on an interesting lovey-dovey.

TY WHITNEY (20th Century-Fox 447)

(B+) "THROW AWAY" (2:30) [Thayer BMI—Lubin, Steener] There's a solid tuneful air to this speedy rock sound from the multi-tracked songster and his combo-chorus backing. Sure to meet with rock set appreciation.

(B) "MOVE OVER DARLING" (2:15) [Daywin BMI—Lubin, Kanter] This is the cute flick tune that Doris Day cut for Columbia.

BILLY ADAMS (Sun 389)

● "BETTY & DUPREE" (2:37) [Rush BMI—Willis] The old Chuck Willis teen-stroll hit is back again in a strong showing by the over-dubbed songster. Today's teeners can also go for the tune via this rendition.

(B) "GOT MY MOJO WORKIN'" (2:24) [Knox BMI—Adams] A familiar teen theme gets a pro run-through.

MAXINE DAVIS (Guyden 2099)

● "I FOUND A LOVE" (2:00) [Lou Pine-Alibri BMI—Pickett, Schofield, West] Stylist could receive a chart-riding acceptance in the pop & R&B fields with her distinctive warble of the old hit, originally done by The Falcons. Funky guitar and chanting chorus top the setting sound. Should be eyed.

(B) "HE'S MY GUY" (2:10) [Crazy Cajun BMI—Bilao] Performer turns to amiable brisk-beat blues doings.

RONNIE ALDRICH (London 9633)

● "THEME FROM 'THE PRIZE'" (2:47) [Hastings-BMI—Goldsmith] Ronnie Aldrich, an LP chart stalwart for London, could capture some singles honors with this standout survey of the new flick theme. The 88'er's polished style and hosts of lush strings make for top-drawer listening pleasure. Excellent programming fare.

● "LOVE THEME FROM 'TWILIGHT OF HONOR'" (2:32) [Miller-ASCAP—Green] Another airing of a film theme here—this time a potent Johnny Green melody. Also first-rate air item. Both sides could make some noise.

PHIL COLBERT (Smash 1865)

(B) "WHERE WAS I" (2:28) [Emit & Emorey BMI—Badale, Clifford] Things are not going too well romantically-speaking for the fella in this semi-dramatic blues-rock stint by the songster. There are some interesting femme chorus chant remarks in the setting. Pro, though familiar-sounding portion.

(B) "THAT'S ALL IT WAS" (2:22) [Emit & Emorey BMI—Kemp, Bagby] A date in the manner of the top-half.

JIGGLES (Dore 693)

(B+) "I WISH I'D STAYED IN BED" (2:07) [Lowery BMI—Reed] This is a whacky pseudo-hillbilly rock-novelty. It's fun and a possible chart-rider.

(B) "GET YOUR GOOD GOOD LOVIN' FROM ME" (2:05) [Hillary-Maverick BMI—Squires] Catchy teen-romantic with a Nashville heritage.

TONY GERACE (Fleetwood 7006)

(B+) "GOOD LUCK, BEST WISHES, GOODBYE" (1:54) [Sigma Seven & Bobby BMI—Lerner, Schnitzer, Belfor] The warbler and a femme chorus nicely convey an attractive ballad for teen listening. Sammy Fields arranged and directs the easy-go bounce ork setting. Worth teen-beat airtime. Label is a New York outfit.

(B) "FIND YOUR OWN" (1:40) [Sigma Seven & Bobby BMI—Lerner, Schnitzer, Belfor] Snappy rock showing here.

MARGARET LEWIS (Capitol 5068)

(B+) "I ALMOST CALLED YOUR NAME" (2:46) [Shuler BMI—Smith, Lewis] Thrush hands-in a pro portrayal of a wistful Nashville-flavored ballad. Reliable Nashville ork-chorus stand backs up her stint. Many a teener will be touched by the cut.

(B) "JOHNNY'S CASH OR JOEY'S LOVE" (2:38) [Big Bopper BMI—Mizzell] Brighter stand about a decision that's due on the title.

BILLY DANIELS (World Wide Stars 120)

(B) "SEASON'S GREETINGS" (3:05) [Pierrette ASCAP—Schwabb] There's still a week or so left in the Holiday Season for exposure of this warm stint by the noted songster.

(B) "HOLIDAYS" (2:38) [Minor-Tone BMI—Lincoln, Smith, Jackson] The songster swings with jazz combo accompaniment.

LEE EDDIE (Dondee 110)

(C) "HE HASN'T FORGOTTEN ME" (2:00) [Dondee ASCAP—Rackin, Rackin, Mosley] Songster offers an inspirational number against a softie, hit-of-the-beat combo sound.

(C) "COMES NEXT SUMMER" (1:55) [Dondee ASCAP—Rackin, Rackin, Mosley] Light-beat sentimental.

XAVIER CUGAT ORCH. (Mercury 72222)

(B) "GRASSHOPPER" (2:33) [Hill & Range & Bendig BMI—Blanco] Cute novelty tune gets a happy Latin reading from the vet maestro. Take was culled from an LP, "Cugi Cocktails," and is well-worth cheer-up programming.

(B) "CUGI COCKTAIL" (2:27) [Emercy ASCAP—Mooney] The album's title track is greatly influenced by a jazz-blues feel.

JOE FRANK & THE KNIGHTS (El-Jay 100463)

(B) "FIVE ELEPHANTS IN A VOLKSWAGEN" (2:50) [Poinsetta BMI—Carollo, Griffith] There's an intriguing, bluesy manner to this instrumental outing by the guitar-organ spotlighted musicians. Diskery, a Cleveland, Miss. outfit, could have a noise-maker here.

(B) "TWISTIN' MISSISSIPPI" (2:09) [Poinsetta BMI—Correro, Tidwell, Sory] Percussions are the big rock factor in this attack.

JOHNNY ANGEL (Parliament 778)

(B) "THE FEVER" (2:00) [Central BMI—Spezze, Ancell] Singer Angel spreads the news that a new teen step is ready for teen acceptance. He and his back-up sound relay the info with lots of sock-rock authority. Label headquarters in Hollywood.

(B) "A DAY LATE & A DOLLAR SHORT" (2:15) [Central BMI—Spezze, Ancell] Title is the story of a fella's life in this snappy rock date.

DON NAPOLI (Moonglow 227)

(B) "TIME AFTER TIME" (2:10) [Ray Maxwell BMI—Fiducia] Napoli nicely handles the wistful teen romantic, not the Styne-Cahn oldie. There's a pleasingly smooth & soft way to this expression.

(B) "HEY, ANGELINA!" (2:10) [Ray Maxwell BMI—Maxwell] Snappy Italian-styled rock ditty.

ADAM FAITH (Amy 895)

(B+) "THE FIRST TIME" (2:00) [-Andrews] The English warbler is well-represented in rock-market terms as he belts a pro rock rhythmic against fine upbeat comments from the combo-male chorus. Sure to please U.S. teeners.

(B) "SO LONG BABY" (2:33) [-Stapleton] Inviting teen-sentimental gets a catchy rock beat.

THE GAYLORDS (Time 1071)

(B+) "DORMI DORMI" (2:24) [International Pauline ASCAP—Paone] The vocal-instrumental act returns to the singles field with an appealing blend on a pretty lullaby. Cut, from their LP, "The Gaylords 'Live' at Lake Tahoe," could get around.

(B) "TRY TO REMEMBER" (2:25) [Chappell ASCAP—Jones, Schmidt] From the same album, a warm reading of the lovely song from "The Fantasticks," the Off-B'way mainstay.

THE TOPSIDERS (Atlantic 2215)

(B+) "YOU CAN'T BE HAPPY BY YOURSELF" (2:45) [Arch-ASCAP—McFarland] The Topsisiders happily go the folk route with this banjo pluckin', handclappin' sing along ditty. A solo recitation takes care of the verse with the crew joining in for the chorus. It's spritely and melodic item worthy of some airtime.

(B+) "BABY OF MINE" (3:10) [Vicki-BMI—Shorter, Hall] A folk ballad romancer on this side with plenty of guitars and some smooth harmonizing by the group.

**BRAND NEW!**



*"THE QUEEN OF COUNTRY MUSIC"*

**KITTY WELLS**

sings

**THIS WHITE CIRCLE ON MY FINGER**

c/w

**(I Didn't Have to) BREAK UP SOMEONE'S HOME**

31580



on **DECCA**  **RECORDS** naturally!



LPM/LSP-2745



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



# PLATTER SPINNER PATTERN

The FCC has been directed not to take any action against anybody's license under its interpretation of the 'fairness doctrine' until the House Commerce Communications subcommittee has a chance to take action next year. The subcommittee in a letter-report to Rep. Oren Harris (D., Ark.), chairman of the full commerce committee, said it wants the full committee to send a copy of the report to the FCC. The letter-report was softened considerably so that it was possible to say that "all of the members of the subcommittee have had an opportunity to review this letter and have concurred in it." The report was released last week but only after days of argument over terminology and the possibility of dissent.

Christmas came to Salt Lake City with the annual Jaycee Christmas parade. One of the first stops Santa made was KALL-Salt Lake City and the Paul Smith air stanza. Santa gave best wishes to all and then joined his reindeer to proceed down the city's streets.

Jim Simpson, production manager of WPOP-Hartford, is holding down the daily 10 to noon air niche. Jim's currently producing the syndicated "Mad Daddy" show for the station.

WLWT-Cincinnati has hired a local housewife to help produce a special Christmas show for the station. Seems the lady wrote a letter to the president of Crosley Broadcasting, John T. Murphy, telling him what she'd like to see on a Christmas program. Murphy liked her ideas so much he

called in the lady to act as executive producer on the show. She will be retained by WLWT until the program is completed.

The brand new WQXI-Atlanta personality line-up is as follows: operations manager, Red Jones, from 6:00-9:00 AM; Sam Hale, 9:00 AM to 12 noon; Tony Taylor, 12:00-3:00 PM; music director, Pat Hughes, 3:00-7:00 PM; Paul Drew, 7:00-12:00 midnight; and the twins, Tom and Paul Collins, all-night long; with week-ender Ricky Lane.

Only World War II and a heart attack last year have ever prevented Sergeant Frank "Curly" McGourty, winner of WWDC-Washington's "Joe Redskin" title, from ever missing a Washington Redskin home football game. Ben Strouse, president and general manager of the outlet announced McGourty as "Joe Redskin" after a panel of five judges poured over the 24 finalists from more than 5,000 entries the station received. More important however, Sgt. McGourty though a genuine Redskin rooter since the professional club moved to the nation's capitol from Boston in 1937, is in many ways just like 'Mr. Fan.' McGourty, stationed at Andrews Air Force Base and a career serviceman, took time out to serve in World War II 1942-45 but never stopped purchasing season tickets to the Redskins' games. McGourty was honored at the Redskins-Browns game last week. His prizes include a trip to Nassau for two weeks and 14 other gifts totalling thousands of dollars.

Edith Dick, general manager of WRFM-FM-New York, announced last week that because of unusual audience reaction to the station's new stereo sound which began on Dec 1 of this year, the outlet will increase its stereo schedule.

Bill Atkins, program director of KILE-Galveston, sends along word to the effect that the station will be participating in a March of Dimes marathon beginning January 2. All four station spinners will broadcast on a relay basis. Each jock will broadcast as long as he can hold out then the next will take over.

WJRZ-Newark air personality Paul Brenner once again lent his time and talent to charity. Last week the deejay emceed the B'nai B'Rith Hillel Fund's "Day Of Fun" at the Essex House in Newark. The festival, a continuous 12 hour program, featured card tournaments, games and contests and an awards banquet presided over by comedian Jack Wakefield.

CKY-Winnipeg has just received an award which may be unprecedented in the music and radio industries. Reg Ayres, manager of the Winnipeg branch of Quality Records, presented the outlet with 2 gold records: one for "Fryksdalsdansen" by Rune Ofverman and the other for "Forget Him" by Bobby Rydell. The award was made on behalf of George L. Keane, the label's vee and managing director. This is the first time a gold record has been presented in Western Canada and it may be the first time in history that a single radio station has been presented with 2 gold records simultaneously.

The script for the first radio drama produced in Pittsburgh in many years has just been completed by author Ed King and production is moving ahead with dispatch as producer Rege Cordic begins casting the play. An original drama, it will be heard on KDKA Christmas eve, 8:00-8:30 PM.

Larry Mitchell, a cameraman on KPIX-TV-San Francisco, scored a double earlier last week when he became the recipient of two blue ribbons for his camera work at the annual Weibel-California Historical Association Presentation.

Lee Grant, program director and morning personality on WABY-Albany, has won the lead part in the Albany Civic Theatre's latest production, "A Hatfull Of Rain." As part of station policy, WABY encourages its staff to enter into and become a part of local, social and community projects activity.

## VITAL STATISTICS:

Ron Bowen is now holding down the 7 to midnight shift on WYDE-Birmingham. . . . Gene Winters given the green light as station manager of KFIF-Tucson. . . . Fulton Lewis Jr has re-entered the Windy City market via a stand on WJJD-Chicago. . . Hal Peterson named assistant manager of WBSM-New Bedford, Mass. . . . Jerry Lee exits his air spot on KQEO-Albuquerque to join the air staff of WAKY-Louisville. . . . Terry Wood is the new production manager on WFLA-Tampa. . . . Walt Pinto, formerly with WBBV-Portsmouth, is now with WNLC-New London. . . . Hanl Elwood is now spinning 'em on WTRR-Sanford. . . . Reginald Lavong is a new personality add on WRCV-Philadelphia.

# AN EPIC NEW

## GREAT NEW TALENT GREAT BIG HITS...



### OBREY WILSON

### "A Little Bit of Heartache"

### 5-9652





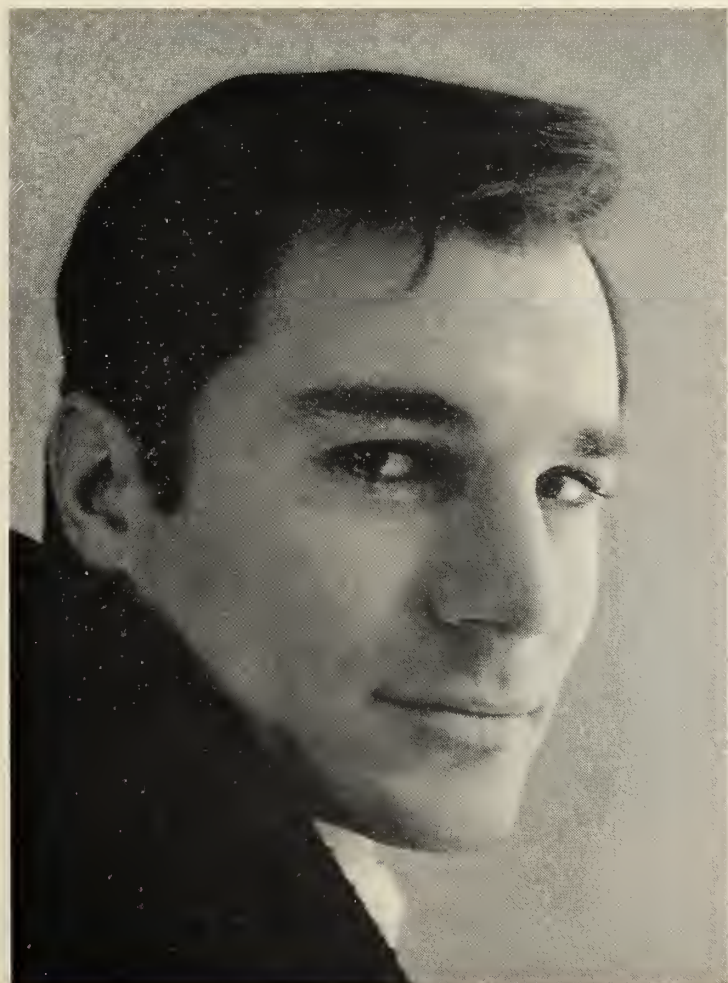


# LOOKING AHEAD

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 <b>A LETTER FROM SHERRY</b><br><i>Dale Ward (Dot 16520)</i>                  | 13 <b>BILLIE BABY</b><br><i>Lloyd Price (Double L 729)</i>                            | 26 <b>SNEAKY SUE</b><br><i>Patty Lace &amp; Petticoats (Kapp 563)</i>               | 39 <b>I WANNA BE FREE</b><br><i>Joe Tex (Dial 3016)</i>                  |
| 2 <b>THANK YOU AND GOODNIGHT</b><br><i>Angels (Smash 1854)</i>                 | 14 <b>SWANEE RIVER</b><br><i>Ace Cannon (Hi 2070)</i>                                 | 27 <b>HOOTENANNY SATURDAY NIGHT</b><br><i>Brothers Four (Columbia 42927)</i>        | 40 <b>MAN WITH A CIGAR</b><br><i>Lew Courtney (Imperial 66006)</i>       |
| 3 <b>WHEN YOU WALK IN THE ROOM</b><br><i>Jackie DeShannon (Liberty 55645)</i>  | 15 <b>WHO CARES/JUST A LONELY MAN</b><br><i>Fats Domino (ABC Paramount 10512)</i>     | 28 <b>THEME FROM THE CARDINAL</b><br><i>Roger Williams (Kapp 560)</i>               | 41 <b>FORGET ME NOT</b><br><i>Caroline Crawford (Motown 1050)</i>        |
| 4 <b>SOUL DANCE</b><br><i>Tommy Leonetti (RCA Victor 8251)</i>                 | 16 <b>THE SON OF REBEL ROUSER</b><br><i>Duane Eddy (RCA Victor 8276)</i>              | 29 <b>HIS KISS/IT'S DARK OUTSIDE</b><br><i>Betty Harris (Jubilee 5465)</i>          | 42 <b>SHAPE UP OR SHIP OUT</b><br><i>Leon McAuliffe (Capitol 5066)</i>   |
| 5 <b>COMIN' IN THE BACK DOOR</b><br><i>Baja Marimba Band (Almo 201)</i>        | 17 <b>NEVER LOVE A ROBIN</b><br><i>Bobby Vee (Liberty 55636)</i>                      | 30 <b>HIGH ON A HILL</b><br><i>Scott English (Spokane 4003)</i>                     | 43 <b>SLIPPIN' &amp; SLIDIN'</b><br><i>Jim &amp; Monica (Betty 1027)</i> |
| 6 <b>BEGGING TO YOU</b><br><i>Marty Robbins (Columbia 42831)</i>               | 18 <b>JINGLE BELL ROCK</b><br><i>Bobby Helms (Decca 30513)</i>                        | 31 <b>WHY DO KIDS GROW UP</b><br><i>Randy &amp; Rainbows (Rust 1872)</i>            | 44 <b>LAST DAY IN THE MINES</b><br><i>Dave Dudley (Mercury 72212)</i>    |
| 7 <b>I WISH YOU LOVE</b><br><i>Gloria Lynne (Everest 2036)</i>                 | 19 <b>I GOTTA MOVE</b><br><i>Freddie Houston (Old Town 1153)</i>                      | 32 <b>JAVA</b><br><i>Al Hirt (RCA Victor 8280)</i>                                  | 45 <b>NEAR TO YOU</b><br><i>Wilbert Harrison (Sea-Horn 502)</i>          |
| 8 <b>THE LITTLE DRUMMER BOY</b><br><i>Johnny Mathis (Mercury 72217)</i>        | 20 <b>JUDY LOVES ME</b><br><i>Johnny Crawford (Del-Fi 4231)</i>                       | 33 <b>THE LITTLE BOY</b><br><i>Tony Bennett (Columbia 42931)</i>                    | 46 <b>COMIN' IN THE BACK DOOR</b><br><i>Wynton Kelly (Verve 10310)</i>   |
| 9 <b>COMING BACK TO YOU</b><br><i>Maxine Brown (Wand 142)</i>                  | 21 <b>AUF WEIDERSEHN</b><br><i>Jerry Wallace (Challenge 59223)</i>                    | 34 <b>GRASSHOPPER</b><br><i>Amadeo &amp; Indian Harps (Columbia 42918)</i>          | 47 <b>THE WEDGE</b><br><i>Dick Dale (Capitol 5098)</i>                   |
| 10 <b>I CAN'T STOP SINGING</b><br><i>Bobby Bland (Duke 370)</i>                | 22 <b>MY ONE AND ONLY JIMMY BOY</b><br><i>Girlfriends (Colpix 712)</i>                | 35 <b>HOLIDAY HOOTENANNY</b><br><i>Paul &amp; Paula (Philips 40158)</i>             | 48 <b>PEN AND PAPER</b><br><i>Jerry Lee Lewis (Smash 1857)</i>           |
| 11 <b>SNAP YOUR FINGERS/PUPPY LOVE</b><br><i>Barbara Lewis (Atlantic 2214)</i> | 23 <b>COLD COLD WINTER/442 GLENWOOD AVENUE</b><br><i>Pixies Three (Mercury 72208)</i> | 36 <b>SEE THE FUNNY LITTLE CLOWN</b><br><i>Bobby Goldsboro (United Artists 672)</i> | 49 <b>DO THE SLAYSON</b><br><i>Round Robin (Domain 1400)</i>             |
| 12 <b>WHERE THERE'S A WILL</b><br><i>Lonnie Mack (Fraternity 918)</i>          | 24 <b>DID YOU HAVE A HAPPY BIRTHDAY</b><br><i>Paul Anka (RCA Victor 8272)</i>         | 37 <b>CHICKEN POT PIE</b><br><i>Ken Jones (Almont 305)</i>                          | 50 <b>I'VE GOT TO CHANGE</b><br><i>James Brown (King 5829)</i>           |
|  | 25 <b>LONELY, LONELY, LONELY ME</b><br><i>Brenda Lee (Decca 31570)</i>                | 38 <b>PINK DOMINOES</b><br><i>Crescents (Era 3116)</i>                              |  |

# YEAR'S RESOLUTION!



## SENSATIONAL '64 SALES!



### GEORGE MAHARIS

"Sara Darling" c/w  
"It's a Sin to Tell a Lie"  
5-9653



January Release:

**FRANK FONTAINE'S  
NEW ALBUM**

**"HOW SWEET IT IS"**

ABC 470/S470

New Single:

**LOVEABLE CRAZY GUGGENHEIM  
SINGS**

**"ALLOUETTA"**

ABC 10517

# FRANK FONTAINE

**BEST NEW MALE VOCALIST (ALBUMS)**

CASH BOX ANNUAL POLL

Songs I Sing  
on The Jackie Gleason Show  
ABC 442



Sings Like Crazy  
ABC 460



Personal Management:

**JOE LYTTLE**

Business Management:

**VINCENT ANDREWS**



Exclusively:





# Cash Box TOP 100 Albums

PIN-UP SHEET

## TOP 50 STEREO

MONAURAL

DECEMBER 28, 1963

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1		THE SINGING NUN	Philips PCC 203	1		LITTLE DRUMMER BOY	20th Century Fox 30100	68		MERRY CHRISTMAS	Columbia CL 1195
2		IN THE WIND	Warner Bros. WB 1507	2		INGREDIENTS IN A RECIPE FOR SOUL	ABC Paramount ABC	69		THE JOY OF CHRISTMAS	Columbia ML 5899
3		JOAN BAEZ IN CONCERT VOL. II	Vanguard VSD 2123	3		SOUNDS OF CHRISTMAS	Mercury MG 20837	70		WIVES & LOVERS	Kapp KL 1352
4		THE SECOND BARBRA STREISAND ALBUM	Columbia CL 2054	4		DAYS OF WINE AND ROSES	Columbia CL 2015	71		MOON RIVER	Columbia CL 1809
5		FUN IN ACAPULCO	RCA Victor LPM 2756	5		RICK NELSON SINGS "FOR YOU"	Decca DL 4479	72		I REMEMBER BUDDY HOLLY	Liberty LRP 3336
6		PETER, PAUL & MARY	Warner Bros. WB 1449	6		THIS CHRISTMAS I SPEND WITH YOU	Columbia CL 2096	73		CHARADE	RCA Victor LPM 2755
7		LITTLE DEUCE COUPE	Capitol T 1998	7		THE FREEWHEELIN' BOB DYLAN	Columbia CL 1986	74		WE WISH YOU A MERRY CHRISTMAS	Columbia CL 1892
8		WEST SIDE STORY	Columbia OL 5670	8		SHUT DOWN	Capitol T 1919	75		110 IN THE SHADE	B'way Cast RCA Victor LC 1085
9		ANDY WILLIAMS CHRISTMAS ALBUM	Columbia CL 2087	9		CHAD MITCHELL TRIO SINGIN' OUR MIND	Mercury MG 20838	76		JOHN F. KENNEDY—THE PRESIDENTIAL YEARS	20th Century Fox TFM 3127
10		WASHINGTON SQUARE	Epic LN 24078	10		MONDO CANE	United Artists UAL 4105	77		SING ALONG WITH THE KINGSTON TRIO	Capitol KOA 2005
11		MARIA ELENA	RCA Victor LPM 2822	11		ROY ORBISON'S GREATEST HITS	Monument M 8000	78		MERRY CHRISTMAS	New Christy Minstrels Columbia CL 2096
12		CURB YOUR TONGUE, KNAVE	Mercury MG 20862	12		HERE'S LOVE	B'way Cast Columbia KOL 6000	79		CHRISTMAS WONDERLAND	Bert Kaempfert & Orch. Decca DL 4441
13		MOVIN'	Warner Bros. WB 1473	13		BEACH PARTY	Buena Vista BV 3316	80		LET'S GO	The Ventures Dolton BST 8024
14		CATCH A RISING STAR	RCA Victor LM 2745	14		I LEFT MY HEART IN SAN FRANCISCO	Columbia CL 1869	81		IN DREAMS	Roy Orbison Monument 8003
15		BYE BYE BIRDIE	RCA Victor LS 01031	15		DEEP PURPLE	Atco 33-156	82		MORE	Vic Dana Dolton BLP 2026
16		SURFER GIRL	Capitol T 1981	16		HOLLYWOOD—MY WAY	Capitol T 1934	83		ELLA & BASIE	Verve V 4061
17		PAINTED, TAINTED ROSE	Capitol T 1975	17		LANGUAGE OF LOVE	Columbia CL 2043	84		J.F.K.	Documentaries Unlimited Vol. 1
18		ROBERT GOULET IN PERSON	Columbia CL 2088	18		JOAN BAEZ VOL. I	Vanguard VR5 9078	85		A CHRISTMAS GIFT FOR YOU	Various Artists Philips PHLP 4005
19		JOAN BAEZ IN CONCERT	Vanguard VR5 9112	19		LIVE FROM THE BROOKLYN FOX	KFM 1001	86		THE STORY OF CHRISTMAS	Tennessee Ernie Ford & Roger Wagner Choral Capitol T 1964
20		BACH'S GREATEST HITS	Philips PHS 600 097	20		MURRAY THE K	KFM 1001	87		THERE'S A MEETIN' HERE TONIGHT	Joe & Eddie Crescendo GNP 86
21		MORE TRINI LOPEZ AT P.J.'s	Reprise R 56103	21		THE BEST OF JOAN BAEZ	Squire SQ 33001	88		DONNA THE PRIMA DONNA	Dion Columbia CL 2107
22		THE BARBRA STREISAND ALBUM	Columbia CL 2007	22		IMPRESSIONS	ABC Paramount ABC 450	89		GOLDEN HITS OF THE FOUR SEASONS	Vee Jay LP 1065
23		ELVIS GOLDEN RECORDS VOL. 3	RCA Victor LPM 2765	23		RING OF FIRE	Columbia CL 2053	90		BIG SOUNDS OF THE DRAGS	Capitol T 2001
24		RAMBLIN'	New Christy Minstrels Columbia CL 2055	24		JAMES BROWN AT THE APOLLO	King 826	91		WIPEOUT	Surfaris Dot DLP 3535
25		THINK ETHNIC	Mercury MG 20777	25		HONEY IN THE HORN	RCA Victor LPM 2733	92		THE WHAM OF THAT MEMPHIS MAN	Lonnie Mack Fraternity F 1014
26		SINATRA'S SINATRA	Capitol R 1010	26		SURFIN' U.S.A.	Capitol T 1890	93		CONCERT FOR LOVERS	Ferrante & Teicher UAL 3315
27		ANY NUMBER CAN WIN	Verve 8552	27		THEMES FOR YOUNG LOVERS	Columbia CL 2023	94		FOR YOU	Roger Williams Kapp KL 1336
28		SUGAR SHACK	Dot 25545	28		LET ME SING	Decca DL 4439	95		THAT WAS THE WEEK THAT WAS	BBC Decca DL 9116
29		BLUE VELVET	Epic LN 24068	29		JOAN BAEZ VOL. II	Vanguard VRS 9094	96		IT'S A MAD, MAD, MAD, MAD WORLD	United Artists UAL 4110
30		HOW THE WEST WAS WON	MGM 1 E 5	30		MERRY CHRISTMAS	Decca DL 8128	97		BANNED IN BOSTON	Rusty Warren Jubilee JGM 2049
31		MANTOVANI MANHATTAN	London LL 3328	31		NUMBER 1 HITS, VOL. I	Dot DLP 3504	98		VERY BEST OF CONNIE FRANCIS	MGM E 4167
32		LAWRENCE OF ARABIA	Colpix CP 514	32		BLUE GENE	Musicor MM 2007	99		YOU CAN NEVER STOP ME LOVING YOU	Johnny Tillotson Cadence 3067
33		WONDERFUL, WONDERFUL	Dot DLP 3552	33		THE BEST OF THE CHAD MITCHELL TRIO	Kapp KL 1334	100		ROCKIN' THE BOAT	Jimmy Smith Blue Note 4141
34		TRINI LOPEZ AT P.J.'s	Reprise R 6093	34		ROMANTICALLY	Columbia CL 2098				

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS • Indicates Strong Upward Move

## POP PICKS



**"KAI WINDING"**—Verve V8556  
Kai Winding recently came up with one of the best-selling versions of Riz Orotolani's hauntingly beautiful "More" (Themes from Mondon Cane) and follows it with this similarly-flavored package on Verve. The trombonist-orkster again utilizes the talents of arranger Claus Ogerman on "Get Lost," a standout track here. Other ear-delighters are "Theme From Mr. Novak," "Mockingbird" and "China Surf." A sure-fire chart item.



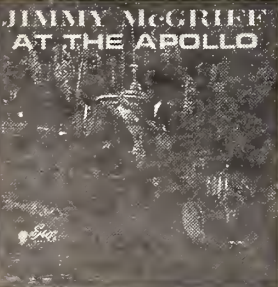
**"THE VENTURES IN SPACE"**—Dolton BLP 2027  
The Ventures amazing string of chart successes, the most recent of which has been "Let's Go," will surely continue with this latest entry. This time the instrumentalists capitalize on themes from the TV shows "The Outer Limits," "One Step Beyond," and "The Twilight Zone." The aggregation uses its instruments to produce effective way-out "space" sounds. Should take off.



**"OLDIES BUT GOODIES—VOLUME 6"**—Various Artists—Original Sound OSR LPM 5011  
The five previous "Oldies But Goodies" packages have proven to be amazingly successful and this new rockin' edition of comparatively recent and while-back chart triumphs should quickly go a like success route. Among the standout tracks here are "A Teenager In Love" by Dion and the Belmonts, "Duke of Earl" by Gene Chandler and "Raindrops." Teen record buyers should come out in droves for the set.



**"HAVE SOME NUTS"**—Vaughn Meader—Verve V15042  
In his debut on Verve, Vaughn Meader humorously satirizes recent headlines. On some of the better cuts, the comic spoofs the Medicare Bill and fighting refugees returning to their native lands. Laughable bands are "We Shall Return," "The Doctors" and "State Of The Union." The laffman's earlier successes with his "First Family" LP's on another label, could spur interest for this one.



**"JIMMY MCGRIFF AT THE APOLLO"**—Sue LP 1017  
Jimmy McGriff follows his chart-riding "I've Got A Woman" LP with this swinging session on Sue which has enough success ingredients to take it up the same hitsville path. The organist, supported by Rudy Johnson on sax, Larry Frazier on guitar and Willie "Saint" Jenkins on drums, unleashes his keyboard artistry on a half-dozen smooth and rhythmic tunes, three of which are originals. Slick sides here are "There'll Never Be Another You," "The Deacon" and "A Thing For Jug."



**"EAST SIDE WEST SIDE"**—Kenyon Hopkins—Columbia CL2123  
Here is the original soundtrack recording of this season's much-praised CBS TV series, "East Side West Side." Composed and conducted by Kenyon Hopkins, the score is a life-like musical picture of a big city and the beat is purely big city. Elements of jazz, blues, rock and roll and more are deftly fitted to the mood. The disk is top-drawer listening enjoyment throughout. Brisk sales are in order.



**"SONGS I LIKE BY DICK VAN DYKE"**—Command RS 860 SD  
Dick Van Dyke makes his wax debut on Command backed by the Ray Charles Singers and Enoch Light & Orch. The songster, already a hit on stage, screen, and TV, could duplicate his success with this LP. In pleasant style the singer presents a mixture of standards and newer pop tunes such as "Wives And Lovers," "Put On A Happy Face," and an old Gershwin tune "When You Want 'Em, You Can't Get 'Em, When You've Got 'Em, You Don't Want 'Em." The chanter's large following should make him a chart item.

## POP BEST BETS



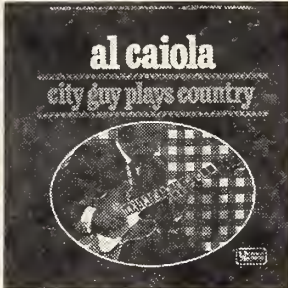
**"TORCH SONGS FOR TRUMPET"**—Doc Severinsen—Command RS 859 SD  
Since the early days of jazz the trumpet has been utilized a vehicle for blues expression. Doc Severinsen displays a first-rate command of blues-tinged trumpet lyricism on this new LP outing of evergreens. While backed by a swingin' ork Severinsen turns in outstanding renditions of "By Myself," "Born To Be Blue" and "Stormy Weather." Deejays should find plenty of spinnable material here.



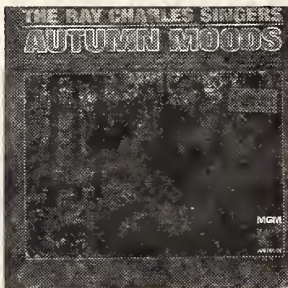
**"THE NEW WORLD SINGERS"**—Atlantic 8087  
Once in a long while a new folk group comes along of special merit. The New World Singers are such a group. On this their initial entry for Atlantic the trio displays a sensitive understanding of the pop-folk idiom. While utilizing some effective counterpoint segments and professional melodic changes the crew offers such popular items as "San Francisco Bay Blues," "A New Day" and "African Holiday." A group to watch.



**"THE LESTER LANIN DANCE ALBUM"**—Epic SN6046  
Lester Lanin, who has fronted one of society's most popular dance bands for several decades, comes up with a very practical but easy-listening package of dance tunes. The orkster includes 19 different dances on this 2-disk set from Epic along with instructional notes and pics for the would-be Terpsichore. The waltz, twist, lindy, polka and many others are explained. Some of the tunes are "Just In Time," "Desafinado" and "Blue Danube." A first-rate dance package.



**"CITY GUY PLAYS COUNTRY"**—Al Caiola—United Artists UAS6255  
Al Caiola journeyed to Tennessee to soak up some of the "Nashville Sound" for this lilted set of country tunes on UA. The guitarist draws from the melodic oldies as well as the newer click sides to showcase his artistry. The disk could happen in both the pop and R&B markets. Best bets here are "Walking The Floor Over You," "Ring Of Fire" and "El Paso."



**"AUTUMN MOODS"**—The Ray Charles Singers—MGM E4163  
The Ray Charles Singers, who have been delighting audiences for many years with their smooth choral offerings, create a musical Autumn mood on MGM with this easy-listening set of standards and more recent items. Opening with Claude Thornhill's "Autumn Nocturne," the group continues with ultra-smooth readings of such goodies as "The Things We Did Last Summer" and "Autumn Leaves." Superb programming fare.



**"THE YOUNG BEAT"**—Les Brown—Columbia CL2119  
The big band of Les Brown is geared for the listening and dancing pleasure of the teen set here as the orkster comes up with some rockin' big-band arrangements of a bag of recent biggies. Moaning brass and funky guitars set the right mood here and the crew lashes out with top-flight renditions of "On Broadway," "Tower Of Strength" and "Sally, Go Round The Roses." Could strike paydirt for the Columbia artist.



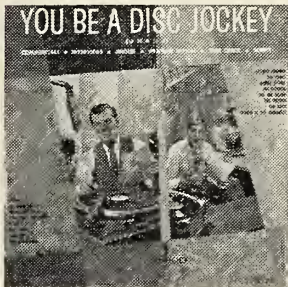
**"ETTA JAMES ROCKS THE HOUSE"**—Argo LP4032  
Etta James Rocks The House is an apt tag for this somewhat wild and exciting performance by the lark, recorded "live" at the New Era Club in Nashville. The thrush serves up some emotion-packed r&b treatments of such pulsating items as "Something's Got A Hold On Me," "Baby What You Want Me To Do" and "What I Say." Her many fans will surely come out in force for the set.



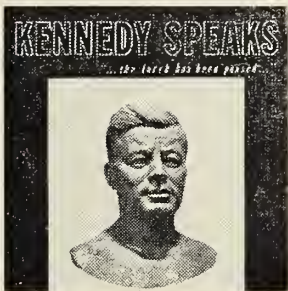
**"GROOVE HOUSE"**—Ray Bryant—Sue LP1016  
Ray Bryant makes his debut on Sue with this top-flight package of piano stylings which dynamically showcase his versatility and artistry. The 88'er glides intimately and easily from a soft blues reading to an almost concert-like approach on this potent session which includes "The Sweetest Sounds," "My Reverie," "Gravy Waltz" and "Chariot Swing." The pianist could score at the marketplace with this one.



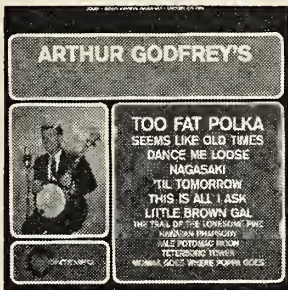
**"IMPRESSIONS"**—Bill Doggett—King 868  
Here's a top-flight album romp on King by Bill Doggett sparked by a dozen easy-listening and very danceable tunes. The pace varies from slow and easy to moderate uptempo and the organist renders each tune with plenty of keyboard charm and artistry. Best bets here are "Scott's Bluff," "Big City Drag" and "In The Wee Hours." Excellent programming fare.



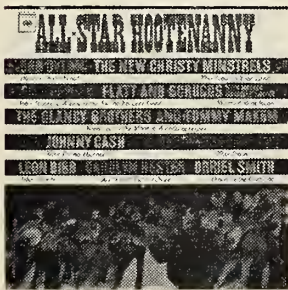
**"YOU BE A DISC JOCKEY"**—Various Artists—Cameo C1075  
Here's a novel idea from Cameo which could catch on with the teen crowd. The disk is set up as a typical deejay show with the announcer giving time checks, weather reports, commercials, and disk introductions. The package includes a complete script for the young listener to be his own deejay. Artists featured are Dee Dee Sharp, Bobby Rydell, Chubby Checker, the Orlons and many others. Don Bruce does the deejay parts. Could happen.



**"KENNEDY SPEAKS"**—Harmonia HLP 3005  
Here's another of many moving albums released after the death of the late President Kennedy. This session produced and narrated by radio commentator Frederick Christian is a living documentary containing the actual recorded speeches of JFK. Included on this standout set are the Inaugural Address, speeches with Berlin build-up, the Cuban crisis, etc. A noteworthy achievement.



**"ARTHUR GODFREY'S GOLDEN HITS"**—Contempo CTS 6900  
The vet showman kicks off his wax career on his own Contempo label with a delightful, warm-hearted collection of tunes long-associated with the entertainer via his many years on radio. Godfrey's infectious singing style and professional banjo technique carries him in good stead as he dishes-up "Trail Of The Lonesome Pines," "Nagasaki" and "Teterboro Tower." Enjoyable listening throughout.



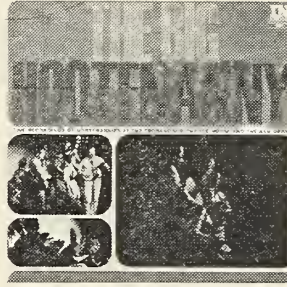
**"ALL-STAR HOOTENANNY"**—Various Artists—Columbia CL2122  
Columbia jumps on the ever-popular hootenanny bandwagon with this fine session featuring some of the label's stellar performers. The disk runs the gamut from the stylized, ethnic sounds of the Clancy Brothers all the way to the pop-folk approach of the Brothers Four. Other top-flight artists included here are Bob Dylan, Pete Seeger, Johnny Cash, Carolyn Hester, etc. Album should spark healthy sales.



**"108 POUNDS OF HEARTACHE"**—Bobby Scott—Mercury SR 60854  
The multi-talented Bobby Scott dishes-up a healthy serving of his diverse musical talents on this new Mercury LP outing. Scott, who arranged and composed most of the songs, unleashes his wide-range blues-tinged vocal talents full-blast on "It's Real," "Just A Ribbon" and "All I Need Is You." All of the artists' many fans should come out in droves for the session.



**"JUDY COLLINS #3"**—Elektra EKL 243  
For this her third album entry Judy Collins displays a significant quality in her approach: maturity and complete control of her material. The lark's progress is evidenced by a constant high-level artistic quality throughout the set. While backing herself on the guitar, the artist turns in standout performances on "Anathea," "Masters Of War" and "In The Hills Of Shiloh." Disk should sell well with folk buffs.



**"THE BIG HOOTENANNY"**—Various Artists—In 1001  
Although there has been a plethora of hootenanny albums, this top-notch In offering cut live at three coasts folk nightspots should create plenty of excitement in folk music circles. The superbly-packaged fold-out disk which features plenty of photos shot during some of the hoots, spotlights such fine performers as the Shenandoah Trio, Rod McKuen, Barbara Dane, Phil Campos plus others. Potent wax.



**"BALLET FOLKLORICO DE MEXICO"**—RCA Victor MKLA 30  
The music of the Mexican folk dance is offered on this attractively-packaged two-disk set from RCA Victor. Produced in Mexico, the country's foremost artists are featured here singing and playing the ethnic music of Mexico. Many of the tunes are familiar throughout the world, and others are more obscure. Some of the more well-known bands are "Cielito Lindo," "La Bamba" and "Serenata." An interesting item for collectors of esoterica.



**"NO ONE IN THE WORLD IS LIKE DON FRANCK'S"**—Kapp KRL4501  
Don Francks makes his debut on Kapp with this new, unusual and fresh approach to a song. The songster defies classification—neither jazz, pop, country or folk, but a subtle combination of all with a bit of humorist and social commentator thrown in. Some of the melodies here are familiar but the lyrics are his own improvisation. Francks could make some noise with this set; he's different.



**"BRING BACK THE THRILL"**—Eddie Fisher—RCA Camden CAS789  
RCA Camden presents the Eddie Fisher of a few years back, singing ten tunes which pulled plenty of coin when first released. Some of the bands here were top-ten for the chanter and this set could reap plenty of second-time-around sales. The songster's fans will find plenty of nostalgia as he surveys "Cindy, Oh Cindy," "Bring Back The Thrill" and "Downhearted."



**"WALT DISNEY'S TALES OF UNCLE REMUS"**—Johnny Mercer, Pied Pipers—Capitol J 3265  
Here's a first-rate piece of kiddie merchandise which brings to life in story and song form some of the enchanting stories of Uncle Remus. Based on the famed Walt Disney "Song Of The South" flick characters, the disk boasts the talents of vet tunesmith Johnny Mercer and the Pied Pipers reading such delightful selections as "Brer Rabbit And The Tar Baby," "Brer Rabbit Runs Away" and "Whistle While You Work."



**"STEEL GUITAR JAMBOREE"**—Cecil Campbell—Starday SLP 254  
Cecil Campbell has long been considered one of country music's finest steel guitarist and this new Starday session features the vet instrumentalist and his Tennessee Ramblers reading a bevy of tunes associated with the artist. The crew is in top-notch swingin' form as they turn superb performances of "Steel Guitar Swing," "Blues On The Steel" and "Lonesome At Twilight."

## "FOLK BLUES SONG FEST"—Various Artists—Aravel AB 1004

The growth of American blues form its primitive origins through some of the more sophisticated folk forms has fascinated musicologists and fans alike for generations. On this fine album Aravel has gathered together a splendid sampling of some of the outstanding blues artists of the past fifty years including such luminaries as Leadbelly, Big Bill Broonzy, Memphis Slim, Jack Dupree, etc. The evergreens on the program are representative of entire contemporary blues tradition.

## "SMART SET SWING"—Al Madison—Almad AM 1001

Al Madison is one of the newest and promising society maestros and this top-drawer Almad entry offers dramatic proof-positive of the orkster's versatile artistry. The Madison aggregation, featuring Elliot Eberhard on the piano, comes up with some stunning danceable renditions of such popular favorites as "I Won't Dance," "A Foggy Day" and "The Most Beautiful Girl In The World." All of Madison's terpsichorean fans should really dig the LP.

## "FLORIDA BOYS SING AT CARNEGIE HALL"—Songs Of Faith SOF 112

This fine disk, featuring the Florida Boys singing a program of gospel songs at Gotham's famed Carnegie Hall, is just one indication of the ever-increasing popularity of this type of music. The quartet does not resort to gimmicks but offers some straight-forward, feelingful versions of "I'm A Child Of A King," "My God Is Real" and "Rainbow Of Love." Disk is cut in compatible mono-stereo.

## JAZZ PICKS

### "JOE WILLIAMS AT NEWPORT '63"—RCA Victor LPM 2762

It has almost become a tradition for Joe Williams to break it up at the annual Newport Jazz Fete. Last summer was no exception as evidenced by this excellent recording cut live during the chanter's portion of the concert. While backed by an accomplished group of jazzmen including Clark Terry, Howard McGhee, Coleman Hawkins, etc., Joe comes with some superlative readings of "Without A Song," "April In Paris" and "Roll 'Em Pete."

### "THE ESSENTIAL GENE KRUPA"—Verve V 8571

Although Gene Krupa has been a professional drummer for over twenty years he has not lost either distinctive drive or his highly-personal polish. This new Verve outing spotlights the vet jazzman along with a crew of such pros as Roy Eldridge, Charlie Ventura, Buddy Rich plus many others. Krupa swings in top-notch form on "Let Me Off Uptown," "I Got Rhythm" and "Dark Eyes." Loads of sales potential here.

### "BORN TO BE BLUE"—Bobby Timmons Trio—Riverside RM 468

Bobby Timmons has earned many laurels in the past for his inventive, imaginative keyboard stylings but this new blues-oriented Riverside session ranks as one of his best dates in quite a while. The funky, moody side of Timmons and Co. is effectively showcased on a fine collection of originals and synadrads including "Born To Be Blue," "Known Not One," and "Often Annie." Disk looms as a strong seller.

### "HERE'S LOVE"—Hank Jones—Argo LP 728

Jazz versions Broadway musicals have proven to be popular LP fare for the past decade and this top-notch treatment of Meredith Wilson's current main stem click makes for delightful listening throughout. The disk features the accomplished piano talents of Hank Jones and Kenny Burrell (guitar), Milt Hinton (bass) and Elvin Jones (drums). The boys swing in fine low-key relaxed fashion on "Here's Love," "My Wish" and "You Don't Know."

## JAZZ BEST BETS

### "OUR MAN IN PARIS"—Dexter Gordon—Blue Note 4146

Dexter Gordon demonstrates his potent talent on the tenor sax on this album outing from Blue Note. With sidemen Bud Powell on piano, Pierre Michelot on bass and Kenny Clarke on drums, the saxist lashes out with five extended jazz numbers which allows for plenty of improvisation from Gordon and solo flights for the rest. Jazz buffs will dig his "Willow Weep For Me," "Stairway To The Stars" and "Broadway." A top-flight session.

### "SATIN DOLL"—Shirley Scott—Prestige 7283

Here's a melodic wax marriage blending the swingin' midstream jazz organ of Shirley Scott with the evergreens of Duke Ellington. On this date Shirley is backed by George Tucker on bass and Mack Simpkins on drums as she goes through her paces with enough verve and polish to please even the most discerning jazzophiles. Best listening bets here include "Satin Doll," "It Don't Mean A Thing" and "Mood Indigo."

## CLASSICAL PICKS

### KORSAKOV/BORODIN: Scheherazade, Polovtsian Dances, L'Orchestre De La Suisse Romande /Ansermet—London CS6212

Rimsky-Korsakov's hauntingly beautiful and exciting "Scheherazade" and the fiery Polovtsian dances of Borodin's Prince Igor are performed with artistic vigor and soaring brilliance by the Orchestre De La Suisse Romande with Ernest Ansermet conducting. One of Europe's most popular concert orchestras, the Suisse Romande is at its very best on these two works. Strong sales are indicated.

### MOUSSORGSKY-RAVEL: Pictures At An Exhibition; Lorin Mazel conducting the Philharmonia Orchestra—Angel S 36132

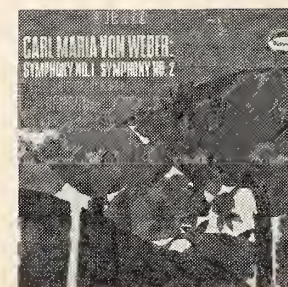
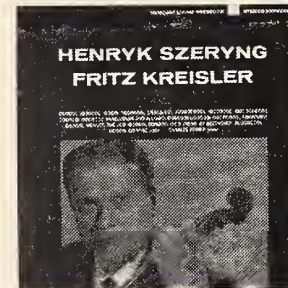
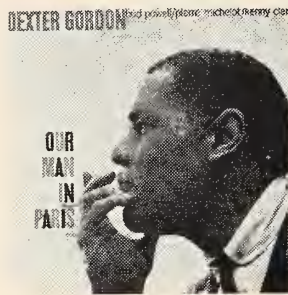
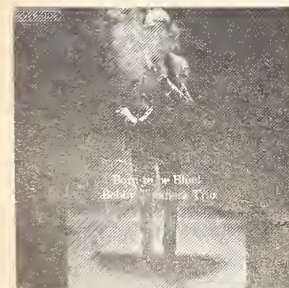
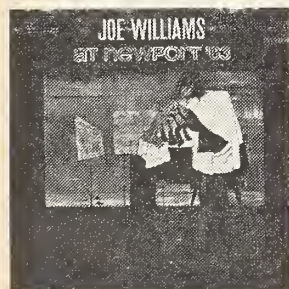
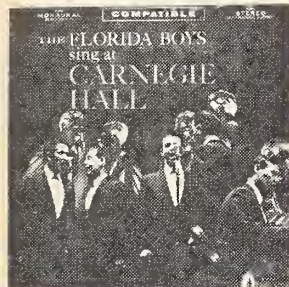
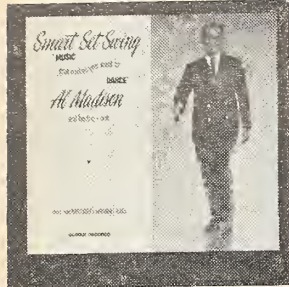
The romantic, sweeping strains of the famed Moussorgsky-Ravel work, "Pictures At An Exhibition," is perfectly captured on this masterful reading by Lorin Mazel conducting the Philharmonia Orchestra. The conductor's deep understanding of the music is firmly evidenced as he leads the ork through the intricate, rapid-fire melodic changes. Disk also includes a fine reading of Debussy's "Prelude a l'apres-midi faune." A splendid achievement.

### "HENRYK SZERYNG PLAYS FAVORITE VIOLIN PIECES BY FRITZ KREISLER"—Mercury SR90348

Henryk Szeryng pays tribute to the genius of Fritz Kreisler and proves himself an authoritative interpreter of the great violinist-composer. The composer's short pieces flow soft melody and infinite beauty. The violinist, accompanied by Charles Reiner on the piano, is eloquent in his tribute. A superb classical disk from Mercury. Included here are "Caprice Viennois," "Liebeslied" and "Tempo Di Minuetto."

### VON WEBER: Symphonies 1 & 2, Lausanne Chamber Orch/Desarzens—Westminster WST17034

The first and second symphonies of Carl Maria Von Weber are performed by the Lausanne Chamber Orchestra with Victor Descarzens conducting on this classical package from Westminster. Both of these works are colorful and varied in mood and reflect the composer's affinity for Mozart, Haydn and Schubert. Descarzens' conducting is sensitive and authoritative. An excellent classical offering.





# 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. 18TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
44%	12 Gifts Of Christmas	Allan Sherman	Warner Bros.	44%
36%	Whispering	Nino Tempo & April Stevens	Atco	65%
32%	Baby I Love You	Ronnettes	Philles	72%
29%	Billie Baby	Lloyd Price	Double L	50%
28%	Daisy Petal Pickin'	Jimmy Gilmer & Fireballs	Dot	99%
27%	Um, Um, Um, Um, Um, Um	Major Lance	Okeh	27%
27%	True Love Goes On And On	Burl Ives	Decca	54%
27%	Christmas (Baby Please Come Home)	Darlene Love	Philles	27%
26%	Hey Little Cobra	Rip Chords	Columbia	77%
25%	A 'Soalin'	Peter, Paul & Mary	Warner Bros.	25%
24%	Big Town Boy	Shirley Matthews	Atlantic	87%
23%	Deep In The Heart Of Harlem	Clyde McPhatter	Mercury	23%
23%	His Kiss	Betty Harris	Jubilee	23%
22%	Don't Cross Over	Linda Brannon	Epic	22%
22%	Promises	Ray Peterson	Dunes	22%
21%	For You	Rick Nelson	Decca	21%
20%	Little Boxes	Pete Seeger	Columbia	20%
19%	Hooka Tooka	Chubby Checker	Parkway	6%
19%	Do You Hear What I Hear	Bing Crosby	Capitol	57%
18%	Somewhere	Tymes	Cameo	85%
17%	You're All I Want For Christmas	Brook Benton	Mercury	83%
16%	As Usual	Brenda Lee	Decca	84%
15%	You Don't Own Me	Leslie Gore	Mercury	15%
14%	Holiday Hootenanny	Paul & Paula	Philips	68%
13%	Little Drummer Boy	Harry Simeone	20th Fox	33%
12%	White Christmas	Andy Williams	Columbia	12%
12%	It's All In The Game	Cliff Richard	Epic	37%
12%	Surfin' Bird	Trashmen	Garrett	66%
11%	Little St. Nick	Beach Boys	Capitol	67%
10%	Little Boy	Tony Bennett	Columbia	34%

### LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
Camin' In The Back Daar Baja Marimba Band (Alma)	69%	I Gatta Move On Freddie Haustan (Oldtown)	18%	I Can't Stop Talking About You Steve & Eydie (Columbia)	89%
Saul Dance Tammy Leanetti (RCA Victor)	18%	Snap Your Fingers Barbara Lewis (Atlantic)	15%	Snowman, Snowman Jaynettes (Tuff)	13%
What Kind Of Faal Tams (ABC Paramount)	8%	If Somebody Told You Anna King (Smash)	7%	Quicksand Martha & Vandellas (Gardy)	98%

**Andy Williams - Andy Williams - Andy Williams**  
**"A FOOL NEVER LEARNS"**  
 Columbia Records  
 4-42950  
 Columbia Records

## Hank Snow And Victor Renew Long-Term Pact



CHET ATKINS & HANK SNOW

NEW YORK—Steve Sholes, pop A&R division vice president, has announced the re-signing of Hank Snow, one of the most consistent and successful country artists in the industry, to a new exclusive long-term contract.

Snow's recording sessions, Sholes indicated, will continue to be supervised by A&R director Chet Atkins in Nashville.

During the period of the country chanter's new contract, he and Victor will celebrate a relationship spanning three decades. Snow first joined the label in 1937 in Canada and established himself there as one of the leading country artists. During the late forties, the singer transferred his wax activities to the United States, and under the supervision of Sholes, surpassed his Canadian success. In 1957, Hank Snow's recording sessions were taken over by Chet Atkins, who has produced every Snow record to date.

The famed singer has sold millions of disks all over the world with dozens reaching hit status. Hank Snow's, "I'm Movin' On" stands as one of his all-time best-sellers and heads a long list of hits including "With This Ring I Thee Wed," "I'm Glad To See You Once Again," "I've Forgiven You," "Hula Rock," "The Golden Rocket," "Music Makin' Mamma From Memphis," "The Rhumba Boogie," "I've Been Everywhere" and "I Don't Hurt Anymore." The chanter also scored heavily in LP sales with his "Hank Snow Souvenirs," "I've Been Everywhere" and "Railroad Man" albums. His current single, in the top ten of the country chart, is "90 Miles an Hour."

## Columbia Records To Issue "My Fair Lady" Film Track

NEW YORK—Columbia Records will release the original motion picture soundtrack of Lerner and Loewe's "My Fair Lady," according to an announcement made last week by Goddard Lieberson, president of the label.

Currently the flick is in production at Warner Bros. studios, starring Audrey Hepburn, Rex Harrison and Stanley Holloway. The SuperPanvision 70 Technicolor film, directed by George Cukor and produced by Jack L. Warner, is scheduled for release on Oct. 21, 1964. The screenplay is by Alan Jay Lerner and the musical direction of the score is by Andre Previn.

In addition to the English version of the film, Spanish, Italian, German and possibly French-dubbed editions will also be released, according to Warner Bros. spokesmen. Columbia plans to also release foreign language versions of the LP overseas on the CBS label.

The label's original Broadway cast version of the musical has, according to Columbia, sold over 5,000,000 LP's throughout the world. It is one of the all-time best-selling LP's in the history of the disk industry. These sales figures include the stereo re-recording made in London three years after the Broadway cast LP was released.

## JFK Disks Reach Singles, LP Chart

NEW YORK—Musical and documentary tributes to John F. Kennedy make their first appearances on Cash Box charts this week.

"In the Summer of His Years," the most oft-cut tune in honor of the late President, moves into the 80 slot, led by the Connie Francis (MGM) version, with active sales for Millicent Martin (ABC-Paramount), who introduced the song on the now famous post-assassination program of the BBC's "That Was The Week That Was."

On the mono album chart, three albums on JFK make their initial appearance this week. The no. 76 slot is held by 20th Century-Fox' "John F. Kennedy—The Presidential Years," followed by "J.F.K." (Documentaries Unlimited), no. 84, and "That Was The Week That Was" (Decca), no. 95.

A single by Anthony Newley, "Tribute," on his IPG-handled Aappella label, got an immediate reaction in the New York-New Jersey area. According to Lee Hartstone, IPG exec, the deck by week's end had sold 38,000 copies in the area. Interestingly, the single is getting exposure on two major New York radio stations which refused to play the "Summer" deck. They are WNEW, which first played the deck on a William B. Williams segment, and WMCA, which is programming it regularly. It was first played on WMCA following an interview of Newley by Barry Gray, and is now part of the outlet's disk programming. A spokesman for the station said that while "Summer" had received negative listener response after its first and last airing on the station, no complaints followed exposure of the Newley side.

In other sales developments, Premier Albums said that it was filling orders for more than 4 million copies of its low-priced (\$1) tribute to Kennedy, "John F. Kennedy Memorial Album."

Two additional singles honoring the slain Chief Executive were also released last week. They were Vee-Jay's "The Tragedy of Kennedy" by The Southern Bell Singers and "He'll Look Down (And Say Well Done)" by WRUN-Utica, N. Y. deejay Lou Barile.

## 1st JFK Disk Suit: Premier Suit Stops Sale Of Another Memorial LP

NEW YORK—A decision in the first litigation involving John F. Kennedy memorial records has been made by the Superior Court of California.

Premier Albums, Inc., producers of a low-priced LP, "John F. Kennedy Memorial Album," which, the label declares, has orders totalling more than 4 million, has received a temporary restraining order from the Court against another budget label's JFK album tribute. Judge Macklin Fleming issued an order nixing sales and distribution of the record by Crown Records, Cadet Records and Top Records and their affiliate, United Superior.

Premier contends that the LP is a misrepresentation in that its appearance deceives the public into thinking they are buying the Premier album. Several distributors and jobbers are also under the restraining order. Judge Fleming set this Fri. (27) for a hearing.

## Judge Burton Elected BMI Prexy; Haverlin To Act As Consultant



JUDGE BOB BURTON

NEW YORK—Judge Robert Jay Burton has been elected president of Broadcast Music, Inc., chairman of the board Sydney M. Kaye announced last week.

Judge Burton succeeds Carl Haverlin, who has been president of BMI since 1947. Kaye said that Haverlin, on reaching retirement age, informed the board that he did not wish to continue in office, and the board accepted his decision with regret. Kaye announced that Haverlin will act as a consultant to BMI.

The new president of BMI, an executive vice president of the clearing house, at the time of his election, began his career with BMI as resident attorney in 1941.

Judge Burton served his home city, New Rochelle, as Acting City Judge from January 1, 1960, until he recent-

ly resigned in order to give full time to his increased responsibilities at BMI. He also has been a vice president of the New Rochelle Board of Education.

Judge Burton is chairman of the Copyright Committee of the American Patent Law Association and is a trustee of The Copyright Society of the U.S.A. He has been chairman of the Committee on Copyright Office Affairs of the American Bar Association and of the Radio and Television Committee of the Federal Bar Association of New York, New Jersey and Connecticut, and has lectured on copyright at the Columbia and New York University law schools.

Haverlin is well known to American broadcasters, having begun his career in radio at Station KFI, Los Angeles, in 1924. He has held important administrative and executive posts with BMI since 1940, except for three years when he was vice president in charge of station relations at the Mutual Broadcasting System. He has served continuously as a director of BMI since 1944.

Active in musical, educational, governmental and historical circles, Haverlin has been associated, in a consulting capacity, with many federal agencies and, as a trustee or advisor, with many private organizations. A student of American history, with expertise in Lincolniana and the Civil War, he is a widely known collector of letters, documents and other papers relating to his fields of interest. He is a member of numerous historical societies, a past president of the Civil War Round Table of New York, an Honorary Civil War Centennial Commissioner, and a trustee of Lincoln College.

## Oct. Phono Sales Down, Up For First 10 Mos.

WASHINGTON, D.C.—Both distrib sales and factory sales of phonos—portable/table and console—were down slightly for October, but totals for first 10 months of 1963 were ahead of those for the comparable 1962 period, the Electronic Industries Association reported last week.

Distrib sales of portable/table models for October reached 412,174 units, and the 1963 January-October unit total was 2,442,608, compared to 432,776 for October 1962 and 2,230,680 for the first 10 months of last year. Distrib sales of consoles for October totaled 153,136 and 10-month 1963 distrib sales 1,180,195, compared to 176,439 for October 1962 and 1,113,323 for the first 10 months of 1962.

Factory sales of portable/table models for October totaled 493,547 and the 10-month 1963 total was 2,706,135, compared to 508,130 for October 1962 and 2,443,477 for the January-October 1962 period. Factory sales of consoles for October reached 173,418 and January-October factory sales totaled 1,321,307, compared to 180,954 for October 1962 and 1,253,194 units for the first 10 months of last year.

Radio distrib sales for October, excluding auto radios, EIA also reported, were 1,081,663, sales for the first 10 months of 1963 were 7,698,114, compared to 1,063,014 in October a year ago and 8,888,904 for the first 10 months of 1962.

Total radio production in October 1963 reached 1,962,124 and January-October production reached 14,894,292, compared to 1,835,914 for October 1962 and 15,684,733 for the first 10 months of last year.

Factory production of auto radio sets was up to 894,604 for October 1963 and to 6,420,501 for the first 10 months of 1963, compared to 675,680 for October 1962 and 5,665,954 for the 10-month 1962 period.

Production of FM sets was up to 165,188 for October and 1,223,143 for the first 10 months of this year, compared to 149,554 in October 1962 and 941,141 for the 10-month period last year.

## London Announces Jan. Sales Program

NEW YORK—Marty Wargo, London's sales administrator, has just announced the label's Jan. stock program. The program, in effect immediately, commemorates London's 15th LP Anniversary Year. London released its first LP in 1949, the current LP catalog now contains more than 2,000 items, all of which are available on the Jan. stock program (SP-64).

A Special new numerical catalog has been prepared listing all 2,000-plus LP items. Special program terms including extra discounts, delayed billing, and advertising money available to dealers from London distributors.

## Lewis To Adm. Post At MGM/Verve

NEW YORK—Al Lewis has been appointed director of special projects for MGM/Verve Records and its subsid labels, according to Arnold Maxim, label topper.

Lewis will handle recording budget control, cost analysis, ad budget expenditures and billing expedition. He reports to Tom White, director of administration.

For the past three years, Lewis was manager of the royalty dept. for MGM/Verve. Before that, he spent seven years in the accounting dept. of Metro Goldwyn Mayer, Inc., the diskery's parent company.

## No Label-AFM Pact Yet

NEW YORK—Day-to-day negotiations between labels and the American Federation of Musicians failed to produce a new contract between the two parties last week. Several label reps commented, however, that a new pact was close at hand. The pact currently in effect expires on Dec. 31.



## Epic Decides On "Stabilization Move," Calls It Concept "The Era Of Profit"

NEW YORK — Epic Records will move into the New Year with a new stabilization policy.

The label's decision to offer a year-round pricing policy, announced last week by Len Levy, the label's general manager, follows by six months the "Age of Reason" stabilization policy launched by its parent company, Columbia Records, last July. Epic is calling its new policy "The Era of Profit."

The Epic stand shapes-up this way: effective Dec. 30, merchandise with a suggested list price of \$3.98 will have a suggested dealer cost of \$2.25 instead of the existing \$2.47; product with a list tag of \$4.98 will have a suggested dealer cost of \$2.81 rather than \$3.09. Distrib costs will be changed proportionately.

In addition, Levy stated that beginning with the diskery's Jan. LP and tape release, new product will be released on a "well-balanced, and well planned schedule."

"This innovation will make obsolete our former practice of two substantially heavy releases a year during restocking periods [Jan.-Feb., Aug.-Sept.]. Greater selectivity in future release schedules will make available a smaller quantity of product yet more saleable product."

Also, Levy declared, Epic will "amply supply each distributorship with merchandising advertising aids in an effort to further fortify the competitive position of the distributor."

"An expanded advertising allowance has been provided for the distributor to encourage local exposure through retail outlets."

Of Columbia's "Age of Reason," Levy said that, "We know it has worked!" He noted that Bill Gallagher, marketing veep of Columbia, did not press for Epic's adoption of similar moves, but let the company decide

on its own the merits of going in that direction.

Levy said that Epic, being a part of the CBS family, was in a much better position than other manufacturers to evaluate accurately the cause and effect relationship of Columbia's "Age of Reason."

"We are convinced," he stated, "that this is the direction in which the industry should move." He noted that a "wait-and-see" attitude on price stabilization was still prevalent among labels.

"... the art of merchandising and selling," the exec said, "has become lost in the present emphasis on price. One of the basic tenets of our 'Era of Profit' concept is a return to the art of salesmanship. The basic element in a pattern of continued growth will once more become the product itself. The unique chemistry of artist, repertoire, packaging, merchandising and advertising, when combined, produced the life blood of our business, the sale of the phonograph record."

"In carefully scrutinizing Columbia's 'Age of Reason,' before we constructed our own program, it became apparent that the loudest hue and cry emanated from those who felt that retail prices could not be raised. There should no longer be any doubt that prices can be adjusted by those in the chain of distribution and sale to provide a reasonable margin of profit for each important link in that chain." Levy said that in the final analysis the key to the label's success "rests squarely on the shoulders of the distributor sales personnel." "The faith which they have in our basic theories combined with enthusiasm and ingenuity can generate the momentum to insure the success of 'The Era of Profit.'"

## Epic's 1963 Sales Increase 15%

NEW YORK—Epic Records achieved the greatest sales in its ten year history in 1963, according to an announcement from Len Levy, general manager.

Net dollar volume for 1963 represented an increase of 15% over 1962 Levy reported. These figures are based on actual net sales volume for the period Jan. 1, 1963 to Nov. 30, 1963 and projected net sales volume for Dec., 1963. Levy also provided figures for total single record sales, album sales and classical album sales:

## Court Decides Against Labels In Dr. King Suit

NEW YORK — Rev. Martin Luther King's "I Have Dreamed" speech during the "Freedom March" on Washington, D.C. last Aug. has been held to be the property of the integrationist leader and not in the public domain by a Federal Court Judge.

The decision, by Judge Inzer B. Wyatt of the New York Federal Court, means that two labels, 20th Century-Fox and Mr. Maestro, must end their sales of LP releases of the King speech. In addition, both diskeries are ordered to make an accounting to Dr. King and pay him damages.

Dr. King authorized a release of the speech for a benefit LP by the Council for United Civil Rights.

the sale of single records was 30% greater than in 1962, total album sales 14 per cent greater and classical albums 17 per cent greater than in the previous year.

In 1962, the label experienced its previous highest annual sales. That year, the label's sales were 311% over 1961, with Bobby Vinton's recording of "Roses Are Red" spearheading the solid increase. The Vinton recording achieved international sales in excess of two million copies and gave Epic its first Gold Record. In 1963, Vinton again led the label with his single recordings "Blue Velvet," "Blue On Blue," and "There, I've Said It Again," his best selling album, "Blue Velvet" and his recording of "Four Songs For Christmas."

One of the most popular songs in the industry in 1963 was "Washington Square," which was released by Epic as a single early in October. The record, performed by The Village Stompers, became one of the country's biggest hits and the group soon followed it with the "Washington Square" album. The success of the group largely accounted for Epic's record-breaking October period, with net sales exceeding those of October, 1962 by 220%.

Epic also registered heavy sales  
(Continued on page 90)

## Col's Gallagher: "Age Of Reason" Is An "Overwhelming Success"

NEW YORK — Columbia Records' "Age of Reason" price stabilization program was termed an "overwhelming success" by Bill Gallagher, marketing veep, at the label's "miniature convention" here last week.

Columbia Records Sales Corp. held a two day sales meet for its regional and district sales managers together with the branch and indie distrib sales heads.

Held at the Barbizon Plaza, the meet marked the first time in Columbia's history that the entire distributing organizations was represented along with the field sales managers for sales meet in December.

Speaking before the assemblage, Gallagher said that "Columbia's 'Age of Reason' program, as introduced in July, 1963, can, as of year-end, without a doubt be considered an overwhelming success."

Gallagher stated that the label's standing on the trade charts was "conclusive evidence that the consumer has recognized quality of product, and is no longer motivated to buy merely for price."

The exec declared that the label had more than doubled its consumer advertising for 1963, thus exceeding a promise made at the debut of "The

Age of Reason" last July to double its ad schedule. Climax of the label's consumer ad year was a recent 20-page consumer supplement in major newspapers across the country.

"In 1964, Columbia will add even more emphasis to its 'Age of Reason' program." Gallagher said, "with well planned local and national advertising programs coordinated closely with point-of-sale merchandising aids for dealers, all of which will set a dynamic new pace in today's record industry."

Also at the gathering: J. J. Harris, national sales manager of Masterwork Audio Products, introduced 10 additions, available for Spring 1964 sales, to the product line (see separate story); Columbia's merchandising managers then presented the new product scheduled for Jan. release, along with a new concept for merchandising and advertising during the first half of 1964.

The meeting ended on Sunday with distrib sales managers heading for their home markets with a completely prepared audio-visual presentation of Columbia's product and merchandising plans to present to their sales staffs.

## ARMADA SUBMITS ITS TRADE RULES TO FTC

NEW YORK—The board of directors of ARMADA, the distrib association, has drawn up a set of trade practice rules for submission to the Federal Trade Commission, which plans a disk industry conference early next year.

ARMADA's rules resulted from a board meet on Sat. (14) and Sun. (15) in Washington, D.C. in the offices of Earl Kitner, the association's Washington attorney.

ARMADA officials would not release any details of the rules on the grounds that it felt that they should be first received and studied by the Federal agency. However, it is known that the board had drawn upon existing trade practice rules of other industries as source material.

"The rules have been prepared," Amos Heilicher, president of ARMADA, said after the meet, "in a realistic approach based upon precedent set at other trade practices conferences and are as fair as possible to everyone in the industry."

Heilicher said that ARMADA would cooperate fully with the FTC and other industry organizations to restore a "stable market place" to the business.

The FTC has not announced at which time or at what place it will conduct the trade practices conference. Best guess by observers is that early Feb. will be the date, Washington, D.C. the place.

In announcing such a conference, the FTC said it would investigate and try to eliminate such unlawful trade abuses as deceptive pricing, misrepresentation of product, deceptive inventory and deceptive advertising allowances.

Other members of ARMADA's board and associate members who attended the special gathering were Herb Corsack, John Sippel, Jerry Wexler, Bob Chatton, Bill Davis, John Schwartz, Irwin Fink and Henry Nathanson. Edgar Jones, ARMADA's exec secretary, was also present.

## Bill Grauer Dies

NEW YORK—Bill Grauer, president and founder of Riverside Records and an authority on jazz, died on Sunday, Dec. 15, of a heart attack at the age of 41.

Grauer formed Riverside, devoted mostly to jazz recordings, in 1952 with Orrin Keepnews, who will direct the future operations of the company.

Keepnews said Riverside would continue "along the lines he established." A native of New York City, Grauer was co-author of "The Pictorial History of Jazz" and was editor of "Record Changer," a jazz mag, from the late 40's to the late 50's.

Grauer's contribution to the jazz world was a major one. He discovered, recorded and led to fame, many of today's leading jazz personalities.

Grauer is survived by his mother, Josephine E. Grauer; his wife, Jane Warner Grauer; and two children.

## Dinah Washington Found Dead

NEW YORK—Dinah Washington, the pop-blues singer, was found dead in her residence in Detroit on Sat., Dec. 14. At presstime, the cause of death had not been determined.

In recent years, the artist, who was 39 years old, had made strides in the pop idiom after years as a popular R&B and blues talent. Some of her recent pop-field hits, for Mercury Records, included "What A Difference A Day Makes," "Unforgettable," "This Bitter Earth" and a duet with Brook Benton. She was on the Roulette label at the time of her death.

She was born Ruth Jones in Tuscaloosa, Ala., and changed her name on the advice of Joe Glaser, the talent agent who gave her a big break by placing her with Lionel Hampton's band. She left Hampton in 1946 to start a solo career.

The performer was married seven times. Her last husband was Detroit Lions' football star, Dick "Night Train" Lane.

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Greetings  
to All

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**MAX COOPERSTEIN**  
**MARSHALL CHESSE**  
**PAUL GAYTON**  
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Big Song — Top Chart Artist

**GOING TO CHICAGO BLUES**

JIMMY WITHERSPOON  
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A New Blues Single Breaking Out

**GOING AWAY**

LIGHTNIN' HOPKINS  
45-824

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**ROCK CANDY**

JACK McDUFF  
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Still Going In Pop Field

**SEED SHACK**

GENE AMMONS  
45-276

Getting Hotter In R&B Each Week

Album Notes

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JACK McDUFF  
PRLP 7274

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Bergenfield, N.J.

## Victor To Cut Final D.C. Concert By Marian Anderson

NEW YORK—RCA Victor Records will record "live" a recital next fall that will mark Marian Anderson's farewell to Washington, D.C. concert. Event is part of the renowned contralto's final concert dates before she retires in 1965 (see last week's story).

The performer has been associated with Victor since 1934, so 1964 will represent her 30th anniversary with the label.

Roger Hall, Victor's Red Seal A&R manager, said that the album would be released to coincide with the singer's farewell tour, which starts following the Washington concert.

Hall added that she will record other albums for the diskery prior to beginning the tour.

During her 30 year association with Victor, the artist has a varied collection of albums, including spirituals, vocal classics and Christmas albums.

## Fontaine Waxes Guggenheim

NEW YORK—Frank Fontaine, who has just completed his third album for ABC-Paramount, due for release next month, uses the voice of his television character Crazy Guggenheim on one track, the old French standard, "Alouette."

Fontaine, who scored heavily with his first two albums for the label, will have a single of "Alouette" for immediate release.

## Anita Bryant Joins Hope For 4th Xmas U.S.O. Tour

NEW YORK—Columbia disk artist Anita Bryant, who has become a regular on Bob Hope's Christmas U.S.O. tours, will join the comedian for the fourth consecutive year on his forthcoming tour of the Middle East. Highlights of the trek will be beamed to the nation on NBC-TV, Jan. 17.

Skedded to depart from L.A. on Dec. 16, the troupe also includes Tuesday Weld, Michele Metrinko (Miss U.S.A.), Jerry Colonna, Peter Leeds, and Les Brown and his band. Performances will be given at Armed Forces bases in Greece, Turkey, Libya, Cyprus and Italy after which the crew will return to the U.S. on Dec. 30.

The lark was given recognition this past year for her contributions to the morale of servicemen when she was awarded the first Guardsmen award ever given to a female performer.

It was also announced that the singer has renewed her contract with the Coca Cola Bottling Company and for two more years she will be the commercial spokeswoman on TV for the firm.

## THE LEADER IN THE OLDIES FIELD



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

## Columbia Will Close Pittsburgh Distributorship

NEW YORK—In a further move to streamline its merchandising set-up, Columbia records will close its Pittsburgh distributorship (the Eckhart Co.) after the first of the year and will open a company-owned sales and promo branch in the city with Jim Winston, now with Eckhart, in charge.

Winston will be sales manager of the operation while Solly Solomon will be in charge of promotion activities. Merchandise will no longer be warehoused in Pittsburgh but will come from Cleveland which will also service Detroit. The Cleveland center will be managed separately and will be independent of the three other offices.

## Greats On Piano Rolls Heard On New LP Series

HOLLYWOOD—"The Welte Legacy of Piano Treasures," a series of LP's containing piano rolls cut in the early 1900's by such greats as Ravel, Debussy, Mahler, Grieg and Paderewski have been marketed on the west coast.

Clyde Wallich's Music City stores have an exclusive deal for the LP's—priced at \$12.95 each—in the Southern California market, the first of many arrangements in key cities across the country for exclusive sale of the disks.

Rights to the rolls are owned by Walter Heebner and Richard G. Simonton, who purchased them in 1948. The original rolls were made in Germany by Edwin Welte, who invented a system to put on piano rolls accurate reproductions of piano performances, including the nuances of each artist. A new device called the Vortetzer, a reproducing instrument, was used in bringing the performances to LP.

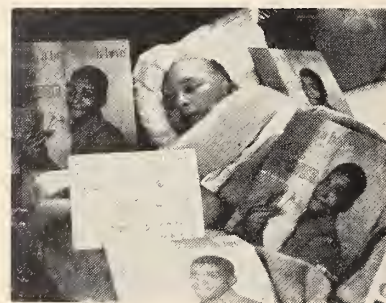
Welte invited more than 100 pianists to his studios. In addition to the above artists, he put on piano rolls the performances of Saint-Saens, Josef Hoffman, Ferruccio, Busoni and about 90 other composer-pianists. All will eventually be released on LP form by Heebner and Simonton, who said that 46 albums have been recorded with 98 rolls yet to be transposed.

The release of 12 LP's a year are planned in editions of 5,000.

## Julie London Prepping New Night Club Act

HOLLYWOOD — Liberty recording star Julie London accompanied by conductor-composer Bobby Troup, has just returned from a three week national college tour, in which they broke records wherever they appeared. The actress-lark is now in the midst of rehearsals for an entirely new act which is being staged by Barry Shear. The package will debut in Miami for ten days, opening Jan. 10 and follows with a four week engagement at the Flamingo Hotel, Las Vegas, beginning Jan. 24.

## Disk Dreams



OAKLAND—Ernie Farrell, West Coast indie promo rep, uses a sneaky approach to disk promotion by victimizing deejay Bobby Dale of KEWB with sleep indoctrination tactics in behalf of Mel Carter's "When A Boy Falls In Love" LP and Johnny Taylor's "Baby, We've Got Love" single, both on Derby.

## Mag Poll Names Leinsdorf As "Musician Of The Year"



ERIC LEINSDORF

NEW YORK—Conductor Erich Leinsdorf has won the nod of the nation's music critics and music editors as "Musician of the Year" for 1963.

The poll was conducted by Musical America mag, and the results are in its current annual artists issue.

Leinsdorf, in his second season as conductor of the Boston Symphony, has had a busy disk year, having been involved in eight RCA Victor Red Seal releases. Seven of the releases were instrumental classics, one was an opera, "Madama Butterfly," Victor's first opera in Dynagroove and the label's fastest-selling opera package ever.

## Epic's '63 Sales Up 15%

(Continued from page 89)

gains with its international artists signed in 1963, Rolf Harris and Cliff Richard. Both artists are recorded by EMI and have achieved major successes in numerous countries of the world. Richard, England's most popular singer, got acceptance from the American public with his Epic singles, "Lucky Lips" and "It's All In The Game," as well as with his debut Epic album, "Hits From The Original Sound Track of Summer Holiday." Rolf Harris' singles, "Sun Arise," "Tie Me Kangaroo Down, Sport" and "Lost Little Boy," as well as his album, "Tie Me Kangaroo Down, Sport," were strong sellers for the label.

Other artists contributing significantly to Epic's success in 1963, Levy said, were George Maharis, Lester Lanin, Buddy Greco, Adam Wade and trumpeter Bobby Hackett.

Okeh Records, Epic's R&B outlet, also contributed to Epic's overall success, with the highest sales ever registered in its history. Major Lance's single and album, "The Monkey Time," and his singles "Hey, Little Girl" and the newly released "Um, Um, Um, Um, Um, Um" were Okeh's biggest hits, and Ted Taylor's single and album "Be Ever Wonderful" further established him in R&B pop circles.

Recordings of The Cleveland Orchestra under the direction of George Szell also enjoyed the highest annual sales in the history of the orchestra's association with Epic. Significant sales were also registered by The Juilliard String Quartet in their first year on the Epic label. Other Epic classical artists named, whose recordings garnered significant sales were, pianists Leon Fleisher and Charles Rosen.

# CHRISTMAS RECORD ACTIVITY

## ALBUMS

- 1. The Andy Williams Christmas Album, Columbia CL 2087/CS 8887.
- 2. Little Drummer Boy, Harry Simeone Chorale—20th Fox TFM 3100/TFS 4100
- 3. Sounds Of Christmas, Johnny Mathis—Mercury MG 20837/SR 60837
- 4. This Christmas I Spend With You, Robert Goulet — Columbia CL 2076/CS 8876
- 5. Merry Christmas, Bing Crosby—Decca DL 8128
- 6. Merry Christmas—Johnny Mathis—Columbia CL 1195/CS 8021
- 7. The Joy of Christmas, Leonard Bernstein & Mormon Tabernacle Choir—Columbia ML 5899/MS 6499
- 8. We Wish You A Merry Christmas, Ray Conniff—Columbia CL 1892/CS 8692
- 9. Merry Christmas, New Christy Minstrels—Columbia CL 2096/CS 8896
- 10. Christmas Wonderland, Bert Kaempfert—Decca DL 4441/DL 74441
- 11. A Christmas Gift For You, Ronettes, Bob B. Soxx & Blue Jeans, Crystals, Darlene Love — Philles PHLIP 4005
- 12. Elvis' Christmas Album, Elvis Presley—RCA Victor LPM 1951
- 13. Christmas Greetings From Montovani, London LL 3338/PS 338
- 14. Christmas With The Chipmunks Vol. 2, David Seville & Chipmunks—Liberty LRP 3334/LST 7334
- 15. The Christmas Song—Nat Cole—Capitol (S) W 1967
- 16. Many Moods Of Christmas, Robert Shaw Chorale—RCA Victor LM/LSC 2684
- 17. Twelve Songs Of Christmas—Jim Reeves — RCA Victor — LPM/LSP 2758
- 18. Perry Como Sings Merry Christmas Music — Camden CAL/CAS 660(e)
- 19. Season's Greetings From Perry Como—RCA Victor LPM 2066
- 20. Wonderful Songs Of Christmas—Harry Simeone—Mercury SR-60820/MG 20820
- 21. Story Of Christmas, Ernie Ford & R. Wagner Chorale — Capitol (S) T-1964
- 22. Christmas With Conniff — Ray Conniff—Columbia CL 1390/CS 8185
- 23. Mormon Tabernacle Choir Sings Christmas Carols—Columbia ML 5222
- 24. Holiday Sing-A-Long—Mitch Miller—Columbia CL 1701/CS 8501
- 25. Wonderland Of Christmas, Andre Kostelanetz — Columbia CL 2068/CS 8868
- 26. Holiday For Teens, Paul & Paula—Philips PHM 200-101/PHS 600-101
- 27. Christmas In My Heart—Connie Francis—MGM 3792/SW 3792
- 28. We Sing You A Merry Christmas, Osmond Bros.—MGM E4187
- 29. The Spirit Of Christmas—Mormon Tabernacle Choir—Columbia ML 5423/MS 6100
- 30. For The Whole Family At Christmas, Robert Rheims — Liberty LP 6010/ST 7710
- 31. Silent Night—Mahalia Jackson—Columbia CS 8703/CL 1903
- 32. Sound Of Christmas, Ramsey Lewis Trio—Argo 687X
- 33. Silent Night—Lawrence Welk—Dot DLP 3397
- 34. The Christmas Spirit — Johnny Cash—Columbia CL 2117/CS 8917
- 35. Christmas With Chet Atkins—RCA Victor LPM 2423/LSP 2423

- 36. Christmas Hymns & Carols, Mario Lanza—CAL/CAS 777
- 37. The Spirit Of Christmas—Living Strings—RCA Camden CAL/CAS 783
- 38. The Star Carol—Tennessee Ernie Ford—Capitol T/ST 1071

## SINGLES

- 1. Pretty Paper, Roy Orbison (Monument 830)
- 2. You're All I Want For Christmas, Brook Benton (Mercury 72214)
- 3. Do You Hear What I Hear, Bing Crosby (Capitol 5088)
- 4. Little St. Nick, Beach Boys (Capitol 5096)
- 5. A' Soalin', Peter, Paul & Mary (Warner Bros. 5402)
- 6. White Christmas, Andy Williams (Columbia 42894)
- 7. The Twelve Days of Christmas, Allan Sherman (Warner Bros. 5406)
- 8. Little Drummer Boy, Harry Simeone Chorale (20th Fox 429)
- 9. Little Drummer Boy, Johnny Mathis (Mercury 72217)
- 10. Jingle Bell Rock, Bobby Helms (Decca 30513)
- 11. My Boyfriend's Coming Home For Christmas, Toni Wine (Colpix 715)
- 12. Silver Bells/White Christmas/O Holy Night/Christmas Song, Bobby Vinton (EP) (Epic EG 7125)
- 13. White Christmas, Bing Crosby (Decca 23778)
- 14. Do You Hear What I Hear, Valley Youth Chorale (Felsted 8693)
- 15. An Old Christmas Card, Jim Reeves (RCA Victor 8252)
- 16. Have Yourself A Merry Christmas, Frank Sinatra (Reprise 20243)
- 17. Rockin' Around The Christmas Tree, Brenda Lee (Decca 30776)
- 18. Holiday Hootenanny, Paul & Paula (Philips 40158)
- 19. Please Come Home For Christmas, Charles Brown (King 5405)
- 20. That's What I Want For Christmas, Nancy Wilson (Capitol 5084)
- 21. Merry Christmas, Lloyd Price (Double L 728)
- 22. Snowman, Snowman, Sweet Potato Nose, Jaynetts (Tuff 374)
- 23. Jingo, Jango, Bert Kaempfert (Decca 31560)
- 24. Rudolf The Red-Nosed Reindeer, The Chipmunks (Liberty 55289)

## A Gathering Of Hillbillies



NASHVILLE—(Left to right) Lester Flatt and Earl Scruggs and Earl's son Randy talk to Irene Ryan of the Beverly Hillbillies at a recent two-day "Hillbillies" Show held here for the Policemen's Benefit Association which drew crowds estimated at 40,000.

## "Sweet" Run Through



NEW YORK—Laughmen Frank Fontaine and Jackie Gleason are shown above rehearsing "How Sweet It Is," a pop tune penned by Gleason and Irving Caesar, taken from the comic's familiar TV catchphrase. The number will be included in Fontaine's new and third ABC-Paramount LP release due for Jan. 5.

## Torme Cuts LP Named After New Comedy Pic

NEW YORK—Mel Torme has cut an LP, "Sunday in New York," which contains the title song of the upcoming MGM comedy flick, which features Torme's warbling of the tune on the soundtrack.

Atlantic Records' veep Neshui Ertegun flew to Calif. recently to supervise the LP session, which features special arrangements by Dick Hazard, Johnny Williams and Shorty Rogers.

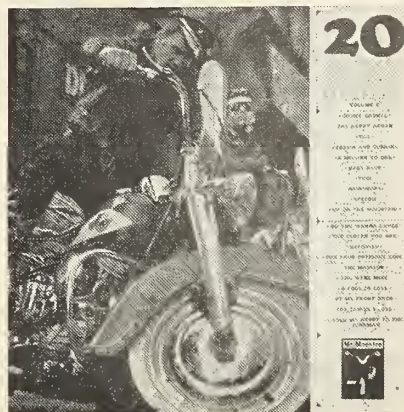
MGM will use Torme's reading of the song in its promo & publicity campaign on the flick, which stars Cliff Robertson and Jane Fonda. Atlantic said the LP would be released at the earliest possible date.

While on the west coast, Ertegun also supervised a series of recording sessions with another Atlantic performer, jazz pianist Jack Wilson. Label released Wilson's first LP, "The Jack Wilson Quartet Featuring Roy Ayers," last month.

## Soma Sets LP By The Trashmen

MINNEAPOLIS—Soma Records is rushing-out an LP by The Trashmen, who are currently riding the Top 100 with one of the big novelty-rock hits of 1963, "Surfin' Bird." In addition, the diskery plans a follow-up single to their zany chant deck sometime in Jan. The quartet, which includes three electric guitars and a drum, has in its membership Dal Winslow, leader of the crew, Tony Andreason, Steve Wahrer and Bob Reed, all natives of Minnesota.

## THE LEADER IN THE OLDIES FIELD



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

## Sol Kaplan Gets New Pic Score Job

NEW YORK—New assignment for composer Sol ("The Victors") Kaplan is the music for Samuel Goldwyn, Jr's "The Young Lovers." Flick, for which Kaplan goes to work immediately, stars Peter Fonda, Sharon Hugueny, Nick Adams and Deborah Walley. It involves a college romance. Kaplan has also penned the music for such pics as "Titanic," "Seven Wonders of the World." A Broadway credit includes "Tonight in Samarkand," which got the composer a Show Business Award.

## Disk Stars On WIPG Christmas Day Show

PHILADELPHIA—A host of disk celebrities will send their Holiday Greetings to the Philadelphia area on Christmas Day via radio station WIPG.

The Philly outlet has taped 10 to 15 minute interviews with the performers for broadcast on Jim Tate's 10 to 1 pm show. Guests on Tate's stint will include Mitch Miller, Jane Morgan, Sandy Stewart, Sy Zentner, Arthur Godfrey, Allan Sherman, Al Martino, Ethel Merman and Steve Lawrence and Eydie Gorme.

## Juggy Gayles Suffers Slight Coronary

NEW YORK—Juggy Gayles, head of United Music, affiliated with Roulette Records, suffered a slight coronary attack last week. The vet music man is recuperating at Hillcrest General Hospital on 79th Ave. and Union Turnpike in Jamaica, N.Y.

## A RED HOT HIT



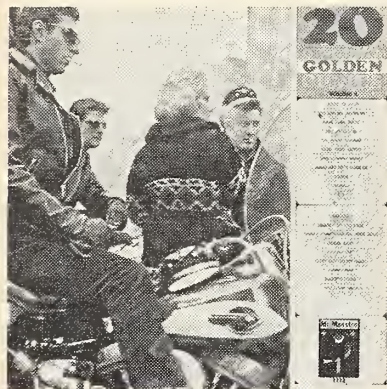
DION DIMUCI	DRIP DROP	COLUMBIA
Tiger Music, Inc.		
ELVIS PRESLEY	BOSSA NOVA BABY	RCA VICTOR
Elvis Presley Music		
BROOK BENTON	YOU'RE ALL I WANT	MERCURY
Bennie Benjamin Music Inc.		
NINO TEMPO & APRIL STEVENS	TWEEDLE DEE	ATLANTIC
Progressive Music		
LOU JOHNSON	REACH OUT FOR ME	BIGTOP
Ross Jungnickel Inc./Blue Seas Music Inc.		
THE DYNAMICS	MISERY	BIGTOP
Noma Music Inc.		
FREDDIE SCOTT	I GOT A WOMAN	COLPIX
Progressive Music Pub. Co., Inc.		
JOHNNY CASH	THE MATADOR	COLUMBIA
Johnny Cash Music Inc.		
DON & JUAN	LONELY MAN	MALA
Hill & Range Songs, Inc.		
DON & JUAN	COULD THIS BE LOVE	MALA
Hill & Range Songs, Inc.		
THE ABERBACH GROUP		
1619 Broadway, New York, N. Y.		

**29th Year For B'cast Of Barrymore's "Xmas Carol"**

NEW YORK—For the 29th consecutive year, radio will carry Lionel Barrymore's "Christmas Carol" narrative. The ABC network, with 300 affiliated stations, will broadcast the MGM Records' reading by Barrymore on Christmas Day from 1 to 1:30 PM. Until his death in 1955, Barrymore did the broadcasts "live." The MGM album has been used since. It was the late actor's wish that he be heard on Christmas Day "as long as there are Christmas' to come."

**JLJ Ent. Opens In N.Y.**

NEW YORK—JLJ Enterprises, a new personal management, publicity, disk producer operation, has opened offices here at 40 Central Park South. The firm is run by Joe Mele, Copacabana leader, composer, etc., Lynn Russo, formerly associated with the Copacabana nitery in New York, and Jeanette Hendler, previously with Strand Records.



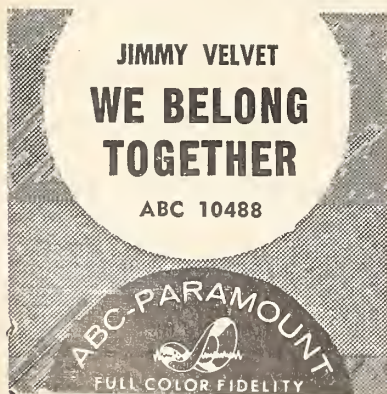
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7 Central Park West, N.Y.C.

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**BOBBY MILLER**  
CONSTELLATION 111

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**BETTY HARRIS**

JUBILEE 5465

Natl. Dist. By  
**JAY-GEE RECORD CO., INC.**  
318 W. 48th St., N.Y. 36, N.Y.

**Columbia Signs Judy Roderick**



NEW YORK—Columbia Records has signed young folk vocalist Judy Roderick to an exclusive recording contract, according to an announcement made last week by Kenneth Glancy, the label's A&R veep.

The lark's initial LP for Columbia is being directed by Bobby Scott, pop A&R producer, and will be released in February.

The artist was born 20 years ago near Detroit, Michigan. At the age of 12 her family moved to Winnetka, Illinois and later to Elkhart, Indiana. While in high school she was given a guitar and three years ago began singing folk ballads as a hobby. After graduation, she attended the University of Colorado. While a student there she sang in a local Boulder coffee house. Her first major "break" came in Sept. of this year when she was hailed as the sensation of the Philadelphia Folk Festival. After the Festival, she was brought to the attention of Dave Kapralik, Columbia's director of pop A&R, who immediately signed her to a recording pact.

Pictured (left to right) in the above pic are Kapralik, the artist and Bobby Scott.

**Market New Masterwork Audio Equipment**

NEW YORK — Masterwork Audio Products, designed and sold by Columbia Records Sales Corp., has announced the marketing of new equipment for 1964 merchandising. A total of 10 new models will be introduced to the product line which first became available in June, 1963.

According to J. J. Harris, national sales manager of Masterwork Audio Products, new models include automatic portable phonos equipped with all-transistorized amplifiers—and retailing for as low as \$49.95—and two newly-developed packaged component systems with all-transistorized amplifiers.

The packaged component systems are the first to be offered by Masterwork. Model M-4500 is a three-piece packaged component system featuring an all-transistorized, hand-wired amplifier, two 6½ inch and two 3½ inch speakers. The system has a 30 watt output, a Garrard AT6 changer, magnetic cartridge and diamond needle. The three units are encased in solid walnut cabinetry and the suggested list price is \$225. Masterwork Model M-4550 is the same as Model M-4500 but it also includes an all-transistorized hand-wired AM/FM/Multiplex tuner. The tuner is equipped with automatic stereo indicator, IF stages, illuminated slide rule dial, and external antenna terminals. Suggested list price for Model M-4550 is \$325.

In addition to the packaged component systems and the new phonos, Masterwork is introducing a new AM/FM radio receiver and a lightweight AM/FM transistorized personal portable.

**Boyd Buys Interest In W. Coast Label**

OKLAHOMA CITY — Bobby Boyd, president of Boyd Records, has bought an interest in Commerce Records of Hollywood, Calif., which will now be distributed by the Boyd chain of distributors. Dale Rogers remains as head of Commerce. Each label will release one disk per month in 1964.

**"How The West . . ." Tune Wins Western Heritage Award**

NEW YORK—"How the West Won," title tune of the MGM-Cinema flick, has earned a Western Heritage Award as the best tune in a western idiom for 1963.

The award is one of many presented each year by the National Cowboy Hall of Fame to artists and organizations in the TV, film, book, magazine and music fields for outstanding contributions to our western heritage.

The song was written by Alfred Newman and Ken Darby, and is published through the Robbins Music wing of The Big 3 (Robbins-Feist-Miller).

Presentation of the award, a "Wrangler" trophy, will be made to the writers and the publicity at the Oklahoma City Municipal Auditorium on Jan. 24. A special music show planned for the ceremony—including awards in other categories—will feature Fred Waring & His Pennsylvanians.

**"Dimes" Broadcasts To Spotlight Wax Artists**

NEW YORK—The National Foundation—March of Dimes will present, as part of its Jan. campaign, radio broadcasts by recording artists Leontyne Price, Byron Janis and Franco Corelli.

The program, entitled "Gala Performance," will be narrated by Milton Cross and will be aired over 600 good music FM stations next month.

The purpose of the campaign is to gain support for the National Foundation's extensive program in research and patient care in the fields of birth defects and arthritis.

**Rosemont Signs Allen & Rossi**

NEW YORK — Norman Rosemont, president of Rosemont Enterprises, has inked the comedy team of Marty Allen and Steve Rossi to a personal management pact. Allen & Rossi will maintain Harry Adler as their agent. Reprise recently issued an LP by the pair, "Just the Two of Us." Other Rosemont artists include Robert Goulet, Robert Horton and Diahann Carroll.

**Durium Bows Neapolitan**



ROME—Under the merchandising tag of Napoleontana, Durium has just released a complete anthology of the Neapolitan songs. Each of the four albums of the initial release boasts cover paintings of the Neapolitan school. On the inside the disks contain the music and historical data. The entire collection is performed by well-known Neapolitan chanter Roberto Murolo.

**BEATLEMANIA HITS U.S.**

**Jack Paar To Get Beatles Film**

NEW YORK—The Beatles will make their American debut on film on the Jack Paar Show of Jan. 3, it was announced last week.

Britain's foremost rock and roll group will make its live debut on the Ed Sullivan show on CBS on Feb. 9 and have a repeat performance on the 16th with a third appearance to be taped for showing at a later date. Their first appearance will emanate from New York and the second from Florida.

Capitol Records' Brown Meggs announced that their premier single for the label, "I Want To Hold Your Hand," would be released Dec. 26 instead of mid-January as originally scheduled. Release date for the group's first LP, "Meet The Beatles," has been moved up to Jan. from Feb.

**Beatles To Make UA Film**

HOLLYWOOD — Producer Walter Shenson and United Artists Corporation have concluded an agreement with Britain's "The Beatles," for a feature film to be filmed in London in early '64.

The singing group, currently holding down the number one spot in the disk industry in England, have been sought by many film producers and distributors for a picture commitment.

Shenson and UA, who recently teamed in the production, "Mouse On The Moon," have assigned the script writing to playwright Alun Owen, and Richard Lester will direct.

**Janet Leigh Sports Beatle Cut**

HOLLYWOOD—Capitol Records' publicity department has commissioned hair stylist Gene Shacove to come up with a new coiffure patterned after the hair-do of the Beatles who will invade the U.S. in Feb. The first woman to get the new cut was actress Janet Leigh.

The label also announced it would syndicate a Beatle-cut press kit to the beauty editors of all daily newspapers which will contain photos of the actress and a complete how-to-do-the-Beatle-cut story.

The Beatles hair-do is only one of a score of publicity and promo stunts being prepped by the diskery to launch the phenomenally successful vocal group in this country. The Beatles current British hit had advanced orders for one million copies the day before it was released.

**Station Gets Pre-Release Scoop On New Beatles' Deck**

NEW YORK—Radio station WWDC-Washington, D.C. got a jump on U. S. exposure of the latest smash by The Beatles, the fantastic rocksters from England.

As a result of a listener request, the outlet can claim a sort of an exclusive airing of the deck, "I Want to Hold Your Hand," which became a million-seller in England on pre-orders alone. Capitol Records is releasing the side in the U.S. in a few weeks.

A letter from a young girl from Maryland asked WWDC personality Carroll James if he could get a copy of a Beatles record and play it on the air.

James, who holds down the station's late afternoon slot, contacted the British embassy in Washington, but they couldn't get a record by the group. Next, James talked with England's BOAC Airlines, whose personnel came-up with the "Hand" side.

Still in the midst of Beatlemania, England has a new modern ballet inspired by The Beatles' sound. It's called "Mods & Rockers," and it made its debut last week at the Prince Charles Theater. With an OK from the members of the group, the work's creator, Peter Darrell, had some of their numbers re-arranged for a jazz quartet and harmonica.

The Beatles come to America early in Feb. for several guest shots on the Ed Sullivan Show. Before that, Jack Paar will present a film about them on his Jan. 3 program.



# JUKE BOX OPS' RECORD GUIDE

## ACTIVE with OPS

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

**WHO CARES**  
Fats Damina (ABC Paramount 10512)

**COMIN' IN THE BACK DOOR**  
Baja Marimba Band (Alma 201)

**SNAP YOUR FINGERS/PUPPY LOVE**  
Barbara Lewis (Atlantic 2214)

**TOBACCO ROAD**  
Lau Rawls (Capital 5049)

**THAT'S WHAT I WANT FOR CHRISTMAS**  
Nancy Wilson (Capital 5084)

**THE PRISONER'S SONG**  
Vic Dana (Dolton 87)

**BILLIE BABY**  
Lloyd Price (Dable L 729)

**WHERE THERE'S A WILL**  
Lannie Mack (Fraternity 918)

**MY HEART IS FILLED WITH PAIN**  
Little Johnny Taylor (Galaxy 725)

**HIS KISS**  
Betty Harris (Jubilee 5465)

**THEME FROM 'CARDINAL'**  
Roger Williams (Kapp 560)

**NEVER LOVE A ROBIN**  
Bobby Vee (Liberty 55636)

**WHEN YOU WALK IN THE ROOM**  
Jackie DeShannon (Liberty 55645)

**WHISPERING**  
Bachelors (Landon 9623)

**LITTLE DRUMMER BOY**  
Johnny Mathis (Mercury 72217)

**COLD COLD WINTER**  
Pixies Three (Mercury 72208)

**HOLIDAY HOOTENANNY**  
Paul & Paula (Philips 40158)

**JAVA**  
Al Hirt (RCA Victor 8280)

**DID YOU HAVE A HAPPY BIRTHDAY**  
Paul Anka (RCA Victor 8272)

**HIGH ON A HILL**  
Scatt English (Spokane 4003)

## NEW ADDITIONS to TOP 100

**71—FOR YOU**  
Rick Nelson (Decca 31574)

**80—IN THE SUMMER OF HIS YEARS**  
Cannie Francis (MGM 13203)  
Millicent Martin (ABC 10514)

**82—THE LITTLE BOY**  
Tany Bennett (Columbia 42932)

**85—THE GREASY SPOON**  
Hank Marr (Federal 12508)

**90—IF SOMEBODY TOLD YOU**  
Anna King (Smash 1858)

**91—HARLEM SHUFFLE**  
Bab & Earl (Marc 104)

**92—UM, UM, UM, UM, UM, UM**  
Major Lance (Okeh 7187)

**93—THE TWELVE GIFTS OF CHRISTMAS**  
Allan Sherman (Warner Bras. 5406)

**94—WHAT KIND OF FOOL (DO YOU THINK I AM)**  
Tams (ABC 10502)

**96—THE LITTLE DRUMMER BOY**  
Harry Simeane Charale (20th-Fax 429)

**98—YOU DON'T OWN ME**  
Lesley Gore (Mercury 72206)

### Roger Williams Flick Bio?

NEW YORK—"The Roger Williams Story," a flick bio of the popular Kapp Records pianist, is in the works. This noted in a recent column by Louella Parsons, who wrote that producers Stephen Bernhardt and Gene Taft would do the film for release by Warner Bros. Williams, son of a Lutheran, once turned to boxing—of all things!—to help pay for piano lessons.

### "Lawrence" Cleffer Writing New Pic Score

NEW YORK—Maurice Jarre, Oscar-winner for his "Lawrence of Arabia" score, will write the music for "The Train," John Frankenheimer's flick for UA. He will complete the score before taking a three-month break to write an opera. The flick, directed by Frankenheimer and produced by Jules Bricken, stars Burt Lancaster, Paul Scofield and Jeanne Moreau.

## Francis Day Celebrates 40th Ann'y



PARIS—Francis Day S. A. recently celebrated its 40th anniversary in Paris with a celebration dinner in the French capitol. Sitting (left to right) in the above pic are Eddie Day, director of Francis Day & Hunter, Mrs. Eddie Day and Jack Denton, president-director general of the Paris office.

## Don Genson Named Melcher Music Man, Pubberies, Diskery Goes Global

HOLLYWOOD—Don Genson has been named exec vee of the entire music operations of The Melcher Co., according to topper Marty Melcher.

Genson replaces Bob Crystal, who left the firm last week to enter the personal management field (see separate story).

Along with the Genson announcement, Melcher also said that his three music subsids—Artists Music, Daywin Music and Arwin Records—will undergo "far-reaching" reorganization and global expansion.

Genson, who with Melcher will spearhead the new moves, was previously vee of Carlton Records, in charge of west coast A&R, sales and promotion. From 1946 to 1957, he was vee of the Leeds, Duchess and Pickwick publishing firms.

The reorganization will result in: expansion of personnel in all departments, establishment of branch offices and recording facilities in England, Brazil, Denmark, Italy, France, Australia and Japan, plans for a projected public issue of stock in the expanded Melcher music operations.

Genson leaves early in Jan. on an extended world-wide tour on behalf of the foreign music operations.

Melcher announced the following new foreign offices and divisional managers who will work closely with Genson: Leslie Conn, London; Hanne Hansen, Copenhagen; Enrique Lebediger, Sao Paulo, Brazil; Dr. G. Ricci, Milan; Philippe Boutet, Paris; Roy Farr, Sydney, Australia; and George T. Folster, Tokyo, Japan. All of whom will work very closely with Genson.

While plans are in the blueprint stage for a public issue of stock relative to the music subsidiaries, company executives also are studying plans for a public issue involving the entire world-wide and diversified operations of The Melcher Company. Following the reorganization of the music operation, it is expected that Genson will play an important part in the entire Melcher Company activity.

The reorganization and build-up of the music subsidiary is in line with the continuing expansion of the entire operation of The Melcher Company in various diversified activities, which include: Martin Melcher Productions—geared for a multiple-picture Hollywood production slate to be distributed by various major companies; The Melcher Company International—with a six-picture program to be made in Yugoslavia (where the company's "The Cavern" is now filming), England, France, Italy and Spain; Extensive realty operations, including the chain of Cabana Hotels across the country; Wide scale operations in oil and natural gas in Texas, Oklahoma and West Virginia; Projected plans for entry into television production.

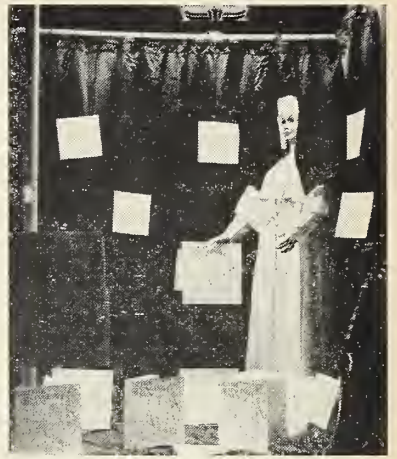
## Crystal Exits Melcher Firms To Enter Per. Mgmt. Field

HOLLYWOOD—Robert Crystal, a top exec with The Melcher Company music subsids, Artists Music, Daywin Music and Arwin Records, for the past four years, resigned last week to enter the personal management field.

Crystal already has signed for management a contingent of show business personnel, including director Claudio Guzman; producer-director Julio Coll, head of Jiro Films, Madrid; Columbia Records' artists The Rip Chords, and actress Jenny Maxwell, among others. In addition, Crystal is acquiring literary properties for projected film production.

Crystal started his career in the music business with the late Larry Spear of Larry Spear, Inc. He later became general manager of Korwin Music, Inc. and subsequently joined the Melcher organization.

## "Singing Nun" Window



NEW YORK—Philips Records' number one LP, "The Singing Nun," has inspired unique window displays throughout the country. Outstanding is this one conceived by Joseph H. Waldhorn in the window of his Hi-Fi Music Center in Oswego, New York. Using a life-size mannequin dressed as the Soeur Sourire as the focal point of the display, Joe added a guitar to represent her instrument, called "adele," and numerous copies of the handsome black and white album. Water color sketches from the album are hung on a back drop.

**Yvonne Fair**  
"STRAIGHTEN UP"  
Dade 5006  
Distributed by  
**ATLANTIC RECORDS**

**SEASON'S GREETINGS**  
UNITED ARTISTS  
7297th AVE. N.Y. 19, N.Y. **UA**

**New Single By The Hitmaker!**  
**JIMMY REED**  
"ST. LOUIS BLUES"  
V.J. 570  
**VEE JAY** 1449 S. MICHIGAN AVE.  
CHICAGO 16, ILL.

*The Beatles Are Coming!*



### NEW YORK:

Barbra Streisand, currently rehearsing for the Feb. opening of "Funny Girl," has been named "Entertainer Of The Year" for 1963 by Cue. The Columbia lark will be honored at a party on the 27th at the Embassy Room of the Hotel Gotham where she will receive an inscribed plaque. . . . Cameo's Bobby Rydell is the new King of the teenage world according to 16 Magazine's National Write-in poll. Bobby took the crown from Elvis Presley who has held it for the past four years. Bobby also has his biggest hit in some time with the sensational "Forget Him"

. . . Vaughn Meader, moving into the Blue Angel next month, debuts on Verve with an LP tagged, "Have Some Nuts." Morty Wax sez it's got to be 64's first chart click. . . . Chanter Jimmy Meade out with a new Top Hat single tagged, "Let Me Wonder." . . . Johnny Adams has a newie on the Watch label called, "I Brought It All On Myself" and "I Believe I'll Find Happiness."

The disk biz was well represented at the Michael Allen-Sylvia DeSayles opening at the Living Room last week. On hand to wish Michael well were Leslie Uggams and Clay Cole.

"Snowman" and Bobby Vee's "Stranger In Your Arms." . . . Talked to Walt Maguire at Colpix who's very pleased with the early sales figures for the soundtrack from "The Victors" and Jane Morgan's "Serenade To The Victors," both of which are doing very well—even in advance of the release of the flick. . . . Gene Malis of Canadian-American rang to spread the word that Sunny Gale's "Too Bad For You" is breaking big in Detroit, Milwaukee and St. Louis. Gene predicts a top 10 smash for the new Santo and Johnny entry, "I'll Remember In The Still Of The Night," out

Lola Dee, who's been doing quite a bit of local club work, sparked the North Side Optometrists shindig which was held in town last week. . . . Fred Ellis (Midwest-Mercury) reports heavy local play on "The Marvelous Toy" by the Chad Mitchell Trio and "Cold Cold Winter" by the Pixies 3; and he anticipates some of the same with follow-ups "You Don't Own Me" by Lesley Gore and "Snowman" by Diane Ray. . . . Freelancer Paul Gallis is on the promo move with recent outings "Let It Snow" by Bobby Christian (Mal), "Bless 'Em All" by Jane Morgan (Colpix), "My Boy-friend's Coming Home For Christ-



VAUGHN MEADER



NANCY AMES



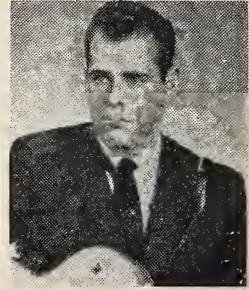
APRIL STEVENS  
NINO TEMPO



MICHAEL ALLEN



HILDEGARDE



JIMMY MEADE

opus. . . ABC's Tommy Roe, riding high with his "Everybody" deck, is flying East to appear on Murray The K's Christmas Show at the Brooklyn Fox Theater Dec. 25 thru Jan. 1. . . . Up to the CB offices last week were Okeh's Major Lance with his latest entry, "Um Um, Um, Um, Um," and Brooks O'dell with his manager Modeen Donzell and Amy-Mala promo rep, Fred DeMann. Brooks is clicking solidly with his Gold dinking of, "Watch Your Step." . . . Liberty instrumentalists, The Ventures, are making their flick debut in the Wilbo Production of "The Wild, Wild Party."

Our deepest sympathy to Jose Morand, president of Fiesta Record Co., whose mother, Mrs. Helen Lewis, passed away recently. . . . Brook Benton interrupted his engagement at Basin St. West to attend the funeral of Dinah Washington in Chicago. They had two hits on Mercury with "Baby, You Got What It Takes" and "Rocking Good Way." . . . Neil Sedaka, appearing at the Senorial in Mexico City for the Yule holidays, has a hot Spanish disk South of the Border with "Recuerdos De Ipa-carai." . . . Thelma Carpenter to headline at the Bon Soir in the Village beginning Jan. 7 for four weeks—her second appearance in five months. . . . The Clancy Brothers and Tommy Makem go to their native Ireland next month for a month-long tour. . . . They are currently packing them in at the Village Gate. . . . The New Christy Minstrels into Harold's Club in Reno for a month stint. . . . Milt Shaw, Shaw Artists prexy, has collaborated with nitery owner Leo Fuld and Henry Goldran of the Ray Charles staff in the production of a tabloid song and dance revue with an integrated cast of Israeli and Negro artists—the title is, "The Whole World Is Jewish When You're In Love."

Hildegarde, who recently finished a very successful engagement at the Roosevelt, has just recorded a single for Spiral Records. The new pairing spotlights a tune tagged after her best-selling Doubleday book, "Over 50—So What!" written by Frank Hogan and "Leave It To The Girls" by Gladys Shelley. . . . Johnny Pacheco and his Charanga Orchestra, Alegre wax artists, have been booked into the Colliseum in Dakar, Senegal for a four-day stint in April. . . . Israeli thrush Geula Gill did a guest shot on the Today Show last week. Geula has a number one disk in Israel.

Jack LaForge, pianist and Regina Records prexy, played host to a group of friends and admirers of Sylvia. Also on the bill is an engaging young comic named Dave Frye. . . . Paul Brown is handling the record promo chores for the new WB LP, "The Phoenix Singers In Concert." . . . Sid Ascher wearing the press hat for the upcoming Coliseum Christmas show. . . . Frank Modica Jr., concert dept. head of ITA, was guest speaker at Adelphi University's Career Seminar. His lecture was met with such great enthusiasm he has been invited to repeat it in January. . . . Mabel Mercer, signed for three weeks at the Downstairs at the Upstairs last Spring, has been extended through Jan. 29th to wind up an eight-month stay! . . . ASCAP's Irving Caesar was made an honorary citizen of Tenn. by Governor Frank G. Clement. Caesar recently visited Nashville where ASCAP has new offices. . . . Oscar Brand is the debut attraction at the new Mugs Gallery in Gotham, opening Dec. 20. . . . Alan Dale will be at the Boulevard thru New Year's Eve.

Budd Hellawell infos the Beatles may very well take this country by storm as they did England when their first Capitol disk is released next month. The phenomenally successful group will come to the U.S. in Feb. for a series of network telecasts. . . . Music Music Music Inc., a young pubbery started this past year by Phyllis Fairbanks and Chester Gierlach, have been very busy this holiday season with a tune called, "The Ain't Not Tree," written by them and used as a musical setting for the Radio City Music Hall float in the Thanksgiving Day parade and during the tree-lighting ceremony. The infant firm has more than 30 copyrights. Bill Haley & His Comets move into the Showboat in Las Vegas for four weeks beginning Dec. 26, then to Canada for another four weeks before going to Europe. Bill could have his biggest side to date with his new Nicetown dinking of "Tandy." . . . The New Christy Minstrels have been signed to appear on the Jonathan Winters NBC-TV special on Feb. 20.

Sales And Promo Rep Disk Doings: London's genial promo man about town, Milt Friedman, buzzed to tell us "I Wanna Be Free" by Joe Tex (Dial) is getting substantial airplay and could take off in sales. . . . Hank Hunter of Davilene Music is excited about 2 new releases—Diane Ray's

only a few days and already getting key picks all over the country. . . . Atlantic's Bob Kornheiser elated over a flock of new breakouts: "Snap Your Fingers" by Barbara Lewis which is happening in Detroit, Chicago and the other side, "Puppy Love" which is hitting in New England, and "Straighten Up" by Yvonne Fair, a Gotham action side. Jack Fine reports top sales and airplay for April Stevens and Nino Tempo's "Whispering." . . . MGM's Mickey Wallach dropped by to info that the deejay and sales reaction is excellent for "The Marriage Counselor" by Tony Webster, "Have Some Nuts" by Vaughn Meader, and "In The Summer Of His Years" by Connie Francis—despite the limited airplay. . . . Randy Friedman of Larry Shayne Music sez "Charade" is another Mancini monster. . . . Van Trevor just back from a promo jaunt in behalf of his deck, "A Fling Of The Past." . . . Henry Tobias writes that he and his partner David Ormont have released their first single with Joey Rivers, "Poor Man" backed with "Better Better Better." In addition to publishing the tunes, Henry and Dave also wrote them. . . . Earl Glickin of Cortland Records sends along word that "The Gorilla" and "Adios" are beginning to happen for him with action picking up throughout the Midwest.

### CHICAGO:

During his recent concert in Milwaukee Auditorium, Columbia's Tony Bennett was presented with WOKY's "Golden Mike Award" for "continuous, outstanding entertainment." Presentation was made by staffer Bob Barry. Tony's latest Columbia single is "The Little Boy." . . . RCA-Victor Dist.'s Irv Brusso covered the radio-TV circuit last week with Amanda Ambrose who was here for a 12/17-21 stint at the Crystal Palace. Current album is "The Amazing Amanda Ambrose." Irv's also plugging a couple of new show tunes on the label, namely, "Hello Dolly" by the Pete King Chorale and "Talk To Me Baby" by Jesse Pearson. . . . Stacy Records prexy Jim Gaylord and sales head John Dolan are all smiles as a result of the overall sales picture on Rune Overman's "Smorgasbord" (Stacy) and the big holiday play on Jan Bradley's "Christmas Time" (Hoote-nanny). . . . Tony Galgano of Record Dist. welcomed his third grandchild—and first female in the lot—born to daughter Antoinette Kander. Baby's name is Laura. Congrats! . . . Thrush

mas" by Toni Wine (Colpix) and "Jimmy Boy" by The Girlfriends (Colpix) . . . A new nitery, The Celebrity Lounge, bowed on Rush St. with Ralph Marterie and ork for openers.

A couple more winners in the Summit Dist. stable, according to Norm Ladd, are "Judy Loves Me" by Johnny Crawford (Del-Fi) and "It's All In The Game" by Cliff Richards (Epic) . . . Local songster Harold Ward, appearing at Irv Garmisa's nitery, waxed some sides at Universal last week. Ward joins the Jimmy Durante-Mahalia Jackson-Sonny King lineup at the Stadium 12/28. . . . The word from Erwin Barg is that Tony Bennett's "The Little Boy" (Columbia) is fast becoming a giant hereabouts. Sales and airplay have been terrific! . . . Uncle Sam tapped MGM-Verve's Bobby Monaco for a two-year Army hitch beginning this February. Bob'll retain his promo post until then and is currently working on Ginny Arnell's "Dumbhead," "Young And In Love" by Chris Crosby and "He's My Guy" by Jackie Burns & The Bo-bells . . . Summit's r&b specialist Carl Proctor boasts a real "umdinger" in the latest Major Lance offering "Um, Um, Um, Um, Um, Um" (Okeh). Carl did the hop circuit last week with Chicagoan Bobby Miller in behalf of the latter's "Uncle Willie Time" on Constellation. . . . Bobby Garmisa (Garmisa Dist.) clews us in on a potent new Command single by The Travelers Ten tagged "Greenback Dollar" . . . Among the stellar sales performers at M.S. Dist. are "Pink Dominos" by The Crescents (Era), "Koko Joe" by the Righteous Bros. (Moonglow), "Chicken Pot Pie" by Ken Jones (Almont) and "Slippin' & Slidin'" by Jim & Monica on the Vee-Jay distributed Betty label. Incidentally, Jim & Monica sparked the Art Roberts (WLS) record hop in Aurora last weekend. . . . Local record people were shocked and saddened by the death of Riverside president Bill Grauer. Our condolences to his family. . . . London Group's Sam Cerami is back from a quick trip to Minneapolis with glowing reports on Murray Kellum's "Long Tall Texan." Deck's also big locally.

In addition, Sam's working on r&b flavored "Blood Is Thicker Than Water" by Joe Tex (Dial) and the "Ballad Of Bamshire" original cast album (London) . . . Barney Fields stopped by to tell us Burl Ives' "True Love Goes On And On" (Decca) is starting to happen in this area. . . . Joe & Eddie, out with "There's A

(Continued on page 95)



# RECORD RAMBLINGS

(Continued from page 94)

Meeting Here Tonight" (Crescendo), wrapped up a socko stand at the Crystal Palace . . . Jim Scully spotlights "Red Don't Go With Blue" by Jimmy Clanton (Philips), "I Only Want To Be With You" by Dusty Springfield and "New York City" by Harvey & The Seven Sounds (Cuca) . . . Main topic at Liberty Dist. is the broad jump—from 40 to 13 on WLS in one week—of Jan & Dean's "Drag City." Pair's also scoring with their LP of the same title. Promo man Harvey Goldstein adds a plug for Jackie DeShannon's "When You Walk In The Room" and "Today's Tears" by Rick Nelson (Imperial) . . . Biggies from the Warner Bros-Repriase stable, according to Pete Cucchetto, are "The Twelve Gifts Of Christmas" by Allan Sherman, "I Wonder What She's Doing" by Barry & Tamerlanes, "The Shelter Of Your Arms" by Sammy Davis and "Out Of Limits" by The Marketts.

## HOLLYWOOD:

Ray Bolger back to the Coast after a promotion trip in the East in conjunction with his new single, "L'il Elfy" on Armour Records. . . . Billy Daniels first single, "Holiday" on his own label, World Wide Star Records getting good play. Label is distributed nationally by C-Note Records. . . . Newest version of the oldie "Silver Bells," revived every year at this time is by Robert Goulet on Columbia. . . . Lee Magid back in town after successful New York trip during which he signed Al Hibbler to a personal management contract. . . . Bud Dain, now in independent promotion and garnering lots of air-

play for Jackie DeShannon on her new disk, "When You Walk In The Room." . . . Trini Lopez closed his two year engagement at P.J.'s last Saturday and then to the Off Broadway in San Francisco where he is booked through New Years. . . . New Challenge recording star, Don Brandon, who is getting Coast airplay on his debut disk, "It's Wonderful Being Young" signed for personal management by Yvonne Mahlman. . . . Bob Marcucci, discoverer of Fabian and Frankie Avalon, has found and signed a new Eastern talent, John Andrea. . . . Nancy Ames, Liberty recording star, has been signed by NBC-TV for a regular role, both as a singer and an actress, in their new series That Was The Week That Was. . . . Herb Newman of Era Records acquired the hot local instrumental, "Big Daddy" from Ike Records. Group is The Pagents. . . . West Coast deejays having a ball with Vaughn Meader's new Verve album, "Have Some Nuts." Shelly Davis of The Crescendo is planning to book the satirist for early '64. . . . Nancy Wilson has been signed to present a one-woman show at the Arie Crown Theatre, Chicago opening Jan. 2. . . . Jilla Webb now touring Australia, out with debut disk on the Lion label, "Devil In A Man's Disguise." . . . Bobby Vinton interrupts his current schedule of nitery and concert engagements to fly to New York Jan. 12 for appearance on "The Ed Sullivan Show." . . . Jo Stafford completed a new hymn album for Capitol Records. Paul Weston conducted session. . . . Alene McKinney, KMPC librarian, reporting barrage of requests for "Up A Lazy River" from Jack La Forge's new piano album.

. . . Kellie Greene has been signed to an exclusive recording contract by 20th-Fox Records. Miss Greene will first wax an album of motion picture themes as initial recording. . . . Circa chief, Mike Elliot, predicting a giant-hit for Pam Dickinson's wax of "Funny Age" on Gambit. . . . Robert Regehr has been promoted to the post of Vice President in charge of Internal Operations at Hanson & Schwam Public Relations as well as heading the firm's copy department. . . . The Glenn Miller group now appearing at The Coconut Grove and currently pushing their latest album, "Something New." . . . KFWB music

who have just announced the arrival of a son, Joseph III. . . . Also many happy returns to Harry Rosen, one of the country's foremost record men for 22 years, on his 57th birthday this Christmas day. Harry's been married for 38 years and has 2 children and 4 grandchildren. . . . Cameo's Rhett Schwartz said he heard from deejays Keith Morris and Ray Otis at KXOX in St. Louis. It seems the boys wanted to bet \$5 on Pittsburgh against the Giants. Rhett got the letter Mon. A.M. and immediately backdated his reply and said, "You're on!" What an operator. . . . Ronnie Singer of Warner Bros. reports some sizzling



JOHNNY ADAMS



NANCY WILSON



BOBBY VEE

librarian Don Anti married Jean Ewin in Las Vegas. Larry Goldberg of Record Sales Distributing, was best man. . . . Paul Sykes, Horizon Recording artist, appearing as the main attraction of The Ice House's regular December program. . . . Patti Page has recorded a single for Columbia titled, "We'll Be Together," with lyrics by her husband, Charles O'Curran, and music by pianist Dudley Brooks. . . . The Jimmie Haskell score of the motion picture "Surf Party" produced by Associated Producers, Inc., has just been purchased by T-CF Records for release as an album. . . . Merit Dist. now handling Gallio Records, label moving with "Dog Food" by Wes Dakus.

## HERE AND THERE:

PHILADELPHIA—Our heartiest congratulations to long-time WIBG deejay Joe Niagra and his wife Evelyn

sides with "Turn Around" by Dick and DeeDee, "Stewball" by Peter, Paul & Mary, "Outer Limits" by the Marketts, "Kansas City," by Trini Lopez and "Shelter Of Your Arms" by Sammy Davis Jr.

NEW ORLEANS — Margaret Lewis wound up a three-day personal appearance visit in New Orleans with radio WNOE's All-Star Stage Show. The lark was a huge success as is her first Capitol deck here, "I Almost Called Your Name." The label's distrib reps Wayne Schuler and Elbert Allsup hosted a cocktail party to introduce Margaret to personnel of WTIX.

HENDERSONVILLE, TENN.—Johnnie Sippel sez the Monument label is scoring smash holiday sales with Roy Orbison's "Pretty Paper," and the "Down At Papa Joe's" album by the Dixie Belles.

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from the  
**SCEPTER FAMILY**  
who bring you  
the following  
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**TONIGHT YOU'RE GOING TO FALL IN LOVE WITH ME**
- **Rocky Fellers**  
**BYE, BYE BABY**
- **Timmy Shaw**  
**GONNA SEND YOU BACK TO GEORGIA**
- **Scott English**  
**HIGH ON A HILL**

**"Best New Female R&B Vocalist of 1963"**  
—CASH BOX YEAR END POLL

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DRUMMER  
• BOY

SCARLET RIBBONS

SLEIGH RIDE

MILLS MUSIC, INC.  
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ANOTHER SMASH!

**"HOOKA TOOKA"**  
P-890

**CHUBBY CHECKER**

THE BIG ONES ARE ON GAMED PARKWAY

A HIT EVERYWHERE!

**"LONG TALL  
TEXAN"**

MURRY KELLUM  
MOC-653

*London*

Chartbound

**WHO DO YOU LOVE  
THE SAPPHIRES**


SWAN 4162

**"YOU DON'T  
OWN ME"**

Lesley Gore  
# 72206

*Mercury*  
RECORDS

LABEL OF THE STARS



PAUL PETERSEN

7. DIVISION COLUMBIA PICTURES CORPORATION

## Golden Mike For Tony



MILWAUKEE—Tony Bennett holds his golden mike with obvious pride, awarded to him by radio WOKY for continuous outstanding entertainment. The award was made at the Milwaukee Auditorium for the Marquette University Tip Off Week Celebration. Pictured with the songster (left) is Bob Barry of WOKY.

## Luis Russell Dies

NEW YORK—Luis C. Russell, composer and bandleader and pianist-arranger for such jazzmen as Duke Ellington, Chick Webb and Fletcher Henderson, died on Wed., Dec. 11, in New York.

Russell, 61, was born in Panama, where his father, organist and church choir leader, taught him how to play the piano, violin and guitar.

Russell went to New Orleans in 1919 and there directed a band that included such sidemen as Louis Armstrong, Albert Nicholas, Willie Santiago and Paul Barbarin.

Armstrong, in 1933, took over Russell's strong outfit, with Russell staying on as musical director and pianist for more than 10 years.

Russell cut a number of his own tunes for the Apollo and Manor labels. He left the music business in 1948, later managing Brooklyn's Town Hill Club until it was sold.

At his death, he was on sick leave from Yeshiva Univ., where he was a chauffeur for the president for the last five years.

Surviving are his wife, concert singer Carlina Ray, and a daughter.

## Wagoner In P.A. Pact With Jim Denny Firm

NASHVILLE—Don Warden, personal manager for Porter Wagoner, has made an agreement with W. E. "Lucky" Moeller, executive veep and general manager of the Jim Denny Artist Bureau, whereby the agency will handle all personal appearances for Wagoner and his show cast on an exclusive basis.

Under the arrangement, Warden will continue to handle the singer's personal management including all details of his 58 television shows and his music publishing interests.

The Denny office will also handle the entire show cast as a package for personal appearances, which will include Norma Jean and The Wagonmasters.

Although the Jim Denny Artist Bureau has been booking Wagoner and his group in the past, it has not had an exclusive agreement. Moeller said the agency has already booked Porter and his group on many dates for the coming season which includes several of the largest state fairs during July and August.

"Even at this early date," Moeller added, "It looks as though Porter Wagoner is going to be one of the busiest artists in the trade in 1964."

Porter was a regular on Red Foley's "Ozark Jubilee" before joining the Grand Ole Opry in 1957. His RCA Victor recording of "Satisfied Mind" started a long string of hits for the singer.



## 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.

- "DO YOU HEAR WHAT I HEAR"**  
BING CROSBY ..... Capitol 5088
- "BABY, I LOVE YOU"**  
RONETTES ..... Philles 118
- "FOR YOU"**  
RICK NELSON ..... Decca 31574
- "IN THE SUMMER OF HIS YEARS"**  
CONNIE FRANCIS ..... MGM 13203  
MILLICENT MARTIN ..... ABC-Paramount 10514
- "WHITE CHRISTMAS"**  
ANDY WILLIAMS ..... Columbia 42894
- "THE LITTLE BOY"**  
TONY BENNETT ..... Columbia 42932

## Petty Closes N.Y. Offices Until After 1st Of Year Following Death Of Jo Harper

NEW YORK—Norman Petty is closing his New York office of Dundee Music and the Norman Petty Agency until after the first of the year following the death, on Nov. 23, of his New York rep, Jo Wells Harper. Miss Harper, 29, died of a cerebral hemorrhage at her home in New York. She had been in the music business since 1956 when she moved to New York and became associated with Nor Va Jak Music and Southern Music. In 1958, she became the exclusive rep of Dundee Music and the Norman Petty Agency. Dundee headquarters in Clovis, New Mexico.

Miss Harper, who was buried in San Antonio, Texas, is survived by her parents, Brig. Gen. (USAF Ret.) and Mrs. R. W. Harper and a brother, Major Robert McCulley of Omaha.

## King Of The Month



NEW ORLEANS — Mercury's new "King For A Month" Jack Bernard, second from right, of All-South here, recently received his trophy at a sunrise dinner. On hand for the ceremony were, from left to right, Henry Hildebrand, owner of All-South; Dick Bruce, the label's sales manager; Bernard; and Richard Sherman, Mercury's regional sales and promotion manager. Bernard received the award for outstanding sales and promotion album "Pope John XXIII."

## Eddie White Producing Shows With Japanese Tie-In Bringing Ella To Japan

NEW YORK—Writer-publisher turned producer Eddie White is underway with a number of efforts involving the Japanese concert and disk fields. White leaves Jan. 2 for Japan where he is producing the Ella Fitzgerald concert tour.

Under the banner of White Way Music Company Inc., the show opens in Tokyo on January 7 for six days and then plays Osaka, Kobe and Kyoto. During the tour, the artist will play the leading concert halls, perform in three night club shows, do two TV shows in addition to her own TV spectacular and record an album, "Our Ella In Japan" under the aegis of Verve/Nippon Columbia. Featured with her will be Roy Eldridge and the Tommy Flanagan Orchestra.

This past October 8, 9 and 10 White produced his first series of concerts at Carnegie Hall, where Japanese star Joji Ishimatsu (I. George) made his American debut. White said he has many American name artists on tap for a tour of Japan starting in the early Spring of 1964. Also planned is an all Negro revue, "Basin Street '64" for a Fall tour of the Orient and currently in negotiation is an all Japanese revue, "The Blue Kimono" for a tour of the U.S., Puerto Rico and South America.

White is also the Producer of two Japanese albums recently released on the MGM label, "Midnight In Tokyo" and "Yojimbo" from the award-winning Toho motion picture. The latter main theme was recently recorded by Danny Davis and his Orchestra on the MGM label and is set for early January release.

White expects to return from Japan with the rights to many art and science fiction films, a Japanese adventure TV series, some highly specialized Japanese albums and authorization to represent a number of Japanese stars in the United States.

## Slay Firm Moves

NEW YORK—Frank Slay's Claridge Music Group—comprising a number of pubberies and labels—has moved to new quarters here at 250 West 57th St.



# BIOS FOR DEEJAYS

## Otis Redding



Otis Redding, who is currently clicking with "Pain In My Heart" on the Atco-distributed Volt label, was born in Dawson, Georgia on Sept. 9, 1941. While still a youth Otis moved to Macon where he attended high school and participated in several sports and student activities. After winning a number of local amateur programs, Otis made an early decision to try his luck at a show business career. The young hopeful came to the attention of Phil Walden, another high school student who had been booking a local band. The two joined forces and the long road to success was begun.

Otis received his first break when he became the featured vocalist with Johnny Jenkins and the Pinetoppers. While on a p. a. with the group Otis asked if he could cut a demo. The result was his initial hit—"These Arms Of Mine." The rest is history.

## Anna King



Six months ago, a young girl walked unassumingly onto the stage of a Philadelphia theatre to audition for a talent contest. Anna King, unknown, but burning with the flame of talent, began to sing. Suddenly a hushed silence fell over the entire theatre as the audience listened to the youngster. Anna not only won first prize in the James Brown Talent Hunt, she was immediately contracted to join the famous James Brown Show. Her singing with the r&b group in the next few months, led to her discovery by Smash Records and a recording contract. Her current chart-rider, "If Somebody Told You," followed in short order.

Anna is no newcomer to the world of music. Born in Philadelphia, Pa., she began singing gospel songs in the family church long before she was able to read music. While attending Girls High School, she developed her singing talent in the school's glee club and girl's chorus. Following her graduation from high school, she joined the Gospel Harmonettes as lead singer and for the next five years she sang the songs of tenderness and faith. The lark, anxious to break into professional show business, grasped the opportunity to enter the Brown Talent Hunt.



# TOP 100 SINGLES (ALPHABETIZED)

\* Denotes Red Bullet

Anyone Who Had A Heart	*50	Living A Lie	61
As Long As I Know He's Mine	48	Loddy Lo	31
A 'Soalin'	79	Long, Tall Texan	54
As Usual	*17	Louie, Louie	2
Baby Don't You Weep	40	Maria Elena	52
Baby I Love You	*68	Marvelous Toy	58
Baby's Gone	99	Midnight Mary	*13
Bad Girl	51	Need To Belong	29
Be Mad Little Girl	75	Nitty Gritty	*16
Be True To Your School	11	Out Of Limits	*36
Bon Doo Wah	57	Pain In My Heart	74
Boy Next Door	28	Please	73
Bossa Nova Baby	63	Popcicles & Icicles	*7
Can I Get A Witness	18	Pretty Paper	*21
Charade	77	Quicksand	15
Come Dance With Me	88	Rags To Riches	64
Cheer Leader	97	Shelter Of Your Arms	95
Daisy Petal Pickin'	*60	She's A Fool	24
Deep Purple	39	Since I Fell For You	4
Do You Hear What I Hear	*66	Somewhere	*23
Dominique	1	Strewball	44
(Down At) Papa Joe's	65	Sugar Shack	43
Drag City	*22	Surfin' Bird	*19
Drip Drop	5	Talk Back Trembling Lips	8
Dumb Head	84	That Boy John	89
Everybody	14	That Lucky Old Sun	*25
For You	71	There I've Said It Again	3
Forget Him	*9	Today's Teardrops	67
For Your Precious Love	42	Tra La La La Suzy	45
Girls Grow Up Faster Than Boys	56	Turn Around	30
Gotta Lotta Love	100	Twelve Gifts Of Christmas	93
Greasy Spoon	85	Twenty-Four Hours From Tulsa	55
Harlem Shuffle	91	Um, Um, Um, Um, Um	92
Have You Heard	20	Walkin' The Dog	33
Hey Little Cobra	*41	Washington Square	47
Hooka Tooka	83	Watch Your Step	76
I Can't Stop Talking About You	87	We Belong Together	86
If Somebody Told You	90	What Kind Of Fool	94
I Gotta Dance To Keep From Crying	49	(Do You Think I Am)	72
I Have A Boyfriend	37	What's Easy For Two	7
I'm Leaving It Up To You	10	When The Love Light Starts Shining	27
In My Room	46	In His Eyes	*38
In The Summer Of His Years	30	Whispering	*81
It's All In The Game	78	White Christmas	12
It's A.I. Right	34	Wives And Lovers	32
I Wonder What She's Doing Tonight	63	Wonderful Summer	32
Kansas City	26	You Don't Have To Be A Baby To Cry	6
Little Boy, The	82	You Don't Own Me	98
Little Drummer Boy	96	You're All I Want For Christmas	*59
Little Red Rooster	35	You're Good For Me	62
Little Saint Nick	*69	You're No Good	70

## Nino & April Go To Italy

NEW YORK—Nino Tempo & April Stevens, fresh from a number 1 chart stand with "Deep Purple," have just left for a tour of Italy and other European countries to promote their disk product.

While in Italy, the Atco Records' act will appear on top TV shows and are scheduled to make a film about themselves for use on Italian TV.

They are being brought to Italy by Saar, which releases Atco product in that country. Nino & April have already recorded "Deep Purple" in Italian and German.

The duo, which just completed a successful three week engagement at New York's Copacabana, is represented with a follow-up deck to "Deep Purple." It's the oldie, "Whispering."

## Billy Daniels Forms Label In H'wood

HOLLYWOOD—A new label, World Wide Star Records, has been formed in Los Angeles by singer Billy Daniels. First release on the new label is a new Billy Daniels Christmas single, "Seasons Greetings" and "Holiday." Also signed to the label is a Daniels discovery, 16 year old Lisa Smith of Cardiff, Wales.

## Dolton Rushes New "Ventures" LP

HOLLYWOOD—Dolton Records is rushing a new LP by The Ventures. Date, called "In Space," uses musical instrumental sound effects rather than the electronic gimmick devices normally heard on "space" decks.

## Columbia Releasing "In White America"



NEW YORK—Goddard Lieberson, president of Columbia Records, is shown at left during Columbia's original-cast session of the Off-B'way success, "In White America," which the label will release in Jan.

In the background are the show's featured performers Gloria Foster, James Greene, Claudette Nevins and Moses Gunn. Also starred are Michael O'Sullivan and Fred Pinkard with Billy Faier providing the guitar and banjo accompaniment.

"In White America" presents selections from historical documents assembled by Martin B. Duberman, professor of history at Princeton Univ., and depicts with humor and pathos the history of the Negro in America and his struggle for equality.

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## "THE CONSOLERS"

Including their great rendition of "WAITING FOR MY CHILD"

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## "SONGS OF THE GOSPEL"

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NEW GOSPEL ALBUM

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Excello 2240

I'M GOING IN THE VALLEY

SILAS HOGAN

Excello 2241

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## "I CRIED MY HEART OUT"

JACKIE & THE STARLITES

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## "TEENAGE LETTER"

Jerry Lee Lewis

b/w

## "SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis

With

Linda Gail Lewis

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## COUNTRY D.J. REGIONAL RECORD REPORTS

**CARTER M. WAID**  
KARS  
Belen, New Mexico

1. Old Records (Morgie Singleton)
2. Surely (Warner Mack)
3. You'll Drive Me Back (Faron Young)
4. There's More Pretty Girls Than One (George Hamilton IV)
5. Bad Bad Day (Tom Tall)
6. If The Door Could Talk Back (Webb Pierce)
7. Before I'm Over You (Loretta Lynn)
8. Peel Me A Nanner (Roy Drusky)
9. I Wish I Was A Single Girl Again (Jon Howard)
10. The Matador (Johnny Cash)

**LARRY DANIELS**  
KUZZ  
Bakersfield, California

1. The Matador (Johnny Cash)
2. Love's Gonna Live Here (Buck Owens)
3. Begging To You (Marty Robbins)
4. Mountain Of Love (David Houston)
5. Ninety Miles An Hour (Hank Snow)
6. Going Through The Motions (Sonny James)
7. I Almost Forgot You Today (Carl Smith)
8. 500 Miles Away From Home (Bobby Bare)
9. You'd Better Be Nice (Judy Collins)
10. Thanks A Lot (Ernest Tubbs)

**BARRY FRANK**  
WEEE  
Glenmont, New York

1. Love's Gonna Live Here (Buck Owens)
2. Talk Back Trembling Lips (Ernest Ashworth)
3. 500 Miles Away From Home (Bobby Bare)
4. Cowboy Boots (Dave Dudley)
5. B X 10 (Bill Anderson)
6. If The Back Door Could Talk (Webb Pierce)
7. Thanks A Lot (Ernest Tubbs)
8. I Almost Forgot Her Today (Carl Smith)
9. There's More Pretty Girls Than One (George Hamilton IV)
10. Mountain Of Love (David Houston)

**KRSY**  
Roswell, New Mexico

1. Helpless (Joe Carson)
2. Mountain Of Love (David Houston)
3. Somebody Told Somebody (Rose Maddox)
4. Love's Gonna Live Here (Buck Owens)
5. The Matador (Johnny Cash)
6. Thanks A Lot (Ernest Tubbs)
7. Cowboy Boots (Dave Dudley)
8. Bad Times A Comin' (Sonny James)
9. Triangle (Carl Smith)
10. Up On The Hill (Vernon Stewart)

**DONALD S. HERBERT**  
WBOL  
Bolivar, Tennessee

1. That's Why I Sing In A Honky Tonk (Warren Smith)
2. The End (Don and Alice)
3. Helpless (Joe Carson)
4. Big City Girls (Carl Belew)
5. Who's Been Cheatin' Who (Johnny & Janie Mosby)
6. Trouble In My Arms (Johnny & Janie Mosby)
7. A Little South Of Memphis (Frankie Miller)
8. Lost Day In The Mines (Dave Dudley)
9. Three Sheets In The Wind (Johnny Bond)
10. If The Door Could Talk Back (Webb Pierce)

**JIM MELTON**  
WKMF  
Flint, Michigan

1. Before I'm Over You (Loretta Lynn)
2. Ninety Miles An Hour (Hank Snow)
3. Begging To You (Marty Robbins)
4. Lost Day In The Mines (Dave Dudley)
5. Thank God For The U.S.A. (Webster Brothers)
6. I'm Leaving If Up To You (Dale and Grace)
7. I'm Not Gonna Answer The Door Anymore (Dottie Moore)
8. Our Things (Margie Bowes)
9. The Matador (Johnny Cash)
10. If The Door Could Talk Back (Webb Pierce)

**CHUCK BROWN**  
WJWS  
South Hill, Virginia

1. Peel Me A Nanner (Roy Drusky)
2. Jealous Hearted Me (Eddy Arnold)
3. Lost Day In The Mines (Dave Dudley)
4. Mountain Of Love (David Houston)
5. Before I'm Over You (Loretta Lynn)
6. As Close As We'll Ever Be (Gory Buck)
7. You'll Drive Me Back (Faron Young)
8. Begging To You (Marty Robbins)
9. Surely (Wormer Mock)
10. That's One Broken Heart (Wiley & Jessie Borkdull)

**LARRY GAR**  
WLBG  
Laurens, South Carolina

1. Ninety Miles An Hour (Hank Snow)
2. Sing A Sad Song (Buddy Cagle)
3. Begging To You (Marty Robbins)
4. Jealous Hearted Me (Eddy Arnold)
5. Old Records (Morgie Singleton)
6. An Old Christmas Card (Jim Reeves)
7. Dream House For Sale (Red Sovine)
8. Lost Day In The Mines (Dave Dudley)
9. Don't Send Flowers (Joyce Paul)
10. Those Wonderful Years (Webb Pierce)



## COUNTRY REVIEWS

**B+** very good  
**B** good

**C+** fair  
**C** mediocre

### THE CASH BOX BULLSEYE



"FIVE LITTLE FINGERS" (3:00) [Moss BMI—Anderson]

"EASY COME-EASY GO" (2:30) [Moss Rose BMI—Anderson]

**BILL ANDERSON** (Decca 31577)

Bill Anderson, who is still clicking with "8 x 10," should quickly duplicate that success with this new hitsville loomer tagged "Five Little Fingers." The self-penned tune is a slow-moving, chorus-backed melodic weeper essayed by the chanter with all of his expected poise. Side boasts a moving, mid-deck recitation. "Easy Come-Easy Go" is a catchy, hard-driving affair with a pulsating, infectious beat.

"WORKIN MAN" (2:25) [Hitway BMI—Harrison]

"WORST OF LUCK" (2:05) [English BMI—Poovey]

**BOBBY BARNETT** (Sims 159)

Bobby Barnett, who jumped from obscurity into the national spotlight with his previous release of "She Looks Good To The Crowd," is a sure cinch to duplicate that success with this follow-up tabbed "Workin' Man." The tune is a warm, chorus-backed rhythmic ditty all about the tribulations of a man who works for a livin'. The attractive coupler, "Worst Of Luck," is a medium-paced, emotion-packed lament in a traditional country vein.

"LIFE CAN HAVE MEANING" (3:02) [Acuff-Rose BMI—Loudermilk]

"PICKIN' WHITE GOLD" (2:54) [Fred Rose BMI—Carter]

**BOBBY LORD** (Hickory 1232)

The vet Hickory hit-maker has enough things going for him in this new release called "Life Can Have Meaning," to reach the charts in no time flat. The side is a recitation-and-song affair in which the songster sez the best things in life are romantic. On "Pickin' White Gold" Lord dishes-up an appealing chorus-backed folkish opus with some top-notch lyrics.

"BIG LOVE" (2:24) [Central Songs BMI—N. & S. Miller]

"SUNDAY MORNING TEARS" (2:37)

[Central Songs BMI—Miller, Stone]

**NED MILLER** (Fabor 125)

Ned Miller can get back on the money-making path once again with this new ultra-commercial Fabor release. The top side here, "Big Love," is a medium-paced, chorus-backed rhythmic affair about a guy who is on the look-out for a meaningful romance. The flip, "Sunday Morning Tears," is a tradition-styled, shufflin' tear-jerker with some interesting rapid-fire melodic changes. Also merits a close look.

**ARTHUR THOMAS** (Kash 1012)

(B+) "SEPARATE TABLES, SEPARATE CHAIRS" (2:04)

[Tom Cat BMI—Thomas] Arthur Thomas unleashes his potent, wide-range vocal talents full-blast on this lively, high-powered, rhythmic tale of heartbreak. Eye it.

(B+) "LIVE FAST, LOVE HARD, DIE YOUNG" (1:53) [Central Songs BMI—Allison]

On this end the songster turns a winning job on the while-back Faron Young hit.

**RENO & SMILEY** (King 5808)

(B+) "ONLY IN A DREAM WORLD" (2:40) [Lois BMI—

Reno, Basham] Reno and Smiley could garner some fast spins with this lively, high-powered, romantic lament with a pleasant while-back sound. Plenty of potential.

(B) "I'M JEALOUS OF YOU" (2:35) [Lois BMI—Pennington]

Medium-paced bluegrass-styled weeper read with poise and authority by the duo.

**CLYDE MOODY** (Starday 653)

(B+) "NOBODY'S BUSINESS" (2:20) [Starday BMI—Moody]

Clyde Moody could create a quick stir with this lively, uptempo honky tonk ditty with an infectious, highly-listenable melody. Deejays should flock to the side in droves.

(B+) "WALTZING IN THE ARMS OF A FRIEND" (2:27) [Starday BMI—Moody]

This time out the chanters dishes-up a top-drawer, slow-moving hillbilly romantic waltzer.

**DON & ALICE** (Triumph 1008)

(B) "MIXED EMOTIONS" (2:00)

[Nandon BMI—Myers] Don and Alice could have a quick noisemaker on their on their hands with this tender, medium-paced tardition-styled hill-billy tear-jerker. Watch it move.

(B) "THE END" (1:45) [Slick Norris BMI—Roland]

Hard-driving, rhythmic bluegrass-styled ballad with some extremely pretty lyrics.

## Moeller Sees Significant European Market For Country Music

NASHVILLE—"Europe is destined to become one of the two biggest markets in the C&W music field," says W. E. "Lucky" Moeller, head man of one of the industry's largest talent agencies.

Moeller, executive veep and general manager of the Jim Denny Artist Bureau in Nashville, made this observation while touring many of the European countries last month. He pointed out the fact that many of our C&W artists are already being displayed in record shops throughout Holland, Germany, and France.

"Even with the language difference," Moeller said, "the peoples of Europe are buying and enjoying the sound of C&W music. If our songs and lyrics can be properly translated and rendered with the same feeling in the various languages, C&W music would be the most popular music in Europe.

Spending a full week with Connie B. Gay's "Town And Country" show in Amsterdam, Holland gave Moeller an opportunity to observe the people's reactions to American country music. "There is no doubt in my mind," he said, "that the majority of those who saw the show were really sold on our country music and are eager to buy records."

The Willis Brothers, recording artists for Starday Records, were quick to realize the acceptance of the country music sound by Europeans while they were playing at the Amsterdam show, and recorded two songs in German there before leaving. At the present time, Bobby Bare's "Detroit City" is a best selling record in Sweden.

The 18-day "Town And Country" show, produced by Connie B. Gay in Amsterdam's Giant RAI Building as part of the U. S. Food and Agriculture Exhibition. "It boosted country music tremendously throughout Europe, and established many firsts for the country music industry," Moeller stated.

The show was the first of its type to present a command performance for royalty when they were requested to play a command performance for Queen Julianna and Prince Bernhard at the Hague. The show was also the first to appear on the world-wide "Telstar" communication satellite, and was the first ever to appear simultaneously live on Dutch Television, Voice of America, Eurovision-TV, Radio Free Europe, and our Armed Forces Network.

"Never before has country music had such widespread exposure outside North America, and Connie B. Gay should be commended for the great strides made in popularizing country music in Europe through his Amsterdam show," Moeller declared.

"I believe that the coming year will see many country artists following the Willis Brothers in recording songs in the native language of the European countries, and a tremendous upsurge in personal appearances by our artists in those countries."

Moeller said he had collected information on talent, and had also made arrangements for a number of artists and groups to appear in Frankfurt, Berlin, Paris, and in London, during his visit to these cities.



# COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1	2	26	28
2	1	27	36
3	5	28	23
4	7	29	30
5	6	30	39
6	4	31	24
7	9	32	41
8	3	33	25
9	10	34	27
10	13	35	38
11	16	36	29
12	8	37	42
13	15	38	31
14	14	39	49
15	18	40	33
16	11	41	44
17	19	42	35
18	12	43	47
19	26	44	—
20	22	45	—
21	17	46	37
22	32	47	32
23	20	48	—
24	34	49	43
25	21	50	45



# COUNTRY ROUND UP

KPIK-Colorado Springs recently sponsored a Jim Reeves Day at the City Auditorium which featured Jim and the Blue Boys. While 1500 people applauded, Dave Stone, owner and manager of the outlet, presented the Victor songster with an award for "outstanding achievement in country music." The show was hailed as one of the most successful country packages to play Colorado Springs in quite some time.



JIM REEVES

Vet country music personality Joe Allison has just completed 350 shows for the United States Armed Forces Radio & Television Service. Broadcast 5 hours per week, the show is called "The Country Corner" and features the top c&w records and interviews. Tex Williams, Justin Tubb and Liberty A&R exec Tommy Allsup were recent guests. Most of the top country names have made in-person appearances on the program while in Hollywood. The show is heard around the world by over two million listeners.

The Buster Doss Enterprises which includes a booking agency, Wizard Records, and Buster Doss Music is moving to Nashville after seven years of pleasant affiliations in Waco, Texas. Doss points out that at the present time he spends more time in the Music City than he does in Waco. He will maintain a branch office in Waco but the main office will be in Nashville. In his talent stable he will bring with him Kay Arnold, Smilin' Jerry Jericho and Cactus Kid.

Cal Smith, general manager of WYGO-Corbin, Kentucky, sends along word that after the first of the year the station will begin programming nothing but country and gospel music. This will be quite a switch for the outlet which was previously one of the top rockers in southeastern Kentucky. Cal asks that labels producing country product should put WYGO on their mailing lists.

Slim Williamson, Yonah Music prexy, has signed Don Carter and Gene Woods to exclusive writer contracts. Additionally, Slim's Yonah Productions has inked Jimmy Louis (formerly on Sun) to an exclusive recording contract.

Ron Holloway, formerly program director on the all-country KWIN-Ashland, Oregon, sends along news that he is presently spinning 'em on KVOX-Fargo. Ron sez he can use country platters both old and new.

Bill Clifton, internationally prominent exponent of bluegrass and traditional country music, has arrived in Great Britain on the first leg of a world tour which will span five continents and 27 countries. Clifton is accompanied by his wife, Sarah Lee, and their five children. The schedule in Great Britain includes television and radio exposure both BBC and ITV, as well as an itinerary of personal appearances which will reach as far north as Scotland and into both northern and southern Ireland. In addition, Decca Records is planning a special campaign to promote the sev-

eral Clifton albums now available on their London label.

Bobby Dayton, writer relations director for Newkeys Music, recently left for South Africa on a combination personal appearance tour with John Loudermilk and also to attend some overseas business transactions for Newkeys Music. While there he will very likely do a session for Teal Records to be released in South Africa



BUCK OWENS

and Europe. This will make Bobby's third trip to South Africa.

Many of the stations throughout the country have special promotions and gimmicks incorporating Jimmy Newman's current chart-riding Decca release of "D. J. For A Day," and the songster himself has been named honorary deejay at some of the stations. . . . Jimmy Key of Key Talent has a few extra copies of the records and will send them to stations that are running special promotions as long as they last. Please address all correspondence on station letterhead to him at 812 16th Avenue South, Nashville, Tennessee.

Ernest Tubb and his hard-working Texas Troubadours have just wound up a series of key dates in Arizona and California. Among the towns Ernest and the gang played were Phoenix, Flagstaff, Tucson, Pomona and Vallejo.

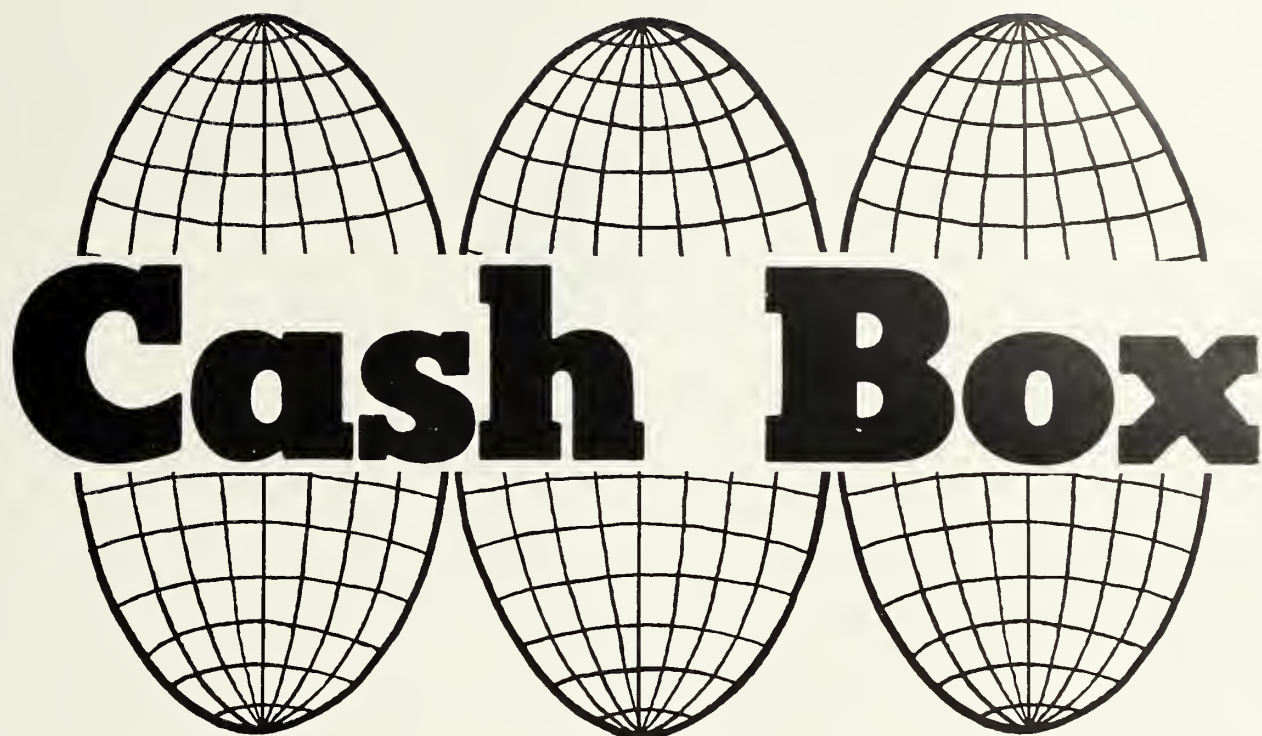
Goof Dept.: Seems one of our reviewing scribes mis-tagged the Jimmy Martin (Decca) and Kirk Hansard (Columbia) newie "Widow Maker" as "Window Maker." Our apologies to all concerned.

Hit Attractions of Dallas have set Liberty's Joe Carson for a single date in Houston on Dec. 14th and a return engagement at Panther Hall in Ft. Worth on Dec. 28 with his new western swing band.

Dolph Hewitt, executive producer of the old WGN-Chicago Barn Dance, reports the show is going great guns and is making deep inroads for country music in the Windy City.

Buck Owens and his Buckaroos wind up their Washington and Oregon tour Dec. 22 at Seattle. Then they will be home three days for Christmas then back on the job (26-29) at the Golden West Auditorium in Norwalk, Calif.

5,000 persons recently jammed the Allen Sheppard Convention Center in Virginia Beach for another WCMS-Norfolk "Country Style USA" show. Two performances were held at 2 and 7 PM. Stars of the show were Roy Acuff and his Smokey Mountain Boys and Girls, Don Reno, Red Smiley and the Tennessee Cut-Ups, Bobby Lord, "Carolina" Charlie and the Four C's. Tho this wasn't the largest show brought to Tidewater by WCMS, it was one of the best received. The emcee chores were handled by the Four Horsemen of the station: Sherrif "Tex" Davis, Joe Hoppel, "Travelin'" Jesse Travers and "Carolina" Charlie Wiggs.



# Cash Box

**ANNUAL**

*World Wide*

**YEAR END ISSUE**

**1963**

**INTERNATIONAL SECTION**

# INDEPENDENCE



To go it alone.  
To know the split-second,  
single decision on what the next  
move is - is yours.  
To face a chain of problems, sure  
of your techniques and master of  
your instinct. To make each step a  
personal and private victory.

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Central Offices: Baarn, The Netherlands

# INTERDEPENDENCE



And to be part of a grand and subtle strategy whose aim lies high. A foothold gained by one man . . . . . an opening perceived - and fresh levels are attained for all. To serve, in the exact solution of a local task, the interest of a wide design.

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INDEPENDENCE  
INTERDEPENDENCE  
CARRY PHILIPS - ALWAYS - TO THE TOP.



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**Columbia Records**  **CBS Records**

# CANADA — Review 1963

It's that time of the year again—time to reflect on the 365 days rapidly running out their string in an attempt to determine just what kind of a year the music and record business has enjoyed, experienced or endured, depending on your point of view. With this in mind, Cash Box contacted some of the top men in the field in Canada to get their candid views on developments within the trade—and often without—that most affected their means of livelihood in 1963.

Jim Yeatman, manager of advertising and sales promotion for RCA Victor's Record Division, was short and to the point in his response: "There can be no doubt in my mind that the most significant news of the year from the RCA Victor standpoint was the successful introduction of Dynagroove and its acceptance by the public." The trade as a whole will agree, and then, of course, there's always RCA Victor's private money machine named Elvis Presley who was in his usual good sales form throughout the year just ending. For some in the business the big development will not begin to pay off until some future date. An example of this would be the major shift in production location for George Taylor's Rodeo Records. At this point they are just getting nicely settled in their new Montreal facilities, having made the big move earlier in the year from Halifax. Quality's George Struth indicates that 1963 saw a wide range of record product finding favor with the public. His company alone chalked up tremendous chart busters in several different fields, all different and all distinctive. He singles out Jimmy Soul's great R & B'er, "If You Wanna Be Happy," Ned Miller's countryish outing, "From A Jack To A King" and, of course, the religious oriented "Dominique." The latter in itself was a sensation in that the lyric is entirely in French. This leads to a development on the Canadian record scene in 1963 that was noted by several of those execs C.B. talked with, and that is the mighty growth of the French Language market potential. A look at the Canadian best seller list for 1963 will certainly bear this out. Struth went on to point out the consistency of the great Chubby Checker. Chubby held all the marbles a year ago thanks to an item called the twist. Although the twist receded in international popularity, Chubby, happily, did exactly the opposite. Riding the crest of the limbo craze in the early part of the year, he's finishing very strongly thanks to a swingin' thing called "Loddy Lo."

Another great artist who maintained a high degree of chart staying power in '63 was charming Connie Francis. Here again the development of the French language market appears. One of Connie's biggest hits in Canada in the year just passed was her French language version of "Jamais." As the year concludes she is repeating with her version, also in French, of "Paradiso." George felt that the market pace was off slightly to that of 1962 and records hitting the top ten had to be of excellent caliber to attain and hold their positions.

Where his own firm is concerned, George tips his hat to Quality Branch managers from coast to coast for a fine effort in '63. They, together with sales and promotion men at the firm's Toronto H.Q. must be given a full share of credit for the successful year that the company has enjoyed in 1963. Keith Ashdown, national field rep. for London, looks upon 1963 as one that proved to be a most successful year for London Records Of Canada in all phases of catalog items. This was the year that the surfer came into his and/or her own. London was right there with much coin realized by The Ventures LP devoted to the new craze. Mantovani was a big winner for the London folks in 1963 with two sensational chart LP's, "Latin Rendezvous" and "Manhattan." Of course, the nationwide tour of

Mantovani and his complete English Orchestra did much to boost sales on the great maestro's record product.

A tip of this reporter's beat-up old hat to London's first class promo man Hal Ross for his excellent liaison over the year just passed. One of the outstanding events on the 1963 calendar at London was the annual sales convention that brought the firm's sales and promotion people from coast to coast together at the Mont Gabriel Lodge. It was one of the best organized, most effective and yet fun get-togethers ever. Congrats in this regard to Gilles Aubin and Keith Ashdown. The smaller Canadian firms also had their day in the sun in '63. Arc's Phil Anderson and John Porteous saw their efforts on behalf of a single called "Charlena" bear fruit as the song did very well regionally in Canada reaching the coveted number one chart spot in Canada's biggest and richest market, Toronto. The disk was an entirely made-in-Canada effort, with Canadian artists, Ritchie Knight and The Midnights.

The disk went on to do well overseas. Paul White, Capitol's Promo Chief, looks upon 1963 with a special fondness as the year that brought the firm exclusive Canadian rights to all Cliff Richard material through Capitol's affiliation with E.M.I. of Great Britain. Paul reports that young Richard has achieved hit status with each and every single Capitol has released.

Other product that originated with EMI brought to the Capitol stable numerous British hit makers including, The Shadows, Gerry and The Pacemakers, Billy J. Kramer and The Beatles. About The Beatles, Capitol established a new record for producing and releasing album product, rushing the controversial group's latest LP, "Beatlemania," onto the market in four days. It was also the year that Capitol was all over the singles charts with such outstanding artists as Al Martino, Nat Cole, The Beach Boys, Bobby Darin, Wayne Newton et al, appearing week after week in the higher echelons of best seller surveys everywhere. Much good Canadian talent found its way to the Capitol label in 1963. Good albums by Frank Bogart and his Society Dance Orchestra, funnymen Ross Smith and Rich Little, and singles by The Esquires, "Bella Maria" by Vince Caron, and a couple of others developed into solid coin grabbers for the label. Paul's contribution to the trade, his "Sizzle Sheet," a weekly newsletter, is always among the more welcome contents of the weekly mail. Here's wishing it continued success and a long and fruitful life. Capitol also was well represented in the French Canadian market with its Pathe label chalking up some truly big winners under the able guidance of the label's man in Montreal, Dick Riendeau. Jack Robertson, national sales manager for Columbia Records Of Canada Ltd., in reply to our queries concerning 1963, offered the following statement: "The biggest single incident in the record business took place when Columbia Records directed the attention of the industry away from price dealing and back to product selling; a fixed year round price structure served to eliminate the dealer's seasonal hazard of anticipation buying which used to tax not only his proficiency at speculation but, more importantly, reduced his inventory return and consequently his return on investment. The public's mistrust of the market pricing of records derived directly from the practice of seasonal "buy-in;" record companies were unpredictable to the retailer who became frustrated in his efforts to choose between the most saleable product and the seemingly best deal Columbia is showing in the way out of frustration and on to stability."

Among other highlights of the year where Columbia was concerned must certainly be the wonderful evening at

the O'Keefe Centre with Columbia stars Steve Lawrence and Eydie Gorme performing as only two great veterans can, and the wonderfully warm and friendly meet the stars gathering hosted by Bob Martin, Charlie Cammelleri and Phyl Hoiles. Another outstanding Columbia attraction that visited our Country in 1963 and will not soon be forgotten were the fabulously entertaining New Christy Minstrels. The folk idiom was good to Columbia in '63, and good to Canada into the bargain as we were treated to some great live entertainment as Columbia artists made P.A.'s across the country. The Clancy Bros. and Tommy Makem were early 1963 visitors to Canada and were so well received wherever they appeared that they were asked to return soon. Behind the appearance of these acts in the Montreal area were Columbia men, Johnny Williams, Claude Renallo and Burt Dunseath.

I have made several references to the development of the French Language record market in 1963. Perhaps a bit more detail would be in order. The man who really knows the story is Jean Paul Rickner, President of Trans Canada Record Inc., one of French Canada's leading manufacturers, producers and distributors. In a list of his top ten best selling singles, Jean Paul indicates that not one of them missed the 20,000 sales mark. Indeed several of them easily cleared the 50,000 sales figure. Sales totalling 60,000 and 70,000 and more, are not uncommon in the French language record market in Canada. When one considers that a good English language seller in this Country is one that hits 35,000, one can readily see the potential in this area. Rickner says that record sales in Central Quebec Province alone exceed 50% in favour of French language product. As to why this is happening, Rickner suggests that deejays are now cooperating in exposing made in Canada French-language record product, where once the only material to get air play was that record product made in France. Canadian producers are turning out the material that the French-language masses want to hear, and more important, want to buy.

Tartan Record topper, Dyer Hurdon, who along with brother Basil, discovered and developed the talents of Bobby Curtola adds his comments to the 1963 story for Cash Box. Dyer is particularly encouraged by a trend, he notes, towards larger teen age acceptance of songs with better melodic and lyric construction. He also notes that the move now afoot to eliminate discount prices to distributors on record merchandise will do nothing but good for the industry as a whole. He thirdly points out that there is, happily as far as he is concerned, an increasing recognition on the part of both the public and the record industry that Canada is, for the first time, developing its own artists and its own music. To this end I should like to again tip my battered old lid to one Whitey Haines. The one time Capitol exec is now connected with B.M.I. Canada Ltd., and doing more than any other four people together to develop and promote the Canadian talent and the Canadian music that Hurdon mentioned in his last statement.

One of the real biz veterans, Red Roberts at Compo, has been an interested observer of, and an active participant in, the Canadian record scene for some twenty-five years. With regard to merchandising in '63 Red says, "We have seen the rack jobber and the discount house play an even more prominent part in the retail picture. The struggle for survival in the record dealer organization is a bitter one and the three cardinal rules of display—Stock and Sell are proving to be the backbone which is keeping the dealer organization a healthy one." Red also takes note of the many varieties of recorded music that wore the label "hit" in 1963 and goes on to comment on the advance-

ments in sound reproduction that are part and parcel of the modern phonograph record. He notes, with approval that changes in musical trends also apply to the artists. Crosby, Sinatra and Como, while still big stars, are being shouldered aside by such newcomers as Rick Nelson, Brenda Lee Bert Kaempfert etc., says Red, this can only mean a consistently fresh approach for the industry. Perhaps more than any other industry, the record business has steadily expanded in Canada since the last war and Red can only foresee an unlimited future. Red's counterpart in Compo's Apex Division, Phil Rose, also indicates his excitement at the development of the French Canadian record market in 1963 and singles out two great American acts that more than kept the pot boiling in '63. He gives the nod to Allen Sherman and his series of comedy album smashes, topped only by his tremendous single, "Hello Muddah Hello Faddah." The other outstanding act, and as a direct result strong record sellers, was the folk trio of Peter Paul and Mary.

I, personally, would like to call the attention of the trade to the great made in Canada sound released by Stan Klees' Tamarac label in Canada, Atlantic-Stateside, "Big Town Boy" by Shirley Matthews. Taking that a step further I should like to underline 1963 on history's calendar as the year that more and more good made in Canada product was finding its way on the charts and counters around the world. The trend that was just getting underway in 1962 has flourished to an unbelievable degree in 1963. Who knows what '64 will bring. To all friends and associates in the trade world wide, may I wish happiness and prosperity in 1964, and may every release hit the top ten.

## CANADA — 1963

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# ACROSS CANADA



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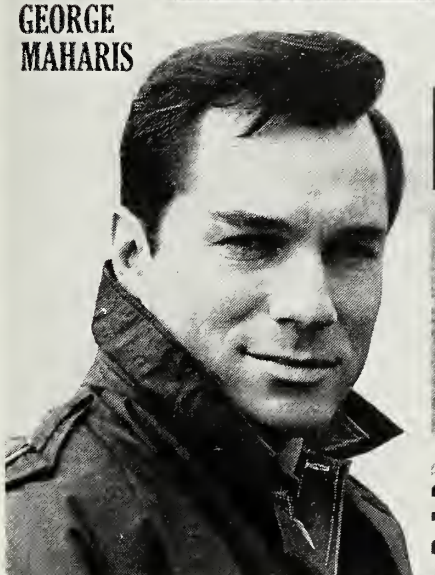
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SOUND  
AROUND  
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## JANUARY

With record sales for January seven per cent down on the previous year 1963 got off to a start as bleak and cold as the weather. Fortunately, as the barometer rose so did the sales. Cliff Richard upheld his reputation as Britain's No. 1 recording star by claiming the No. 1 slot for the whole month with "The Next Time" and "Batchelor Boy." Across the Atlantic The Tornados hit the No. 1 slot in Cash Box Top 100 with "Telstar" and became the first artistes to receive the Cash Box International Gold Award. Jet Harris and Tony Meehan, former members of The Shadows waxed "Diamonds" the first of a string of subsequent hits. "Carnival" opened and closed in London, the first of a string of subsequent hits. "Carnival" opened and closed in London, the first of a string of American flops. E.M.I. set up Dorchester Productions under Arthur Lewis for the promotion of American musicals starting off with a smash "How To Succeed In Business Without Really Trying." Louis Benjamin of Pye Records brought back "Sukiyaki" from Japan for Kenny Ball which paved the way for the original Japanese version by Kyu Sakamoto. Pye Records launched their new "Face to Face" series from the TV programme of same title. Purchase tax on records was reduced by ten per cent—a welcome New Year boost to the industry. Cliff Richard voted No. 1 Film Star of 1962 for his performance in "The Young Ones." Same week his second film "Summer Holiday" opened to rave reviews. Frankie Vaughan's version of "Loop de Loop" made rings round other versions and zoomed into the Top Twenty for Philips. Rolf Harris received Silver Disk for quarter million sales of "Sun Arise" on Columbia. Faint rumblings in the North of England about a group called The Beatles.

## FEBRUARY

E.M.I. Records signed new long-term agreement with Roulette Records Inc. of New York. The Bossa Nova craze got under way in Britain led by Stan Getz with "Desafinado." Ronnie Carroll won the Song for Europe contest with "Say Wonderful Things" which had a healthy stay in the charts for Philips and represented Great Britain in the Eurovision Song Contest. Oriole signed exclusive licensing agreement with American Savoy label. Swedish group The Spotnicks made second visit to Britain sparking off their "Hava Nagila" hit on Oriole. Frank Ifield received Gold Disk for his Parlophone recording "Lovesick Blues." E.M.I. signed long term renewal contract with ABC Paramount. Mills Music appointed selling agent for American publisher Ivan Mogull. Alan Blackburn and Vic Lewis merged to form Blackburn-Lewis Agency and entered into exclusive agreement with General Artistes Corporation of America. Lionel Bart's musical "Oliver" opened on Broadway to rave notices. Frank Ifield topped charts with "The Wayward Wind" on Columbia. Rumblings from the North about a group called The Beatles persists and grows stronger. Something about weird haircuts and a number called "Please Please Me."

## MARCH

"All Star Festival" LP to aid world refugees launched in Britain on Philips label. Paul Anka's Spanka catalogues moved from Bron to K.P.M. Brenda Lee in charts with "All Alone Am I" (Brunswick) flew in for nation wide tour. Likewise Little Eva. Nana Mouskouri recorded her Luxembourg Eurovision entry "A Force de Prier" in French, English and German. Cliff Richard returned to Britain after successful South African tour and topped the charts for the third time this year with "Summer Holiday."

Billie Davis entered charts with "Tell Him" on Decca. Ella Fitzgerald and Oscar Peterson arrived for nation wide tour. Louis Benjamin of Pye Records set deal to give Colpix its own label in this country. E.M.I. issued album of BBC TV's controversial "That Was The Week That Was." Bandleader Billy Cotton voted "Show Business Personality Of 1962." Maureen Evans recorded her Oriole hit "Like I Do" in German for Ariola. Eddie Kassner in Europe to set up Metropolitan Enterprises Ltd to discover British talent for release both here and in U.S. Tommy Steele returned to West End stage in musical "Half A Sixpence." Tommy Roe received Silver Disk for quarter million seller "Sheila" on HMV. Jazzman Johnny Dankworth signed by Fontana. Eurovision Song Contest 1963 staged in London by BBC TV won by Denmark's Jorgen and Gerthe Ingmann. Berry Gordy, Barney Ales and Mrs. Esther Edwards of Tamla, Motown and Gordy Records on exploratory tour of Europe. Acker Bilk toured Australia and New Zealand. The Beatles marched South and stormed the charts with "Please Please Me." First signs of Beatlemania and success for A&R manager George Martin and publisher Dick James.

## APRIL

The Mersey beat gathered momentum as another group from Liverpool. Gerry And The Pacemakers hit No. 1 with their first disk "How Do You Do It" on Columbia with 300,000 sales. By the third week of the month groups, either vocal or instrumental, occupied 50 per cent of the Top Twenty charts. The Tornados played their first continental date at the Olympia, Paris. Oriole Records launched new LP series "Realm" and increased their airtime on Radio Luxembourg. Transatlantic Records took over Folkways material for U.K. distribution. The Springfields awarded Silver Disk for "Island Of Dreams" on Philips. Saga Records acquired Associated Recordings Ltd. Bobby Rydell recorded British numbers for release on Pye. Cyril Berlin and his firm, Cyril Berlin Associates, merged with The Grade Organisation. The Beatles Manager, Brian Epstein and publisher Dick James formed new company Northern Songs Ltd. Bandleader Joe Loss received Gold Disk for 100,000 sales of "Begin The Beguine" in Australia. Dick James formed Metric Music in association with Liberty Records of America. G.R.R.A. 1963 Conference drew record attendance. Pye Records launched new r&b series. Bunny Lewis of Ritz Records visited U.S. and Canada. Paul and Paula backed their first British charter "Hey Paula" with a three-week nation wide tour. Silver disk for quarter million sales of Gerry And The Pacemakers' "How Do You Do It" on Columbia. K.P.M. opened U.S. publishing outlet with Al Gallico. Morris Levy of Oriole Records made four-week continental tour. Cliff Richard, Frank Ifield and The Shadows cut their first Spanish recordings. The Beatles won their first silver disk for "Please Please Me" (Parlophone) and shot to No. 1 slot in two weeks with their follow-up "From Me To You." They also tagged their first LP "Please Please Me."

## MAY

Another new group from Liverpool Billy J. Kramer and the Dakotas entered the charts with their first disk "Do You Want To Know A Secret" on Parlophone and written by The Beatles. E.M.I. launch new HMV Angel series of operatic recordings combining both the HMV Dog and recording Angel trademarks. After 35 years with Francis Day & Hunter, Professional Manager Bert Corri was elected to the Board of Directors. Johnny Tillotson and Ray Charles

made their first British tours. C. H. Thomas, former Managing Director of E.M.I. Records Ltd. made Knight of the Icelandic Order of the Falcon. Ember Records International stepped up distribution in new deal with Selecta Ltd. via their four national depots. Sammy Davis Jr. topped bill at London Palladium and cut L.P. at Pye's new recording studios. Island Records activated "Jump Up" calypso label with single by The Mighty Sparrow. Delyse Records took over the Royal Albert Hall to make 'live' recordings by 6,000 Welshmen of a 12" L.P. "Singing Festival" (destined to become the company's biggest seller to date). Mrs. Ralph Peer, President Southern Music, paid her annual visit to London and the continent. Lionel Bart penned title song for "From Russia With Love" sequel to "Dr. No" movie. E.M.I. extended their contract with Swan Records. R.C.A. Victor introduced new "Our Man" series in Britain. Gerry and the Pacemakers entered charts with "I Like It"—their second disk. The Springfields entered Cash Box Top 100 with "Island of Dreams." CBS celebrated their first anniversary in Britain with a visit by Andy Williams who was then in the charts with "Can't Get Used To Losing You." Tom Meisel of German publishers Peter Meisel completed deals with Dick James Music and K.P.M. The Beatles undertook their first British tour.

## JUNE

After nine weeks at No. 1 with "From Me To You" The Beatles handed over to Billy J. Kramer and the Dakotas with "Do You Want to Know A Secret." Other groups spending June in chartsville included Freddie and The Dreamers with "If You Gotta Make A Fool Of Somebody" (Columbia); The Shadows with "Atlantis" (Columbia) and Jet Harris & Tony Meehan with "Scarlett O'Hara" (Decca). New r&b group The Rolling Stones had debut disk "Come On" released by Decca. Scottish singer Andy Stewart made tour of Far East. Best selling sheet music sales reveal 15 out of the Top 30 to be British including the first three "From Me To You" (Northern Songs); "How Do You Do It" (Dick James) and "Say Wonderful Things" (Ardmore & Beechwood). Mantovani toured Japan and Canada. Colpix executives visited Pye Records, London and their continental affiliates. Gerry and the Pacemakers returned to No. 1 slot with "I Like It." E.M.I. "Friday Spectacular" chalked up its 100th performance on Radio Luxembourg. After season at Tivoli Gardens, Copenhagen. Frankie Vaughan starred in "It's All Over Town." Transatlantic Records moved to larger premises and got U.S. release for their best selling album "Love, Lust and Loose Living" on London. Britain's top three groups got American release. The Beatles on Vee-Jay; Gerry and the Pacemakers on Laurie and Billy J. Kramer, Liberty. Another subsidiary pubbery launched by Dick James and Brian Epstein Jaep Music. Veteran publisher Jack Mills paid annual visit to London and continent. M.D. composer Tony Osborne left Decca after six months to rejoin E.M.I. E.M.I. acquired U.K. distribution rights to certain sections of the Westminster repertoire. Ember Records took airtime on Radio Luxembourg. Wink Martindale entered charts with four-year old waxing "Deck of Cards" on London. The Beatles single "From Me To You" (Parlophone) passed half million mark and their L.P. "Please Please Me" also selling like a single.

## JULY

Manufacturers raised the price of records. Singles went up from 6/3d (87¢) to 6/8d (94¢) and classical LPs from 36/- (\$5.3¢) to 37/6d (\$5.25¢). Yet another Liverpoolian group The Searchers crashed their way into the

charts with their first disk on Pye "Sweets For My Sweet." Another group launched by Messrs. Epstein, Dick James and George Martin, The Fourmost made debut with "Hello Little Girl." Two more Liverpool groups The Merseybeats and Earl Preston and the TTs signed by Fontana. "Picwick" musical version of the Dickens novel "Pickwick Papers" starring Harry Secombe opened in London. Nat King Cole made first British tour for ten years and was presented with Silver Disk for his quarter million seller "Rambling Rose." E.M.I. Records Ltd. acquired exclusive rights to material from Bueno Vista and Disneyland labels for release on HMV label. Oriole signed agreement with Ariole of Germany to issue their recordings in U.K. on the Oriole-Eurodisc label. United Nations "All Star Festival" LP sold over million copies. Melodisc Records got exclusive distribution for their labels in South Africa by Telstar Records. Louis Benjamin appointed Managing Director of Pye Records and its subsidiary companies. Argo Records signed distribution deal with Mobile Fidelity Records of Los Angeles. Pickwick International extended release of Happytime kiddie records to Holland, Germany and Scandinavia. Frank Ifield with "I'm Confessing" became first solo artiste to occupy No. 1 slot since groups took over from Cliff Richard's "Summer Holiday" way back in March. Ifield also prevented Presley from reaching the top with "Devil In Disguise." John Barry left E.M.I. to top Ember Records A&R department. The Beatles first E.P. "Twist and Shout" rush-released by E.M.I. with an advance of 50,000.

## AUGUST

A rash of British copyrights broke out in the American Top 100. The Beatles with "From Me To You" (VeeJay); and Del Shannon (London); "Say Wonderful Things" by Ronnie Carroll on Philips. Patti Page (Philips) and Bobby Tate (Ava); and "How Do You Do It" by Gerry and the Pacemakers on Laurie. Ex-member of The Tornados, Heinz, entered charts with "Just Like Eddie" recorded by indie producer Joe Meek and released on Decca. Rolf Harris No. 4 in Cash Box Top 100 with "Tie Me Kangaroo Down, Sport" qualified for Cash Box Silver Trophy. Frank Ifield collected his second Gold Disk, this time for million selling "Lovesick Blues." Brian Poole and the Tremeloes, Decca's contribution to the Liverpool sound, climbed the Top Ten with their first disk "Twist And Shout" despite opposition from the Beatles E.P. of same title. Pye celebrated fourth anniversary of Golden Guinea with 16 L.P. releases. Third Gold Disk for Cliff Richard for over a million sales of "Batchelor Boy" and "The Next Time" (Columbia). After 12 years with EMI Records Ltd. Roland Rennie left for the U.S. and the Presidency of Transglobal Music Co. Inc. of New York. In London Marketing Manager Rex Oldfield took over responsibility for selection and marketing of licenced repertoire. Deal completed whereby songs from the Dick James, Northern Songs and Jaep catalogues to be handled in Australia by Jack Argent of Leeds Pty. The Searchers hit No. 1 with "Sweets For My Sweet" for Pye. Billy J. Kramer hit the jackpot with "Bad To Me" on Parlophone. Decca Chairman Sir Edward Lewis hosted lunch to mark the diamond jubilee in the record business of one time Director of the company S. J. Avidon.

## SEPTEMBER

Decca launched the new RCA Victor Dynagroove sound in Britain. On his third American tour jazzman Kenny Ball was made honorary citizen of New Orleans. "Meet The Searchers" took the group and Pye Records into

(Continued on page 12)



# E.M.I. SELLS RECORDS

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E.M.I. LTD., INTERNATIONAL COMMERCIAL DIVISION, HAYES, MIDDLESEX, ENGLAND

(concluded from page 10)

the L.P. charts. Before leaving for round-the-world promotional tour H. J. Usill, Managing Director of Argo Records concluded deal with Erato of France to issue their classical L.P.s in this country. The Carvelles entered the British Top Ten with "You Don't Have To Be A Baby To Cry" on Decca-Ritz as a prelude to their subsequent success in Cash Box Top 100 on Smash. Rave reviews for Oscar Brown Jnr. one-man show at London's Prince Charles Theatre. Leading impresario Harold Davidson took over the Lyn Dutton Agency whose roster includes Bilk, Dankworth, Lyttleton, Colyer and Sunshine. Autumn tours got under way with a host of American and British top liners . . . The Everly Brothers, Bo Diddley, Roy Orbison, Little Peggy March, Tommy Roe, Freddy Cannon, Brian Poole and the Tremeloes, Freddie and the Dreamers, The Searchers, The Rolling Stones, The Spotnicks, etc. Bobby Weiss in London for film and stereo presentation of Warner Bros. product scheduled for November-January release. Ember Records entered L.P. charts with the controversial "Fool Britannia." Arrangements completed for Feuer and Martin to present Lionel Bart's musical "Blitz" on Broadway in 1964. Cliff Richard, The Shadows and Frank Ifield tele-recorded for the Ed Sullivan Show. Frank Ifield British chart topper "I'm Confessing" got U.S. release on Capitol. Cliff Richard climbed the Cash Box Top 100 with "Lucky Lips." Pye star Jimmy Justice waxed first disk in German for Deutsche Vogue. Eydie Gorme and Steve Lawrence returned to the British charts with "I Want To Stay Here" on CBS. Warner Bros. stars Peter, Paul and Mary paid first visit to Britain. Andy Stewart toured United States and Canada. Shirley Bassey entered charts with "I (Who Have Nothing)" on Columbia. Pye Records added American catalogues Dimension and Sceptre to their repertoire. Delyse Records got distribution via E.M.I.'s factoring organisation. The Beatles spent the month at No. 1 with "She Loves You" on Columbia.

## OCTOBER

Brian Poole and the Tremeloes reached No. 1 with "Do You Love Me" on Decca followed by Gerry and the Pacemakers "You'll Never Walk Alone" on Columbia. Oriole Records acquired Italian Cetra catalogue for U.K. distribution commencing 1964. Al Bennett, President of Liberty Records and International Sales Director Jerry Thomas visited Europe. John Merrit appointed Promotion Manager of Burlington-Palace Music. Heinz entered British charts with first solo disk for Decca "Just Like Eddie." Nat Shapiro, Director International music publishing operations for CBS in London to set up new office. L. G. Wood, Managing Director E.M.I. Records Ltd. left for three-week visit to United States. Adam Faith, back from the States, returned to the charts with "The First Time" on Parlophone. After nervous breakdown Jet Harris terminated partners'ip with Tony Meehan. "A Funny Thing Happened On The Way To The Forum" opened in London with score published by Chappells. Kenny Ball and his Jazzmen toured Australia, New Zealand and the Far East. Top vocal group The Springfields disbanded to go solo. Bobby Rydell flew in for premiere of "Bye Bye Birdie." Erroll Garner made second nation wide tour. Cliff Richard collected 16th Silver Disk for quarter million selling "It's All In The Game" on Columbia. Leslie Gould, General Manager of Philips Records presented platinum disk to Paul and Paula for two million selling "Hey Paula." The BBC celebrated 25 years of European broad-

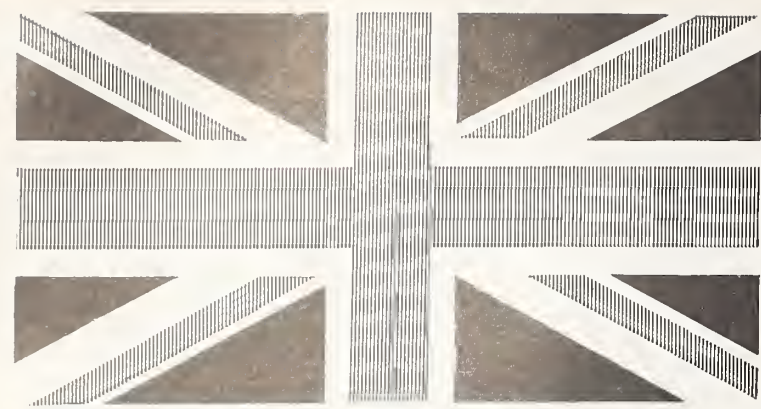
casting. The Carvelles entered Cash Box Top 100 with "You Don't Have To Be A Baby To Cry" on Smash. The Beatles single "She Loves You" destined for U.S. release on Swan. The Beatles topped bill of ATV's "Sunday Night at The London Palladium" and made sensational impact in Sweden—their first continental date.

## NOVEMBER

E.M.I., Decca and Oriole Records rejected trading stamp practice. Brian Epstein accompanied Billy J. Kramer on promotional tour of United States. Leo Scofield, former Sales Promotion Manager of Philips Records promoted to Publicity and Advertising Manager. Trini Lopez backed his "If I Had A Hammer" hit with a nation wide tour. Decca Chairman Sid Edward Lewis welcomed guests at reception to mark the opening of their new promotional department. Guest of honour Del Shannon. Dusty Springfield made debut as solo artiste with "I Only Want To Be With You" for Philips. The Searchers made the Top Three with "Sugar And Spice" on Pye. Gene Pitney made first British tour. Pye Records occupied 50 per cent of British L.P. charts. Bron Music entered independent recording field with D.B. Productions Ltd. Sid Coleman, publishing chief of Ardmore & Beechwood paid first visit to United States. Pye Records acquired distribution deal giving Hickory its own label here in 1964. Ember Records completed deal to release material from Barclay Discs of France. Frankie Vaughan acclaimed in Denmark and Sweden. The Beatles triumphed at the Royal Command Performance and returned to the No. 1 slot with "She Loves You." "With The Beatles" L.P. had record advance of 250,000. The Beatles single "I Want To Hold Your Hand" achieved one million advance and a Gold Disk No. 2.

## DECEMBER

Deservedly and triumphantly, the last month of 1963 found the fabulous Beatles at the top of the singles, L.P. and E.P. charts with "I Want To Hold Your Hand;" "With The Beatles" and "Twist and Shout." The London office of Pickwick International celebrated their first anniversary. Matt Monro returned to the charts with "From Russia With Love" (Parlophone). American musical "No Strings" opened in London with score published by Chappells. The Dave Clark Five entered British charts with "Glad All Over" on Columbia. Appolo Music acquired Italian catalogue of Cielo Girl for U.K. Frank Ifield flew to Australia and cabaret at Chevron-Hilton in Sydney to be followed by a tour of New Zealand. Cliff Richard and The Shadows commenced filming "Wonderful Life" in the Canary Islands. Aberbach publishing group acquired the Marlin Music catalogue from Harry Lewis. The Singing Nun received Cash Box International Gold Award when her best selling single "Dominique" hit the No. 1 slot in the American Top 100. The number also went swiftly into the British charts on Philips. Comedienne Dora Bryan waxed "All I Want For Christmas Is A Beatle" on Fontana. Judging by dealers reports from all over the country that's what EVERYBODY wants for Christmas. As 1963 draws to a close Beatlemania is rife and the demand insatiable. The Beatles conclude their phenomenal year by spending Christmas at The Astoria, Finsbury Park, London topping a bill which includes Billy J. Kramer and the Dakotas, The Fourmost, Cilla Black, Tommy Quickly and Rolf Harris. The Beatles are booked for The Ed Sullivan Show in February 1964.



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Company:  
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Frequency:  
Average Listening Figure:  
Producer:  
Resident Compere:  
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Weekly  
10,000,000  
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Average Listening Figure:  
Producers:  
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Company:  
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10,000,000  
Jim Grant & Bernard Andrews  
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Weekly programme featuring pop recording stars both British and international.

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Frequency:  
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Address:

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Weekly  
17,000,000  
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Company:  
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Weekly  
15,000,000  
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Brian Matthew  
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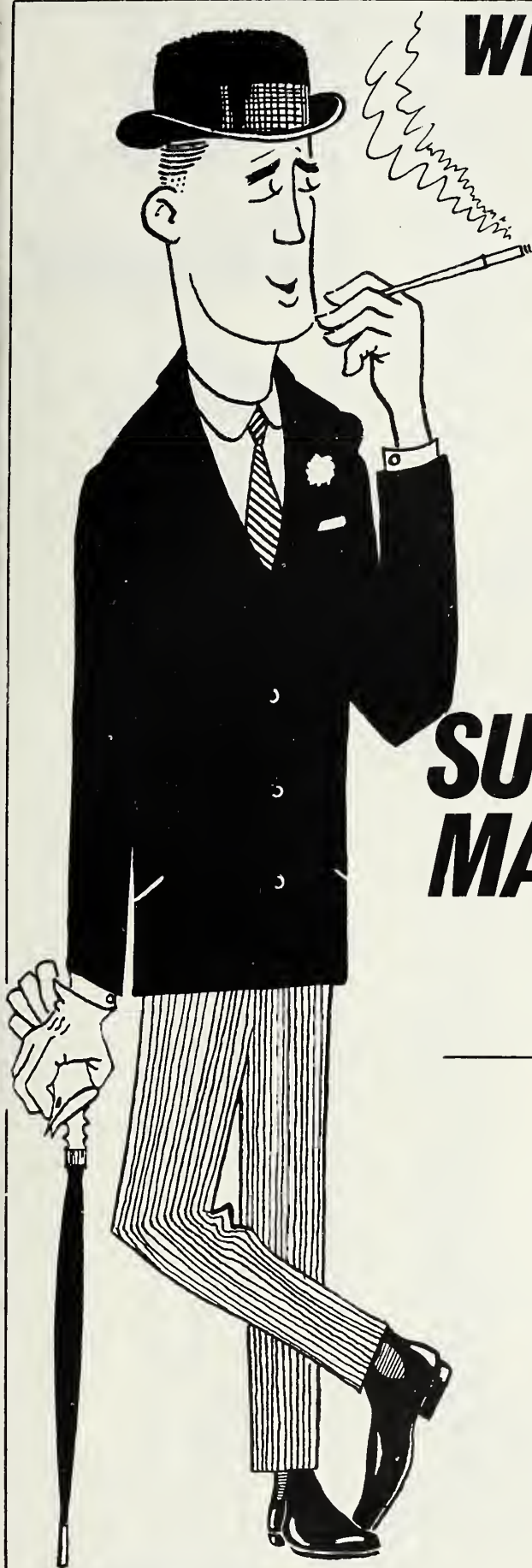
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## Artists Who Reached The Top Three Positions in Britain's L.P. Charts

ARTISTE	TITLE	LABEL
THE BEATLES	PLEASE PLEASE ME WITH THE BEATLES	PARLOPHONE PARLOPHONE COLUMBIA
GERRY AND THE PACEMAKERS	REMINISCIN'	CORAL
BUDDY HOLLY	I'LL REMEMBER YOU	COLUMBIA
FRANK IFIELD	BORN FREE	COLUMBIA
GEORGE MITCHELL	ON STAGE WITH THE BLACK & WHITE MINSTRELS	H.M.V.
SINGERS	THE BLACK & WHITE MINSTREL SHOW	H.M.V.
ELVIS PRESLEY	GIRLS GIRLS GIRLS	R.C.A.
	IT HAPPENED AT THE WORLD'S FAIR	R.C.A.
CLIFF RICHARD	SUMMER HOLIDAY	COLUMBIA
	CLIFF'S HIT ALBUM	COLUMBIA
THE SEARCHERS	MEET THE SEARCHERS	PYE
THE SHADOWS	OUT OF THE SHADOWS	COLUMBIA
	THE SADOWS GREATEST HITS	COLUMBIA
FRANK SINATRA & COUNT BASIE	SINATRA-BASIE	REPRISE
BOBBY VEE	BOBBY VEE MEETS THE CRICKETS	LIBERTY
VARIOUS ARTISTES	ALL STAR FESTIVAL	PHILIPS
SOUNDTRACK	WEST SIDE STORY	CBS

## Artists Who Reached The Top Three Positions in the Singles Charts

ARTISTE	TITLE	LABEL	PUBLISHER
THE BEATLES	PLEASE PLEASE ME FROM ME TO YOU	PARLOPHONE PARLOPHONE	DICK JAMES NORTHERN SONGS
	SHE LOVES YOU	PARLOPHONE	NORTHERN SONGS
	I WANT TO HOLD YOUR HAND	PARLOPHONE	NORTHERN SONGS
BRIAN POOLE & THE TREMELOES	DO YOU LOVE ME	DECCA	DOMINION
JOE BROWN	THAT'S WHAT LOVE WILL DO	PICCADILLY	GOOD
THE CRYSTALS	THEN HE KISSED ME	LONDON	17 SAVILE ROW
FREDDIE AND THE DREAMERS	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	COLUMBIA	FELDMAN
	I'M TELLING YOU NOW	COLUMBIA	FELDMAN
EYDIE GORME & STEVE LAWRENCE	YOU WERE MEANT FOR ME	COLUMBIA	FELDMAN
GERRY AND THE PACEMAKERS	I WANT TO STAY HERE	CBS	ALDON
BILLY FURY	HOW DO YOU DO IT I LIKE IT	COLUMBIA COLUMBIA	DICK JAMES JAEP
	YOU'LL NEVER WALK ALONE	COLUMBIA	CHAPPELL
	LIKE I'VE NEVER BEEN GONE	DECCA	SHAPIRO
JET HARRIS & TONY MEEHAN	DIAMONDS	DECCA	BERNSTEIN
	SCARLETT O'HARA	DECCA	FRANCIS DAY & HUNTER
BUDDY HOLLY	BROWN EYED HANDSOME MAN	CORAL	FRANCIS DAY & HUNTER
FRANK IFIELD	THE WAYWARD WIND	COLUMBIA	JEWEL
	I'M CONFESSIN'	COLUMBIA	LAFLEUR
BILLY J. KRAMER & THE DAKOTAS	DO YOU WANT TO KNOW A SECRET	PARLOPHONE	FRANCIS DAY & HUNTER
	BAD TO ME	PARLOPHONE	NORTHERN SONGS
NED MILLER	FROM A JACK TO A KING	LONDON	BURLINGTON
ELVIS PRESLEY	RETURN TO SENDER	R.C.A.	MANOR
CLIFF RICHARD	DEVIL IN DISGUISE	R.C.A.	WEST ONE
	THE NEXT TIME	COLUMBIA	ELSTREE
	BATCHELOR BOY	COLUMBIA	ELSTREE
	SUMMER HOLIDAY	COLUMBIA	ELSTREE
THE SEARCHERS	ALL IN THE GAME	COLUMBIA	BLOSSOM
	DON'T TALK TO HIM,	COLUMBIA	SHADOWS
THE SHADOWS	SWEETS FOR MY SWEET	PYE	HILL & RANGE
	SUGAR AND SPICE	PYE	WELBECK
	DANCE ON	COLUMBIA	BRON
	FOOT TAPPER	COLUMBIA	ELSTREE
	ATLANTIS	COLUMBIA	FRANCIS DAY & HUNTER
BOBBY VEE	THE NIGHT HAS A THOUSAND EYES	LIBERTY	ABERBACH
ANDY WILLIAMS	CAN'T GET USED TO LOSING YOU	CBS	MANOR

## Artists Who Reached The Top Three Positions in the E.P. Charts

ARTISTE	TITLE	LABEL
THE BEATLES	TWIST AND SHOUT THE BEATLES HITS THE BEATLES NO. 1	DECCA COLUMBIA DECCA
BILLY FURY & THE TORNADOES	BILLY FURY & THE TORNADOES	DECCA
GERRY & THE PACEMAKERS	HOW DO YOU DO IT	COLUMBIA
JET HARRIS & TONY MEEHAN	JET AND TONY	DECCA
FRANK IFIELD	FRANK IFIELD HITS	COLUMBIA
	MORE FRANK IFIELD HITS	COLUMBIA
ELVIS PRESLEY	KID GALAHAD	R.C.A.
CLIFF RICHARD	HOLIDAY CARNIVAL	COLUMBIA
	HITS FROM SUMMER HOLIDAY	COLUMBIA
THE SHADOWS	THE BOYS	COLUMBIA
	DANCE ON WITH THE SHADOWS	COLUMBIA
THE SEARCHERS	LOS SHADOWS	COLUMBIA
THE SPOTNICKS	AIN'T GONNA KISS YA	PYE
THE TORNADOES	ON THE AIR	ORIOLE
BOBBY VEE AND THE CRICKETS	SOUNDS OF THE TORNADOES	DECCA
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TITLE	BRITISH PUBLISHER	AMERICAN PUBLISHER	ARTISTE	BRITISH LABEL	AMERICAN LABEL
TELSTAR	IVY	CAMPBELL CONNELLY	THE TORNADOS	DECCA	LONDON
AS LONG AS SHE NEEDS ME	ESSEX	HOLLIS BMI	SAMMY DAVIS JR. GEORGIE BROWN SHIRLEY BASSEY RONNIE ALDRICH	REPRISE DECCA COLUMBIA DECCA	REPRISE LONDON UNITED ARTISTS LONDON
RIDIN' THE WIND	IVY	IVY LTD. ASCAP	THE TORNADOS	DECCA	LONDON
GLOBETROTTIN'	IVY	LEEDS ASCAP	THE TORNADOS	DECCA	LONDON
SUN ARISE	ARDMORE & BEECHWOOD	ARDSMORE ASCAP	ROLF HARRIS	COLUMBIA	EPIC
ISLAND OF DREAMS	CHAPPELL	MRC BMI	THE SPRINGFIELDS	PHILIPS	PHILIPS
SAY WONDERFUL THINGS	ARDMORE & BEECHWOOD	HILL & RANGE BMI	RONNIE CARROL	PHILIPS	PHILIPS
TIE ME KANGAROO DOWN SPORT	ARDMORE & BEECHWOOD	BEECHWOOD BMI	PATTI PAGE ROLF HARRIS	— COLUMBIA	COLUMBIA EPIC
FROM ME TO YOU	NORTHERN SONGS	GIL BMI	THE BEATLES DEL SHANNON	PARLOPHONE LONDON	VEEJAY BIG TOP
SCARLETT O'HARA	FRANCIS DAY & HUNTER	REGENT BMI	JET HARRIS & TONY MEEHAN LAWRENCE WELK BOBBY GREGG	DECCA — —	LONDON DOT EPIC
FORGET HIM	ESSEX	LEEDS ASCAP	BOBBY RYDELL	CAMEO-PARKWAY	CAMEO-PARKWAY
YOU CAN NEVER STOP ME LOVING YOU	KLYNCH	RIDGE BMI	JOHNNY TILLOTSON	—	CADENCE

## BRITISH ARTISTES WHO ENTERED THE AMERICAN TOP 100 WITH AMERICAN COPYRIGHTS

LUCKY LIPS	ESSEX	TIGER BMI	CLIF RICHARD	COLUMBIA	EPIC
YOU DON'T HAVE TO BE A BABY TO CRY	FRANK	R.F.D. ASCAP	THE CARAVELLES	DECCA/RITZ	SMASH
PLEASE	FAMOUS-CHAPPELL	FAMOUS ASCAP	FRANK IFIELD	PARLOPHONE	CAPITOL

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Christmas

Happy  
New Year

to

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Joe Orleck  
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(Continued on page 19)

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KENNY BALL MIKE BERRY ACKER BILK THE DAVE CLARK FIVE THE CARAVALLS	DON'T YOU THINK IT'S TIME A TASTE OF HONEY GLAD ALL OVER YOU DON'T HAVE TO BE A BABY	H.M.V. COLUMBIA COLUMBIA DECCA/RITZ	FRANK
RONNIE CARROLL THE DAKOTAS KARL DENVER BILLY DAVIS BERN ELLIOTT & THE FENMEN MAUREEN EVANS ADAM FAITH THE FOURMOST BILLY FURY	SAY WONDERFUL THINGS THE CRUEL SEA STILL TELL HIM MONEY LIKE I DO THE FIRST TIME HELLO LITTLE GIRL SOMEBODY ELSE'S GIRL WHEN WILL YOU SAY I LOVE YOU IN SUMMER JUST LIKE EDDIE SEARCHIN' SUN ARISE APPLEJACK	PHILIPS PARLOPHONE DECCA DECCA DECCA ORIOLE PARLOPHONE PARLOPHONE DECCA DECCA DECCA DECCA PARLOPHONE COLUMBIA DECCA	CHAPPELL JAEP PETER MAURICE MELLIN DOMINION BOURNE POSER NORTHERN SONGS LORNA JACK GOOD SKIDMORE MIRROW PROGRESSIVE ARDMORE & BEECHWOOD ESSEX
HEINZ THE HOLLIES ROLF HARRIS JET HARRIS & TONY MEEHAN FRANK IFIELD	NOBODY'S DARLING BUT MINE THE WAYWARD WIND DANCE ON SECRET LOVE I'LL NEVER GET OVER YOU	COLUMBIA DECCA DECCA H.M.V.	PETER MAURICE LAFLUER BRON HARMS-WITMARK LEEDS
KATHY KIRBY			
JOHNNY KIDD & THE PIRATES KENNY LYNCH	UP ON THE ROOF YOU CAN NEVER STOP ME FROM LOVING YOU TWIST AND SHOUT	H.M.V. H.M.V. DECCA	ALDON KLYNCH SHERWIN
BRIAN POOLE & TREMELDES THE SPRINGFIELDS	SAY I WON'T BE THERE ISLAND OF DREAMS I ONLY WANT TO BE WITH YOU	PHILIPS PHILIPS PHILIPS	CHAPPELL CHAPPELL SPRINGFIELD
DUSTY SPRINGFIELD			
THE SHADOWS THE TORNADOES	SHINDIG ICE CREAM MAN ROBOT GLOBETROTTER THE LEGION'S LAST PATROL	COLUMBIA DECCA DECCA DECCA H.M.V.	SHADOWS FILMUSIC IVY IVY FILMUSIC
KEN THORNE FRANKIE VAUGHAN	LOOP DE LOOP HE MAMA GO AWAY LITTLE GIRL IT'S ALMOST TOMORROW MISS YOU	H.M.V. PHILIPS PHILIPS PYE PYE COLUMBIA	K.P. MUSIC CHAPPELL ALDON MACMELODIES CAMPBELL CONNELLY
MARK WYNTER			
JIMMY YOUNG			

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(Continued from page 18)

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JAMES**

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have topped the British Hit Parade  
for 30 out of 52 weeks!*



## THE FABULOUS BEATLES



## GERRY AND THE PACEMAKERS



## BILLY J. KRAMER with THE DAKOTAS

E.M.I. RECORDS LTD., E.M.I. HOUSE, 20 MANCHESTER SQUARE, LONDON W.1.  
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One word summarizes the dominant trend and influence of 1963 in British pop music—Liverpool. This teeming, northern city and seaport on the banks of the Mersey sparked off phenomenal disk sales throughout the year, and five groups from Liverpool rocketed to national prominence on the crest of the Mersey sound wave. There has been ceaseless discussion and analysis all year as to why and how this incredibly vigorous fashion came into being, raising unknown groups to stardom almost overnight at the expense of established hit paraders. Liverpool is a cosmopolitan city with a long and virile tradition in providing its own entertainment and the so called 'Mersey Sound' was born in the dingy basement clubs where teenagers congregate to hear their own local groups dispensing the unique Liverpudlian brand of beat music with roots in rhythm and blues territory. The Cavern Club is the main birthplace of the movement, having the same importance and significance as a location and starting point as New York's Peppermint Lounge had in the story of the Twist. The hit-parading Liverpool lads all graduated from this old warehouse basement which is packed to capacity at every session, especially when the successful hit heroes occasionally return to their original stamping ground.

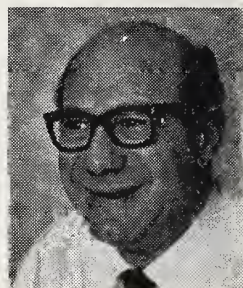
spirit of Liverpool's invasion of the British pop scene. They have a full-throated, uninhibited vocal attack with effects and mannerisms seldom found among white groups anywhere. These attributes backed with good guitaristics and a solid beat have produced the raw and raucous sound that has struck one of the richest and seemingly inexhaustible veins of pop gold ever tapped. Their discography discloses that since their first single "Please, Please Me" was unleashed in November 1962 they have sold over 5,000,000 disks. Every single they cut storms into the charts and four have held the No. 1 slot for a total of 18 weeks between them out of a possible 47. Two of them "She Loves You" and "I Want To Hold Your Hand" selling a million copies—the latter on advance alone. Their three E.P.s "Twist And Shout"; "The Beatles Hits" and "The Beatles No. 1" have all entered the singles charts notwithstanding the fact that they are usually collections of their single successes. Their first L.P. "Please, Please Me" entered the charts in March and stayed there for 38 weeks out of a possible 38 and held the No. 1 slot for 31 weeks. Their second L.P. "With The Beatles" released in December with an advance exceeding 250,000 is also selling like a single. Their awards include Four Silver Disks, Two Gold Disks, One Silver L.P. and One Silver E.P. The Beatles capped a year of dazzling



GEORGE MARTIN



BRIAN EPSTEIN



DICK JAMES

Liverpool's greatest sons and heroes, The Beatles, rode in on the crest of the very first wave to become the undisputed Kings of the Liverpool Sound and pioneers of the Mersey Beat. The Beatles have turned out to be the British pop music sensation of the century let alone the year. Leaving the banks of the Mersey and the cellars of Liverpool the boys marched South to conquer the land and achieve unparalleled fame and fortune. These four boys have broken all records in terms of disk sales and house attendance. They draw huge, hysterical, rioting crowds of Presley hey-day proportions wherever they go and receive a welter of unprecedented publicity in every conceivable form. Their followers copy their clothes and hair styles slavishly and even the law court judges, traditionally the unhippiest of the populace, no longer presume to enquire "Who Are The Beatles?". The quartet, George Harrison, John Lennon, Paul McCartney and Ringo Starr typify the sound and

epoch making triumph with an appearance at the Royal Variety Show in November where members of the Royal Family together with the mink and ermine audience proved almost as enthusiastic as the screaming hordes of teenagers who besiege the boys from one end of the country to the other. Two members of the group, John Lennon and Paul McCartney have been dubbed the Rodgers and Hart of the beat scene. As well as pennig all The Beatles hits except "Twist And Shout" they have written a string of strong selling chart stormers for their fellow Liverpool groups and solo artists. These include three hits for Billy J. Kramer and the Dakotas "Do You Want To Know A Secret"; "Bad To Me" and "I'll Keep You Satisfied" (Parlophone) as well as "Hello Little Girl" for The Fourmost (Parlophone). Groups have dominated the record scene and monopolised the charts of 1963—the majority of them coming (Continued on page 21)



## GREETINGS from THE SEARCHERS

TITO BURNS PRODUCTIONS, LTD.

3, Vere St.

London. W.1.



# The Mersey Beat — 1963

from Liverpool. Hot on the heels of The Beatles came stable mates Gerry and the Pacemakers (Columbia) who shot to No. 1 in three weeks with "How Do You Do It" (their debut disc) where they stayed for four weeks until The Beatles returned with "From Me To You" (Parlophone). About this time Liverpool group No. 3 Billy J. Kramer and the Dakotas came south with "Do You Want To Know A Secret" (Parlophone) and five weeks later took over at No. 1 from The Beatles. All these groups owe allegiance to the same Manager and Impresario, Brian Epstein, the man most responsible for the amazing Liverpool story. His family have extensive business interests in the city and he was supervising the disk retailing side of their activities when he first heard of The Beatles, then merely one of the many local groups, and offered to manage their affairs. He masterminded their climb to nationwide success and recognition with the shrewd perception and foresight of the born business man. In addition to these three groups his money spinning NEMS Enterprises Ltd. also handles The Fourmost who entered the charts with their first attempt "Hello Little Girl" and Liverpool solo artists Cilla Black and Tommy Quickly.

The chief credit on the recording side of the Liverpool furore belongs to George Martin, A&R Manager of EMI's Parlophone label. A product of the Guildhall School of Music, London, he joined E.M.I. in 1950. A skilful musician and composer himself he succeeded in capturing, preserving and translating the essential raw excitement and impact of the Mersey sound on record with selling results unequalled in E.M.I.'s history. He records The Beatles, Billy J. Kramer and the Dakotas and Gerry and the Pacemakers (issued on EMI's Columbia label). He also makes brief Alfred Hitchcock-like contributions to some Beatles and Billy J. Kramer disks on piano. The combined chart ratings of these three groups makes formidable reading. Between them they have topped the singles charts for 31 weeks out of a possible 46. The L.P. charts for 30 out of 30 and the E.P. charts for 9 out of a possible 13. The Mersey Sound together with the compositions of John Lennon and Paul McCartney and his hard work have also made 1963 a memorable and consolidating year for music publisher Dick James and his infant pub-berly Dick James Music Ltd. A well known singer and record artist of many years standing Dick James first entered publishing in 1953 as Exploitation Manager for Sidney Bron Associates, the position he held until leaving to form his own now famous Dick James Music Ltd. in September 1961. He was in at the first stage of the Liverpool saga and his company, together with its subsidiaries, Northern Songs and Jaep Music, publish all The Beatles hits and the Lennon-McCartney successes written for others.

Pye Records claimed the next Liverpool group to make the grade—The Searchers—who shot to No. 1 in August with their first single "Sweets For My Sweet." The same week found them high in the L.P. charts with "Meet The Searchers." The new sound was not to be confined to the North

and Decca has enjoyed considerable chart success with London groups. First came Brian Poole and the Tremeloes whose initial disk "Twist And Shout" paved the way for their subsequent No. 1 "Do You Love Me." Chart entries for Decca also came from The Karl Denver Trio with "Still"; The Rolling Stones "I Wanna Be Your Man" and more recently Bern Elliott and the Fenmen have entered the charts with a grand flourish and, at the time of writing, are climbing fast with "Money." Other London groups to adopt the Mersey beat with chart success have included Johnny Kidd and the Pirates who, having whetted their chart appetites with "I'll Never Get Over You" are well on the way towards satisfying it again with their latest H.M.V. deck "Hungry For Love." Manchester sliced off a share of chart space by means of The Hollies with "Searchin'" and "Stay" on Parlophone, and more spectacularly with Freddie and the Dreamers—another outfit with an R&B basis whose leader Freddy Garrity has the humour and zaniness of the natural clown as additional advantages. Freddie and the Dreamers have three times reached No. 2 with "If You Gotta Make A Fool Of Somebody"; "I'm Telling You Now" and their latest "You Were Made For Me" which, but for the Beatles, would undoubtedly give them their first well-deserved No. 1. Oriole Records became the first company to make a comprehensive survey of the Merseyside scene with a couple of generic L.P.s "This Is Mersey Beat Volumes 1 & 2" recorded by various well known Liverpool groups. Established instrumental combos like The Shadows maintained their popularity with "Dance On"; "Foot Tapper" and "Atlantis" and "Geronimo" as did Jet Harris and Tony Meehan with "Diamonds" and "Scarlett O'Hara." However, when all is said and done 1963 will go down in record history as the year of the Liverpool Sound and the Mersey Beat and, above all, as the year of the Beatles and Beatlemania. The quote of the year was to the effect that if The Beatles recorded The National Anthem it would become a hit overnight and this is no exaggeration in terms of their influence and fascination for the disk buying public. Their fellow-groups exert much of the same power and Gerry and the Pacemakers revival of the Carousel ballad standard "You'll Never Walk Alone" initially considered to be unsuitable and a mistake in some quarters, topped the Hit Parade for weeks on end. The Liverpool trend may yet prove to be a popular international commodity. So far The Beatles have made only one journey abroad to Scandinavia where they were mobbed and enthusiastically acclaimed. Gerry and the Pacemakers received similar treatment in the same country. Early in 1964 The Beatles are booked for a season at the famous Olympia Music Hall in Paris and next they go to New York to appear on the Ed Sullivan show. Already The Beatles, Gerry and the Pacemakers and Billy J. Kramer have had disks released in America and Impresario Brian Epstein has recently returned from a promotional tour of the United States with Billy J. Kramer. It remains to be seen if the Beatles can make the same impact in France and America in 1964 as they have in Great Britain in 1963.



## BRIAN POOLE AND THE TREMELOES

*Wish you all  
A Very Happy Christmas  
and all that's best  
in the New Year*



## FREDDIE & THE DREAMERS

*Send 'with it' Greetings to you all!*



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# British Artists and Agents



*Greetings  
and  
Best Wishes  
from*

**FRANKIE  
VAUGHAN**

## GREETINGS

FROM

**LONNIE DONEGAN**

MANAGEMENT

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To All Our Friends  
All Over The World.  
**MERRY XMAS**

FROM

**KENNY BALL**

AND HIS JAZZMEN

LOOKING FORWARD TO  
SEEING YOU ALL IN 1964.



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FALCONS, THE

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you may be  
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go to you. . . .

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A Merry Xmas and  
A Prosperous  
New Year

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Season's  
Greetings

from

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A MERRY CHRISTMAS

FROM ROLF HARRIS

AND MANY THANKS TO CASHBOX FOR THEIR SILVER  
GLOBE AWARD FOR MY EPIC RECORD, "TIE ME  
KANGAROO DOWN, SPORT."  
GENTLEMEN, YOUR BLOOD'S WORTH BOTTLING!

(Continued on page 24)

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## GREETINGS

from

### JOE BROWN AND HIS BRUVERS

"Yo do things to me"

"Everybody calls me Joe"

Pye—Piccadilly



### JOHNNY KIDD AND THE PIRATES

"Hungry for love"

Now in the British Charts

H.M.V.



## BEST SELLING SHEET MUSIC OF 1963

TITLE	PUBLISHER	
ATLANTIS	FRANCIS DAY & HUNTER	B
BAD TO ME	NORTHERN SONGS	B
BATCHELOR BOY	LEEDS	B
BOBBY'S GIRL	KASSNER	A
CAN'T GET USED TO LOSING YOU	MANOR	A
DANCE ON	BRON	B
DIAMONDS	FRANCIS DAY & HUNTER	B
DO YOU WANT TO KNOW A SECRET	NORTHERN SONGS	B
DO YOU LOVE ME	DOMINION	A
DON'T TALK TO HIM	SHADOWS	B
FOOT TAPPER	ELSTREE	B
FROM ME TO YOU	NORTHERN SONGS	B
FROM A JACK TO A KING	BURLINGTON	A
HOW DO YOU DO IT	DICK JAMES	A
I LIKE IT	JAEP	B
ISLAND OF DREAMS	CHAPPELL	A
IF YOU GOTTA MAKE A FOOL OF SOMEBODY	FELDMAN	A
I'M CONFESSIN'	FRANCIS DAY & HUNTER	A
I'M TELLING YOU NOW	FELDMAN	A
IT'S ALL IN THE GAME	BLOSSOM	A
I WANT TO STAY HERE	ALDON	A
IF I HAD A HAMMER	ESSEX	A
I (WHO HAVE NOTHING)	SHAPIRO BERNSTEIN	A
LIKE I DO	BOURNE	A
LUCKY LIPS	CROMWELL	A
NOBODY'S DARLIN' BUT MINE	PETER MAURICE	B
PLEASE PLEASE ME	DICK JAMES	B
RETURN TO SENDER	MANOR	A
SLIGHTLY OUT OF TUNE (DESAFINADO)	CROMWELL	A
SAY WONDERFUL THINGS	ARDMORE & BEECHWOOD	B
SUMMER HOLIDAY	ELSTREE	B
SWEETS FOR MY SWEET	HILL & RANGE	A
SHE LOVES YOU	NORTHERN SONGS	B
SHINDIG	SHADOWS	B
SUGAR AND SPICE	WELBECK	B
THE NEXT TIME	ELSTREE	B
THE WAYWARD WIND	LAFLEUR	A
TAKE THESE CHAINS FROM MY HEART	ACUFF-ROSE	A
TWIST AND SHOUT	SHERWIN	A
YOU'LL NEVER WALK ALONE	WILLIAMSON	A

A—American copyright

B—British copyright

## British Artists and Agents

(Continued from page 23)

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TREBLETONS, THE  
THORNE, KEN

UNDERTAKERS, THE

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VALENTINES, THE  
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VERNONS GIRLS, THE  
VISCOUNTS, THE

WALLIS, BOB &  
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WARD, HEDLEY, TRIO  
WAYNE FONTANA &  
THE MINDBENDERS  
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# BIOGRAPHIES — Great Britain 1963

# Australia — 1963

## CLIFF RICHARD—Columbia (EMI)

Beatles may come and Beatles may go but, happily, Cliff Richard goes on for ever. Despite the popularity and chart success of groups during the past year, Cliff has emerged once again as Britain's top star of disk and screen. One of the very few solo artistes to make the No. 1 slot in 1963 he managed a notable hat trick with "The Next Time"; "Batchelor Boy" and "Summer Holiday." After five years of stardom Cliff still claims a Silver Disk for every single released. His collection now totals 16 plus Two Gold Disks. The year has seen him voted Britain's Top Male Recording Star and No. 1 Film Star. He is spending Christmas in the Canary Islands filming "Wonderful Life"—an eagerly awaited successor to "The Young Ones" and "Summer Holiday."

## THE SHADOWS—Columbia (EMI)

The Shadows, like Cliff, have triumphantly withstood the onslaught from the North, staunchly supported by their fans who have guaranteed them five smash hits. During 1963 the boys made extensive tours abroad—with Cliff they went to South Africa, Israel and Spain, where they recorded both with the star and on their own. They enjoy tremendous popularity on the continent particularly in France where, earlier this year, they topped the bill with Cliff Richard at the Olympia, Paris. They also made a top-of-the-bill tour of leading French cities alone. They are currently filming in the Canary Islands and plans for 1964 include extensive tours throughout Europe.

## FRANK IFIELD—Columbia (EMI)

Together with fellow-Columbia star Cliff Richard, Frank Ifield is the only solo artiste to have successfully crashed the Liverpool sound barrier to the No. 1 slot this year, first with "The Wayward Wind" and later "I'm Confessin'." 1963 has seen him top the bill on "Sunday Night At The London Palladium" with a six-month resident season at the same theatre. This Christmas he flies home to Australia for a season of cabaret at the Chevron-Hilton followed by tours of New Zealand and South Africa in 1964.

## THE BEATLES—Parlophone (EMI)

No biographical notes could adequately describe the four shock-headed Liverpoolians collectively known as The Beatles. George Harrison (20) lead guitar; John Lennon (23) rhythm guitar and harmonica; Paul McCartney (21) bass guitar and Ringo Starr (23) drums. All of them sing. Well known musicians in the cellar clubs of their hometown and in the nightclubs in Hamburg, Germany, it was not until early 1963 that they exploded like a bomb on the British record scene. Two members John Lennon and Paul McCartney pen the numbers with everyone contributing to the lyrics and vocal arrangements. Having already conquered Britain and Scandinavia 1964 will see them in France and America.

## GERRY AND THE PACEMAKERS—Columbia (EMI)

Gerry and the Pacemakers turned professional in 1960 when they played the first of four highly successful seasons at the Star Club, Hamburg. Gerry Marsden was born in Liverpool 21 years ago and is a prolific song writer and self-taught musician. The Pacemakers comprise Gerry's brother, Freddy, on drums, Les Maguire, piano and vocals and Les Chadwick, bass guitar. 1963 has given them three No. 1s and three Silver Disks. They have undertaken highly successful tours both in Britain and Scandinavia and starred in many top TV and radio shows.

## BILLY J. KRAMER WITH THE DAKOTAS—Parlophone (EMI)

Former apprentice engineer 20 year old Billy J. Kramer made his first stage appearance nine years ago, was joined by The Dakotas and turned

professional in January 1963. Three months later they were at the top of the charts with their first disk "Do You Want To Know A Secret." Like The Beatles and Gerry and the Pacemakers the group is well known in Hamburg. Billy has recently made a promotional tour of America. The Dakotas — Tony Mansfield, Robert MacDonald, Ray Jones and Mike Maxfield, apart from backing Kramer, are under contract to make instrumental disks of their own for the Parlophone label.

## BRIAN POOLE AND THE TREMELOES—Decca

Londoners all—Brian Poole and the Tremeloes first hit the charts in the summer of 1963 with "Twist and Shout" followed by "Do You Love Me." The group, now five strong, was first formed in 1959 by Brian Poole (vocalist); Alan Blakley (rhythm guitar) and Alan Howard (bass guitar) who were later joined by Ricky West (lead guitar) and David Munden (drums). After eighteen months of semi-professional dates in and around London the boys accepted their first professional engagement—a summer season at a holiday camp. Early this year they made their film debut in "Just For Fun" and have appeared in top TV and radio shows.

## THE SEARCHERS—Pye

Let's introduce them with the title of their chart topping LP "Meet The Searchers." Chris Curtis. One of the few drummers in the business who is also featured as a singer, Chris is a talented and successful songwriter and is responsible for the group's musical arrangements. Tony Jackson—lead singer and bass guitar, Mike Pender plays lead guitar and joins drummer Chris Curtis on the falsetto harmonies as well as the occasional lead vocal. John McNally plays rhythm guitar. The Searchers, named after the John Wayne film, were formed two years ago, and established themselves as one of Merseyside's most popular rhythm and blues groups before storming the charts this year with "Sweets for My Sweet" and "Sugar And Spice" and the EP charts with "Ain't Gonna Miss Ya."

## FREDDIE AND THE DREAMERS—Columbia

A former milk roundsman, Freddie Garretty was born in Manchester. With the Dreamers Derek Quinn (lead guitarist); Roy Crewsden (rhythm guitar); Peter Birrell (bass guitar) and Bernie Dwyer (drummer), Freddie turned professional in April this year and together they achieved instant success with their first disk "If You Gotta Make A Fool Of Somebody" which was quickly followed by "I'm Telling You Now" and "You Were Made For Me." Freddie and the boys, individually and collectively, are natural comedians and their zany antics brings a fresh and comical approach to the beat scene.

## THE FOURMOST—Parlophone (EMI)

Born in Liverpool, The Fourmost, turned professional in June this year and with a John Lennon-Paul McCartney composition hit the charts with their debut disk "Hello Little Girl." The Fourmost comprise Brian O'Hara (lead guitar); Billy Hatton (bass guitar); Mike Millward (rhythm guitar) and Dave Lovelady (drums). The group have just completed a highly successful nation wide tour.

## THE KARL DENVER TRIO—Decca

The Karl Denver Trio, all born in Manchester, shot to fame in 1961—long before the advent of the Mersey beat with "Marcheta," the first of a long line of hits the latest being "Still." Since their TV debut six years ago in "Wham" the trio have appeared regularly on TV and radio. Extensive tours both at home and overseas have brought them widespread popularity.

## BERN ELLIOTT AND THE FENMEN—Decca

Leader of the group and lead vocalist Bern Elliott is 19 and hails from Erith in Kent, as do the Fenmen—Alan Judge (lead guitar); Wally Allen (rhythm guitar); Eric Willmer (bass guitar) and Jon Povey (drums and piano). All are vocalists. Bern Elliott and the Fenmen played a season at the Top Ten Club in Hamburg before returning to London and turning professional in June this year. For their first disk they gave a terrific beat treatment to an r & b number which took them straight into the charts and into the "Money"—the title of their disk.

## HEINZ—Decca

Formerly a member of the chart topping group, The Tornados, Heinz' decision to go solo has certainly paid off, having now established himself as a fully fledged solo artist via his recording of "Just Like Eddie." He followed this tribute to the American singer with "Country Boy." He has just returned from a successful visit to Sweden where he had a big disk seller. In November his first film "Farewell Performance" was generally released and this month his second film "Live It Up" in which he has an extensive acting role opened in London.

## KATHY KIRBY—Decca

23 year old Kathy Kirby entered show business at the age of 16 and has sung with bands up and down the country. Although she has waxed several disks it was her vocal version of The Shadows hit "Dance On" earlier this year which brought her well deserved acclaim and chart success. This was followed by her up-tempo version of "Secret Love." Kathy is currently appearing on the popular Stars and Garters TV show.

## JOHNNY KIDD AND THE PIRATES—H.M.V. (EMI)

A childhood interest in piracy on the high seas and an appearance in a school production of "Pirates of Penzance" may have influenced the show business career of Londoner John Kidd. Johnny's gimmick is a black eye patch and the pirate uniforms worn by himself and his group—Micky Green (lead guitar); Johnny Spencer (bass guitar) and Frank Farley (drums). A long spell as a semi-professional ended with a recording contract with H.M.V. which resulted in a string of chart entries. His biggest success in 1963 has been "I'll Never Get Over You" and his follow-up "Hungry For Love" looks set fair for the Top Twenty.

## THE CARAVELLES—Decca/Ritz

The hit duo Andrea Simpson and Lois Wilkinson, only began to perform together professionally early this year. However, with their debut disk, a revival of "You Don't Have To Be A Baby To Cry" they brought a new Top-Ten sound to pop music. After a lengthy chart success in Britain the disk climbed high in the Top 100 winning The Caravelles the Cash Box International Silver Trophy. Their first LP "The Caravelles" has been released here and the girls are all set for their first visit to the United States for TV and personal appearances early in 1964.

## DUSTY SPRINGFIELD—Philips

The emergence of Dusty Springfield as a solo artiste came with the sudden and unexpected announcement in October that Britain's top vocal group, The Springfields, were disbanding. Having helped the trio to international stardom via recordings such as "Silver Threads And Golden Needles" and "Island Of Dreams" Dusty lost no time in re-entering the charts on her own with her first solo disk "I Only Want To Be With You." Stage, radio, and cabaret dates are lined up for 1964.

A review of the Record Industry in Australia for 1963, although perhaps premature without fuller information on Christmas trading, nevertheless shows a healthy position for the Industry as a whole... this despite the fact that earlier in the year several companies expressed grave concern over the growing sales of cheap albums, both imported and locally produced, which, they argued, would have the effect of undermining the price stability of the standard priced albums. One of the companies which has apparently changed its minds in this regard is E.M.I., which has just launched its "Encore" Series, which is a re-issue of popular and classical LP records packaged in standardized sleeves. It is known that E.M.I. now considers that low-priced records find a distinct and separate market to the regular priced series and this contention would certainly seem to be supported by the past success of the Record Clubs here. However, the question now posing itself is: what effect are cheap-record sales through dealers having on the Record Clubs? From all reports an adverse one, although the older-established World and Australian Record Clubs seem to be faring much better than the newcomers to this now very competitive field.

There have been only minor label changes throughout the year, the more important being Festival's acquisition of Atlantic at E.M.I.'s expense and the latter's acquisition of Everest at Festival's expense. Generally speaking, however, the American record principals seem to have accepted the rather obvious policy of giving their local licensees at least a reasonable period to establish and exploit their label without the constant threat of a switch to some other company prepared to pay a slightly higher guarantee. Consequently, there now seems to be a great deal more confidence in forward planning and this should be beneficial to both licensor and licensee alike.

One most interesting trend has been the continuing popularity in Australia of the British 'pop' artist. Names such as Cliff Richard and The Shadows have been popular since their visit here two years ago but now names such as The Beatles, Gerry and the Pacemakers, Helen Shapiro, Kathy Kirby, Brian Poole and the Tremeloes, The Tornados, Billy J. Kramer and the Dakotas and Freddie and the Dreamers are known to every teenager in the country. Oddly enough, all these artists are released here by E.M.I., which also distributes in Australia for the giant Decca U.K. organization. This has given E.M.I. a tremendous edge over its competitors, particularly in the singles field where at least 50% of all records sold are under labels controlled by them. Just how long E.M.I. will maintain this monopoly on British talent is difficult to say but it seems that there will be few changes in this regard within the next twelve months at any rate.

This new popularity on the part of the British artist is further evidence of the growing acceptance of popular artists regardless of their territorial origin and, as such, offers considerable encouragement to those engaged in the local recording field here. E.M.I. and Festival, of course, have long been involved in recording local talent and they have been joined in recent years by W&G, A.R.C. and, as late as this year, RCA's local office, whose A&R Manager is still a contract artist to Festival! This concentration by Australian companies on local talent is commencing to show definite results and Australian recording artists are featuring more and more in the local hit charts. All companies are conscious of the fact that this trend is bound to continue in the same way as it has done in the U.K., at the expense of the American artists, and bidding for the services of local talent is becoming more and more competitive. It is, therefore, perhaps only a matter of time before recordings originated in Australia are released (Continued on page 39)



*An International Winner*



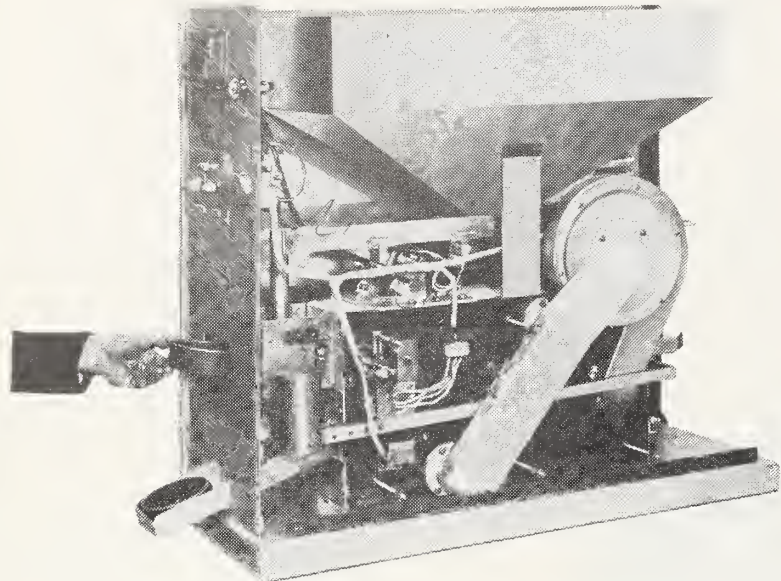
*The Ultimate In Entertainment*

# NEWS FROM BELGIUM

INTRODUCING AN ABSOLUTE FULL AUTOMATIC NEW WAY OF TREATING THE VINYL PRE-HEATING PROBLEM.

Our FABELAL automatic vinyl pre-heating oven is the fruit of a long research and is a welcome addition to a range of machines for the manufacturing of gramophone records.

Its simplicity, full automatic, precise and compact execution and, more especially, its rapidity of production, enable us to affirm that the FABELAL oven is, without controversy, the least expensive.



This apparatus is supplied complete and ready to be plugged, into the electricity supply, at a price of \$960 (ex works).

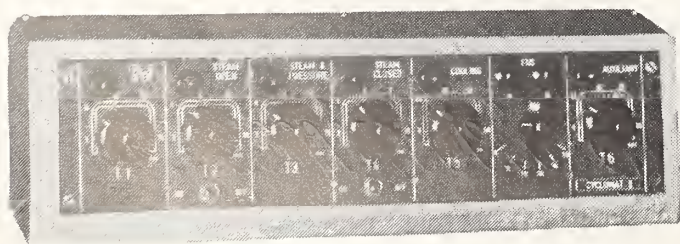
Taking into account the technical possibilities, the amortisation of this FABELAL pre-heating oven is reduced to the shortest possible time. The use of the FABELAL oven is very simple: just introduce an empty container and a full one is almost immediately obtained, giving the exact quantity of vinyl at the right temperature. The containers are made out of the most adequate and noble material, avoiding the pellets to glue and having a mechanical resistance forever. This wonder material is no less than the famous "TEFLON."

In order to convince you more efficiently of the result obtained with the FABELAL automatic pre-heating oven, we keep at any one's disposal an 8 or 16 mm. film, showing our latest born in full productive activity. By the projection of this film, one could easily control the outcome production of records by means of a watch.

More than 120-12" beautifully and completely finished records is the rate of production, produced effortlessly by the operator, bearing in mind that this is produced with a cooling water exceeding 74° F.

One can easily imagine that the oven is not the sole element to contribute to such a result. In fact FABELDIS is a kind of "one man's show," manufacturing a complete program to any pressing plant in the world. The above-mentioned production is based on a full combined FABELDIS set, comprising the following elements:

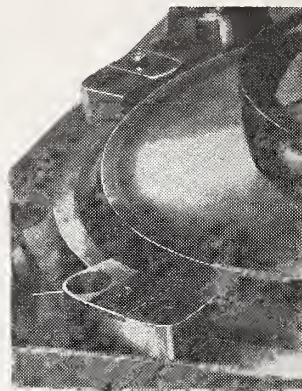
—the famous FABEL CYCLOMAT 6 press, often described in several well-known publications, is now duplicated in the form of more than 80 items in the States.



—the super-fast 12" FABELMO die, being mass produced in order to satisfy the world market and sold at an absolute revolutionary price.

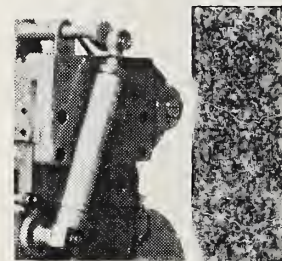
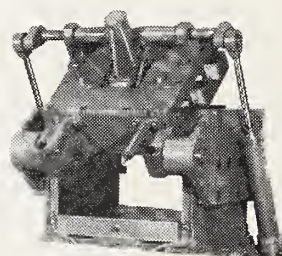
—the automatic edging machine FABELMO fits in the set synchronously without having to worry about starting and stopping the machine.

Not only are these machines made to produce faster and are built of strong basic material, but the well experienced FABELDIS engineering designer have gone far enough in the conception to provide each machine with undoubtful and high technical values such as, for instance:

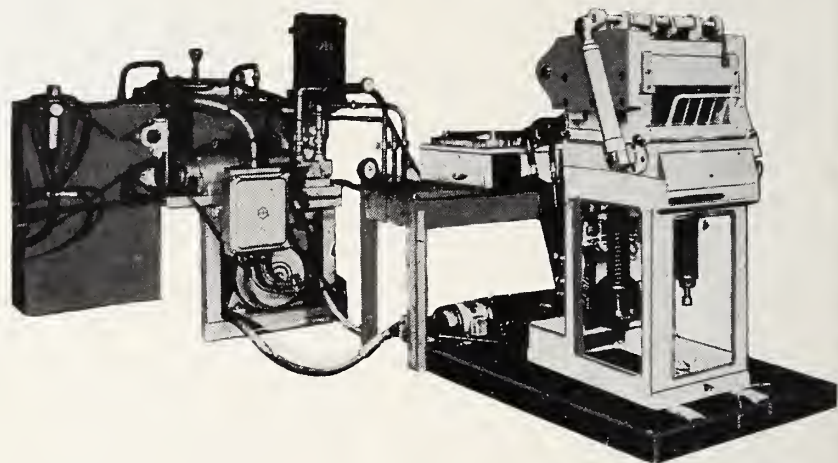


—an absolute full proof anti-outcentering system for the matrices tightening on the FABELMO dies, as well as an efficient system to compensate any heat expansion.

—a 100% guaranteed security body-guard is built in the FABEL press, also anti-wearing is provided at all critical points and one would most particularly admire the split spring-loaded axels of the tilting head of the FABEL presses, avoiding premature wearing, but also it guarantees an accurate printed groove in the record, which is a well known delicate problem for the stereo pressings.



—every single FABELDIS manufactured product is provided with a maximum possible control device to suit any particular local demand and to meet any "hard to please" engineer desires all over the world.



—also all consumptive elements from stream to water have been studied to please the most exacting customers.

Nothing has been forgotten from the basis principle conception until the deepest and smallest technical detail.

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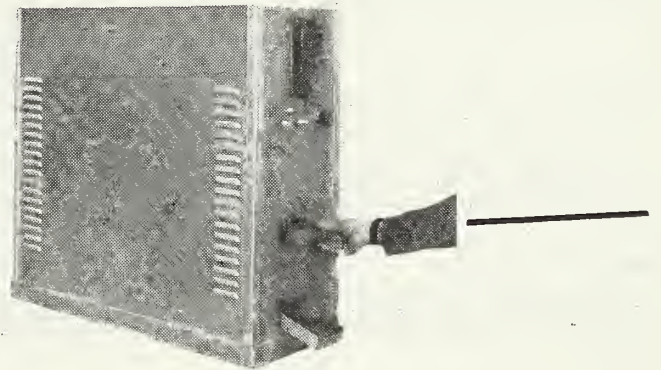
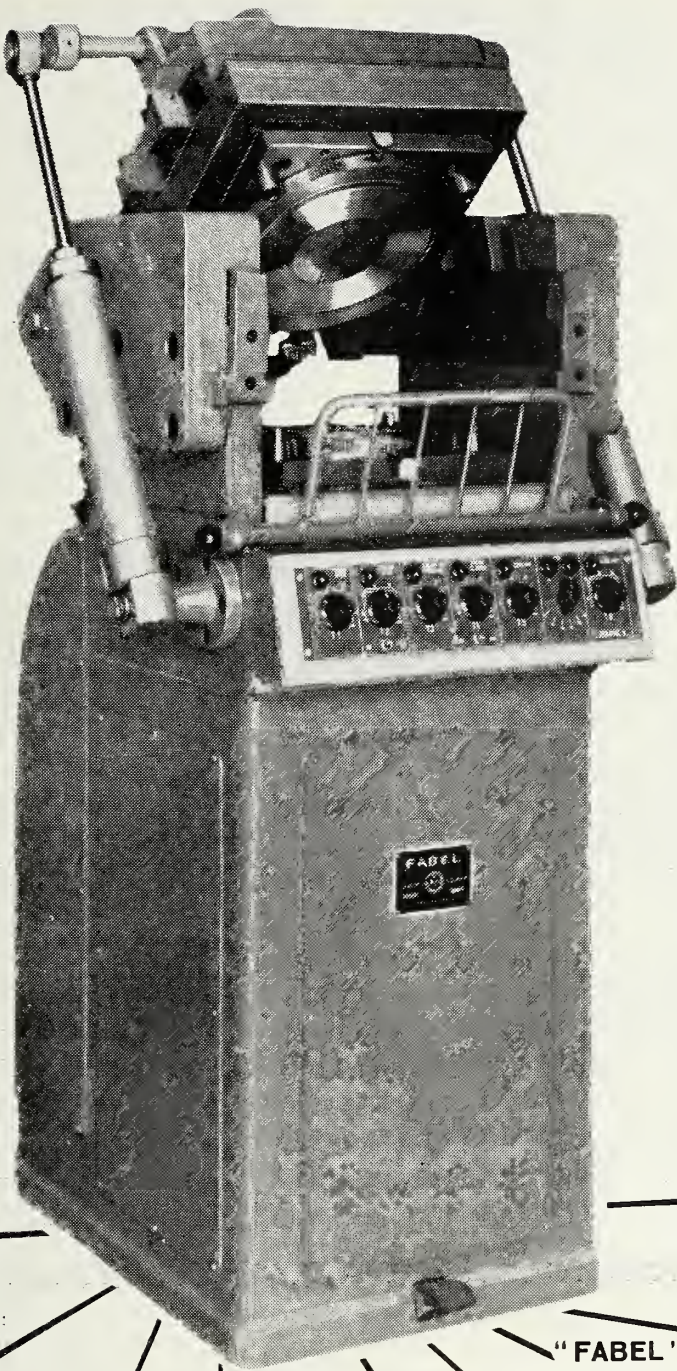
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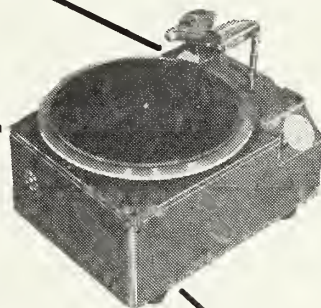
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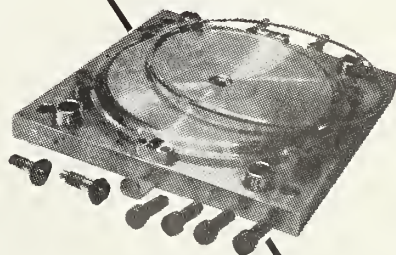
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# Belgium — Review

Generally speaking, the sale of American records has remained unchanged compared with last year. Most notable event has been the meteoric rise of Walloon singer Salvatore Adamo, who has made it big with the song "Sans Toi Mamie." Years ago, long before he joined Pathé of SA Gramophone, he had cut a number of disks for Philips and Polydor, but they went unnoticed. At present, every single by Adamo soars right to the top. This year, we also witnessed rising popularity of another Walloon crooner, Robert Cogoi, who started on the road to success with "Si Un Jour." But it has been above all a year of successes for Flemish performers. It started with "Eenzaam Zonder Jou" by Will Tura for Palette and continued with Marva's "Geef Mij Nog Een Kans" (Vogue); Waar En Wan-neer" by Bob Benny (Polydor), "Al-leen" by John Larry (also Polydor) and an impressive number of Flemish tunes which sold very well.

Here are listed a number of firms with a brief summing up of their activities:

## S.A. Gramophone:

Did excellent business with records of star performers Cliff Richard, The Shadows, Richard Anthony, Frank Ifield, etc. But, as mentioned before, Adamo has topped them all.

## Inelco

Still has Elvis Presley as star performer, although Anka-records and tunes by Sylvie Vartan and Alain Barrière have done extremely well. Barafonte's discs are still very popular.

## Siemens

Has done extremely well with Flemish records by Bob Benny and John Larry. Connie Francis and Brenda Lee also had their share in the success of this brand. Quite understandably this firm principally relies on the "Deutsche Gramphongesellschaft," which carries the most weight in the business.

## Fonior

Made excellent sales figures with The Crystals and The Ronettes and also with its own Decca-Belgium label. Pat Boone's "Speedy Gonzales" scored most heavily.

## Socodisc

Has had an outstanding year. To start with there were the "golden records" for their star Will Tura for his Flemish hits, and since this firm distributes Reprise in Belgium it has made excellent cash returns with Trini Lopez.

## Philips

Also has done exceedingly well with top performers like Johnny Hallyday, Claude François, Sheila, Robert Cogoi, Matt Lucas, Paul and Paula and of course . . . Soeur Sourire. It can be said that they control the Walloon hit parade.

## Discobel

Have among others reaped success for Bel Air with "Demain Tu Te Maries" and with The Spotnicks. "Johnny Guitar" proved a big hit and excellent results were obtained with Ariola-star Carmela Corren.

## Moonglow

Of course has had a notable success with Rocco Granata's hit "Buona Notte Bambino." At year's end Louis Neefs' numbers have started to get moving fast. Angelo Biodi also was a great asset.

## Ronnex

Specializes in low priced Teeny-records and they sell very well. Clark Richard is strong; this also applies to Jack Hammer. This firm now also distributes the Supraphon products.

## Vogue

Has scored very heavily with hits by Petula Clark, Françoise Hardy and Flemish lady crooner Marva. The "Mode" series is now also popular. Petula Clark's tour has greatly enhanced her popularity.

## MUSIC PUBLISHERS

### Ardmore and Beechwood

"Amour Perdu," "Crier Ton Nom," "Si tu veut Etre Heureux," "Sherry," "Big Girls Don't Cry," "Je suis Trop Loin de Toi."

### Class Music

"Buona Notte Bambino," "Surabaya," "Renata," "Sagapo."

### Peter Plum Publications

"Formidable," "Demain Tu Te Maries," "Donne-moi Tes Seize Ans," "La Mamma," "Je," "Frankie And Johnny," "Drowning My Sorrows," "Qui?," "Tu Exagères."

### Primavera

"Dominique," "Je sais Serment," "Pardonnez-Moi Seigneur," "Elle Etait Si Jolie," "L'Enfant Do," "Hotel Happiness," "Luister Naar De Wind."

### Anvers Radio

Sold lots of records of Ray Charles and Fats Domino. And in between there have been excellent results with other singers like The Missiles. Their jazz records now also find their way to musically-minded homes. Most signature tunes on wireless-stations are excerpts from them.

### Show

Has Alberto Cortez, of European repute, on its label. They are regularly producing hits with stars from Cameo, Parkway and Colpix, which they are distributing in Belgium under contract with Artone-Holland.

### CBS

Has many top artists as Andy Williams, Tony Bennett, Gina Francescatti, Dion, from which the sales were very good. Now, the first performer on the Belgian repertoire Father Mestdagh may reach top with his first Flemish song record.

### Hebra

Has Nicole Josy on its label. She won an important award in Italy a few months ago, which made her very popular over here and, of course, in Italy.

### World Music

"Je Liegt," "Eenzaam Zonder Jou," "L'Ecole Est Finie," "Ik Heb Eerbied Voor Jouw Grijze Haren," "Je Serais Mieux Chez Moi," "In Dreams," "Hey Paula," "Busted," "Quand," "Pour Moi La Vie Va Commencer," "La Bamba," "Just Like Eddy," "Waarom."

### Globe Music

"Only You," "Hawaiener Tango," "Hey Lily," "Non Dirmi Qui," "Can't You Do It?," "Oly Folly Gully," "Ich Traum Von Hawaii," "Take Me By The Hand," "Prends Moi Dans Tes Bras."

### Fonior

"Oh, Lala Louise," "Chapeau Tirolien," "Er Speelt Een Orgel," "Chroucrouten Tango," "Jivarosa," "Je Vou-drais," "Mon Petit Copain De Vacances."

### Moderny

"Le Biljart Electric," "L'Enfant Aux Cinq Balles," "Say Mamma," "Chanson Sur Une Seule Note," "Le Coeur En Bandolière," "L'Homme A La Guitare," "Boss Guitar," "Les Canons De Navaronne," "A Force De Prier," "Villain Fille, Mauvais Garçon," "Ballade De Sylvie," "Leentje Laat Me Los," "Ik Wil Naar Mijn Moeder," "Marcel."

### Bens Music

"Speedy Gonzales," "Chariot," "Quando Quando," "Junge Komm Bald Wieder," "The Loco-motion," "All Alone Am I," "Limbo Rock," "Danseuse," "J'Entends Siffler Le Train," "Every Night," "Hello Jim."

### Brauer

"Why Do Lovers Break Each Others Heart," "Those Lazy, Crazy, Hazy Days Of Summer," "Uno Per Tutte," "It's All Right," "Hey, Little Girl," "Since I Feel For You," "Forget Him," "The Next Time," "Bachelor Boy," "Foot Tapper," "Count On Me," "Summer Holiday," "Please, Please Me," "Twist And Shout," "There Goes My Heart Again," "Whel I'm Walking (Let Me Walk)," "Song For Rosemary," "Little Deuce Coupe."

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## GERMANY — Review 1963

1963 was a year that saw great changes in the German record business. The singles business hit an all time low and the LP business an all time high. Last year of the 29 numbers making the top three, 21 were German numbers. This year the exact same number hit the winning top 3 circle and 19 of the numbers were of German origin. Last year's new years predictions came true. There were more indie labels, the birth of indie producing came about, more LP's were sold then ever before, indie distribution did strengthen itself a little bit, but the real indie distributors lost further ground as more and more small labels built up their own distribution. Singles sales dropped. Here's how 1963 stacked up on a monthly basis as reported in Cash Box.

### JANUARY

The new year set the trend for the months to come as singles sales as well as the production of singles records dropped considerably and LP's began to sell in good quantity. Philips awarded a gold record to "My Fair Lady" which passed the 125,000 mark in sales and musical LP's started moving with the film music from "Porgy and Bess" and "West Side Story" all in the top 10 LP lists here. A German musical "Heimweh nach St. Pauli" (Homesick for St. Pauli) starring German star Freddy was also in the top 10 and a single from the show "Junge, komm bald wieder" went on to top the charts. The 2nd TV channel (national) in Mainz hired Max Gregor for South Germany and Kurt Henkels for North Germany with their full orchestras. Josephine Baker picked up 2,000 dollars working at the Munich Madame Club Hall. Bossa Nova came to Germany and although two songs "Desafinado" and "One Note Samba" got over 50 different recordings here between them, the dance never quite made the grade, and no Bossa Nova

made the charts until much later in the year. "Automaten Markt" a local trade paper picked the juke box favorites of 1962. The most played male vocalist award went to Philips' Gerhard Wendland with Polydor's Peter Kraus and RCA's Elvis Presley following. The most played female vocalist was Philip's Nana Mouskouri with MGM's Connie Francis and Polydor's Mina following. The most played vocal group was Caterina Valente and Sylvio Francesco (her brother) as a duo. Their record for Teldec. The Orchestra award went to Teldec's Bob Moore. The most played single record was "Speedy Gonzales" with two artists, Electrola's Rex Gildo and Teldec's Pat Boone splitting the honors. Gerd Hammerling left Peter Schaeffers Music to form his own Nero Music with Peter Meisel. Dr. Karlheinz Busse picked up Chris Barber for Italy and Germany and also Betty Curtis. The artists will both be distributed by Metronome and produced by Dr. Busse. Paul Siegel announced that his productions of the Oederland Orchestra would be released by Dot in the states. Composer and publisher Will Meisel was given a special award for his works by German President Dr. Luebke.

### FEBRUARY

February started with 8 German songs in the top 10 here. The industry went out on a full Bossa Nova push, but never brought it through despite TV dance instructions, full press coverage, etc. Francoise Hardy came here and made her first German record for Vogue. Work began for the 3rd German Pop Music Festival and 297 songs were sent in by songwriters here for consideration. Last year's festival resulted in over 2 million sold records. Sonny Rollins made his first trip to Germany. Gus Backus and Peter Kraus both went to the U.S. for productions for MGM. The low price LP business started in Germany. (Continued on page 33)

## HITS ARE MADE BY ESPLANADE



### SEASONS GREETINGS

from

Germany's Number 1  
Record Star

# FREDDY

Current Smash Xmas Hits

## WEIHNACHTEN IM SCHNEE

(Xmas in the snow)

## WEIHNACHTEN IM HAFEN

(Xmas in the Harbor)

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# GERMANY — Review 1963

(Continued from page 32)

Musikvertrieb A.B. in Zurich took over Ariola for Switzerland. Philips released their second LP under the title Cash Box Top 100.

Hans R. Beierlein reported that the 2nd German recording of Petula Clark in German passed the 100,000 mark in sales after only 2 weeks. Ariola reported that their sales for January/February topped the previous year by 300%. Teldec picked up the rights for the soundtrack to the new German production of "3 Penny Opera." Independent production started in a big way in Germany and two indie discs "Wini-Wini" and "Blame it on the Bossa Nova" went on to head the charts here. The "All Star Festival" LP for the United Nations Refugee Fund was released by Philips here and went on to top all other European countries with over 200,000 records sold by Philips here.

## MARCH

Hans Gerig Music took all 3 prizes in the "top carnival song" awards from Radio Luxemburg and took 2 of the 3 prizes in the top competition. Radio Luxemburg awarded their gold, silver and bronze lions to Freddy, Will Brandes, Sacha Distel and Joey Dee for the most requested tunes of the first 3 months of 1963. Pat Thomas visited Germany for TV shots and promotion on her new LP by MGM. Brenda Lee began producing in German with A&R work handled by Bert Kaempfert. Ariola started their "Eurodisc" label for classical music and took over A&R man Fritz Ganss from Electrola and several name artists including Rudolf Schock who visited the states to do several concerts including a Carnegie Hall shot. Philips changed their name from Deutsche Philips to Philips Ton GMBH with Hans Schrade as General Manager. After a long period of time CBS records finally got started in Germany with Bernhard Mikulski as head. Verve records left Mr. Mikulski to go with Deutsche Grammophon but Mikulski held on to Roulette, Blue Note and several other

important lines. Heidi Bruhl from Philips represented Germany in the "Song From Europe Contest" in London. 2nd TV started a German Hit Parade Show. Electrola released a "Music in all cities and Towns" LP series with 12 cities represented and the series won the Gran Prix du Disque in Paris.

## APRIL

Billy Mo from Teldec had his first chart topper with "I'd Rather Buy A Tyrolian Hat" sung in German. A Tamoure craze started in the record industry but only Hawaiiana Melodie and Wini-Wini both published by Gerd Hammerling's Nero Music and "My bride can do that better" published by Rolf Budde made the charts. The dance never caught on. CBS released 300 LP's, about 100 EP's and over 30 singles to kick off the label here. Michael Arends picked up the important Burlington Publishing group for his publishing company. Helmut Jantsch left his A&R post at Ariola to go indie. The popular teenage magazine "Bravo" awarded their "Otto" prizes for the most popular record stars. The distaff awards went to Connie Francis for the second year in a row, Caterina Valente and Conny Froboess in that order. The male honors went to Freddy, American Gus Backus and Rex Gildo in that order. Edith Piaf did her first German tour. Ariola took over the Colpix label in Germany, Austria and Switzerland. Christa Williams left Ariola to go to the indie AMFED productions who distribute the gal through Metronome. The Brothers Four were the first CBS artists to hit Germany and were recorded in German by A&R man Gilbert Obermaier. Electrola records divided their press-public relations and artist promotion departments for pop and classical. Herfrid Kjer takes over the classical side of the picture, Walther Friedrich took over pop artist promotion and Marianne Schönfeldt is heading the pop press bureau. Otto Dehmler who was heading artist promotion took over

(Continued on page 34)



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LUCKY LIPS

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Die Letzte Rose der Prairie

(The Last Rose Of The Prairie)

Western Rose

Unsere Reise Faengt an (Our Journey Begins)

Maddalena

Er Macht Mich Krank Der Mondschein

An Der Donau

(The Moonlight On The Danube Makes Me Sick)

Wenn Ich Ein Cowboy Waer (If I Was A Cowboy)

Wir Koennten Freunde Sein (We Could Be Friends)

Verliebt, Verlobt, Verheiratet

(In Love, Engaged, Married)

Bambola

Vom Stadtpark die Laternen

(The Lanterns In The City Park)

Jim & Joe

Goodbye Baby

Ein Paar Traenen (A Few Tears)

### ALL RODE THE TOP TEN

### IN GERMANY FOR BIG SALES!

WE WANT TO THANK OUR MANY FRIENDS ALL OVER THE WORLD FOR THEIR HELP IN "63". WE HOPE THAT 1964 WILL BE AS SUCCESSFUL AND PROSPEROUS.

BEST WISHES FOR A HAPPY HOLIDAY SEASON

### HANS GERIG

### MUSIC PUBLISHERS

Drususgasse 7-11

Cologne, Germany

# GERMANY — Review 1963

(Continued from page 33)  
the Electrola publishing company, Accord. Rudi Von Der Dovenmuhle left his A&R post at Teldec to sign a 5 year A&R contract with Amadeo. Max Gregor left Ariola to return to Polydor. Holland's Anneke Groenloh made her first German recordings for Philips. 1962 sales figures for Germany were announced and the trend was that singles dropped tremendously, the 12" LP gained 27% in sales dollar volume wise. Export rose 12.3% and import rose 21.4%. Stereo also gained in popularity.

#### MAY

Russ Garcia moved to Germany. Teldec awarded a gold record to the Egerlander Musikanten for over 2 million sold records. Helen Shapiro and Pat Boone did their first tour of Germany and Pat recorded his first German waxing. Ariola director Rudolf Engleder flew to the Far East for business in Tokyo, Bangkok and Hongkong.

The U.S. State Dept., finally agreed to pay the German copyright and performance agency for plays on the American Forces Network. Gema picked up 75,000 dollars for past years and 31,000 dollars a year for future plays. Philips issued the first special jazz LP selling for under \$2.50 with Cannonball Adderly as artist. The Alien Property Custodian Act was finally repelled and all German songs confiscated by the U.S. during the war were given back to the German publishers and authors. Herman Starr of Harms-Witmark visited Rolf Budde in Baden-Baden.

#### JUNE

"The Lazy, Hazy, Crazy Days of Summer" started with the tune of the same name written by Hans Carste and Hans Bradtke and published by Rolf Budde making its way into the Cash Box top 100 sung by Nat "King"

Cole. David Rose did his first LP in Germany for MGM. Songwriter Harry Tobias visited Germany. Metronome records started a new LP series selling for \$3.20. Electrola signed the Hazy Osterwald Quintet away from Polydor. "Blame It On The Bossa Nova" sung by newcomer Manuela on Telefunken topped the charts here. Globus Automaten celebrated their 10th anniversary in business. CBS released a Joey Dee LP selling for \$2.40. At the German Pop Music Festival 3 German songs won awards for the most performed songs of the past year. First place went to "Tanze Mit Mir In Den Morgen" (Dance With Me In The Morning) published by Melodie Der Welt and sung by Gerhard Wendland on Philips, second prize went to "Zuckerpuppe" (Sugar doll) published by Hans Gerig and recorded by Bill Ramsey on Polydor and third prize went to "2 Kleine Italiener" (2 Little Italians) published by Peter Meisel and recorded by Conny on Electrola. "2 Little Italians" also picked up the first golden record for 1 million sales in one year. The Electrola "Silver Dog" awards were made in Cologne on June 6th. Jayne Mansfield recorded her first record for Germany for Polydor. Gitte took first place at the German Pop Music Festival at Baden-Baden with her Electrola recorded song "Ich Will 'nen Cowboy als Mann" (I want to marry a cowboy) published by Minerva Music and written by Rudi Von Der Dovenmuhle and Ariola producer Nils Nobach. The record immediately began to sell like hotcakes.

#### JULY

Reports for sales in Germany during the first 3 months of 1963 showed a singles loss of 17.5% over the previous year but a 57.4% gain in LP sales. EP's lost 3.8%, exports picked up by 6.4% and imports by 10%. Ralph Maria Siegel celebrated his (Continued on page 35)

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# SEASON'S GREETINGS

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# GERMANY — Review 1963

(Continued from page 34)

15th year in the publishing business. Hans-Georg Ehmke took over the export department of Ariola in addition to the import department. Barbara Eggers took over the catalog department and Wolfgang Renk took over the affiliate in Frankfurt for the firm. Larry Yaskiel from England took over the international dept. of German Vogue. Petula Clark made her first tour of Germany. Glyn Taylor of Southern Music in South Africa visited Germany for talks with Peer Music boss Theo Seeger. Gerhard Schultze's Loewen Automaten started a new Quick Record Service and hopes to raise their volume in their 12 one-stops from 650,000 to a million records this year. Richard Anthony did his first German recording for Electrola. Bobby Darin also did his first German waxing for the firm. The sloop started on its way to popularity. The film "The Endless Night" took the music awards at the Berlin film festival and Philips A&R man Peter Thomas picked up the award for his music. Edition Coda signed a new long term contract for Francis Day and Hunter in Switzerland. Freddy picked up the 2nd gold record of the year for 1 million sales on 1 record for his "Junge, komm bald wieder" co-published by Esplanade and Sikorski and released on Polydor. The awards were made on a ship in Hamburg on July 18th. Germany's Claus Ogerman hit the U.S. charts by storm with his "More" for Kai Windling and his activities for Leslie Gore. Caterina Valente picked up a gold record for her participation in the UN "All Star Festival" LP which sold well over a million including over 200,000 in Germany to top sales for all European countries. Philips distributed the platter. Vogue Records did new German waxings with Little Tony from Italy, Jimmy Justice from England and Petula Clark from France. Bert Kaempfert's LP "A Swinging Safari" passed the 10,000 mark in Venezuela which is sensational for that market. Tests showed that over 70% of all German viewers watched the German Pop Music Festival this year. The Kingston Trio waxed in German but the record did nothing.

## AUGUST

The sticky summer weather brought the usual slow summer but sales continued along normal lines as a few singles brought the buyers into the shops. "Sukiyaki" in German by the Blue Diamonds began to move well with 50,000 sold in two weeks. Teldec Records did a "Country and Western" month with several LP releases and lots of promotion. Warner Bros. signed Werner Mueller who became the first German artist to sign a direct agreement with a major U.S. label. Bert Kaempfert followed suit later and signed directly with Decca in the states. Electrola reported its greatest season ever with 5 of the top 10 records being with the firm for the first time in Germany. Hans Ritter joined the "Eurodisc" line of Ariola leaving DGG as A&R man. He now heads up the South German A&R department for Eurodisc. The German Radio-TV-Phonograph Fair started on the 30th of August and Radio Berlin played over 3 hours of stereo radio to celebrate the affair. Record firms joined together for the first time and saved themselves 400,000 dollars over last year's costs by doing so. The firms had one stand for the record industry. This one stand took up an entire building, however. Almost every record artist in Germany visited the fair to appear on the daily TV and radio shows being broadcast from there and such foreign artists as Peter, Paul and Mary and many others also made the trek. The Chubby Checker tour also visited Berlin on the last day of the fair. Philips picked up distribution of the Audio Fidelity label. CBS gave a press party at the fair with CBS president Goddard Lieberson, veep Harvey Schein

and European mgr. Peter De Rouge-mont present. Dynagroove was introduced to the German public by Teldec at the fair. AFN celebrated their 20th anniversary on the air. Publisher August Seith celebrated his 60th birthday. The Radio-TV magazine Hoer Zu started a new LP service with Electrola and Teldec bringing out 3 or more LP's a month and advertised them in the mag which has over 13 million readers. Retail shops and post order took care of sales. The service is still going good.

## SEPTEMBER

Electrola kicked off the "Angel" label here. Albert Mangelsdorff and his quintet, did a jazz tour of the far east for the Goethe Institute and also did their first LP for CBS. Chubby Checker picked up a golden music box for the sale of over 1/2 million records in Germany, Austria and Switzerland and was the best selling foreign artist for Ariola. Marlene Dietrich was awarded the "Golden Edison Prize" in Holland for the best record of the year for her German recording of "Where have all the flowers gone" for Electrola. Other American stars at the Berlin fair included Little Peggy March, Roy Orbison and Bob Moore. All did productions here for Teldec in German. The Hully Gully started its move to pick up on the twist and sloop. Sales reports were issued for the first 1/2 year of 1963 and showed that singles sales dropped 20.6% over the first half of 1962 and LP's jumped 55.5% over 1962 sales. EP's and 10" LP sales also dropped. In all, dollar volume rose 5.8%. Classical sales were 28% of the total business here. Singles production releases dropped 23.5% and LP productions increased 41.8%. Stereo sales also increased 55%, and stereo LP sales increased a whopping 84%. The "Annie Get Your Gun" original German cast LP on Philips sold over 22,500 copies in the first week of release. August Seith and Chappell Music publishers moved to new headquarters at Sendlinger Tor Platz 10 in Munich. Rolf Budde picked up Mills Music for Germany. Karlheinz Busse of International/Italia Records picked up the Festival catalog of recordings from France for distribution here. Metronome handles the labels here. Frank Chacksfield came to Munich for the "Week of light Music." The German record firms displayed for the first time at the Frankfurt book fair.

## OCTOBER

Dynagroove from RCA got a big kickoff at press conferences by Teldec and the first 5 records were released. New German releases came out by Peter Paul and Mary, The Everly Brothers, Pat Boone, Neil Sedaka, Little Peggy March, Chubby Checker, Bobby Darin, Rita Pavone and Cliff Richard. Only the Pavone and Richard discs made the big time, but the Boone disc also did well. In October, the top 10 hits were divided between 6 record firms which showed more diversification than ever before. DGG celebrated their 65th birthday. DGG is Germany's biggest record firm and is one of the oldest record firms in the world with affiliates in England, France, Italy, Austria, Greece, Sweden, Japan and Mexico and is represented in 110 other countries. Cliff Richard's "Lucky Lips" in German passed the 75,000 mark in no time and began to roll. Electrola did an exhibit of their Capitol records product in 11 cities.

## NOVEMBER

Ariola released a documentary record of "Germany from the ashes" covering the period after the second world war. RCA in Argentina also picked up the distribution of Ariola's classical label "Eurodisc." Bert Kaempfert came back from the states

(Continued on page 36)



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in Germany?

I take your songs  
to the top!

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## EDITION ACCORD DELIVERS!

1963

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(2 *Blaue Vergissmeinnicht*)

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OTTO DEMLER

# GERMANY — Review 1963

(Continued from page 35)  
to report that his hit "Danke Schoen" had over 28 recordings including the top hit by Wayne Newton. The Los Paraguayos did a tour here after being awarded a gold disc by Philips for sales of over 2.5 million LP's all over the world. Dr. Walter Betcke for DGG and president of the International Federation of Phonographic Industry celebrated his 65th birthday. CBS A&R chief Gilbert Obermaier left the firm to go into indie production and indie A&R man Gert Schmidt joined the firm in his old position. CBS picked up Gordy, Tamla, and Motown records for Germany, Austria and Switzerland. Movie star Elke Sommer switched labels from Teldec to Philips. Her new contract partner is indie producer Karlheinz Busse. At the end of November, Hans Gerig Music publishers led the German charts with all 3 of the top 3 in Germany.

his Xmas LP. Polydor execs Haertel and Voigt visited the U.S. and Mexico and Electrola's top execs Dr. Veder and Mr. Batzem visited the U.S. and Canada. Xmas business showed plenty of LP sales and slow single action. President Kennedy's tragedy slowed down pre-Xmas sales but brisk action was reported shortly before Xmas.

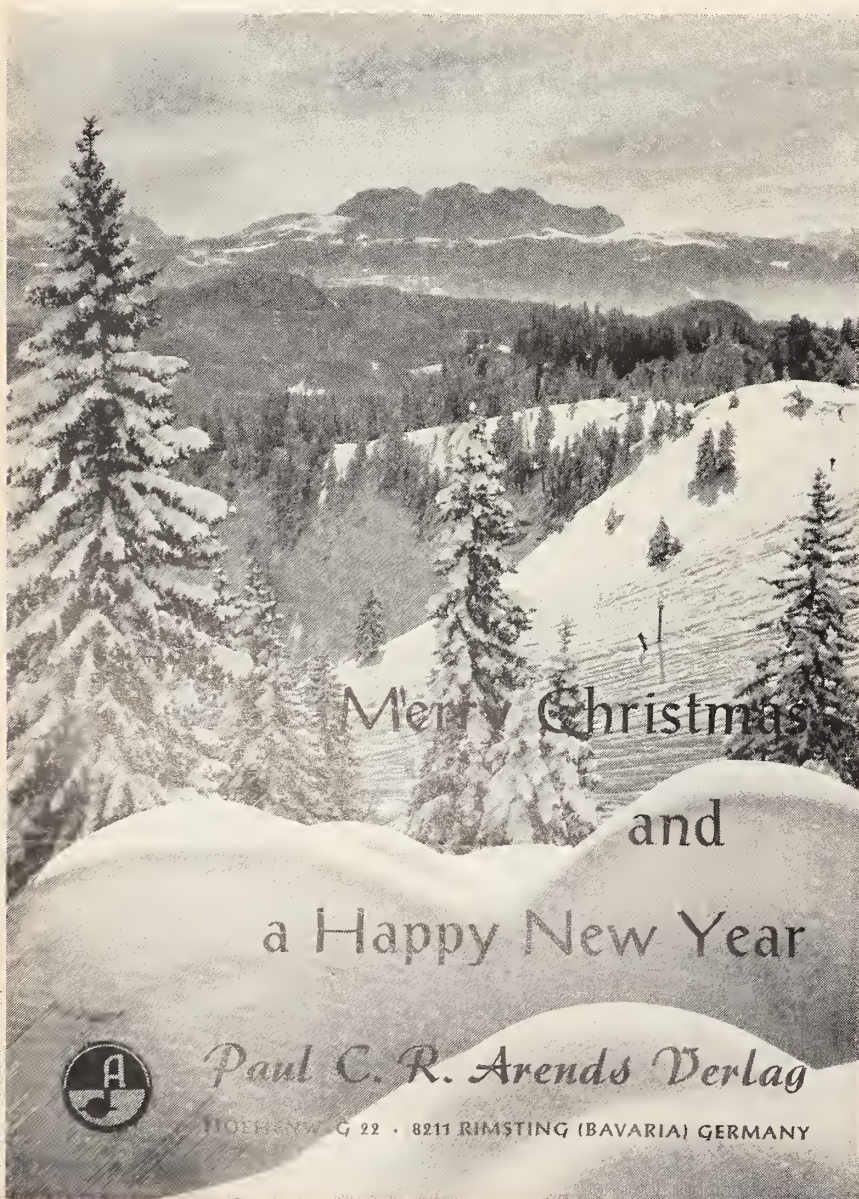
That's about it for the year 1963 in Germany. It was a busy year as always and the only major problem is the singles crisis. Perhaps a new plan will emerge in 1964 to help the sagging singles problem. The market is so developing that there is little left to predict for 1964 but here goes with a few guesses. More and better promotion on a consumer and dealer level. Rack jobbing to be started by several major firms themselves. The development of the LP followup to a hit single. More new artists with top hits than ever before. The new independent productions and producers should develop into a major market factor especially in the singles field in 1964. Whatever the developments should be, Cash Box will once again be on hand to report the news as it develops in this major world record market—Germany.

## DECEMBER

Polydor's Freddy Quinn became the first record artist in Austria to be awarded a special post stamp for the Vienna, South Austria districts for

## Top 3 Songs In Germany in 1963

1. Baby Twist—Will Brandes & Kleine Elisabeth—Polydor—Hans Gerig Music
2. Junge, Komm Bald Wieder (Son, Come Home Soon)—Freddy—Polydor—Sikorski/Esplanade
3. Mary Rose (Ramblin' Rose)—Gerhard Wendland—Philips—Rolf Budde.
4. Fuer Gabi Tu Ich Alles (I Do Everything For Gaby)—Gerd Boetcher—Decca—Rolf Budde
5. Telstar—The Tornados—London—Peter Meisel
6. Wenn Du Gehst (When You Go)—Connie Francis—MGM—Viktoria
7. Gaucho Mexicano (Jalisco)—Renate & Werner Leisman—Ariola—Melodie der Welt
8. Casanova Baciami—Petula Clark—Vogue—Hans R. Beyerlein/Montana
9. Ich Kauf Mir Lieber Einen Tirolerhut (I'd Rather Buy A Tirol Hat)—Billy Mo—Decca—Karlheinz Busse
10. Wini Wini—The Tahiti Tamoures—Polydor—Nero/Gerd Hammerling
11. Maddalena—Rex Gildo—Electrola—Hans Gerig
12. Wenn Erst Der Abend Kommt (I'm Yours)—Peter Alexander—Polydor—Aberbach
13. Der Mondschein An Der Donau (The Moonlight On The Danube)—Gus Backus—Polydor—Hans Gerig
14. Schuld War Nur Der Bossa Nova (Blame It On The Bossa Nova)—Manuela—Telefunken—Peter Meisel/Intro
15. 7000 Rinder (7000 Cattle)—Peter Hinnen—Ariola—Peter Meisel/Maraton
16. Wenn Ich Ein Cowboy Waer' (If I Was A Cowboy)—Martin Lauer—Polydor—Hans Gerig Music
17. Barcarole In Der Nacht (Barcarole In The Night)—Connie Francis—MGM—Francon/Schneider
18. Zwei Blaue Vergissmeinnicht (Say Wonderful Things To Me)—Rex Gildo—Electrola—Accord
19. Ich Will 'Nen Cowboy Als Mann (I Want To Marry A Cowboy)—Gitte—Columbia—Minerva
20. Im Kleinen Dorf Am Rio Grande (In This Little Town On The Rio Grande)—Renate & Werner Leisman—Ariola—Peter Meisel/Intro
21. Lass Mich Noch Einmal In Die Ferne (Let Me Go Away Again)—Freddy—Polydor—Edition Esplanade
22. Mitsou—Jacqueline Boyer—Columbia—Peter Meisel/Maraton
23. Sukiyaki—The Blue Diamonds—Fontana—Edition Modern
24. Ich Geh' Noch Zur Schule (I Still Go To School)—Manuela—Telefunken—Peter Meisel/Intro
25. Lieber Kälter Als Eis (Devil In Disguise)—Elvis Presley/Rex Gildo—RCA/Electrola—Aberbach Music
26. Vom Stadtpark Die Laternen (The Laterns In The City Park)—Gitte & Rex Gildo—Columbia—Hans Gerig Music
27. Die Nacht Ist Mein (Tonight's My Night)—Connie Francis—MGM—Francon/Schneider
28. Rote Lippen Soll Man Kuessen (Lucky Lips)—Cliff Richard—Columbia—Hans Gerig Music
29. Jim & Joe—Martin Lauer—Polydor—Hans Gerig Music



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# AUSTRALIA—1963 (ctnd. from page 25)

on the world market, although to date the only way in which Australian artists appear to be able to achieve recognition overseas is by their traveling abroad. Thus, for example, Frank Ifield, Rolf Harris and, more lately, Lucky Starr and Frankie Davidson have today become internationally known, although their previous recording activity in this country earned them Australian recognition only.

Conjointly with the development of local recordings has been the establishment of local publishing firms by recording companies. This, we are told, has been occasioned by the need

to provide original material for their recording artists which was not procurable from the established publishing houses which dealt mainly with overseas catalogs. E.M.I. was the first to set up its own publishing subsidiary, with Castle Music, whose success prompted Festival and W&G to follow suit with Crown Music and Woomera Music respectively. It is known that RCA is currently considering a similar move in the publishing field, so that shortly four of the five majors dealing in local recording will have their own publishing firms.

The forthcoming year will undoubtedly bring the Industry its same share of problems, one among which is certain to be the increasing singles releases and their decreasing sales. A few years ago it was possible for a hit single to reach 100,000 sales but apart possibly from the W&G release of "From A Jack To A King" no single in the past twelve months has approached anything like this figure. In fact, if a company can hit the 30,000 sales mark on the current market, there is reason for jubilation. There are perhaps two reasons for the decline in single sales: firstly, the greater number of releases and, secondly, the ever-increasing exposure by radio stations which, despite predictions to the contrary some twelve

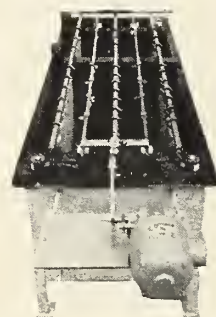
months ago, are becoming even more wedded to the Top 40 format. Many stations which previously advertised that their policy was to provide balanced family entertainment are today advertising that they play only the current hits and this is gaining them ratings and, therefore, sponsors. Record companies, while deploring the competition which they say stations are providing are, nevertheless, bound to lend their support, since to be excluded from adequate radio exposure spells mediocre sales for what otherwise might have been a hit single. In this regard the situation here is very similar to that prevailing in the States and is part of the record scene which will long be with us.

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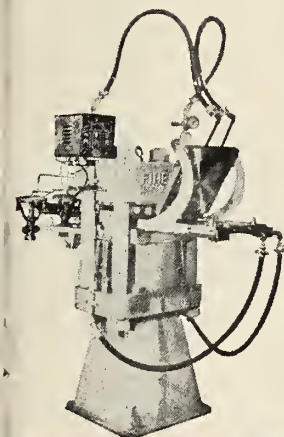
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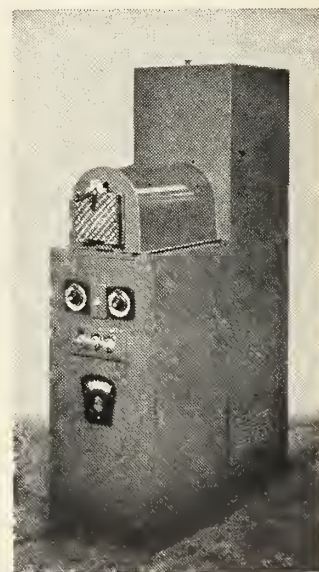
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Listed in ALPHABETICAL Order, as supplied by Canada's Leading Distributors, and Manufacturers.

TITLE	ARTIST	LABEL	TITLE	ARTIST	LABEL	TITLE	ARTIST	LABEL
Abilene	George Hamilton IV	RCA Victor	Go Away Little Girl	Green Green	Decca	Fools Rush In	Rick Nelson	Decca
Aimer Et Mentir (French)	Tony Massarelli	CIBC	New Christy Minstrels	Brenda Lee	Decca	Fly Me To The Moon	Joe Harnell	Kapp
And Then He Kissed Me	The Crystals	Philles	Brenda Lee			Ned Miller	Ned Miller	Fabor
Au Revoir (French)	Gilbert Becaud	Pathe				Jan and Sylvia	Jan and Sylvia	Vanguard
Ah Vive Les Filles (French)	Donald Lautrec & Pierre Lalonde	Apex						
All Alone Am I	Brenda Lee	Decca						
Bossa Nova Baby	Elvis Presley	RCA Victor						
Bambina Bambina (French)	Tony Massarelli	Trans Canada						
Big Girls Don't Cry	Four Seasons	Vee Jay						
Be My Baby	The Ronettes	Philles						
Bachelor Boy	Cliff Richard	Capitol						
Blame It On The Bossa Nova	Eydie Gorme	Columbia						
Blue Velvet	Bobby Vinton	Epic						
Blue On Blue	Bobby Vinton	Epic						
Blowin' In The Wind	Peter Paul and Mary	Warner Bros.						
Baby Workout	Jackie Wilson	Brunswick						
C'est La Faute Au Bossa Nova (French)	Margot Lefevre	Trans Canada						
Coeur Blesse (French)	Petula Clark	Vogue						
Chariot	Petula Clark	Vogue						
Chains	The Cookies	Dimension						
Can't Get Used To Losing You	Andy Williams	Columbia						
C'est Le Temps Des Vacances	Pierre Lalonde	Apex						
Charlena	Richie Knight & The Midnights	Arc						
Dominique	Soeur Sourire	Philips						
Detroit City	Bobby Bare	RCA Victor						
Devil In Disguise	Elvis Presley	RCA Victor						
Donnez Mois Des Roses (French)	Fernand Gignac	Trans Canada						
Deep Purple	Nino Tempo & April Stevens	Atco						
Donone Moi Ma Chance (French)	Richard Anthony	Pathe						
Demain J'ai 17 Ans (French)	Alice Dona	Pathe						
Donne Moi Ma Chance (French)	Gloria Lasso	Pathe						
Derniers Baisers (French)	Les Chats Sauvages	Pathe						
Donna The Prima Donna	Dion Di Muci	Columbia						
Do You Love Me	The Contours	Tamla						
Destination Love	Bobby Curtola	Tartan						
L'Ecole Est Fini (French)	Joel Denis	RCA Victor						
End Of The World (The)	Skeeter Davis	RCA Victor						
Esso Besso (French)	Robert Demontigny	Trans Canada						
L'Effet Que Tu Me Fais (French)	Dick Rivers	Pathe						
Easier Said Than Done	The Essex	Roulette						
Eighteen Yellow Roses	Bobby Darin	Capitol						
Follow The Boys	Connie Francis	MGM						
Forget Him	Bobby Rydell	Capitol						
Falling	Roy Orbison	Monument						



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One Broken Heart For Sale	Elvis Presley	RCA Victor
L'Oriental (French)	Enrico Macias	Pathe
Over The Mountain	Bobby Vinton	Epic
Only Love Can Break A Heart	Gene Pitney	Musicon
On Top Of Spaghetti	Tom Glazer	Kapp
Our Day Will Come	Ruby & The Romantics	Kapp
Patches	Dicky Lee	Smash
Pipeline	The Chantays	Dot
Puff	Peter, Paul and Mary	Warner Bros.
Pepino (The Italian Mouse)	Lou Monte	Sparton
Ride	Dee Dee Sharp	Cameo
Reviens Vite Mon Amour (French)	Richard Anthony	Pathe
Ruby Baby	Dion Di Muci	Columbia
Ring Of Fire	Johnny Cash	Columbia
Rhythm Of The Rain	The Cascades	Warner Bros.
Salvame Dios (French)	Guy Laine	Trans Canada
Sugar Shack	Jimmy Gilmer	Quality
She's A Fool	Lesley Gore	Mercury
South Street	The Orlons	Cameo
Surf City	Jan and Dean	Liberty
Sally Go Round The Roses	The Jaynetts	Tuff
Surfin' U.S.A./Little Deuce Coupe	The Beach Boys	Capitol
Sukiyaki	Kyu Sakamoto	Capitol
Surfer Girl/Little Deuce Coupe	The Beach Boys	Capitol
Summer Holiday	Cliff Richard	Pathe
Sana Toi M'amie (French)	Adamo	Decca
Still	Bill Anderson	Decca
Sweet Dreams	Patsy Cline	Decca
String Along	Rick Nelson	Decca
Tous Les Garcons Et Les Filles (French)	Francoise Hardy	Vogue
Till Then	The Classics	Musicnote
Tell Him	The Exciters	U.A.
Two Faces Have I	Lou Christie	Roulette
Three Rows Over	Bobby Curtola	Tartan
Those Lazy Hazy Crazy Days Of Summer	Nat Cole	Capitol
Un Soir D'Ete (French)	Enrico Macias	Pathe
Une Glace Au Soleil (French)	Consuelin De Pablo	Apex
Wild Weekend	The Rebels	Swan
Walk Like A Man	Four Seasons	Vee-Jay
Wipe Out	Surfaris	Dot
Washington Square	Village Stompers	Epic
Walk Right In	The Rooftop Singers	Vanguard
What Kind Of Fool Am I	Sammy Davis Jr.	Reprise
Young Lovers	Paul and Paula	Philips
Yakety Sax	Boots Randolph	Monument
You're The Reason I'm Living	Bobby Darin	Capitol
You Can Never Stop Me Loving You	Johnny Tillotson	Cadence
Your Used To Be	Brenda Lee	Decca
You Beat Me To The Punch	Mary Wells	Tamla

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**vulcano**

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**se mi vuoi lasciare**

MICHELE

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# ITALY—Review 1963

## JANUARY:

The Musical Year in Italy, starts with an important event: the marriage between the oldest musical firm of the world: Columbia Records. A pact was signed at the beginning of January, between Ricordi and Columbia for the distribution of CBS product in Italy. The official announcement was given during a cocktail party at the Duomo Hotel in Milan, attended by the Columbia's prexy Goddard Lieberson, and Ricordi's chairman Guido Valcarengi along with all the Ricordi staff.

"In record field we wish to strongly limit the production to a few records each year (one a month, or may be less)." This was a paragraph of a letter written by Nanni Ricordi, announcing the opening of his own activity as indie producer. On this occasion, Cash Box stressed out one of the principal problems which touched our record industry: Too many recordings on the market. The quantity of records released in Italy was a clear sign that too often record producers did not know what the public will like and will buy, and in this situation of uncertainty and doubt they preferred to publish and release all waxings and wait for the reaction of the public. And this was the premise for a substantial change in the Italian record business. In 1963, following the example of one of our leading record companies, RCA Italiana, which already in 1962 demonstrated that it was necessary to release and promote only few good records which were sure to meet the favour of the buyers, the Italian record industry took the first steps to "programmed" production.

In January, there was an initiative of RCA Italiana on a policy of low priced records, making available the nine Beethoven's symphonies conducted by Arturo Toscanini on seven LP's (RCA Victrola series) at the retail price of Italian Liras 15,000 (\$24.20) taxes included, which means \$3.47 for each LP.

This is the beginning of a policy that will be followed during the year by the most important record firms: reducing prices to enlarge the market of classical records.

"Quando Quando Quando," the winner of San Remo 1962, confirms its success being winner of the last edition of the TV contest, "Canzonissima." Tony Renis himself presented the song on the TV screens and obtained 172,834 votes.

Italian Yank, the publishing firm owned by Adriano Celentano, who started his indie activity as record producer, become a member of the Curci Publishing Group.

The first edition of the "Walt Disney Festival" (a contest of songs penned and devoted to Disney's characters) was held on the Casino's stage of San Remo at Christmas. The contest was televised all over Europe.

At the end of the month, "Desafinado," entering the charts, marked the beginning of the Bossa Nova craze in Italy. All record firms and all top artists cut Bossa Nova. At the top of LP sales there is an LP of João Gilberto, released in Italy by Bluebell.

## FEBRUARY:

The main event of our musical industry is the San Remo Festival. The world known contest is the epilogue of three months work of all the Italian record and publishing houses. We said at that time that also if the glamour and the publicity of San Remo unquestionably has the power to push one or two completely unknown numbers immediately to the top of the charts, San Remo constitutes a loss for the Italian industry, since considering that all the Italian industry puts all effort into this enterprise, this effort is not compensated by the success of one or two members only.

On the other hand, let's say that the San Remo manifestation is unique in the entire world and the validity and the strength of this contest will be confirmed in the 14th edition of the Festival, which will have as guests

and performers on its stage international talent like Paul Anka, Ben E. King, Petula Clark, Frankie Laine, Dion and so on.

The winner of the 1963 contest was the composition "Uno Per Tutte" performed by Tony Renis (EMI) and Emilio Pericoli (Ricordi).

Ben E. King the pop American singer, was for the first time in Italy. He performed on our TV screens the Aberbach title "Stand By Me" (which is first at that time, thanks to the recording by Adriano Celentano). Ben E. King is one of the artists promoted by SAAR through its winter promotional campaign called "Happy Winter." The other titles and artists chosen for this promotion were "Chariot" by Petula Clark, (No. 3 on the hit list), "Quando Me Llores En El Pecho" by Los Hermanos Rigual, and another Aberbach title "Baci" (Things), which marks the debut on the record scene of the new talent of Remo Germani. Remo will soon reveal himself as one of the new stars on the record scene of 1963.

Also in February, Durium announced the first Italian recording of a new sound born in Tahiti the "Tamoure": coming from France the new dance will have as first Italian performers Los Marcellos Ferial, the trio that reached success with their version of "Quando Calienta El Sol."

Under the title "Un'orchestra Nella Sera" (An Orchestra in The Night), EMI released the first LP of Franck Pourcel. The pop French conductor and composer, is strong on the charts with "Chariot" (I Will Follow Him).

## MARCH:

The month started with the winner of San Remo, Tony Renis, being indicted for plagiarism by Frustaci, a senior composer who affirmed that the Renis' song was just a copy of his composition "Noi Siamo Quelli Dello Sci Sci." This is the traditional upshot of the San Remo Festival, but like for "Nel Blu Dipinto Nel Blu" (Volare) and "Romantica" the tribunal decided that there was no plagiarism. In the meantime "Uno Per Tutte" is at the top in the month's record sales.

This is a good month for EMI's sales. It is in first place on the charts with Tony Renis and his successful "Uno Per Tutte" and at the second place "Giovane Giovane," the third prize of the San Remo contest, sung and penned by Pino Donaggio.

CGD announces the distribution in Italy of the French catalog Festival, while Sugar, owner of CGD, announces the purchase of a 50% share of the C. A. Rossi's record firm Juke Box. CGD gets the distribution of this catalog abroad. Main artists of Juke Box are Jenny Luna, and Luciano Tajoli.

A new contest has been held in Viareggio, under the title "Burlamacco D'oro." Tony Dallara, absent from the San Remo stage, presented a composition penned by him and Leoni. The tune was entitled "Tu Che Sai Di Primavera," coupled on a single with an original South American title "Norma." It obtained strong reaction on the market.

Ricordi's singer Emilio Pericoli performed on European TV screens the winning song of San Remo "Uno Per Tutte," taking part as Italian representative to the Eurovision Song Festival.

Pino Vassura, who left his place at EMI Italiana, announced the establishment of his own record firm, under the name Jaguar Records. First artist to be signed by the new company is Ricky Gianco, who reached popularity thanks to his grooving of "Tu Vedrai" and to his composition "Sei Rimasta Sola," top hit of 1962. The first two titles recorded by Ricky for the new Vassura's label, reached top places in the charts (Il Tramonto/A Mani Vuote).

Paul Anka visited Italy around the middle of the month, and he debuted on our TV screens performing "Crying In The Wind," which under the Italian title "Piangero Per Te"

(Continued on page 50)

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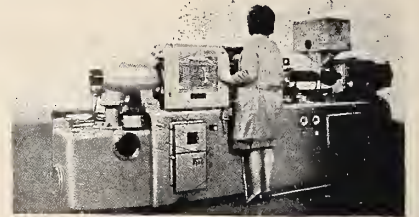


The front of the factory

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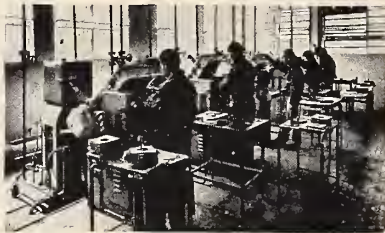


One of the injection presses

## BUSTO A.

the factory

Here we go through vinyl granulate to records. A large printing-house is annexed to.

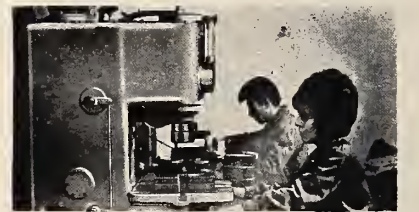


Some compression presses for EP and LP records

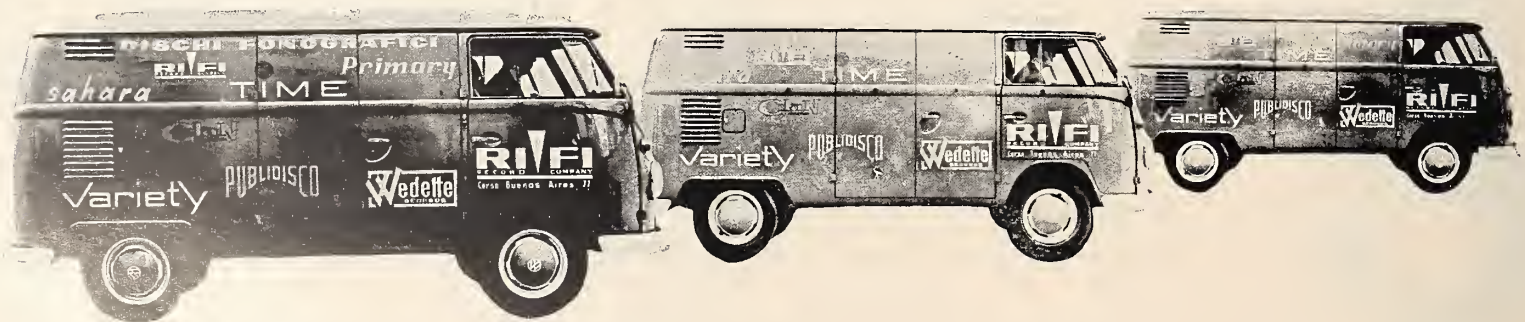
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OF RI-FI RECORD CO.**



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CASANOVA BACIAMI  
PAGHERAI

**MINA** CITTÀ VUOTA  
È INUTILE  
VALENTINO VALE

**FABRIZIO FERRETTI**  
OH OH BABY PIANGERÒ  
TI BACERÒ  
TI RICORDI

AMORE FERMATI  
DOCE DOCE  
FRIDA  
MALAGA  
CHI CI SARÀ DOPO DI TE

**FRED BONGUSTO**

**EUGENIA FOLIGATTI** AMOR, MON AMOUR, MY LOVE  
QUATTRO CHITARRE  
UN GIORNO TU



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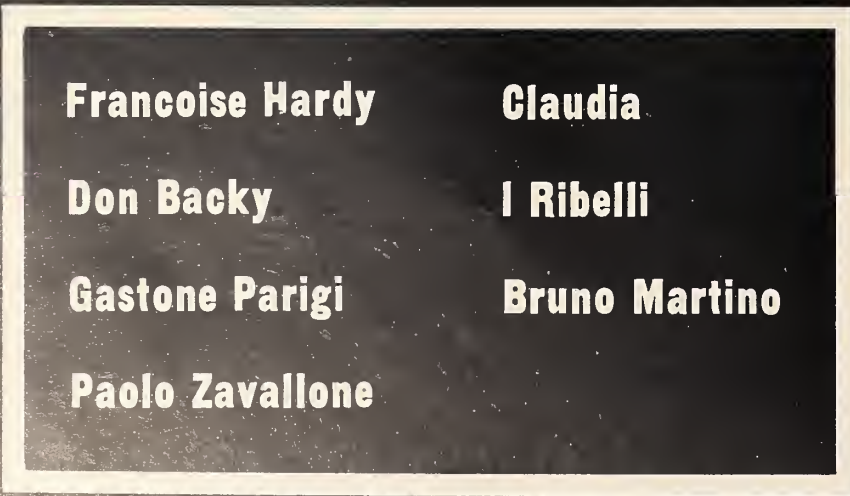


STAI LONTANA DA ME  
SEI RIMASTA SOLA  
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SERENATA A VALLECHIARA  
IL TANGACCIO  
GRAZIE PREGO SCUSI



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entered the charts immediately. On that occasion, Paul Anka announced the opening of his own pubbery in Italy, under the name Spanka Italiana in partnership with the Curci Publishing Group.

Cash Box had the occasion to stress the strength of RCA Italiana. Notwithstanding the tunes that every year San Remo recordings carry onto the charts, RCA not only held its positions, but gained ground, appearing on the best sellers list with three titles, all published by the same RCA pubbery (the three titles are La Terza Luna, Come Te Non C'e' Nessuno, and All Mia Eta').

During the month of March, the young new talent of Rita Pavone, discovered and produced by Teddy Reno for RCA, is revealing herself as one of the greatest song stars of the year. While until now, Adriano Celentano only had two records at the same time among the first ten best sellers list, the astonishing Rita overtook this pre-eminence: three of her records were listed among the first ten titles of our charts.

Rita Pavone was recording in the meantime her first LP: This album represented the first step in the very fast-rising career of this seventeen year old girl completely unknown to the public five months before, and presently one of the top pop talents of our country.

Under the name Phonogram, Italian Philips and Siemens, following the decision of the headquarters in Germany and Holland, formed a new company derived from the union of the two firms: Melodicon (Philips) managed by Manlio Baron, and Siemens Electra, managed by Helmut Reichof. Chairman and Managing director of Phonogram remains Baron, while Reichof was appointed General Manager of the new firm. Phonogram is the proprietor for Italy of both the Philips and Siemens labels such as Philips, Fontana, Audio Fidelity, Riverside, Mercury, DGG, Polydor, Archiv, Coral, Burnswick. The production is distributed through two sales channels, one devoted to the Philips' repertoire, and the second to DGG and all the other German labels. Commercial management and all other connected services are unique for both productions.

Phonogram will constitute a new record force on the Italian record market. The first strong promotional campaign was held by Phonogram on the LP "All Star Festival," released in Italy during the month of March. The Italian press gave a substantial help to the publicity campaign, 45 daily papers giving free ads, followed

by the most important magazines. The LP sold in the first days 15,000. Until that moment, an album was considered a good success selling 10,000 copies.

## APRIL:

Alberto Carisch left his post as prexy of the RiFi Records. The new president is Giampiero Rossi, one of RiFi's founders. Contract for the distribution of its catalog were signed by RiFi with Belter for Spain, with Kosmos and Bravo Record for Canada, with Vesuvius Records for U.S.A., with Melodi for Turkey, and with Radio Record for South Africa.

Durium distributes Adriano Celentano's Clan catalog abroad. Contracts for the representation of the Adriano's records were signed by Krikor Mintangian, Durium's prexy, in Spain, with Discos Vergara, in France, Benelux, Germany, Austria and Switzerland, with Disques Vogue. Thanks to this last agreement and to the strong interest of Vogue in this artist, Celentano debuted on the stage of the famous Paris Music Hall Olympia. Recordings of the top Italian singer obtained an immediate reaction on the French market.

After the successful promotional campaign called "Happy Winter," Saar conducts a new promotion with the name "Happy Spring." Two among the seven records chosen for this campaign were strong: these are, "Tous Les Garcons Et Les Filles" which represents the debut on the Italian record stage of the French young talent of Francoise Hardy, and "Norma" recorded by Tony Dallara.

RCA Victor's prexy George Marek was in Milan for the opening night at La Scala of the new production of Verdi's "Aida," featured by the RCA's soprano Leontyne Price. The performance of Leontyne in this opera was one of the main events of the entire La Scala opera season. While in Milan, Marek attended a party for the presentation of a special Verdi-Toscanini package containing three Verdi operas: "Traviata," "Aida" and "Ballo In Maschera" conducted by Toscanini and released through the Reader's Digest direct sales organization.

In the meantime at CBS: 100 singles and more than 70 LP's have been released up to April: A big promotion has been announced for the summer season; good reaction on the market for the first Italian sung recordings of CBS American artists like Eydie Gorme, performing "Blame It On The Bossa Nova" (Colpa Della Bossanova) and Dion singing "Ruby Baby," while Steve Lawrence's record sales of "Go Away Little Girl" under

the title "Non Amarmi Così" are climbing fast.

Guests of our TV are CBS' Brothers Four, the CGD's Fraternity Bros, and Lou Monte, while Peppino Di Capri, debuts on the Olympia stage in Paris.

## MAY:

New records by Adriano Celentano, "Il Tangaccio" b/w "Grazie Prego Scusi," released at the beginning of May, climbs immediately on our charts, reaching fifth place on the list. At the top of the hit parade we find the name of Rita Pavone. RCA's star is a strong seller with her recording of "Come Te Non C'e' Nessuno," which will be one of the strong successes of 1963.

1963 seems to be the year of unknown talents: among hit makers there appears the names of Fred Bongusto (RiFi) whose waxing "Amore Fermati" published by Kramer, has reached in a few weeks top places on the hit parade. Remo Germani, the new talent of Saar confirms the hopes of Saar's executives, putting his waxing of "Baci" (Things) number 3 on the list. Among the top ten is the name of the new record firm Jaguar Records, whose first Ricki Gianco recording "Il Tramonto" is listed among the best sellers.

Our pop artist Marino Marini is touring around the world. He bowed before the Belgian public in Brussels, and he left for Poland, and Russia. In the meantime, another Durium artist, a ten year old boy, Giannetto, debuts on the Olympia stage in Paris.

Ladislao Sugar and Carlo Alberto Rossi announce the finalization of the agreement for the distribution in Italy of the Chess, Checker, Argo and Scepter catalogs.

Both pop artists Umberto Bindi and Gino Paoli left Ricordi to sign a new pact with RCA Italiana. Their compositions will also be published from this month on, by RCA's pubbery.

Phonogram starts a strong promotional campaign on the first recording of the well known duo Paul and Paula. The first single published in Italy includes their American best seller "Hey Paula." The strong promotion of Phonogram will put this disk among the top ten in the next months. This is a rare case, since "Hey Paula" in contrast with the present trend of the market, is sung in English.

A new price of Lit. 1,980 (about \$3) is applied by RCA on the classical releases of the Victrola series. This is the lowest price ever in Italy for classical albums, RCA is so continuing its campaign to enlarge the Italian market for classical LP's.

A rare album is released in Italy

by EMI Italiana. This is the LP containing music of Rachmaninoff, Liszt, Prokofief, waxed by the Russian pianist Wladimir Ashkenazy.

The month of May ends with the departure of our pop artist (singer and composer) Renato Rascel, who left Italy for a one year stay in London to present his latest musical production, Enrico 61. Recently, Rascel's pubbery, became a member of the Sugarmusic Publishing Group.

## JUNE:

The month starts will the visit in Italy of two personalities of the classical music world: Wolfgang Sawalisch and Claude Arrau, while in Belgium a well known Italian orchestral interpreter of Vivaldi, "I Musici," was named the "best performers of the music of the Italian genius."

Phonogram under the DGG label released an interesting anthology of the great lyric art of Giuseppe Di Stefano. The album contains selections from "Aida," "Fedora," "Othello," "Boheme" and "Gioconda."

On June 22nd "Cantagiro" started its two weeks tour in the most important Italian tourist centers. After the big success obtained in 1962, Enzo Radaelli decided to present the second edition of his contest. Adriano Celentano presenting his successful performance of "Tower Of Strength" under the Italian title "Stai Lontana Da Me" was the winner of the tour in 1962, this year, another of our top talents is voted the winner of the "Cantagiro": Peppino Di Capri. But, as we reported at that time, the Cantagiro singing troupe was divided into two teams: while on the first team we had this year such talents as Little Tony, Nico Fidenco, Gino Paoli, Edoardo Vianello and so on, the second team was composed by unknown talents. "Cantagiro" marked the beginning of the strong success of Michele, a young singer whose talent was discovered by Nanni Ricordi. In June, Nanni Ricordi signed a contract as indie producer with RCA Italiana.

Profiting from the great success obtained by Michele at the "Cantagiro" (Michele was the winner of the "second" team), RCA started a strong promotion on this new talent, whose first record, including "Se Mi Vuoi Lasciare" (published by Ariston) and "Cosa Vuoi Da Me" (published by the Nanni Ricordi's pubbery "Edizioni Redi"), reached immediately top sales on the market.

Another young female talent was revealed by the Radaelli Organization: This was the case of Isabella Iannetti, a 17 year old songstress pacted by Durium. Very soon her name will

(Continued on page 52)

# SAAR



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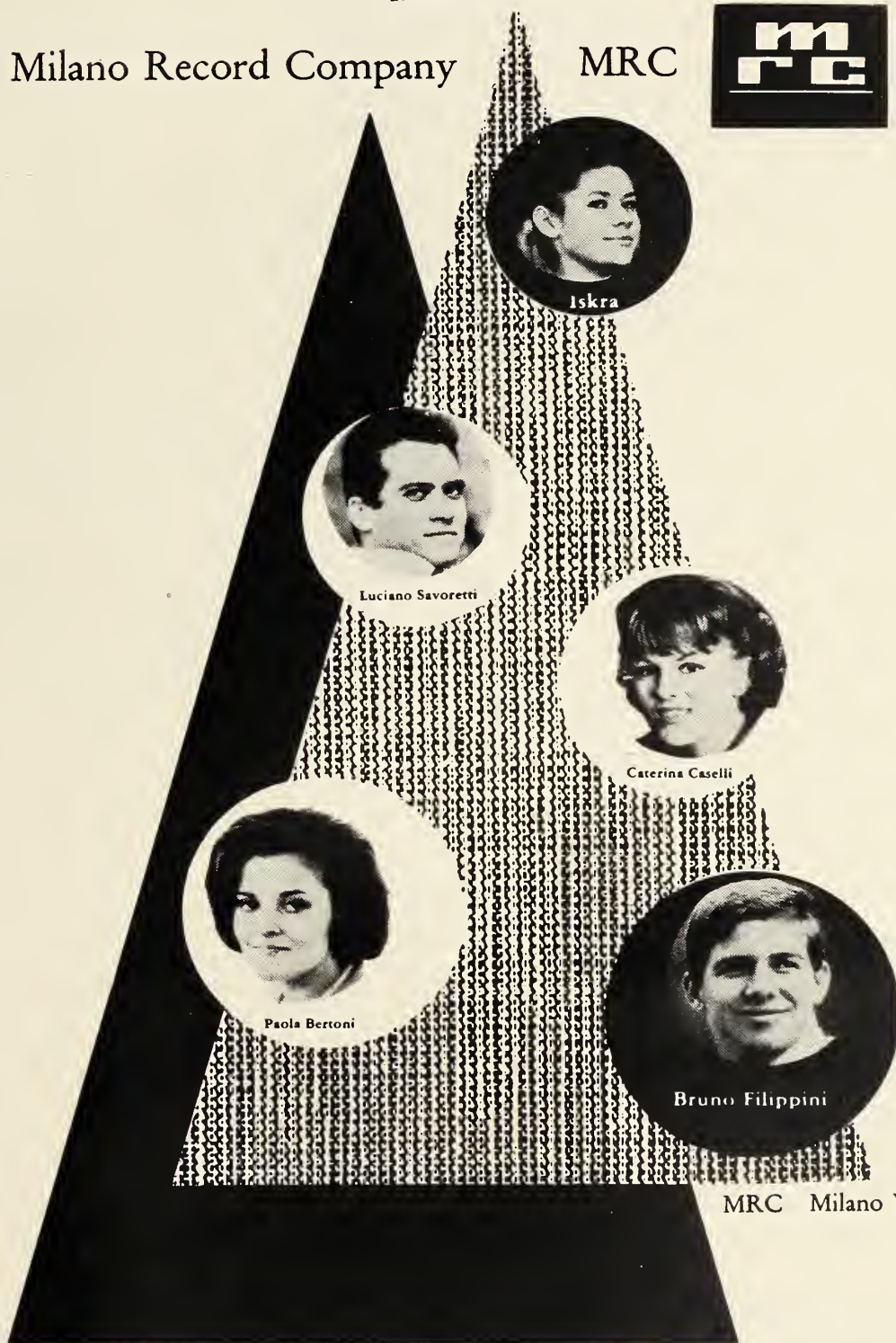
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enter the charts, with her performance of "Thanno Visto Domenica Sera."

With the victory of Peppino Di Capri on the "A" team and the discovery of Michele, the musical contest "Cantagiro" ended with positive results.

But we are entering now the middle of our "hot summer": June marked the start of the strong battle for the Summer's Hits to Be in the record business. Some artists of RCA Italiana profited from their participation in the "Cantagiro" by presenting to the public their summer releases. This is the case of Nico Fidenco, who performed "Se Mi Perderai," Gino Paoli, with "Sapore Di Sale," Edoardo Vianello, with "Abbronzatissima."

In the meantime, Ricordi/CBS announced the list of its summer promotion: The list included, among others, Eydie Gorme, singing in Italian "Blame It On The Bossa Nova," Andy Williams, who visited Italy for the first time during this month, performing "I Can't Get Used To Losing You," The Brothers Four with "Ring- ing Bells," Steve Lawrence singing "Go Away Little Girl" in the Italian version with the title "Non Amarmi Così," Ornella Vanoni, with "Il Cocodrillo" Giorgio Gaber singing "Porta Romana" and so on. Ricordi songstress Catherine Spaak is appearing on the top ten list of June singing the Italian version of the French hit "Tous Les Garçons Et Les Filles" under the title "Quelli Della Mia Eta'," and thanks to the summer publicity campaign conducted on her name by Ricordi/CBS, she will succeed with a composition penned by herself, entitled "Prima Di Te Dopo Di Te."

The month of June ends with the strong reaction on a new title "Stessa Spiaggia Stesso Mare," which represents the return on the record scene of our top star Mina, who recorded the summer title "Stessa Spiaggia Stesso Mare" under the Italdisc label, while the same title grooved under the CGD label represented the debut on the hit record scene of the young talent of Piero Focaccia.

### JULY:

Four awards were made by the Record Critics Association to Decca-London for their releases of "Salome" by Strauss, sung by Brigit Nilsson, of the Schoenberg's Serenade for 7 Instruments, performed by the London Melos Ensemble, conducted by Bruno Madera, of the Telemann's Suites and Concertos performed by the Amsterdam Kammerorchester, conducted by Andre Rieu, and of the Pop LP by Miriam Makeba the famous South African songstress, accompanied by The Harry Belafonte Folk Singers.

EMI Italiana presents on the market a second album of its well known orchestra conductor Franck Pourcel. The album, like the first one, is entitled "Un Orchestra Nella Sera" (An Orchestra In The Night) #2. EMI's top French artist Richard

Anthony appeared for the first time on Italian TV screens performing "J'Entends Siffler Le Train" and "Donne Moi Ma Chance."

"Il Ballo Del Mattone" was at the top of the Italian charts in the month of July. "Il Ballo Del Mattone" is the fourth consecutive title performed by Rita Pavone, the young RCA star, who appears at the top of our hit parade. Once again Rita dethroned Adriano Celentano, whose record "Grazie Prego Scusi" steps back to second place. Rita can be considered the "Queen" of the Italian song world, but Adriano Celentano is always the "King" of the record scene. He, too, has the power to put on at the same time two different records among the first ten tunes on our hit list. In July this is the case of the aforementioned "Grazie Prego Scusi" and of another Saar's disk, "A New Orleans."

Both Rita and Adriano are astonishing: while Rita was completely unknown 10 months before. Her first LP reached the top of albums sales during the month of July, 30 days after its release!

Adriano left Saar, the company which first launched him, 10 months before, establishing his own record company Clan. While experiences such as Carosone, Dallara and Sentieri demonstrated that when an artist leaves his first record company there is a decrease in record sales, Celentano demonstrated exactly the contrary. The first record issued with the new label immediately reached the top of the charts and also the following ones achieved first place on the top list. The sales figures of Adriano Celentano's company amounted in July to 1,800,000 copies sold. With an unbelievable initiative, Celentano increased at that time his activities. After having built, as reported, his own publishing firm Italian Yank, member of the Curci publishing group, he started with his own Show Producing Company, always under the name Clan Celentano (Show Production). All Adriano's companies are managed by his brother Alessandro.

The strong summer battle: every record firm is strongly promoting its releases. Sugarmusic, sister company of CGD/GC, is conducting a campaign called "A Juke Box for The Summer." The artists chosen included Henry Wright, Betty Curtis, Nevil Cameron, Frank Sinatra, Connie Francis, Bobby Rydell, Tony Williams, Rocco Granata, Lou Monte, Gene Pitney and Johnny Dorelli.

Durim puts among the best sellers the recordings of Los Marcellos Ferial "Quando Brilla La Luna," while its recent discovery, Isabella Iannetti, enters the record scene with her "Thanno Visto Domenica Sera." The last Little Tony disk "Se Insieme Un' Altro Ti Vedro'" gets a good reaction on the market.

### AUGUST:

"Good Holidays" is the title of the Summer promotional campaign of EMI Italiana, and the list of the artists promoted included Richard Anthony ("Donne-moi Ma Chance"),

Adamo (Sei Qui Con Me), Ray Charles (I Can't Stop Loving You), Wayne Newton (Heart) Bruno Martino (Tu Soltanto Tu) Nicola Arigliano (Solo Un'Estate), Vasso Ovale (Sherry), Pino Donaggio (Solo Nel Mondo), Gilbert Becaud (Je T'Attends) Cliff Richard (Lucky Lips) and The Shadows (Foot Tapper).

With this list we complete the names of the houses that were taking part in the summer promotion. In the meantime, during the hot month of August there are the first results of the summer battle: Listed among the top ten hits we found "Stessa Spiaggia Stesso Mare" by Mina/Italdisc and Piero Focaccia (CGD), Abbronzatissima by Edoardo Vianello (RCA), Se Mi Perderai by Nico Fidenco on RCA too, and I Tuoi Capricci by Neil Sedaka on RCA once again. But at the top of the August best sellers is once again the "little queen" of the Italian song, Rita Pavone, with her Italian version of the American hit "Heart," called in Italian "Cuore." For the first time, the name of the new talent Michele appears on our charts: The title is "Se Mi Vuoi Lasciare."

Another unknown name appears for the first time in August on our charts: This is the case of John Foster, a singer/journalist who cut the Italian version of the Ray Charles' hit "I Can't Stop Loving You." It also brought for the first time on the best sellers list the name of a new record company: Phonocolor.

In Rome, Neil Sedaka is awarded the second gold record for two million records sold on our market. Neil reached full success singing in Italian original Italian songs penned for him by Bagalov and Magliacci. La Terza Luna disked by Neil reached the extraordinary figure of 600,000 in sales, while I Tuoi Capricci reached in August the sales mark of 250,000. These figures are a good idea of the fast growth of the Italian record market.

Also in August, RCA Italiana announced the Convention in Taormina (Sicily). The Convention will conclude the summer promotional campaign conducted by RCA on fifteen new releases.

An August guest in Italy is Chris Spinosa prexy of the Vesuvius Records, the U.S. label which specializes in original Italian recordings. Spinosa was able to conclude contracts with almost all the independent Italian labels for the exploitation of their catalogs in the States. Spinosa is a leader of the Italian musical production in U.S. Vesuvius Records can boast of having in its catalog an array of top Italian artists which includes, among others, the names of Mina, Celentano, Dallara, Pericoli, Sentieri, Mazzetti, Bongusto, Germani, Foster, Tajoli

Good reaction on the market for Richard Anthony's Italian versions of "Donne Moi Ma Chance" (Per Questa Volta) and "J'entends Siffler Le Train" (E il Treno Va).

Two original Italian numbers are climbing the American charts in Aug.: "More," from the motion picture "Mondo Cane" published by Campi (CAM) and "I Who Have Nothing" (Uno Dei Tanti) originally published by Ricordi, and grooved in the States by Ben E. King.

The tranquil life of the musical market at the end of August is excited by the news that Nico Fidenco, one of the top talents of RCA Italiana, wishes to leave this firm to sign a new contract. But he soon signs a new pact with RCA Italiana. His name was always among the top artists of the summer season.

The months ended with Francoise Hardy at the top in the records sales with her successful Italian recording of "Quelli Della Mia Eta'," Italian version of her hit "Tous Les Garçons Et Les Filles" followed by Catherine Spaak, whose disk under the Ricordi label was also a strong seller. Another record by Catherine is obtaining in the meantime good reaction on the market: "Prima Di Te Dopo Di Te." Within few weeks the title reaches first positions on the charts.

### SEPTEMBER:

The month begins with the visit to Italy of the top French artist Charles Aznavour. His best seller of the summer season was "Donne Tes Seize Ans" released in Italy by RCA Italiana, which distributes the Barclay line in our country.

ATA, the Society which organizes the San Remo Song Festival, announces a new formula for the Organization of the Festival and the selection of the songs to be presented on the Casino's stage. This is one of the most interesting developments of the month. Following the stage of San Remo 1964 will see, along with top Italian artists like Tony Dallara, Nicola Arigliano, Gino Paoli, Claudio Villa, Milva, also a big group of foreign talents like Paul Anka, Frankie Avalon, Bobby Rydell, Petula Clark and so on. Organized on such intents, the Festival will be one of the main events of 1964 in the musical world.

The successful musical comedy "Rugantino" will tour the States during 1964. The announcement was given by Garinei and Giovannini, producers of the comedy, which will be presented on Broadway first months of next year. Two songs of the musical are reaching good success: "Roma Nun Fa La Stupida Stasera" and "Ciumachella De Trastevere." The music is owned by Campi.

Dino is the new name born at the second edition of the "Unknown Festival" organized by Teddy Reno in cooperation with RCA Italiana. Reno discovered the extraordinary voice of Rita Pavone through such a contest.

Ri Fi announces the distribution in Italy of the Westminster, Command and Grand Award labels. Ri Fi also has the distribution in Italy of the Time Records' line.

September marks the definite big success of the new talent Michele. His recording "Se Mi Vuoi Lasciare" reached the top of the charts, selling more than 215,000 copies at that moment. Michele is the first hit from Nanni Ricordi as an indie producer.

Cash Box took the occasion at that time to write about the evolution of our record market. In fact the adoption of the indie producers is changing the policy of record firms, whose strength depends, in view of the present market situation, on the distribution and promotional sections. The tendency to utilize the indie producers is in fact developing quickly and as a result there is less work in the production and artistic sections. Thanks to the indie producers all the principal firms are devoting their efforts to create stronger promotion and distribution, this eliminates all the small companies, which in past years were formed just by the independent "record" men.

Now these men can find complete assistance for their productions from the great companies, which offer them the best promotional means, and the best distribution.

The first Italian record firm which adopted such a new system was RCA Italiana, which stipulated two years ago a contract with the lyric writer Franco Migliacci. A discovery of Franco is the young voice of Gianni Morandi.

After RCA signed Teddy Reno, and had in his talent roster the wonderful talent of Rita Pavone. Recently a pact was signed by Nanni Ricordi, who introduced to RCA also the talent of Michele. Now other firms are adopting such a new system: these are Fonit/Cetra, which according with the declarations of its general secretary Mario Zanoletti will revamp his organization on such a basis. CGD, which recently signed a contract with Alfredo Rossi, the well known Italian publisher, who started as an indie producer.

David Matalon, who is the proprietor of Italdisc (that recently changed its name into Ducale Record and Publishing firm), signed a contract as an indie producer with Phonogram. Among the new artists he will produce there is Gino, a young singer who recently made his debut on the record scene with a single coupling "Primo Bacio" and "Un Altro."

(Continued on page 54)

## OUR LATEST BIG HIT

# Peppina Di Capri sings

... E VOI RIDETE

(by Medini-Mellier)

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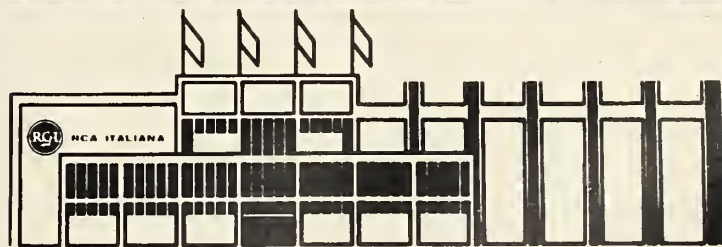




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# ITALY—Biographies

## MICHELE (Produzioni Nanni Ricordi)—RCA ITALIANA

The name of Michele became popular in Italy at the end of the year: the first public appearance of the 19 year old new boy of the Italian world of song, was held on June 22nd on the occasion of the Radaelli contest "Cantagiro." Michele was the winner of the second team, thanks to the extraordinary exciting performance of the song "Se Mi Vuoi Lasciare" written on purpose by Reverberi. "Se Mi Vuoi Lasciare" is second now in the hit list of the year 1963. Michele was pacted by Nanni Ricordi, when he started his own activity as an indie producer, after having left the place of A/R Manager at RCA Italiana. Nanni recognized the good qualities of Michele, and prepared him for the record debut that happened under the RCA trademark. After having been at the top of our charts for many weeks, a new Michele disk "Ridi" b/w "Ma Neanche Per Idea" is now fast climbing to the first position of the Italian hit Parade. Michele has just recorded his first LP. He is promoted also in other countries. Werner Mueller has just released for Teldec in Germany, his first German sung single, while on agreement has just been signed for the production of Michele in France and Benelux. A strong promotion is also expected by RCA in South American countries, and in Spain.

## MINA—ITALDISC

Twenty-three year old Mina has developed into one of the most exciting and popular singing personalities. Besides her recording success she has starred in films and on TV. She has toured the European countries as well as Japan and South America. Her biggest hit in Italy was "Il Cielo In Una Stanza," of two years ago and in '62 came through with "Renato," "Strigimi Forte I Polsi," "Chihuahua." She had a Verve release in the U.S., titled "Pretend That I'm Her." Mina smashed through in Germany with her German language waxing of "Heisser Sand." This persuaded her producer (and owner of Italdisc) David Matalon, to cut numbers in several languages.

During the summer 1963 her recent recording "Stessa Spiaggia Stesso Mare" was one of the best sellers hit of Italy. At the end of November she took the decision to leave David Matalon and Italdisc and sign a new contract with R.I. Records. She already cutted her first record under the new label, which will be released during these days. In the meantime she is well selling with the last Italdisc's disk "Vulcano."

## GINO PAOLI—RCA ITALIANA

Paoli is—first of all—a composer of tunes and then a singer of his own compositions: as a man and artist he follows more than one artistic activity! he represents the most strange and disconcerting personality of today here. He wrote "Il Cielo In Una Stanza" which—performed by Mina—kept the number one position on our charts for months and was published in the States under the title "The World We Love In"; "La Gatta (The Cat)" that marked his first success; "Un Uomo Vivo (A Living Man)," presented by himself and by Tony Dallara on the stage of San Remo 1961; "Sassi (Stone)" and "Grazie (Thanks)," which entered the charts, as well. And still "Io Vivo Nella Luna (I Live In The Moon)" and "In Un Caffè (In A Pub)" are all most interesting and exquisite pieces. As a composer and singer Gino Paoli is now under contract with RCA Italiana. He left during the 1963 Ricordi. Gino was one of the protagonists of the summer record sales thanks to his waxing of the tune "Sapore Di Sale" which is considered one of the best melodies of the Italian musical year 1963. Gino will take part in the next San Remo Festival too, where he presented the song "Ieri Ho Incontrato Mia Madre (Yesterday I Met My Mother)" which seems to be one of the most marvelous melodies ever penned by him.

## RITA PAVONE—RCA ITALIANA

18 year old, Rita is the youngest and the most popular star on our market. Her success was the most sudden and the most strong. She was discovered by Teddy Reno during a contest organized by him and called "The Unknown Festival." The 16 year old little girl was the winner of the contest. Since Teddy Reno had signed a contract as producer with RCA Italiana, automatically Rita entered in the RCA Italian cast. Her first recording was La Partita Di Pallone, that immediately made the charts. Her name, thanks to a well conducted promotion, and her participation in the best TV show "Studio 1" became immediately popular. After La Partita Di Pallone, each one of her recordings entered the charts. Her great smash was "Come Te Non C'E' Nessuno," which is at the top of the record sales in 1963. In April the young girl recorded her first LP, which until now is the most sold album on our market. Further successes of Rita are "Alla Mia Eta'," "Il Ballo Del Mattone," "Cuore" and now "Non E' Facile Avere 18 Anni." The extraordinary talent of Rita is having a strong success also in other countries: she is actually of the top of Argentina charts. She is recording in English and in German. A strong promotion will be conducted in the States and in Europe. In one year Rita received twice the gold record award for two million morks sold.

## TONY RENIS—EMI ITALIANA

One of the most exciting newcomers to the field of pop music. Although his performance of "Quando, Quando, Quando" won fourth place in the 1962 San Remo Festival the disk went over the 400,000 mark in the European mart. Tony, a vet singer with a wealth of theatre experience, appeared on Scandinavian and German TV this past autumn. He has penned his entry in the '63 San Remo that gained the first place in the contest. Uno Per Tute is in fact at the top of the record sales for many weeks, and is one of the best selling records of the entire year 1963. Tony will take part, too, in the next Festival 1964. He has already penned his song to be presented on the Cosino stage, under the title "I Sorrisi Della Sera."

## CATHERINE SPAAK—RECORDI

Catherine, a 22 year old pretty girl, was more known some time ago, as a motion picture star than as a songstress. She revealed her talent as a song performer and composer during this last year. She signed a contract with Ricordi, and her first record climbing the charts was her first Italian version of the Françoise Hardy song "Tous Les Garçons Et Les Filles." But Catherine demonstrated immediately after her peculiar talent as a composer, in the other single she recorded: "Prima Di Te Dopo Dite" that reached the first top ten place in the record sales of our country. Catherine is married with Franco Capucci, a personage of the Roman High Society.

## EDOARDO VIANELLO—RCA ITALIANA

For the past 2 years Edoardo Vianello has been looking for the right disk formula. He finally came up with the right ingredients with the summer entry, "Pinne Fucili Ed Occhiali." The twisting flip-deck, "Guarda Come Dondolo" also scored in the sales dept.

Now that he has found the way to success, following hit, has signed another good mark with two records in the top of the charts during the 1963 summer: "Abbronzatissima" and "I Watuzzi" that he recorded accompanied by his combo "I Flipper." But also the winter season seems to be favorable to the exciting style of the singer, who prepared for this season a wonderful melody under the title "O Mio Signore." As composer Edoardo is tied with an exclusive agreement to the publishing firm Leonardi.

## BEST SELLERS - 1963

- |    |                                    |                      |                         |
|----|------------------------------------|----------------------|-------------------------|
| 1  | *COME TE NON C'E' NESSUNO          | RITA PAVONE          | RCA                     |
| 2  | *SE MI VUOI LASCIARE               | MICHELE              | RCA (Pr. Nanni Ricordi) |
| 3  | QUELLI DELLA MIA ETA'              | a) FRANCOISE HARDY   | SAAR (Pr. VOGUE)        |
|    |                                    | b) CATHERINE SPAAK   | RICORDI                 |
| 4  | PREGHERO'                          | ADRIANO CELENTANO    | CLAN                    |
| 5  | *CUORE                             | RITA PAVONE          | RCA                     |
| 6  | *GRAZIE PREGO SCUSI                | ADRIANO CELENTANO    | CLAN                    |
| 7  | *LA TERZA LUNA                     | NEIL SEDAKA          | RCA                     |
| 8  | *SABATO TRISTE                     | ADRIANO CELENTANO    | CLAN                    |
| 9  | SPEEDY GONZALES                    | a) PEPPINO DI CAPRI  | CARISCH                 |
|    |                                    | b) PAT BOONE         | DECCA                   |
| 10 | **I TUOI CAPRICCI                  | NEIL SEDAKA          | RCA                     |
| 11 | *UNO PER TUTTE                     | a) TONY RENIS        | EMI ITALIANI            |
|    |                                    | b) EMILIO PERICOLI   | RICORDI                 |
| 12 | *ALLA MIA ETA'                     | RITA PAVONE          | RCA                     |
| 13 | *GIOVANE GIOVANE                   | a) PINO DONAGGIO     | EMI ITALIANA            |
|    |                                    | b) COCKY MAZZETTI    | RI.FI                   |
| 14 | *IL BALLO DEL MATTONE              | a) RITA PAVONE       | RCA                     |
|    |                                    | b) GIANCARLO SILVI   | DURIUM                  |
| 15 | *SAPORE DI SALE                    | GINO PAOLI           | RCA                     |
| 16 | *STESSA SPIAGGIA STESSO MARE       | a) MINA              | ITALDISC                |
|    |                                    | b) PIERO FOCACCIA    | CGD                     |
| 17 | *SI E' SPENTO IL SOLE              | ADRIANO CELENTANO    | SAAR                    |
| 18 | *IL TANGACCIO                      | ADRIANO CELENTANO    | CLAN                    |
| 19 | CHARIOT                            | a) FRANCK POURCEL    | EMI ITALIANI            |
|    |                                    | + b) BETTY CURTIS    | CGD                     |
|    |                                    | c) PETULA CLARK      | SAAR (Prod. VOGUE)      |
| 20 | *NEW ORLEANS                       | ADRIANO CELENTANO    | SAAR                    |
| 21 | PIANGERO' PER TE                   | PAUL ANKA            | RCA                     |
| 22 | *I WATUSSI                         | EDOARDO VIANELLO     | RCA                     |
| 23 | BACI                               | REMO GERMANI         | SAAR                    |
| 24 | *SE MI PERDERAI                    | NICO FIDENCO         | RCA                     |
| 25 | *ABBRONZATISSIMA                   | EDOARDO VIANELLO     | RCA                     |
| 26 | *AMORE FERMANTI                    | FRED BONGUSTO        | RI.FI                   |
| 27 | *LA PARTITA DI PALLONE             | a) RITA PAVONE       | RCA                     |
|    |                                    | b) COCKY MAZZETTI    | RI.FI                   |
|    |                                    | DON BACKY            | CLAN                    |
| 28 | AMICO                              | PAUL & PAULA         | PHONOGRAM               |
| 29 | HEY PAULA                          | a) CLAUDIO VILLA     | FONIT/CETRA             |
| 30 | *AMOR MON AMOUR                    | b) EUGENIA FOLIGATTI | RI.FI                   |
|    | MY LOVE                            | RITA PAVONE          | RCA                     |
| 31 | *NON E' FACILE AVER 18 ANNI        | JOAO GILBERTO        | BLUEBELL (pr. ODEON)    |
| 32 | *DESAFINADO                        | JOHN FOSTER          | PHONOCOLOR              |
| 33 | *NON FINIRO' D'AMARTI              |                      |                         |
|    | * DENOTES ORIGINAL ITALIAN NUMBERS |                      |                         |

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# FRANCE — Review 1963

This year was fertile in events of all kinds, and all of importance. At such a point that it is very difficult for us to decide where to begin. We have already pointed out in a previous column the disappearance of Ricordi as a record company on the French market. The artists of this firm are happily placed and engaged. Note that Nancy Holloway is on the Decca label and is obtaining a nice success. Robert Ripa has returned to his first label, Vogue. Pierre Perrin has landed with Pathé. As to Rosalie Dubois, very little news about her. The U.S. labels are split up between two firms, Vogue and Philips. Let's now talk about Vega, as to the repertory, it has been taken over by Decca, or to be much more precise by Froment. The most consistent of the Vega repertory, the classical recordings, modern, and the grand lyrical airs, will certainly bring joy to Decca.

The Artec firm has been absorbed by Columbia, and now we have in Paris the label C.B.S., and a good one too. It was becoming nearly indecent not to see their magnificent recordings on the French market. C.B.S. has oldie recordings from the catalogue of Artec, including Berthe Sylva, Ferre, Montand.

The most important event that occurred within the last few months on the French market was the divorce between Eddie and Nicole Barclay. Nicole has now, alone, taken over and directs Bel Air. It is too early to judge her actual activity, but it seems that she foresees modifications to render her team much more efficient. Last minute news announces that she will transfer into bigger and better offices shortly. We must point out the immense success of the title "Demain Tu Te Maries" by Patricia Carli on the Bel Air label, and this happened just when Nicole took over the direction of this firm, a lucky sign. Leny Escudero continues to confirm his success. With

Eddie Barclay as well it seems that they are reorganizing, and it appears that Eddie is counting on, and making a particular effort on an exportation program. Must also mention the birth of Barclay Belgium. Another important birth is the mark A.Z which has the merit of originality in its name, and also the first label on the French market belonging officially to a Radio station Europe No. I. The direction of this affair is entrusted to no other than Lucien Morisse, who is so happy to be the Artistic Director of this Radio Europe No. I label. For the time being the only artist to our knowledge on this label is Danyel Gerard who has just obtained a very nice success with "Je." Lets mention and point out that the A.Z records is manufactured by Philips and distributed by Vogue.

In the commercial domain things are changing. It seems that the record companies are beginning to realize the importance of distributors in the commercial network. It would be perhaps premature and untimely to say that the old archaic staff is cracking everywhere in all parts, but finally changes are coming about in the eyes of the principle leaders, and also it is sufficient to notice the interest that certain record companies have in the few and rare distributors in France to realize this change over. The coming year will see in the commercial domain certain changes; these will be done slowly but surely.

It seems as well that the industry has abandoned the idea of imposing the single on the public as a principal element of sales in France.

We still are attached very much to our old friend the E.P., which proved itself. More and more the single has a promising role, and very important as a promotional record.

We are waiting for the opening of a record club by Columbia, but it appears that on this side nothing is as yet finalized. The club by

Pathé continues to increase and is prosperous.

Hazam's President Cabat will start his trips again to continue his effort to expose the Vogue label on the Continent and elsewhere. There has been also some changes in the relations between artists and labels at least concerning the question of contracts. The affair Hallyday—Philips—Vogue will find its solution before the judges during the month of March 1964. All the trade is waiting for the decision with curiosity. We have already spoken about the free lance producers and in particular the success obtained by Carrere with Sheila.

A tendency which seems to be developing little by little is the success of a singer or songstress with only one song; this is the case of Patricia Carli singing "Demain Tu Te Maries." It does not seem that her second grooving has obtained the same success as the first one. Michael Paje seems to be having a nice triumph with the titles that have followed up his famous "Nous On Est Dans Le Vent." In the births of new vedettes, other than Sheila, we have Claude François. Alain Barrière took quite some time to emerge into the limelight, but now he is solidly placed among the stars, and his "Elle Etait Si Jolie" was succeeded by "Marie Joconde," which will definitely signify this chap as a vedette. We also had Sylvie Vartan, who had the hit tune "Watchin' You." The young Frank Alamo was strong during the Summer season with his "File, File, File," and later with "Biche." Frank Alamo is one of the sure bets on the Barclay stable. With E.M.I. a young group of singers nicknamed "Les Missiles" jumped into fame with "Sacre Dollar," French adaptation of "Green Back Dollar." A special mention must go to the group entitled Les Surfs, who are on the Festival label, and had best sellers with their first re-

ording, and a follow up. This group is very young and full of talent, which permits them to reach the teenagers public's heart.

It would be unjust to terminate our article without writing about Brassens, who recently celebrated his tenth anniversary in the song biz. Petula Clark continues to sign up some very nice successes. Richard Anthony is no doubt the best on the Pathe label, and one of the best in France. Françoise Hardys' appearances at the Olympia Music Hall were full of success. Johnny Hallyday's disks are still selling well.

Philips is strong on the French record market, thanks largely to President Meyerstein. Since quite some time now, the majority of hits and best sellers are to be found on the Philips label.

Now to problems in the business: The manufacturer distorts record prices to his own needs either by creating a new series, or by making a discount that permits a lower selling price, but the problem of prices in one sense is practically insoluble and especially very heavily hit by the fiscal authorities. As a matter of fact, disks are taxed as a deluxe product in France, and this seems to be ridiculous in a country where everything begins and ends, as we say, by songs, and in a country that has in its musical heritage names like Rameau, Lalande, Bizet, Gounod, Ravel, Sauguet. Apparently, books don't even pay half as much tax as disks. Why this favour for books? People pretend with difficulty that a book is more educational than a Cantate by Bach, or that a book written by Anatole Franche teaches you more than a symphony by Beethoven.

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## HOLLAND — Best Sellers 1963

1. *Ik Heb verbied Voor Jouw Grijze Haren* (Gert Timmerman/C.N.R.) (World Music/Brussels).
2. *Sijne Van Tahiti* (Gert Timmerman/Telefunken) (Holland Music/Amsterdam).
3. *Buona Notte Bombino* (Rocco Gronata/C.N.R.) (Uitgeverij J. Portengen/Haarlem).
4. *Chmeroni* (Anneke Grönloh/Philips) (Editions Altona/Amsterdam).
5. *Tes Tendres Années/Spiegelbeeld* (Johnny Hallyday/Philips, Willeke Alberti/Philips) (Froncoebel/Brussels; sole agency: Editions Altona/Amsterdam).
6. *Lucky Lips* (Cliff Richard/Columbia) (Belinda/Amsterdam).
7. *If I Had A Hammer* (Trini Lopez/Reprise) (Les Ed. Int. Basart/Amsterdam).
8. *Junge Komm Bald Wieder* (Freddy/Polydor) (Editions Altona/Amsterdam).
9. *Soerabaja* (Anneke Grönloh/Philips) (Les Ed. Int. Basart/Amsterdam).
10. *Devil In Disguise* (Elvis Presley/RCA) (Belinda/Amsterdam).
11. *Bachelor Boy* (Cliff Richard/Columbia) (Les Ed. Int. Basart N.V./Amsterdam).
12. *Ritme Van De Regen* (Rob De Nijs/Philips) (Chappell/Amsterdam).
13. *Limbo Rock* (Chubby Checker/Cameo-Parkway) (Bens Benelux/Brussels; sole agency: Altona/Amsterdam).
14. *Summer Holiday* (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam).
15. *Loop De Loop* (Johnny Thunder/Delta, Bobby Rydell/Cameo-Parkway) (Chappell/Amsterdam).
16. *Catoetje* (Soloists Wim Sonneveld TV-Show/Philips) (Les Ed. Int. Basart N.V./Amsterdam).
17. *There Goes My Heart Again* (Fats Domino/ABC Paramount). (Ed. Brauer/Brussels).
18. *Tous Les Gargons Et Les Filles* (Francoise Hardy/Vogue) (Les Ed. Int. Basart/Amsterdam).
19. *Paradiso* (Anneke Grönloh/Philips) (Editions Altona/Amsterdam).
20. *Wini-Wini* (Die Tahiti Tamourés/Polydor) (Uitgeverij J. Portengen/Haarlem).
21. *Let's Dance* (Chris Montez/London) (Chappell/Amsterdam).

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- Charles Aerts, Stadionweg 59, Amsterdam, phone 732285 (music hall).  
 Anova, N-Z—Voorburgwal 32, Amsterdam, phone: 240829 (music hall).  
 Arivis, Laan van Meerdervoort 154, The Hague, phone: 635195 (classical concerts, ballet).  
 M. Cerni, Schiedamsdijk 64 D, Rotterdam, phone: 124298 (music hall).  
 Ned. Concertdirectie J. Beek, Koninginnegracht 82, The Hague, phones 633787—116356 (classical concerts).  
 N.V. Het Concertbureau, Koninginneweg 154, Amsterdam, phone: 796104 (classical concerts).  
 Faveur, Pr. Bernhardlaan 13, Rotterdam, phone: 183232 (music hall).  
 Herman O. Feitsma, Niersstraat 37 hs, Amsterdam, phone 727681 (music hall).  
 Daan Hooykaas, Statensingel 15, Rotterdam, phone: 41469 (music hall).  
 B.H. Ibelings, Lange Poten 15a, The Hague, phone: 116982 (music hall).  
 Impresariaat Paul Acket, Theresiastraat 11, The Hague, phone: 722546—720533—723442 (international Jazz-concerts, big music hall attractions).  
 Internationale Concertdirectie Ernst Krauss, Sarphatipark 79, Amsterdam, phone: 724172 (classical concerts, ballet).  
 Internationale Concertdirectie, Leidsekade 56, Amsterdam, phones: 67248—34240 (classical concerts).  
 Internationale Theater Producties, Weteringschans 103, Amsterdam, phone: 38177, and; Amstel 120-122, Amsterdam, phone: 32262 (big music hall attractions, ballet, etc.).  
 Arno J. Klein, J. van Oldenbarneveltlaan 84, Amsterdam, phone: 557148 (music hall).  
 Johan Koning, Ruychrocklaan 32, The Hague, phone: 244418 (classical concerts).  
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 Nederlands Impresariaat, Jac. Obrechtstraat 51, Amsterdam, phone: 717791 (classical concerts).  
 Nederlands Theaterbureau, Huygensstraat 20, The Hague, phones 112854—116209 (big music hall attractions).  
 Charles René, 's-Gravendijkwal 49 c, Rotterdam, phone: 51508 (music hall).  
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 Theaterbureau Van Rees, Weesperzijde 6, Amsterdam, phone: 52775 (night club bookings, music hall, etc.).  
 Theaterproducties D. van Gelder, Herengracht 316, Amsterdam, phone: 30222 (music hall).

## HOLLAND — Biographies

(ctnd. from page 60)

### HANK PETERSON & THE FIVE STRANGERS—ARTONE

Singer Hank Peterson, born December 6, 1940 Rotterdam, Holland, started his own combo right after quitting his job as an attendant at the "Blijdorp-Zoo" in his hometown. On account of their first recording for Artone, the group was offered an across-the-border engagement on a long-term basis. For one year already, they are playing the German nitery circuit with tremendous success. Meanwhile, strong readings of "Rose Mary" and "Surfin' Strangers" on the Artone label apply prove why Hank Peterson & The Five Strangers have become a top-attraction in the international show biz.

### BILLY LONGSTREET—ARTONE

When Laguestra, at twenty, decided to quit his job as a technical designer and become a professional musician, he was already multi-talented. From his fourteenth year he played clarinet, and wrote compositions and arrangements. He worked with some 30 musical organizations before fronting his own groups. His "Sunset" etching became a continental smash. Currently, Billy Longstreet is scoring with his tremendous version of "Washington Square."

### Z.Z. & THE MASKS—ARTONE

Holland's hottest new teenager-group creating no less than a sensation with their masked-act on stage, are offered on record in superb etchings of "La Comparsa" and "Quizas, Quizas, Quizas." 25-year old leader Bob Boubier made his disc debut with the group in "Dracula," released two months ago and booming into Hitsville now. After rehearsing the group for a full year, Boubier launched his act on stage on the same bill with Chubby Checker, early in August.

### EDDY CHRISTIANI—ARTONE

Born in The Hague, Eddy Christiani is regarded as one of Holland's most popular recording artists for many years already. In 1961 he reached the top of his singing career with his brilliant performance of "Sucu Sucu," the best-selling version in many markets on the continent as well as overseas. As Holland's most skilled guitar-soloist Eddy has reached out recently with strong instrumental recordings of "Wild Geese," "Guitar Waltz" and "T.V. Palka," appealing both to the teenage crowd and adults.

### WILLY SCHOBHEN—ARTONE

Born 1916 in Maastricht, Willy Schobben comes from a musical family. He actually started trumpet at six. At the music-lyceum in his hometown he soon became pupil par excellence of the concert-master of the Municipal Orchestra, who taught him piano and harmony. Just 14 he was offered a seat in this classical orchestra, but switched to popmusic when seventeen. He went on tour with various top-orchestras across the country and all over Europe. From 1936 he has been playing on and off with radio-studio orchestras. In 1946 Willy became principal soloist of Holland's foremost radio dance orchestra, "The Skymasters." During this period gaining international recognition through his worldwide success "Trumpet Tango," an own composition. Since his exclusive Artone recording pact

in 1961. Willy Schobben records with his own orchestra. His first recording "Mexico," an immediate smash, became his first Gold Platter. Several other hits followed in due course, establishing Willy's name as one of the hottest on the European record scene. Best sellers were "Benfica," "Egal-O.K.," "Heisser Sand" and "The Lonely Bull." Current single: "Rosen Haven Dornen" b/w "Bis Zum Nächsten Mal."

### ILSE STEVENSON—RCA

Born in Medan on the island of Sumatra green eyed Ilse lived in Indonesia until she turned twelve. After she finished High School in Leyden she went to Paris, where she worked as a babysitter for an American family, through whom she got into contact with an American band. Eventually she went to the U. S. where she worked for about five years. She sang in Kentucky in the Peewee King band, appeared in shows with Marty Robbins, Don Gibson and Jim Reeves.

### HERMAN VAN KEEKEN—NEGRAM

Herman van Keeken now signed a contract with Negram after series of fine successes on other labels. The best selling record of Herman van Keeken in this year was the Dutch version of "Sei Rimastasola": "Jij Liet Mij Alleen" and new releases are planned for the very first beginning of next year. His popularity is still there in spite of the fact that in the last 2 years no new records from him came on the market here.

### THE CRAZY ROCKERS—DELTA

Delta's discovery of the year. Their first record: "Mamma-Pappa-Twist"/"The Third Man," released in 20 countries all over the world. Second record: "Giddy Up"/"Rosita My Love," just released. The Crazy Rockers are playing more than 3/4 of the year in Germany, with enormous success. Delta's Hans I. Kellerman is preparing wonderful new recordings with international appeal.

### DONALD JONES—PARLOPHONE

Donald Jones, an American born negro who came to Holland in 1957 has been a hit on TV ever since. He is now exclusively under contract with Parlophone and his first record made under the direction of Robbert van Santen sold very well. New records are to follow soon. Donald is married to Dutch artist Adele Bloemendaal; they have a son. Donald is taking a leading role in the musical Kiss Me Kate, starting 1 January 1964; he has already been signed up for 1964/65 for a new show.

### JOHN LAMERS—CNR

John Lamers, guitar-player and singer with a Dutch guitar-group, is a laboratory worker. His biggest hit was the Dutch version of "I'm Gonna Knock On Your Door."

### GERT TIMMERMAN—CNR

Gert Timmerman, the 28-year old Dutch singer, plays 8 different instruments and has received 2 Golden Discs in one year with a German and a Dutch song: "Blume Von Tahiti" and "Ik Heb Eer-bied Voor Jouw Grijze Haren."

(Continued on page 63)

# HITSVILLE U.S.A. FOR ALL THE WORLD

TAMLA / MOTOWN / GORDY

## RESULTS OF THE CASH BOX YEAR END POLLS

—7 OUT OF THE TOP 100 RECORDS OF THE YEAR—

Fingertips—Little Stevie Wonder

Heat Wave—Martha & The Vandellas

You Really Got A Hold On Me—The Miracles

Two Lovers—Mary Wells

Pride & Joy—Marvin Gaye

MICKEYS MONKEY—The Miracles

COME & GET THESE MEMORIES—Martha & The Vandellas

### BEST NEWCOMER POP MALE VOCALIST

STEVIE  
WONDER

### BEST R & B FEMALE VOCALIST

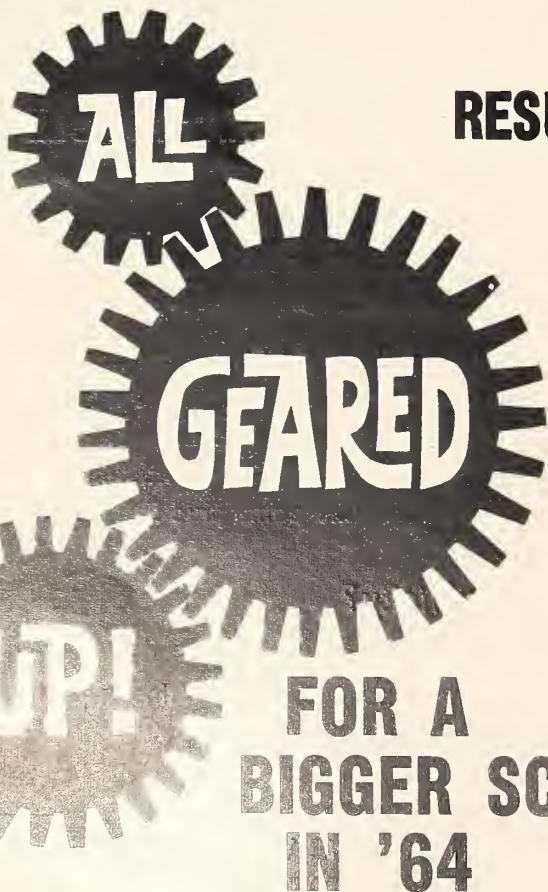
MARY  
WELLS

### BEST R & B RECORDS OF THE YEAR

#1 Pride & Joy—Marvin Gaye

#3 Fingertips—Stevie Wonder

TAMLA / MOTOWN / GORDY RECORDS 2648 W. Grand Blvd. Detroit, Mich.



**CISKA PETERS—MMP**

A young fair haired girl, just about eighteen years old. Started singing three years ago. Booked in for a big Song Festival of Radio Luxembourg and won a brand new car. That was only the beginning. She is a very popular vocalist in Holland now, and her star rises day by day. Record of Ciska Peters, on M.M.P. "Wie Weet"/"Lorelei," is one of Holland's top songs. In Germany on Telefunken "Viel-leicht"/"Pardon mon ami." She is very busy with television shows, radio broadcasting and there are lots of other performances for her to do.

**MAX WOISKI Jr.—MMP**

At first Max Woiski Jr. wanted to be a classical guitarist, in the way of André Segovia, but now he plays the rhythms of his native country Suriname. His father had a nightclub in Amsterdam and almost every night the young Max Woiski was singing there his nice songs. When his father left Holland he started his career. He made many tours and got lots of engagements all over the world. Every one loves his songs with their pithiness. Even the Dutch Queen asked him several times to come to her palace in order to play for her family. Some top hits of Max Woiski Jr. : "Rijst met kouseband" and "Je bent nog niet gelukkig met een maate vrouw" (If you wanna be happy). The Dutch people can regularly see his television shows.

**MILLY SCOTT—MMP**

One of the best jazz—vocalists of Europe. As an unknown vocalist she got a place at the great "Taon Hermans Show." He also gave her the name

of Milly Scott. During the last year she became very popular in Holland but already years ago she was well known abroad, because she worked in Austria, Germany, England, Norway, Sweden, Casablanca and many other countries. She also made a tour in America which was very successful. That is the matter, that people abroad knew more about Milly Scott than the Dutch people. But now she has her own television shows and she is crowded with radio broadcasts and many others. A big top hit of hers: "Je hebt m'n leven stuk gemaakt," on MMP.

**JOHNNY HOES—TELSTAR**

Singer-composer-author-music publisher (Benelux Music) and producer, started in 1946 his career with the number "Johnny laat je Jodel nag eens horen." In 1962 he received a platinum record with diamonds for the sales of 250,000 records: "Och Was Ik Maar." As a producer, Johnny received up to now 15 Golden Records. In 1963 Johnny started his own label "Telstar," distributed in Holland by Dureco.

**COCKTAIL TRIO—OMEGA**

Cocktail Trio, 3 members: Ad van Gein, piano; Carel Alberts, bass; and Tonny More, guitar and singer. This very popular Trio had its tenth anniversary this year. Since they joined the Omega-label they made a number of hits like "De Grote Beer," (Running Bear), "Alley- Oop," "Kongeroe Eiland," "Harry, The Hairy Ape," etc. In 1962 they received a Golden Record for the sales of 100,000 copies of "Batje Vier."

**Holland's Most Successful Music Publishers—1963**

- Les Editions Int. Basart**  
If I Had A Hammer (number 7)  
Soerabaja (number 9)  
Bachelor Boy (number 11)  
Summer Holiday (number 14)  
Catoetje (number 16)  
Tous Les Garçons Et Les Filles (number 18)
- Editions Altona**  
Cimeroni (number 4)  
Tes Tendres Années/Spiegelbeeld (Francobel/Brussels) (number 5)  
Junge Komm Bald Wieder (number 8)  
Limbo Rock (Bens/Brussels) (number 13)  
Paradiso (number 18)
- Belinda (Amsterdam) N.V.**  
Lucky Lips (number 6)  
Devil In Disguise (number 10)

**Germany's Most Successful Music Publishers—1963**

- (Continued from page 38)
- 5 or more:  
Hans Gerig Music—7  
Peter Meisel/Intro/Nero/Gerd Hammerling—7
- 2 or more:  
Rolf Budde Musikverlage—2  
Aberbach Musikverlage—2  
Francon/Schneider Musikverlage—2  
Edition Esplanade—2
- 1 song:  
Hans Sikorski Musikverlage  
Viktoria Musikverlag  
Melodie der Welt/Johann Michel  
Hans R. Beierlein/Edition Montana  
Karlheinz Busse Musikverlag  
Edition Accord  
Minerva Musikverlag  
Edition Modern

**HOLLAND'S TOP RADIO SHOWS**

**TIJD VOOR TEENAGERS**  
Type of program: newest records appealing to teenagers  
Frequency: weekly (Saturday)  
Duration: 50 minutes  
Producer: Co de Kloet  
Company: V.A.R.A.  
Address: V.A.R.A., Heuvellaan, Hilversum, Holland

**VERONICA'S TEENAGER MUZIEK EXPRES**  
Type of program: newest records appealing to teenagers (with commercials)  
Frequency: twice per week (Wednesday & Saturday)  
Duration: 60 minutes  
Producer: Paul Acket  
Company: Radio Veronica  
Address: Muziek Expres, Theresiastraat 11, The Hague, Holland

**TUSSEN 10+ EN 20—**  
Type of program: newest records, appealing to teenagers  
Frequency: weekly (Tuesday)  
Duration: 25 minutes  
Producer: Skip Voogd  
Company: A.V.R.O.  
Address: Skip Voogd, Sportlaan 16, The Hague, Holland

**JOOST MAG HET WETEN**  
Type of program: hitparade records (with commercials)  
Frequency: four times per week (Tuesday-Wednesday-Friday-Saturday)  
Duration: 60 minutes  
Producer: Joost De Draayer  
Company: Radio Veronica  
Address: Radio Veronica, Postbus 218, Hilversum, Holland

**TOP TV SHOWS**

**TOP OF FLOP**  
Type of program: jury of well known personalities criticises new records  
Frequency: monthly  
Duration: 30 minutes  
Company: V.A.R.A.  
Address: Top Of Flop, VARA-TV, Hilversum, Holland

**GERMANY'S BIOS—1963**

(Continued from page 38)

**SACHA DISTEL—POLYDOR**  
Sacha who was born in France ranks among the most popular stars of all time in France. He is a very skilled guitarist and singer. Long before he started in Germany, he had been a great success in France enjoying almost innumerable hits. Then he recorded Jim Reeves' "Adias Amigo" in German which turned out to be a smash hit for him, staying in our hit parade for months. All his discs so far have been highly successful and none failed to reach the German hit parade. His latest outing is "A Few Tears" which is currently riding high in the hit parade. Sacha did a lot of TV appearances here and also toured Germany a couple of times. In France he has also done some film work. He is a very able artist and should make it quite big.

**ROOSTER**  
Type of Program: for teenagers and tweens  
Frequency: monthly  
Duration: 30 minutes  
Producer: Gerrit Den Braber  
Company: A.V.R.O.  
Address: AVRO-TV, Hilversum, Holland

**KIJK DIE RIJK**  
Type of program: music hall  
Frequency: monthly  
Duration: 60 minutes  
Company: A.V.R.O.  
Address: AVRO-TV, Hilversum, Holland

**PAS GEPERST**  
Type of program: tv-show, presenting the newest records, with interviews of artists who've made them  
Frequency: monthly  
Duration: 30 minutes  
Company: N.C.R.V.  
Address: NCRV-TV, Hilversum, Holland

**JOHNNY KRAAYKAMP SHOW**  
Type of program: music hall  
Frequency: monthly  
Duration: 60 minutes  
Company: K.R.O.  
Address: KRO-TV, Hilversum, Holland

The most remarkable thing that happened in the last six months was the song composed by Argentinian Palito Ortega and tagged "Despeinada," which is still on the ten top hits, giving new life to rock and roll groups like The Hooligans, Los Locos del Ritmo, Los Sparks, Los Mabers, Los Rebeldes del Rock, Los Teen Tops, Los Apson Boys, Los Sleepers, Los Juniors, Los Angeles Azules, Los Yets, Los Matemáticos and many others. Anyhow, the balad singers have again taken their places and it is probable that in 1964 they will be again on the top.

Mexican folk music has had a good year and the bolero-ranchero has had its best moment in 1963. Names like Javier Solís, Jose Alfredo Jiménez, Lucha Villa, Lola Beltrán, Charro Avitia, Cuco Sánchez, Miguel Aceves Mejía and others have had several big hits and they have spent a good part of the year touring through different Latin American countries. This popularity may be increased next year.

In the last six months we also have had changes of executives of several labels. Paco de la Barrera left Orfeon Records to join RCA's A&R dept. Jesus Hinojosa, who took the place of Paco de la Barrera, also left Orfeon Records and now is working as an independent. Alejandro Siegrist was recently named chief of A&R of Orfeon Records. Fritz Hentschel left his job as sales manager of Peerless Records and immediately signed a contract with DUSA as marketing department chief.

Several movie themes earned enough popularity to appear on the top hits. Among them we should mention "Al Dila," "The Guns of Navarrone," "Baby Elephant Walk," "Volver A Verte," "Paraba Papa," "Canción De Juventud," "Tell Laura I Love Her," "Walk Right In," "Mana," "El Cid," etc.

Among the foreign artists who came in the past six months, we should name Jayne Mansfield, The Untouchables, Dorothy Dandridge, Emilio Pericoli, Lorenza Lori, Carmen Cavallaro, Eartha Kitt, Connie Stevens, Neil Sedaka, Charles Trenet, Bill Haley, Marlene Dietrich and Ray Anthony. Most of them had successful runs and signed new contracts for the future.

September boasted the Fifth National Jazz Festival, with the assistance of most of all the best Mexican jazz players. Tizoc Records recorded this event in five LP's.

One of two new labels starting to work in the Mexican market are DUSA, representing among others Philips, MGM, Mercury, Verve, Polydor, Deutsche Grammophon, and is having good biz selling the recordings of Connie Francis, The Platters and Rocío Dúrcal. The other record company which also started to work in the last six months is Campeí with its own studios.

Our Mexican artists have had wonderful and successful appearances in foreign countries. Dyno and Los Yorsys in Argentina; Marco Antonio Muñoz in Venezuela and Puerto Rico; Fabricio, Eva Garza and Corina in Colombia, Peru, Venezuela and Panama;

The Loud Jets in almost all the countries of Latin America; The Zavala Brothers, who arrived from Europe, visiting three different continents; Pablo Beltrán Ruíz in the United States; Javier Solís in the United States.

In 1963 we were saddened by the deaths of the Mexican orchestra conductors Luis Arcaraz and Cuco Valtierra and Peerless A&R exec Guillermo Kornhauser. All of them were beloved people in artistic circles.

The best record sellers in the past six months were: Despeinada, Enemigos, Media Vuelta, Llegó Borracho El Borracho, Guns of Navarrone, Let's Get Together, Roses Are Red, Popeye, De Mil Maneras, El Lechero, Tequila Con Limón, Gracias, Recuerdos De Ipacarai.

Most popular artists: Enrique Guzmán, Sonia López, César Costa, Jose Alfredo Jimenez, Angélica María, Javier Solís, Hnos. Carrión, Hooligans, Lucha Villa, Lola Beltrán.

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WISHING YOU  
A HAPPY NEW YEAR  
1964  
RECORDING DIVISION  
producing

**ASTRO**  
DISCOS DE ALTA FIDELIDAD

**CAMPEI** HF  
DISCOS DE ALTA FIDELIDAD

**SEASON'S GREETINGS**

Ivan Mogull

"Global Mogull"

First of all, the whole Swiss music business wishes to extend its wishes for a Merry Christmas and a Happy, Prosperous New Year to their many friends all over the world.

The big Christmas push is almost over once again, and the Swiss trade registered excellent results.

Ex Libris, Switzerland's biggest independent record producer, which not only sells its records through Europe's oldest record club but in its own record shops all over the country as well and which controls 35% of the Swiss market, enjoyed a healthy season with several of Switzerland's top sellers these past months: a lavish box of German evergreens surpassed all expectations, and the original Munich Production of "My Fair Lady" in German, a "Trip Around Europe" with the Cedric Dumont Orchestra and several local productions in the pop and folklore vein all had excellent sales. The official record of the Swiss Jazz Festival 1962 was so well received it will be followed by the 1963 version of this event.

Hug & Co. (H.M.V., Electrola etc.) had a very successful period with a string of hits from its German affiliate Electrola due to excellent productions by Heinz Gietz (formerly with Polydor): the Swiss Hazy Osterwald Sextet likewise switched to Electrola with "Der Herr Mit Dem Pepitahut," ex-GI Bill Ramsey, now a resident of Switzerland, clicked with "Molly," and ditto Ralph Bendix with "Der Grosse Treck Nach Idaho" and "Meine Braut Ist Bei Der Feuerwehr." The LP "24" with Belina, young singer from Poland, and guitarist Siegfried Behrend proves that folklore can sell, too, in Switzerland.

Jecklin & Co. (Columbia, Pathé, Odeon etc.) has a great trio of Italian hits at the moment with Adriano Celentano's "Serafino Companaro," Peppino de Capri's new "Imarziani" and Toni Dallara's "Temp Di Roma." Gitte, who ran away with the first prize of the German Song Festival, "Ich Will 'Nen Cowboy Als Mann," follows with "Nur Ein Bischen Glueck" and "Haende Weg Von Jack," another top song of hers together with Rex Gildo is "Vom Stadtpark Die Laternen." Mr. Acker Bilk is running high with "Moonlight Tango," and Cliff Richard's has the Number One German version of "Lucky Lips," "Rote Lippen Soll Man Kuessen."

Musikvertrieb AG in Zurich (Decca, RCA, Ariola, Barclay etc.) also had a great list of bestsellers with "Schuld War Nur Der Bossa Nova" (Blame It On The Bossa Nova) by Manuela, still tops after a lengthy stay in the lists, "Siebentausend Rinder" (Seven Thousand Oxen), a Continental cow tune yodelled by Swiss boy Peter Hinnen, "Zwei Blaue Vergissmeinnicht" by Rex Gildo, the German version of England's contribution to this year's Eurovision Song Festival "Say Wonderful Things To Me," "Im Kleinen Dorf Am Rio Grande" by Renate and Werner Leismann and "Ich Geh' Noch Zur Schule" by Manuela again. Elvis Presley held the hit parade in Switzerland this year, too, with "Return To Sender" and "Devil In Disguise" and comes up again with "Bossa Nova Baby" and "Witchcraft"; Pat Boone, who sings in German now, has elicited with "Rosemarie." In the jazz sector, Decca has an absolute bestseller with the "Play Bach" series of Jacques Loussier, French pianist.

Philips AG (Philips, Fontana etc.) is especially well represented in the French part of Switzerland with Johnny Halliday's film title "D'oh Vienstu Johnny?" with the French

version of "If I Had A Hammer"—"Si J'avais Un Marteau"—by Claude François and with "Le Sifflet Des Copains" by Sheila. A Philips best-seller in the German-speaking part of Switzerland (70% of the market) was the Japanese song "Sukiyaki," while Nana Mouskouri added "Rote Korallen" to her impressive string of hits. "Cannonball" Adderley is Philips' top name in the jazz sector.

Siemens, which controls such important labels as Polydor, MGM, Brunswick, Coral, Italdisc and Verve, to mention only the most important, submits this list of hit records: "Baby Babel Bossa Nova" by Will Brandes and little Elisabeth (daughter of Electrola-Producer Hans Bertram), successor to last year's "Baby-Twist"; Gus Backus, ex-GI making good in Europe, has "Good-Bye Baby," while Sacha Distel, the French singer, succeeded with "Ein Paar Traenen." Then there are "Schenk Mir Einen Talisman" by Peter Kraus, "Yokohama-Baby" by Thomas Fritsch, son of vet film actor Willy Fritsch, and "Jim And Joe" by Martin Lauer, German record runner (no pun intended!). The phantastic sale of Freddy's LP "Weihnachten Auf Hoher See" (Christmas In The Open Sea) finally surprised even Siemens itself. All the preceding titles are recorded on the Polydor label. The demand for Italian records still is high in Switzerland—"Stessa Spiagge, Stessa Mare" (Mina) and "Un Soldino" (Gene Pitney) are only two samples from the long list of Siemens' Italian hits. In the French-speaking part of Switzerland (comprising about 20% of this country's market), Siemens controls such bestsellers as "Un Soir D'été" by Jean-Pierre Cardo, "Ville En Ville" by Les Compagnons de la Chanson, "La Maman" by Marie Jaccond and "J'ai La Mémoire Qui Flanche" by Jeanne Moreau.

Truicaphon, still the only pressing plant in Switzerland, had a 3,000,000 records' turnover this year for the first time, quite an achievement for this small country with about five million inhabitants and with many records directly imported from abroad. Elite-Special, Turicaphon's own label, had a bestseller since January already with "Let's Slop."

Vogue S.A. had two of the year's top singers both imported from Paris: Petula Clark and Françoise Hardy with "1999," "Mille Mille Grazie," "Tous Les Garçons Et Les Filles" and many others.

The titles mentioned with Vogue above are under control by its own company Editions de Belmont S.A.

Edition Coda Zurich has become one of Switzerland's selected top music publishing companies this last year, and besides many of the titles already mentioned above, such as "Ich Will 'nen Cowboy Als Mann," "Im Kleinen Dorf Am Rio Grande," "Mitsou," "Tampico," "Ich Geh' Noch Zur Schule," "Wilhelm Tell-Twist," Bert Kaempfer's "Danke Schön," "Im Tal Der Blauen Berge," "Witchcraft," it controls such up-and-coming songs as the Yugoslavian "Drina-March" which caused considerable excitement when heard on the Swedish TV and which already has three records in Switzerland, Horst Wende (Polydor), Joergen Ingman (Metronome) and The Tornados (Ex Libris), as the Carmela Corren's new "Rosen Haben Dornen." Besides, Edition Coda is almost the only Swiss publishing company active in producing new material: "La Belle Suisse" and "The Splendour of Strings," recorded by Frank Chacksfield, twelve instrumentals by

(Continued on page 67)

The biggest topic of 1963 in our recording world was the establishment of a new company. For many years six recording companies existed in the business, each representing foreign labels, more than sixty, while, of course, releasing Japanese records on their own labels. The incentive given to the not-so-big recording world by the development of the new company, backed up by one of our biggest financial systems of Mitsubishi Electric, influenced us to a great extent.

The connections between electric makers and the recording industry have already been common in American and European markets, while in Japan also we have the cases of Toshiba Records with Toshiba Electric Company, Nippon Victor with Matsushita Electric, and now this new company Nippon Crown with Mitsub-

bishi has spurred the trend. As this company enters into production next year, the competition for a share in our market will be more hectic.

Next topic is the great hit of "Sukiyaki," which was almost the first case of a Japanese song proving the possibility of export, against the time of only one-way business with foreign markets importing songs. And, since then, our publishers and recording companies, are exerting themselves to follow-up on "Sukiyaki." On the other hand, there was not enough room for publishers, as hit records increased year by year, replacing the ranks very quickly. Only "Hey Paula" was a big hit on the Japanese charts comparable to, say, "Pretty Little Baby" of last year, while the top singers of the world like Elvis Presley and Connie Francis have sold also in our market.

Foreign Artists who visited Japan in 1963:

- Jan. Jazz Messengers  
The Platters
- Feb. Golden Gate Quartet  
Delta Rhythm Boys  
Chubby Checker  
Toshiko Mariano Quartet  
Nat King Cole  
Tony Williams  
Helen Merrill
- Mar. George Shearing Quartet/  
Ann Richards  
Prez Prado  
Gilbert Beaud
- April Lionel Hampton  
Louis Armstrong  
Caterina Valente  
Ferlin Husky  
Narsiso Yopez  
Thelonious Monk  
Mantovani Orch.  
Patti Page  
Count Basie Orch  
Quincy Jones  
Ike Cole Trio
- May Mills Brothers  
Claudio Viorla  
Moscow Chorus Group  
Four Amigos  
Surf-Riders
- July Cannonball Adderley Sextet
- Aug. George Luis All-Stars
- Sept. Sonny Rollins Quartet  
Sammy Davis Jr.  
Carlos Montoya  
Billy Eckstein
- Oct. Max Roach Quartet
- Nov. Sam Taylor Quartet  
Ward Singers  
Peat Seat Seagar
- Dec. Jimmie Rodgers

The Best Sellers of Foreign Songs:

1. Hey Paula
2. Rhythm of the Rain
3. Great Escape March
4. Young One
5. I Will Follow Him
6. Devil In Disguise
7. Follow The Boys
8. Mr. Bassman
9. 55 Days At Peking
10. Knock On Your Door
11. First Quarrel
12. Bye Bye Birdie
13. L'eclipse
14. I Can't Stop Loving You
15. The Longest Day
16. Cutie Pie
17. Al Di La
18. Like I Do
19. Summer Holidays
20. One Boy

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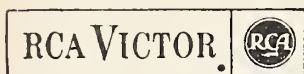
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Following the same strides of last year, the Spanish record industry has improved greatly. Sales came up continuously, except for a short period (October-November) in which, for unknown causes, they remained as before. Speaking with people from the most important record companies, Cash Box discovered that the influences of momentary circumstances are very important in this business. When any economic change is operating in Spain, there is immediately a repercussion in sales. For example, take the big sales increase of TV. Everybody is buying TV receivers, so they stop buying record players and record sales suffer.

The main problem is still the low number of record players in Spain. Against 2,500,000 TV receivers and more than 800,000 cars, there are no more than a million players. Though every year the factories sell more and more players, the number is yet low. This is one of the reasons that make our sales lower than in other countries.

Another important factor, about which members of the Spanish record industry spoke in a recent meeting held in Madrid, is the saturation of the market. There are companies that are releasing near to a hundred records per month. That makes a total figure of five hundred different EP's every month, plus near to fifty LP's. The Spanish market can't absorb such a great number of different records and, therefore, the initial pressings never go over 300 records in the cases of artists not very well known, and 1,000 when they are really top artists. Figures of 20,000 are the same as that of half a million in the U.S. The equivalent of a gold record is the 50,000 mark.

As Spain is definitely an EP market, records with sales power must have four hits, or a top artist. There is another queer thing: when a song is a hit, it has immediately twenty or thirty different versions that sell well. It is necessary for many versions of a song to come before a song becomes a success.

We have watched the current trend in the record market of releasing Spanish versions of international hits. Big hits are almost always American songs sung in Spanish by Spanish or Spanish-speaking South American artists. Two big hits of this year (probably the two most popular songs here) are "Dame Felicidad," Spanish version of "Free Me," with more than twenty different Spanish versions on the market and "Dile" ("Tell Him"), also in Spanish.

Many singers from other countries, practically unknown there, are getting success here singing in Spanish. Among them are Torrebruno, Robert Jeantal, Ennio Sanguisto, Filippo Carletti and others. Besides this, some big international names are recording in Spanish, looking to Spain and South America. This year were Cliff Richard, Frank Ifield, Connie Francis, Adriano Celentano, Petula Clark, Johnny Mathis, Eydie Gorme (really a big hit here with "Blame It On The Bossa Nova" in Spanish), Sacha Distel, Paul Anka, Steve Lawrence, Andy Williams, Mina. . . . And more: in Spain there are three different languages: Castellano, Catalán and Gallego. Last September, the Festival Of The Mediterranean Song was won by a song sung in Catalán, spoken in the North East, the most developed and richest zone of Spain. More than 30,000 records were sold in less than two weeks. This song, "S'en Va Anar," is only liked by people of the North East.

Spanish TV (TVE) is paying for personal appearances as well as any TV in Europe (probably more). Because of that, we have had during 1963 really good shows with the most popular artists of Europe and America. The list is really long: Johnny Hallyday, The Tokens, Alma Cogan, Jean Claude Pascal, Perez Prado, Richard Anthony, Luciano Taioldi, Gilbert Becaud, Dalida, Sacha Distel, Charles Aznavour, Hermanos Rignal, Vico Torriani, Cliff Richard, The Shadows, Frank Ifield, Abbe Lane, Xavier Cugat, Nana Mouskouri, Memphis Slim, Grethe and Jorge Ing-

man, The Brothers Four, Françoise Hardy, The Platters, Harold Nicholas, Bill Coleman, Norrie Paramor, Shirley Bassey, Roy Orbison, Bobby Goldsboro, Peppino di Capri, Cocki Mazzetti, Andy Russell, The Spotnicks, Donna Hightower, Pat Thomas, Petula Clark, Claude François, Tony Renis, Lou Bennet, Mina, Freddy, Adriano Celentano, Dion Di Muci, Camillo, Luis Aguilé, Josephine Baker, Katyna Ranieri, Nella Colombo, Jerry Williams, Golden Gate Quartet, Delta Rhythm Boys, Marlene Dietrich, Vince Taylor. . . . It is a large show.

"Festivals" or "Song Contests" seem to be the only way to discover Spanish songs. There are too many festivals in Spain, so this report only mentions the important ones: Festival de Benidorm, for Spanish songs only, won this year by Mario Sellés and Miguel Portolés, authors of "La Hora" (first prize). The song was sung by Alberto and Rosalia, and covered after by a lot of record versions: Tito Mora, Enrico Carbone, Manolo Escobar, Torrebruno, The Black Magic, Tony Vilaplana, Lorenzo Valverde and others. The Festival del Duero, with songs from Spain and Portugal, was won this year by "Beso Robado" (bossa nova). The Festival of The Mediterranean Song, with songs from France, Israel, Spain, Italy, Egypt, Argelia, Greece, Chpre and Monaco, gave the first prize to "S'en Va Anar," Spanish song sung in Catalán, very traditional and important language of the North East of Spain. The singers of the first prize were Salomé and Raimon. The Festival of Madrid was won also by Mario Sellés and Miguel Portolés with "Enseña Tus Manos," sung by Robert Jeantal and The T.N.T. This song was released in Germany on a record by Sacha Distel.

The new craze here are the "hit parades." There are hundreds. Every deejay program has its own chart with votes from the listeners. These charts are completely different from the others. The most important ones (because the programs and the deejays are important) are "Discomania" by Raúl Matas, "Hit Parade Nacional," and by Mariano Méndez Vigo.

This year, Spain was host to more than ten million tourists. These people buy records containing folklore, mainly "flamenco," which sell very well in the main tourist cities: Palma, Malaga, Valencia, etc. Almost every company releases, when summer is coming, a big collection of records with Spanish music, especially aimed at tourists.

Odeón (E.M.I. here) began, successfully, with Stateside and 20th Century-Fox during this year. Also CBS, represented by Hispavox, got success in the Spanish market. Fonogram (Philips, Siemens) sold more than 30,000 LP's of "All Star Festival" in less than a month. A big promotion was done all over Spain by the publicity and promotion department of Fonogram.

RCA started with a low price LP, releasing a large collection of Victrola, Vik, Camden, Golden Guinea and Telestar. This initiative was shortly followed by E.M.I. with another collection of low price LP's and by Fonogram, that sold during a short period an album with the nine Beethoven symphonies conducted by Von Karajan.

Vergara, youngest company of Spain, has Starday, Kapp and Time for distribution here. Rumors about that Vergara is also handling Reprise. Discophon promoted successfully Swedish group, The Spotnicks, who came to Spain twice for personal appearances. Belter is contracting popular artists such as Juanito Valderrama, Los T.N.T., Lola Flores, Tony Dal-lara and other big names.

At the beginning of December, RCA released Dynagroove in Spain with success. First release includes classic and modern music.

Fonogram is starting with Riverside, Audia Fidelity and MGM. The new factory of Fonogram (probably one of the most up-to-date in Spain) will be working at 100% capacity about July.

## MANOLA ESCOBAR

Born in Almeria on the southern coast of Spain. Began singing in Barcelona in radio programs. Achieved great success by giving a rhythmic interpretation to typical Andalusian tunes. Escobar is married to a German girl whom he met on one of his European tours. He is under contract to Belter Records. His greatest hit: "El Porompompero."

## TITO MORA

His real name is Carlos Olaria, brother of well known opera singer Ana Maria Olaria. Changed his name because he wanted to achieve success on his own. First disk released this year on RCA was directed by Joaquin Prieto who penned the world hit "La Novia." Tito performs on radio and TV programs as well as cabaret. He is claimed to be the most promising newcomer. Had a big hit with "Olvídete."

## SARITA MONTIEL

Real name is Antonia Abad Fernandez. Has appeared in many Spanish and American films including "Vera Cruz." Began recording career with Columbia Records and recently signed with Hispavox. Currently enjoying success with a version of the oldie "Amapola."

## "DUO DINAMICO"

This "duo" consists of two young singers, Manuel de la Calva and Ramón Arcusa. They have in the course of the past two or three years rocketed to fame as the most popular exponents of "pop" music in Spain, and are the idols of the teenagers. During 1962, they have had at least one, and often as many as three records in every Spanish "top ten." They are very popular in Latin America, and have completed a highly successful tour of Venezuela and Argentina. Their recordings have been released in England, and will probably soon be pressed in the USA as well. Label: "Voz de su Amo" (HMV).

## RAFAEL FARINA (El rey Gitano)

"El rey Gitano" means "The Gypsy King," and this is the name by which Rafael Farina is most often referred to by his fans all over Spain. A true gypsy from Andalucía, he was singing already as a child, and was an experienced flamenco singer by the time he made his first appearance in a theater, with the famous star Conchita Piquer. He is considered to be the most popular flamenco artist of today, and appears frequently on Spanish TV and in films. He has many admirers in Latin America, where he toured with great success. Label: "Voz de su Amo" (HMV).

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## Switzerland's Top Pop Songs 1963

Title	Publisher
Baby Babel Bossa Nova	Sidem
Barcarole In Der Nacht	Musikus
Bossa Nova Baby	Coda
Danke Schön	Coda
Die Nacht Ist Mein	Musikus
Das Kannst Du Mir Nicht Verbiehen (You Can) Never Stop Me Loving You	Coda
Drina-Marsch	Sidem
Ein Paar Tränen	Coda
Ich Geh' Noch Zur Schule	Intervox
Ich Kauf' Mir Lieber Ei Nen Tirolerhut	Coda
Ich Will 'nen Cowboy Als Mann	Coda
Im Kleinen Dorf Am Rio Grande	Coda
Im Tal Der Blauen Berge	Sidem
Jim und Joe	Aberbach
Let's Slop	Editions de Belmont
Mille Mille Grazie	Coda
Mitsou	Coda
Oh Donna Clara	Coda
Rosen Haben Dornen	Coda
Rote Lippen Soll Man Küssen	Edifo
Sukiyaki	Helbling
Tampico	Coda
Troola-troola Troola-la	Helbling
Wenn Ich Ein Junge Wär'	Flora
Wilhelm-Tell-Twist	Coda
Witchcraft	Coda
Zwei Blaue Vergissmeinnicht	—

## Switzerland — Review 1963 (ctnd from page 64)

such well known Swiss composers as Cedric Dumont, Hans Moeckel, Toni Leutwiler, Louis Rey and Hardy Schneiders, on an LP "Cedric Dumont's Swiss Trip" on the Fono label, and the Muli-Serenade, recorded by Frank Valdor, are a few of these. Furthermore, Coda disposes of probably Switzerland's biggest catalog of evergreens from all over the world, ranging from "La Cumparsita" to "Tiger Rag." Coda finally has added a background and film music archive to its services comprising several important foreign catalogs as well as own productions.

Edifo S.A. Zurich had one single hit this past year "Lucky Lips"—"Rote Lippen Soll Man Küssen."

Helbling & Co. in Volketswil controls among many other titles, hits such as "Siebentausend Rinder" (Seventhousand Oxen), "Es Gibt Kein Bier Auf Hawaii," and evergreens as "Skoda Lasky" and "Only You."

Editions Melodie and Uraniaton in Zurich, both managed by Anton and Jane Peterer, placed compositions by one of Europe's foremost guitarist, Pierre Cavalli, with Lawrence Wright in London, while the record of it, "Strictly Guitar," originally started

in France on Belair, was released on H.M.V. in England. The latter company will also publish the music from Erwin Dietrich's next Swiss film "Ein Sarg Aus Hongkong" who already was successful all over the world with "Die Nylonschlinge," equally published by Uraniaton.

Musikus, Turicaphon's publishing company, with its sister companies Editions Annabella and Flora, had a hit since January already with "Let's Slop" and is riding high with such further top songs as "Return To Sender," "Colombino," "Bossa Nova Casanova" and the Max Greger instrumental "Maxy Saxy Hully Gully."

Heinz Liechti's Edition Sidem S.A. in Geneva formed "The Four Shakers" group for Philips and will publish their material. Among the many hits he furthermore represented in Switzerland were "Ein Paar Traenen" (Sacha Distel), "Vom Stadtpark Die Laternen" (Rex Gildo and Gitte), "Jim und Joe" (Martin Lauer) and others.

Southern & Co. in Volketswil controls among their long list of Latin American standards, titles such as "Quando Caliente El Sol," "Pepito," "Brazil," "Besame Mucho" and many others.

## BELGIUM — 1963

(Continued from page 31)

### TOP TV PROGRAMS

(records and artists)

\*Lieben Sie Show (artist-parade)

From the German TV

\*Saint Germain-de-Prés

\*The Caterina Valente-Show

\*Pro en Contra

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## SPAIN — Biographies (ctnd from pg. 66)

### "GELU"

Her real name is Maria de los Angeles Rodriguez, and she is 18 years old. She was born in Granada, and she was "discovered" there by the local radio station. Her career has been almost as meteoric as that of Helen Shapiro in England and she has already been twice to Venezuela for TV performances, as well as to Argentina and Portugal. As a singer of "pop" tunes, this teenager has a special appeal to her own generation. Label: "Voz de su Amo" (HMV).

### MARGARITA SANCHEZ

Spain has a long tradition of "couplets," melodious ballads in which the lyrics are of almost equal importance. Names such as Raquel Meller and Conchita Piquer made the "couplet" famous in the 20's and 30's. Now the tradition is carried on by Margarita Sanchez, unrivalled today as the singer of such famous melodies as "La Violetera," "El Relicario" and "El Pañuelo." Though she appears on TV, her real milieu is the theater, where as the star of many revues, in magnificent costumes, she always attracts a full house. She is one of the most Spanish of Spanish artists (except that she doesn't like bullfights!). Label: "Voz de su Amo" (HMV).

### JOSE GUARDIOLA

Spain's No. 1 crooner. Thirty-four years of age, he is probably the most successful "pop" singer of Spain today. A choir-boy as a child, he studied music at the Barcelona Conservatoire, getting the highest award as a saxophonist. He became a professional musician, and it was only by chance that his talents as a singer were discovered. The vocalist of the band was taken ill, and Guardiola had to "stand in" for him. From that night on, he was a singer. He has received more awards at pop music festivals than any other Spanish singer, and is a great attraction in the leading dance restaurants of Madrid and Barcelona and on the screens of Spanish TV. He is married, with two children. His little daughter, Rosa Mari, recently recorded a duet with him in Spanish version of the French success "Dis papa" which was one of the top sellers of 1962 in Spain. Label: "Voz de su Amo" IHMV.

### ENRIQUE MONTOYA

Born near Seville, in the heart of Andalucía, in 1930, this singer grew up in the "flamenco" country. He made his debut at a very early age, and soon established himself as an exponent of Spanish "pop" music, often in international rhythms such as the bolero and the cha-cha-cha, but always with a strong influence of "flamenco" style in evidence. He has been recording from 1955, and his recordings have extended his circle of admirers to Latin America, where he has frequently been invited to appear on TV screens. Label: "Voz de su Amo" (HMV).



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#### JANUARY

California-based Four Star Sales enters Scandinavia, handled by publisher Stig Anderson in Stockholm. . . . The Chat Noir (The Black Cat), famous restaurant and theatre in Oslo, destroyed by fire. Known to national and international artists, it might not be rebuilt again. . . . CBS debuts in Finland, handled by Fazer Music in Helsinki.

#### FEBRUARY

Local Song Festivals all over Scandinavia, followed by usual protests and small scandals around those competitions. Winning songs in each country is to represent their country at the Eurovision Song Festival in London in March. . . . "Blame It On The Bossa Nova" gives CBS its first top seller all over Scandinavia, another record, "From A Jack To A King," also released in February, turns out to be one of the top sellers of the year all over Scandinavia.

#### MARCH

Strikes become 'popular' in Scandinavia. A big strike stops almost all activity, such as railways, post offices, etc. in Finland for weeks, and in Sweden workers at the alcohol factory start the country's most unpopular strike in history. . . . Scandinavia is getting fame at Eurovision Song Festival in London, won by the Danes Grethe and Jørgen Ingmann with "Dansevise."

#### APRIL

The strike in Finland comes to an end and business life is trying to repair as much as possible of the damage caused by the strike. . . . The Tamouré, a dance originating from Tahiti, is said to be the next craze in Scandinavia, but except for a few recordings with the new dance, it does not create much noise. . . . American label Parliament to Norway, handled by Egil Monn Iversen A/S.

#### MAY

Pat Boone giving concerts in Denmark. . . . Two Norwegian companies, Manu and Viking join together with an artist agency known as Viking-Manu A/S. . . . Hede Nielsen's Fabrikker in Copenhagen introduces the German label Arena in Denmark. . . . The sale of LP's in Norway is reported growing very much; in general, the Norwegians say it is a good year saleswise.

#### JUNE

Sonet Grammofon AB takes over Italian label Durium in Sweden. . . . The summer arrived with fine weather and the record sale was dropping everywhere except in Norway. . . . Deutsche Grammophon and Swedish Karusell make a deal and the German-based company takes over Karusell from October. . . . Los Paraguayos, touring Finland, are given a Gold Disk for the sale of the UNO album "All Star Festival." . . . Norsk Phonogram A/S introduces a new local label, Cue Records, in Norway.

#### JULY

Record distributors after American model appears in Scandinavia with GDC in Stockholm handling the products of six companies, and Faelles-ekspeditionen in Denmark handles the products of three companies. . . . "Sukiyaki," a Japanese record is released in Scandinavia, and looks like a real hit, no matter the strange language in which it is sung.

#### AUGUST

"Drina," a Yugoslavian song, appears on a TV program in Sweden and everybody starts asking for it. The Yugoslavian recording is obtained by Metronome and publisher Felix

Stahl gets the world wide publishing rights. . . . Chubby Checker is on tour in Sweden. . . . Berns, famous restaurant in Stockholm is 100 years old with plenty of celebrations announced. A well-known place among stage and record artists. . . . There are some 225,000 record players in Finland, it is reported. A campaign is discussed to stimulate more people to buy record players. . . . Everybody in Scandinavia starts speaking about German song "Danke Schoen," but not too much happens with it.

#### SEPTEMBER

Actors and actresses in Finland involved in a strike against motion picture producers. . . . Philips-Sonora has a party after moving into the new Philips Building in Stockholm. . . . A local group, The Sunbeams, recording for Manu in Norway, creates sensation outside Norway with their recording of "I've Got A Lovely Bunch Of Cocoanuts." . . . A/S Nera in Oslo introduces the low price label RCA Victrola in Norway. . . . Iversen & Frogh A/S introduces the German label Gloria in Norway.

#### OCTOBER

Swe-Disc is Sweden's newest record manufacturer, having a strong list of artists from the beginning and a world-wide distribution contract with German Deutsche Grammophon in Hamburg. . . . Denmark announces that after arranging the 1964 Eurovision Song Festival, the country will withdraw from future festivals of that type. . . . A local non-professional hootenanny-group, Olkabilamo, gets a Silver Disk for "Singel Og Sand," after 25,000 sold in Norway. . . . Polar Music is the latest record label in Sweden, handled by publisher Stig Anderson and Bengt Bernhag.

#### NOVEMBER

"Pick Up The Pieces" is the song everybody's talking about, particularly in Denmark and Sweden. . . . Movie star Ann-Margret, also known from her records, to Stockholm and her native Sweden. . . . SBC-TV announces the local Song Festival for 1964, the winning song will represent Sweden at the Eurovision Song Festival in Copenhagen in March (the whole thing is called off in December). . . . Some people say there might be a strike, actors and actresses get too little payment from radio and TV in Sweden, but nobody takes it too seriously. . . . The tragic death of President John F. Kennedy hits the world, and Nordisk Polyphon Akts. in Copenhagen was the first company out with a record in Scandinavia, a record dealing with Kennedy's visit to Germany in June.

#### DECEMBER

The strike nobody really expected, actors/actresses against radio and TV in Sweden, is suddenly a fact on December 1. From having involved actors and actresses it grows like a snowball and soon everybody seems to be involved, no matter if they like it or not. Pop artists, outside the actor's union find themselves forced to show sympathy and refuse engagements on radio and TV. SBC-TV calls off the local Song Festival, which is not very popular among the composers. One of the Stockholm evening papers (owned by the Labor Unions) accused the non-organized record artists in the pop field for being disloyal against actors and actresses since they "will take advantage of the higher wages for which the organized artists are on strike, without being members of the union themselves." . . . Egil Monn Iversen A/S in Norway reported being sold, probably to Deutsche Grammophon in Hamburg. It is confirmed that negotiations are going on between the two. . . . Record sales in December reported "very good" all over Scandinavia.



## Problems of the Swedish Record Industry by Sixten Eriksson

SIXTEN ERIKSSON. Born 1905. President of Telefunken Försäljnings AB since the company was founded in 1948, and of Grammofon AB Electra since 1955. For many years a member of the board of Swedish Association of Record Suppliers, and of Swedish group of IFPI (International Federation of Phonographic Industry).

A general problem in most industries today is "how to make it pay." The Record Industry in Sweden is no exception from this rule.

Since 1958, the last profitable year of any importance in Swedish record biz, the sales figures have continuously been dropping, while production has grown bigger, and so has the quantity of foreign releases made available to companies with foreign representations. This on the other hand has resulted in various problems for the trade here. It is harder to absorb the flood of foreign releases; they require bigger storerooms, among others. To this must be added growing general expenses, such as wages, freights, hires, and for the local production mainly, raising wages for musicians, among others. One has the feeling that everything but the sales figures is going up.

Another important thing is the switch from EP's to singles and LP's that has taken place in last years. Sweden once was one of the leading EP markets in the world, at least in Europe, and some 80 per cent of all records sold were EP's with singles and LP's sharing the remaining 20 per cent of the sales. Today, the situation is that only 35% of the sold records are EP's. Singles have 50% of the share, while LP's are 15% of the records sold. This, of course, deals with the number of sold records, if counting in real money, the LP's have a bigger share of the cake.

One must bear in mind that Sweden is a comparatively small market with production of LP's being very expensive, compared with EP's, something that makes the margin for profits shrinking even more. Of the retail price of a Pop LP, which is Swedish Kronor 26:60 (\$5.05), the first 17% goes to the government as a special luxury tax combined with other taxes. Due to the small amount being sold of each LP, the production cost has to be considered as very high. Singles give a more normal profit, but in their cases, one has to face that the "lifetime" of a top seller is very short nowadays. Foreign competition has forced Swedish manufacturers to make expensive colorful sleeves also for the singles, in order to meet the competition.

The Record Industry in Sweden is not only filled with problems, however. In 1963, the sales figures have slowly shown tendencies of going up again, and the industry is meeting the Christmas sales this year with more optimism than in a long time. As far as the retailers are concerned, the tendencies point at fewer small typical record shops, while the big department stores take over more and more of the sales.

Within the distribution field, everybody is doing everything to reduce expenses to a minimum. Grammofon AB Electra (RCA Victor) with its brother-organization Telefunken Försäljnings AB took over Decca and Swedish Society Discofil a couple of years ago, and together with EMI, these companies today have more than 50% of the total sales in Sweden. Deutsche Grammophon recently took over Karusell Grammofon AB, while three local manufacturers merged together with a common distribution outfit back in the middle of this year. All these are attempts to reduce the expenses and make the industry itself more profitable.

## Problems of the Swedish Publishing Business by Leonart Reuterskiöld

Music publishing is not an easy job in Scandinavia today—and probably not in other countries either. The whole structure of music publishing has changed very much: In earlier days the sale of sheet music was the main revenue, but these sales have dropped enormously. This is an astonishing fact, because the sales of instruments, e.g. pianos and guitars, has not dropped here; on the contrary it has increased—and one would think that those buying instruments would need printed music.

It is a joke here that many people want a piano as a piece of furniture to "show off."

Nowadays the main source of income naturally is mechanicals—and to some extent also performance fees. A few years ago it was a "boom" for records—especially the teenagers, who had money to spend, bought very big quantities of records. It is not so anymore—for what reason? It is difficult to say, but the fact remains that the record sale has gone down very badly in all the Scandinavian countries. Many believe that since the Swedish Broadcasting-TV Company (SBC-TV) has started to play records non-stop, day and night, people hear so much music that they get fed-up and don't want to buy records themselves. Many also take up the radio and TV programs on their tape recorders and this, of course, also takes away a lot of the record business. On the other hand SBC-TV can, during a short period, promote a special record so that it is sold in the music shops. The main exposure for a new record is still TV and radio plugging. Even if those special records are not sold in considerable quantities, they would probably not be sold at all if the public had not heard them over the air.

Naturally the popularity of a song can be increased very much if a well-known singer performs it on Radio and TV. But these days publishers in Sweden got a new and severe blow: a strike among all singers, actors and performers against the SBC-TV (which is government controlled) was proclaimed, because the artists thought they got too little pay from SBC-TV. One result of the strike is that Sweden cannot take part in the European TV song contest, because we have no artists who are allowed (by their unions) to sing the songs. How long the strike will last is impossible to say—the pessimists say one year—and that certainly is not a very bright prospect for the future, seen from the publisher's point of view.

Anyway, there is one promising fact: The sale of sheet music and folios shows signs of increasing.

The sales are still very limited, but the trend is positive. I don't think, though, they will ever come near the figures of by-gone days, when a real big hit in Scandinavia could sell 25,000 (if not more) piano copies. Today, we are happy if a big hit sells 2,000 copies.

As I said before, people seem to be fed up with too much mechanical music and that is perhaps the reason they want to play themselves and listen to "live" music. In my opinion this is very pleasing, because I think that music publishing should really be music publishing.

Another promising prospect is that the special luxury tax (one Krona or 20¢ on singles and EP's, and three Kronor or 60¢ on LP's) will be abolished within a year or two. If to all this, it would be possible to get a better order with the local monopoly broadcasting company, who, in our opinion, is airing too many records some 24 hours a day, Sweden might once again play an important role as a record selling nation.

If we should present any request to our foreign friends, it would be this: Try if possible to raise the quality of the recordings and, maybe best of all, reduce the quantity.

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# DENMARK—Review 1963

The year started with Elvis Presley topping the charts with "Return To Sender" for nine weeks.

Other top sellers of the year were Cliff Richard with "A Summer Holiday" for 14 weeks, Paul and Paula with "Hey Paula" with 15 weeks on the charts.

Those were the most remarkable top sellers during the first six months. Two other records, a Danish version of "Skip To My Lou" had 14 weeks on the charts, and so did Ned Miller with "From A Jack To A King."

The autumn season saw "Say Wonderful Things To Me" on the charts for 18 weeks, originally with the British recording with Ronnie Carroll, later followed by a Danish version with Paul Bundgaard on Tono.

Britain's Cliff Richard came back with "Lucky Lips" with 17 weeks on the charts, and a local show song, "Opad Eller Nedad" (Upstairs Or

Downstairs) with stage veteran Osvald Helmuth made it for 15 weeks. The local publisher very much regretted that it was not the kind of song that could be "exported"; he had several offers from abroad.

Frankie Vaughan also made 15 weeks with his Philips recording "Hey Mama," and "Little Band Of Gold" made it with 20 weeks, originally the American recording with James Gilreath on Sonet, later with a Danish version with Gustav Winckler on Sonet.

In autumn, Elvis Presley returned for 16 weeks with "(You're The) Devil In Disguise."

Early in December, Jorgen Ingmann, internationally well known guitarist, hit the number one spot with the Yugoslavian song "Drina," while "Pick Up The Pieces," recorded in Danish, looked like another outstanding top.

Local artists who managed to reach the number one spot during 1963 were Jorgen Ingmann with "Drina," also Bjorn Tidmand with "Pick Up The Pieces" (Odeon), Gustav Winckler with a Danish version of "Little Band Of Gold" (Sonet), Osvald Helmuth with "Opad Eller Nedad" (Philips), Grethe and Jorgen Ingmann with "Dansevise" (Metronome), Gitte with "We Wanna Go Fishin'" (HMV).

## Problems of the Danish Record Industry

by W. Hamburger

W. Hamburger, president of Nordisk Polyphon Akts (Decca, Philips, Polydor, Fontana, CBS, Polyphon, etc.). Chairman in the Danish group of International Federation of Phonographic Industries (IFPI), and vice-president in IFPI.

Record sales in Denmark are almost steady. This year might even show a small decline compared with 1962.

The fact that no upward trend can be recognized is so much more astonishing as the general standard of living has risen over the last years.

There are, however, certain explanations both of general and specific nature to this situation. The general one is a very determined deflation policy by the Government, which already in the autumn of 1962 resulted in the introduction of a general purchase tax, nearly full stop on wages and price control. This altogether reduced the purchasing power of the public.

Of more specific nature for the record industry is a special tax on records, which, together with the general purchase tax, amounts to 1/6 of the retail selling price. Therefore the tax on one LP record comes to approximately \$1, causing a heavy negative influence on sales.

The extensive employment of records in broadcasting programs proves another headache for our industry. At the beginning of this year the Danish State Broadcasting Service introduced a third program, mainly based on records. Apart from this program, which starts at 6 a.m. and closes down at 12 p.m., two others bring records for many hours every day. The musical requirements of the ordinary family is more or less covered by the enormous variety of record programs, available by pushing the button on the radio.

However, even in the record industry, life is not entirely made up by problems and headaches, and I am glad to report that classical records of high artistic value, musicals and some popular and teenage material are reaching really interesting sales-figures. American pop is perhaps for the time being not so dominating on the chart as in the previous years, but this need not worry our American friends. After all—we got this in common with the World of Fashion—the taste may change and this goes for the musical and artistic appeal as well. This is the reason why our industry has to be creative and on the look out for new ideas every day of the year.

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## Problems of the Danish Publishing Business

by Albert Klienert

Considering the situation in 1963 from a music publisher's point of view in an area so geographically limited as Denmark, one sees at once a most dominant factor in the entire, local entertainment industry: the influence from abroad. Above all, this is caused by the teen-age public, which during the recent years has become the biggest consumer-group of records, and on account of the distinct craze for idols and—in a way—quite unvaried demand of this group, the Danish market has involuntarily had to adapt itself to the production, which comes from foreign markets.

Through the effective means of communication of our time, the influence from abroad means two essential factors to the local publishers: the kind and the frequency of the repertoire. To the publisher the problem, therefore, is of a two-sided nature, when at the same time he tries to obtain the biggest economical advantage, as experience shows—both regarding the "mechanical" and the "live" music demand—that the biggest "top-hits" in our territory are due to local artists, but in most cases in connection with foreign, and very often American titles.

This is partly due to the difference in mentality and language, partly to the economical interests in and about the local staff of artists, with the greatest importance on the recording industry, and it is therefore obvious, that Danish (and for that matter other Scandinavian) publishers do not concentrate only on the local production, but are careful in the highest degree when looking for foreign titles. And the carefulness is rooted not least in the economical investment with the original publisher, for with the rising tendency of Danish local production, bigger efforts are demanded by the publisher himself, and he must therefore at the same time try to reduce costs as regards such an essential item as the original publisher's demand for a guarantee-amount.

Here it is in particular aimed at the American publishers, as their disproportionate demands for amounts of guarantee are obviously based upon a firm belief in the fact that American original recordings play an overwhelming role on the Scandinavian market. But this belief lacks reality and if these publishers really want to get the best profitable place in our territory, they will have to consider the local exploitation of their titles. And this consideration must further be altered in time with the "local" tendency, which is in continuous rise for that simple reason, that Scandinavian publishers—influenced by the big risks in connection with the local exploitation—at the same time realize their advantage in the control with the mechanical production itself and therefore simply also feel encouraged more and more to do this production themselves.

What this implies for the foreign publishers is obvious—on the long view at any rate a change towards the Scandinavian sub-publishers must be a matter of course—just as in certain other territories.

## Denmark—Bios

### BENTE MERETE—RCA VICTOR

Singer. Born: Copenhagen July 7, 1944. Record debut 1961. Popular teenage artist, Miss Bente Merete is touring Denmark all year round.

### KATY BODTGER—POLYDOR

Singer. Born: Copenhagen Dec. 27, 1927. Song studies. Record debut in '57. She has appeared in motion pictures. Top seller 1963: "Paradiso."

### OTTO BRANDENBURG—ODEON

Singer. Born: Copenhagen Sept. 4, 1934. Silver Disk winner. Top seller of 1963: "Sukiyaki," recorded in Danish as well as Swedish.

### DARIO CAMPEOTTO—SONET

Singer. Born: Copenhagen of Italian parents Feb. 1, 1938. Gold Disk winner. Has been recording in English, French, German, Italian, Spanish and Swedish.

(Continued on page 72)

## Problems of the Finnish Record Industry by Paavo Einio

Paavo Einio entered record biz in Finland 1953 when he founded Scandia-Musiikki Oy, and has since then been vice-president of the company. Also disc-jockey in Finnish Radio with popular program "The Kaleidoscope," made together with Johan Vikstedt (of RCA Victor in Finland). Produces a musical program once monthly in Finnish TV. Mr. Einio has been graduated as a Bachelor of Art from the Helsinki School of Economics.

The special problems of the Finnish record industry nowadays are probably the same as all over the world. However, the smallness of the record market is one problem itself. In Finland there are now approximately 230,000 record players and in 1962 the total record sales were 943,000 records of which 439,500 were domestic recordings and 503,500 foreign recordings.

Thus there has been no decline in the sales during the last five years, but a rise which has, however, been very small. The number of record players has also increased only slightly, which is probably due to the fact that their prices are relatively high because of the heavy duties. Only during the last two years some cheaper record players have appeared on the market and gradually the Finnish people have begun to realize that record players and records are no luxury commodities that only the rich people can afford. Also the record assortment begins to be so many-sided that even all the extreme collectors get their wishes fulfilled. Through radio, television and the magazines the record companies have been able to do some efficient pushing for the records and this is beginning to show some results although there still is much to be done. The record companies would badly need some help from the dealers which are not quite up to date in Finland. The record dealer seems to be a place where the records that are requested by the customer are wrapped nicely in a paper and that is all. Very few dealers try anything active to increase their sales. They don't keep any card-index on their customers and they don't supply their regular customers with any information about the record novelties. If the Finnish dealers would realize how much they could help in increasing the sales and the interest in records there would probably be a considerable change for the better in the whole record business in Finland.

Roughly estimated the sales is divided almost evenly between the domestic and the foreign recordings. Lately it has become more and more apparent that the foreign hit tunes are most successful in their original versions. For instance there is only one Finnish version of the Cliff Richard—success "Lucky Lips." Three or four years ago at least three Finnish record companies would have ventured on recording this tune in Finnish. This sort of progress is, however, only good for the industry as it is better to produce one good profitable recording of a foreign hit tune than to have three or more companies competing for the small market and each company suffering losses. The Finnish record industry has started to look for melodies that are especially suitable for the Finnish market and these melodies need not be any big hits elsewhere. A good example of this is a tune called "Sabeline" which climbed up the charts in Finland although it has not had any response in other countries. Also lots of Finnish originals are recorded and especially the tangos seem to have maintained their magic touch on the Finnish record buyers. The two top male vocalists in Finland, Eino Gron and Taisto Tammi, are both specialized tango singers. People who like the foreign hit tunes, however, seem to be more active record buyers as for instance in the wishing concerts of The Finnish Radio about 2/3 of the letters contain wishes for Finnish material which proves that the fans of this kind of music does not own so much record players.

## FINLAND—Biographies 1963

### AARVA, Heikki (Safir)

Singer. Age: 28. Studied singing and acting in Helsinki. Record debut for Safir with "The Wind Has No Friend." He has been in motion pictures. Produces and directs show in Finnish TV.

### AIMO, A. (Odeon)

Singer. Born: Tuusula April 16, 1911. Real name: Aimo Andersson. Record debut 1934. His top seller 1963: "Odessa" and "Haaremin ruusu."

### ANN-CHRISTINE (Scandia)

"Sabeline." Sings in English, German and Helsinki July 26, 1944. Record debut with "Lalaika" and "Let's Twist Again." Bookings thru Scandia Music Co., Ltd., Helsinki

### ASPELUND, Monika (Parlophone)

Singer. Born in Vaasa. On stage at the Vaasa Theatre. Top seller 1963: "Side By Side."

### FOUR CATS, The (Scandia)

Vocal quartet, founded in 1958. All members are prominent musicians. Has been in several motion pictures. Top sellers 1963: "Greenback Dollar" and "Sabeline." Sings in English, German and Swedish. Booking thru Scandia Music.

### GRON, Eino (Scandia)

Singer. Born: Reposaari Jan. 31, 1939. Record debut 1958. In several motion pictures. He sings in English. Booking agency: Scandia Music Co., Ltd.

### HALME, Laila (RCA Victor)

Singer. Born: Jääski March 3, 1934. Contracted to RCA 1962. She represented Finland at Eurovision Song Festival in London in 1963.

### HELENA, Katri (Parlophone)

Singer. Real name: Katri Koistinen. Born: Tahmajärvi Aug. 17, 1945. Her record debut in 1963 with "Kesän viimeinen ilta" (The Last Evening Of Summer).

### HEINIVAHO, Matti (H.M.V.)

Singer. Born in Tampere in 1936. Top sellers 1963: "Malaga" (a Finnish tango) and "Lauantyyttö" (Miss Madison). He sings in English, German and Swedish.

### JEW, Tuuta (Broadway)

Singer. Real name: Raili Tuttujew. Born: Pieksämäki Dec. 27, 1935. Studied piano and singing. She sings in English, German, Italian, Spanish and Swedish.

### KINNUNEN, Laila (Scandia)

Singer. Born: Helsinki Nov. 8, 1939. Record debut 1957. Represented Finland at Eurovision Song Festivals. She sings in English, German, Spanish and Swedish. Booking agency: Scandia Music Co., Ltd.

### KLIMENKO, Viktor (Philips)

Singer. Born Nov. 24, 1942. Has appeared on stage. Top seller of 1963 includes "Dolores." He also sings in Russian.

The smallness of the market is naturally a drawback for the Finnish production, but gradually the production, has reached the international standards as to the arrangements, orchestral backgrounds, vocalists and recordings. Several Finnish instrumental recordings have also found markets abroad and Finnish vocalists such as Laila Kinnunen and Pirkko Mannola have made recordings in Germany and Sweden. The juke-box activity has increased immensely during 1963 thanks to a government-led company which has acquired more than 700 juke-boxes during this year.

It is obvious that when producing a Finnish recording there is a risk involved for the company as the production costs in Finland are very high and in most cases the limit of 1,000 copies sold is hard to reach. 3,000 records sold is already considered a relatively good achievement and only very seldom the limit of 10,000 copies is passed. Because of the abundant foreign supply the sales of many foreign hit tunes can stop at 100-300 copies. As to the LP-sales the bestselling albums can reach such figures as 300-500 copies and the alltime best-seller Elvis Presley's "Blue Hawaii" has reached the exceptionally high figure of more than 2,000 copies sold. These are facts that the foreign companies should pay attention to when dictating any minimum guarantees for their Finnish representatives.

### LAHTINEN, Tapio (Columbia)

Singer. Born: Vaasa Oct. 21, 1935. Record debut in 1962. Top seller 1963: "Teresa." He sings in English and Swedish.

### LAMPILA, Seija (Polydor)

Singer, actress. Born: Helsinki Febr. 22, 1936. She has appeared in motion pictures. On foreign tours in Germany, Switzerland, Holland, France, Belgium, Egypt, Spain, Venezuela and Israel. Top seller 1963: "Tanze mit mir in den Morgen" She sings in English, French, German, Italian, Spanish and Swedish.

### LEHTINEN, Rauno (RCA Victor)

Bandleader, arranger. Born: Tampere April 4, 1932. Mostly known as leader of the group The Vostok All Stars. Top sellers of 1963: "Säkkijärven Polkka" and "Hepokatti" (Polly-Wolly Doodle).

### LEPPANEN, Marjatta (H.M.V.)

Singer. Born: Helsinki June 29, 1937. Record debut in 1961. Top seller of 1963: "Muistojeni laulu" (local song). She sings in English and Swedish.

### LIEMOLA, Lasse (Columbia)

Singer, actor. Born: Helsinki Sept. 5, 1939. Record debut in 1957. Has appeared in motion pictures. Top seller 1963: "The Next Time." Sings in English and Swedish.

### LIKANEN, Erkki (Safir)

Singer, drummer. Born: Kotka April 16, 1943. Record debut 1963 with "Teenage Senorita." Considered one of Finland's best drummers. He sings in English.

### LILL-JORGEN (Columbia)

Trumpetist. Real name: Jargen Peterson. Born in Denmark, now living in Finland. Top sellers 1963: "Manzanilla" and "Drina."

### LINDQVIST, Anki (Columbia)

Singer. Born: Helsinki Sept. 27, 1945. Has been singing since she was four. In London in Aug. 1963, made radio program for Radio Luxembourg. Top seller 1963: "A Teenager Sings The Blues." She sings in English and Swedish.

### LUND, Tamara (Fontana)

Singer. She has appeared in motion pictures and on stage. Top seller 1963: "I Am What I Am." She sings in English, Russian and Swedish.

### MAKELA, Irmeli (Columbia)

Singer. Born: Kotka Oct. 18, 1942. Record debut 1958. Top seller 1963: "Sulle salaisuuden kertoa mä voisin." Miss Mäkelä sings in Finnish only.

### MANNOLA, Pirkko (Nor-Disc)

Singer, actress. Born: Tampere Dec. 27, 1938. Record debut in 1959. She has appeared in numerous of films. Sings in English, German and Swedish. Booking agency: Scandia Music Co., Ltd.

### MUSTONEN, Ritva & LAURILA, Heikki (Warner Bros.)

A local counterpart to Les Paul and Mary Ford. Miss Mustonen is a popular TV artist and Laurila is considered one of the leading Finnish guitarists.

### PIENIMAKI, Eila (Rytmi)

Singer, actress. Born: Toysä Feb. 18, 1939. Record debut in 1958. She has been in several motion pictures. Top seller 1963: "Never More." She sings in English.

### POHJANHEIMO, Erkki (Fontana)

Singer, actor. Born: Multia Jan. 28, 1942. Has appeared on stage. Top seller 1963: "Callin' Dr. Casey." He sings in English, German, Italian and Swedish.

### RAUTIO, Iris (Decca)

Singer, actress. Born: Oct. 1, 1940. Has appeared on stage and in motion pictures. Top seller 1963: "Amour Perdu." She sings in English, German, French and Swedish.

### RUNG, Marion (Philips)

Singer. Born: Helsinki Dec. 7, 1945. Record debut 1961. Has represented Finland at Eurovision Song Festival in 1962. Top seller 1963: "Bobby's Girl." She sings in English and Swedish.

### SOMMAR, Ali (Parlophone)

Singer. Real name: Eero Suviola. Born in Helsinki. Record debut with "It's Drivin' Me Wild." Top seller 1963: "Five Foot Two, Eyes Of Blue." He sings in English.

(Continued on page 72)

## RECORDS SINCE 1929

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# ARGENTINA—Review 1963

**JANUARY:** The "Club del Clan" LP, released by RCA and backed by a strong promotional campaign via the TV program, breaks all sales records, arriving to a reported mark of 96,800. Chubby Checker hits the market with his limbo waxings after the twist wave. Mexican chanter Manolo Muñoz comes to Buenos Aires, appears on TV.

**FEBRUARY:** Producciones Fermata prepares first releases of the labels whose representation was acquired: RGE, Seeco and others. RCA launches two new artists: Perico Gomez and Horacio Molina. CBS starts promoting Jackie and Los Ciclonas, with an eye on the teen market. Tonodisc releases first Westminster albums. "El Ladron," composed by Chico Novarro, hits the charts in Mexico via the Sonora waxing. Odeon inks Buby Laviechia for its cast, and starts re-releasing on single 33 the old 78 rpm hit record.

**MARCH:** Philip Brodie is the new General Manager of Odeon, replacing

Rene Maget, who will work in the European zone. Columbian rhythm "Cumbia" gets its start in Argentina, through "La Pollera Colora." The Mexican Folkloric Ballet performs at the Municipal Theater with tremendous success. Harvey Schein of Columbia Records of the U.S. visits the country; Venezuelan chanter Enrique Guzman is also here. A Music Festival takes place in Paysandu, Uruguay; several Argentine groups are invited. Rosamel Araya finishes details of a Latin American trip.

**APRIL:** Microfon releases the first Cadence recordings, by Johnny Tillotson. Antonio Prieto, Martha Legrand and The Mac Ke Mac's are the stars of "Buenos Aires de Seda y Peral," musical play at the Coliseo Theater. Odeon starts releasing Warner Bros. records in Argentina. Music Hall arranges representation with King Records of Japan. Roberto Yanas makes first recordings with modern tango musician Astor Piazzolla. "Puente Pexoa" appears as a strong hit, in-

roducing new folk group Los Trovadores del Norte.

**MAY:** Josephine Baker visits the country. Danny Chilean is also in town for a series of TV's and dance parties. Lilianna Paz is inked as "artistic adviser" by Smart Publishers. "Blame It On The Bossa Nove" hits the charts in a very sound way. The Pan American Council of Author's Rights and the Inter American Congress of Author's Rights Experts meet in Lima, Peru. Several interesting points are discussed. Atahualpa Yupanqui and Los Chalchaleros star special programs aired by LRL. Stella Dizzy, Italian lark, visits Buenos Aires.

**JUNE:** Odeon launches Maribel Marcel. TV producer Blackie starts a Song Festival on TV 9. Roberto Yanas returns to television. Italian actor Vittorio Gassman is here. Tony Vilar starts new recordings after trip to Chile. Tonodisc arranges representation with Sonet of Sweden. Venezuelan singer Mario Suarez arrives for appearances on TV. Palito Ortega makes short visit to Brazil.

**JULY:** Neil Sedaka and Mexican singer Cuco Sanchez visit the city. Ricardo Mejia of RCA travels to Mexico and New York. Romiglio Giacompol and Gilbert Becaud talk in Brazil about publishing GB's songs through Giacompol's organization. CBS' new studios start operating full time. RCA replaces all 45 rpm singles with new 33's. CBS releases first Ricordi singles. Record prices are increased 10%.

**AUGUST:** Music Hall makes initial outings of Mexican Gamma recordings. Rita Pavone enters the musical scene, through "La Partita di Pallone." Palito Ortega has a big hit in "Despeinada." RCA launches Eduardo Rodrigo. Fermata inks Antonio Prieto for the recording of a tango music LP. Microfon contracts Los Jazz Singers and Los Cuatro del Embers. Enrique Lebendiger, Fermata's topper in Brazil, visits Argentina. Also visiting the River Plate are Mexican Navarro Sisters. Julio Korn Publishers arrange with Discos Fuentes of Columbia the representation of its catalog of printed music.

**SEPTEMBER:** The Odol Song Festival is started on TV 9, directed by Blackie. More than 3,000 tunes are received; 27 will be selected for direct exposure on TV and presented to a jury. La Terza Luna gets on top of the charts and means a good month for Neil Sedaka. "Rio Manso," one of the biggest hits of 1963, appears. Serenata Records inks Armando Pontier and his orchestra. Ricardo Garcia, Camilo Fernandez and Hernan Aravena of Chile visit Argentina. Maurice Chevalier's performances at the Opera Theater cause a very good impression.

**OCTOBER:** In the first days of the month, Sir Joseph Lockwood of EMI visits the country. Mexican chanter Dyno is also here. Music Hall reports arrangements with the Demon and RCA labels of Chile. Mariano Rapetti of Ricordi tours South America. Surco releases literary records by cinema star Vittorio Gassman. "Il Ballo dil Mattone" reaches the top of the charts. Tonodisc starts promotion for stereo in several cities of the country, to improve its market. Gerrard de la Chapelle of ASCAP comes to Buenos Aires.

**NOVEMBER:** Chilean chanter Lucho Gatica arrives in town for performances on TV and the recording of an album with tango music with the Francisco Canaro orchestra. Roberto Yanas goes to visit Peru for two weeks. Music Hall releases first Gema waxings. Philips releases "Coronacion del Folklore," featuring Ariel Ramirez. Los Fronterizos and Eduardo Falu. Polydor releases first album by Los Cantores del Alba. CBS inks Jorge Cafrune. Serenata contracts Ester Melfi.

**DECEMBER:** Disc Jockey releases "promotional" LP priced at \$2.10, in combination with magazines Radiolandia and Antena. Los Cinco Latinos report that they will visit the U.S. in 1964. RCA releases albums by the Club del Clan main artists: Ortega, Tedesco, Violeta Rivas. Microfon prepares releases of first Everest recordings. Fermata releases new Celentano album, via arrangement with Clan of Italy.

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## ARGENTINA — Bios 1963

### LUIS AGUILE

(Odeon Pops). Age 27. One of the first singers of what afterwards was called the "New Wave." Started recording in 1956. Has toured several countries; this year has spent several months in Spain. Odeon's best selling in 1960. Biggest hit: "La Pachanga." Latest release: "Devil in Disguise." Has taken part in musical comedies.

### CHOLO AGUIRRE

(Microfon). Born in 1929. Folk singer and composer, has several big hits like "Rio Rebelde" and lately "Rio Manso," one of 1963's best sellers. Has performed frequently on radio and TV. Made trips to Chile and Uruguay. Latest release: "Trasnochados Espineles."

### ROSAMEL ARAYA

(Disc Jockey). Born in Chile, 1937. In 1957 arrived in Argentine with Los Playeros. In '58 started a fantástico career, recording "Virgen Negra," "Palomita Glu Glu Glu" and "Quemame los Ojos," which sold about 300,000 records. Performed on TV9 and TV11, toured the country and visited Uruguay and Chile. Made also trip to Peru. In 1961 started singing tangos, which caused big discussions. Now plans tour of provinces.

### WALDO BELLOSO

(Opus). Folk Music expert. Born in 1933. Learned piano at 12, harmony at 15. Teaches at the National Dance School since 1952. Is finishing studies as medicine doctor. Has recorded several LP's, including a three album series of folk dances.

### JOSE BASSO

(Music Hall). One of Argentina's most important tango directors. Started recording about 15 years ago, for Odeon. Last year turned to MH. Performs permanently at night clubs in Buenos Aires; is currently working on modern tango.

### LOS CANTORES DEL ALBA

(Philips). Folk quartet, formed by Gilberto Vaca, Tomas Campos, Javier Pantaleon and Adolfo Gonzalez Lobos. Started in the province of Salta, afterwards came to Buenos Aires (1959). Recorded four LP's for Music Hall, afterwards were inked by Philips; have new LP there.

### LOS CANTORES DE QUILLA HUASI

(Philips). Folk quartet, formed by Portal, Valles, Lastra and Palmer, who stopped singing tangos and replaced Carlos Vega, who started as soloist. Ages 28 to 32. Inspired by the late Buenaventura Luna, one of our top folklorists. Biggest hit: "Angelica."

### JOSE CARLI

(CBS). Born in Trieste, Italy, in 1929. In 1930 his parents came to Argentina. At 10 started studying at the Conservatorio Nacional, under the direction of Gilardo Gilardi, Roberto Garcia Morillo and Teodoro Fuchs. Took part in concerts directed by Sir Thomas Beecham and Malcolm Sargent. Is member of the Colon Theater orchestra, arranger and pop musician.

### LOS CINCO LATINOS

(CBS). Vocal quintet. Has toured Spain, France, Italy and other European countries. Biggest hit: "You Are My Destiny." Directed by Ricardo Romero, married to Estela Raval, the female voice of the group. In 1964 will visit South American countries, probably also the US.

### LOS CHALCHALEROS

(RCA) Formed by Juan Carlos Saravia, Ernesto Cabeza, Ricardo Davalos and Victor Jose Zambrano. Probably the most popular folk group of Argentina. Have performed in several European countries, also visited Latin American ones. Have international appeal. Appeared in special programs aired by BBC and Italian TV. First performed in Buenos Aires in 1951. Good composers. Biggest hits: "Alma de Nogal," "Del Tiempo I Mama."

### LEO DAN

(CBS). Newest launching. Born in the province of Santiago del Estero, 20 years ago. First single was chart rider: "Celia." Second and third ones also got into the charts: "Fanny" and "Dici Porque No Queres"; is also composer. Appeared on the Escala Musical TV'er.

### DANIELO

(Odeon Pops). Also teen artist. Age 21. Was launched this year, appears regularly on program "Pandilla del Punto Nueve" and others. Is also performing in Uruguay. Biggest hit: "Those Lazy Hazy Crazy Days of Summer."

### JAIME DAVALOS

Top folk composer. Held own TV'er, on Channel 7, for long time. With Eduardo Falu has composed some of our biggest folk hits: "Zamba de la Candelaria" and others. Also wrote "La Candelaria" and "Vidalita del Nombador."

### JUAN D'ARIENZO

(RCA). Very well known tango orchestra director. Born in 1900. At 14 played the violin at the Cignol Theater. Was director of the "Aces of Rhythm" group; in 1936 was contracted by Radio El Mundo. Since 1935 records for RCA. Biggest hit: "La Cumparsita." Recorded "D'Arienzo for Export," album for international release.

### LOS DE SALTA

(Philips) Young folk group, contracted by Philips after long term with HyR. Directed by DR Jose Antonio Saravia Toledo, one time member of Los Chalchaleros. Came to Buenos Aires in 1962, previously lived in Salta. Members: Mariano Vaca, Miguel Ramos, Luis Menu and Jose Barrios.

### LITO ESCARSO

(Music Hall). Born in 1938. Musician and arranger, tango expert. Born in the province of Mendoza, is artistic director of Music Hall. Good seller. Appears frequently on radio and TV.

### EDUARDO FALU

(Philips) Well known guitar player and folklorist. Has performed in many European countries, recorded in France. In 1963 made successful trip to Japan. Composer. Has recorded nine albums. Previously cut for TK.

### OSVALDO FRESEDO

(CBS). In 1921 worked on Radio Cultura as part of the "Cuarteto de Maestros." Performed in Paris, 1928; New York, 1929, including the Trocadero and NBC. Stopped working from 1943 to '58. In 1959 was inked by CBS. Cut three albums for it.

### LOS FERNANDOS

(Odeon Pops). Vocal trio, formed by Carlos Hernan. Recorded melodic music. Have been separated some time, but rejoined in 1962. Biggest hit: "Never On Sunday."

### LOS FRONTERIZOS

(Philips) Top folkloric quartet, formed by Lopez, Isela, Moreno, and Madeo. Lopez is probably Argentina's best "baguealas" singer. Have made tours of several European countries, including Holland, France and Italy. Their records have been released in several parts of the world. Biggest hit: "Cordialmente" LP.

### RAMONA GALARZA

(Odeon). Regional music artist, inked 1959 by Odeon and turned into the label's best selling artist in 1961. Has recorded several LP's, appears frequently on radio and TV. Current smashes: "Acuarela del Rio" and "Trasnochados Espineles."

### LOS HUANCA HUA

(Odeon Pops). Modern folk group, has been Cash Box's "Best" last year, turned into the biggest success of 1962. This year suffered a car crash; one of them left the group, was replaced by female voice. Recently performed on radio with Atahualpa Yupanqui. Have recorded two LP's and visited Chile. Like to sing "a capella."

### NICKY JONES

(RCA). Recent addition to RCA's "New Wave," performs on TV in the label's "Club del Clan" program. Member of Los Red Caps, a group formed by several teen stars. Previously was with the Rocklands.

### AMBAR LA FOX

(CBS). Theater vedette and songstress, recorded previously for Odeon Pops. Has performed in Europe and several Latin American countries. Biggest hit, "Mami," in 1961. Now is taking part in new film, with Luis Sandrini. Frequent TV guest, via "Festival" and other programs.

### JOLLY LAND

(RCA). Born in 1930. Long work on TV: "Fields College," "Tropicana," "Glostora Jazz Club." Sings in Spanish and English, started in 1935. Takes part in "Club del Clan" program, Channel 13.

### LEDA Y MARIA

(Disc Jockey). Folk music and children songs duet. Leda Valladares has spent many months studying folk music and recording on the spot anonymous singers in the north of the country. Maria Elena Walsh is well known TV writer. Have cut three albums for DJ. Leda has documentary album released by TK.

### SANTOS LIPESKER

(Philips). Well known orchestra director and arranger. Specialist in forming small groups to cover international hits. Directs several radio and TV orchestras.

### HORACIO MALVICINO

(Disc Jockey). One of Argentina's best guitar players. Works very much on TV and arrangements. Born in 1931, started playing at 20 with astonishing performance at restaurant. Member of the Disc Jockey artistic staff. Biggest hit: "Have A Match?"

### LUCIO MILENA

Independent producer, records also for CBS. Born in Italy, worked in Uruguay, afterwards came to Uruguay. Known because of his ability of producing musical arrangements in a few hours.

### CHICO NOVARRO

(RCA). Good musician and arranger, also sings. Has had two big hits in 1963: "El Camaleon" and "El Oranguitan." Appears on TV. His tunes are internationally useful. Has visited several Central American countries, has tropical touch.

### PALITO ORTEGA

(RCA). Biggest success of 1963, has had several chart riders one after another. Composer of international value; latest hits, "Despeñada" and "Dici Porque No Queres." First was "Dejala Dejala." Born 21 years ago in the province of Tucuman. Visited Chile. Will go to Spain early in 1964.

### ARMANDO PONTIER

(Serenata). Tango orchestra director. In 1945 formed famous group with Enrique Mario Francini. In 1955 formed his own orchestra. Inked by CBS in 1960; recently went to Serenata. Has composed about 30 tunes. One of them, "Pecado," got 50 waxings.

### ASTOR PIAZZOLLA

(CBS). Modern tango pioneer, has spent several years in the US. Previously recorded for RCA, has now two albums on CBS. Also cut some tunes with singer Roberto Yanes. Directs a night club, "La Noche," where modern music artists are presented. Is probably one of the most discussed personalities of the local music scene.

(Continued on page 77)



## ARGENTINA—Bios (Continued from page 76)

### ANTONIO PRIETO

Born in Chile, in 1929. Well known in all Latin America and Europe, through his world hit, "La Novia." Has recorded in Chile, Mexico, Brazil, Argentina and Italy. Other hit releases: "Son Rumberos," "El Pecador." Maintained TV show on Channel 13 two years, in '64 will perform on TV 9.

### JUAN RAMON

(Disc Jockey) Teen artists, specialized in covering international hits. Sells well. Has recorded three LP's and many singles. Performed on TV 11 and now has been inked by Radio El Mundo.

### ARIEL RAMIREZ

(Philips). Pianist. Folk expert. Has visited many foreign countries, and was inked by Philips in 1962 for a series of albums for international release. Has recently waxed one in combination with Eduardo Falu and Los Fronterizos, with very interesting results.

### VIOLETA RIVAS

(RCA). Born in 1938. Has appeared in many programs on TV. Has visited Peru, Colombia and Venezuela. One of the stars of the highly rated "Club del Clan" program. Biggest hit: "Llorando me Dormi," with Bobby Capo. Latest smashes: "Cuore" and "Il Ballo dil Mattone."

### PEPE REYES

(Odeon Pops). Born in Palma Soriano, Cuba, in 1928. Started on CMQ in 1948; in 1950 went to Mexico, to appear on XEW. In 1951 worked at the Puerto Rico theater, in New York. In 1960 was inked by Odeon Pops; now lives in Argentina. Current release: "El Orangutan."

### CHANGO RODRIGUEZ

(Philips). Has achieved popularity after many years of work. Was born in Santiago del Estero. Very good composer and story teller. Biggest hit: "El Cordobes." Has recorded three albums.

### EDUARDO RODRIGO

(RCA). Latest folk launching. Age 20. Was discovered in 1963's Folk Festival of Cosquin, inked by RCA and is already popular. Latest recording: "Maria."

### ENRIQUE RODRIGUEZ

(Odeon). Big country music seller. Has recorded for more than 25 years, sold more than two million records. In 1962 received gold record from Odeon for his sales. Biggest hit: "La Camparsita."

### EDUARDO ROVIRA

(Microfon) Modern tango music orchestra director. Leader of the "Friends of Good Tango" movement. Has composed "Poema Tango Buenos Aires," a suite based on the city's music. Member of the Microfon artistic staff.

### LOS SANTOS

(Music Hall) Vocal trio, previously recorded for Orfeo. In 1962 made successful trip to Spain, Italy and other European countries. Previously visited Latin American ones. First recordings in 1959. Biggest hit: "Señorita Luna". Have cut 7 LP's, one of them with tango music.

### JULIO SOSA

(CBS) Born in Uruguay, but lives in Argentina since long ago. Appears frequently on TV. Is known as "El Varon del Tango". Has also cut folk music.

### ATILIO STAMPONE

(Microfon) Modern tango leader. Composed music for Cannes prized "Hand in the Trap". Started studying at 10, first worked at 16, with the Pedro Maffia orchestra. Was member of Astor Piazzolla's band, 1945. Visited Europe, 1950. Is member of Microfon artistic staff.

### JOHNNY TEDESCO

(RCA) Rock'n roll teenager. Sings in Spanish. Born in 1944. Inked by RCA in 1961, has had several smashes. His first recording was a hit: "Presumida."

### ANIBAL TROILO

(RCA) One of the biggest names in tango music. Has recently recorded an album for international release, including the US. Has worked for long time with his own orchestra; has cut more than one hundred disks.

### LOS TRES SUDAMERICANOS

(CBS) Vocal trio, born in Paraguay. In Europe in 1963. Names are Casto Dario, Johnny Torales and Alma Maria. Several chart riders in the past three years.

### HECTOR VARELA

(Music Hall) Another important name in tango music. Previously out for CBS. Many years at work. Born in Buenos Aires. Biggest hit: "Historia de un Amor".

### TONY VILAR

(CBS) Born in Italy, came to Argentina at the age of 17. Discovered by Record in 1960. Afterwards was inked by CBS. Specialist in slow rock and ballad tunes. Biggest hit: "And the Heavens Cried". Has performed in Chile and Uruguay.

### LOS WAWANCO

(Odeon Pops) Tropical music group, formed by former University students, born in several Latin American countries. Names are Urra, Rodriguez, Haedo, Flores, Obregon and Rojas. Started in 1955, cashed in the recent "cumbia" wave: "El Pescador". Previously hit with "La Cosecha de Mujeres".

### ATAHUALPA YUPANQUI

(Odeon) Maybe the biggest Argentine folklorist of our time. Known all over the world because of his work on discovering South American songs. His "Camino del Indio", "El Alazan" and "El Arriero" have been cut in several other countries, although they are folk tunes. Has recorded eleven albums for Odeon, two for RCA. Screen actor, composer. Will visit Japan early in 1964.

### ROBERTO YANES

(CBS) Born on April 25, 1932. Bolero singer, although started with tropical music at 19. Worked with Kiko Novarro and his group. Biggest hits: "Lagrimas del Alma" and "Paloma". Now is recording regional music. Visited Mexico and Venezuela in 1961 and 1963.

### RODOLFO ZAPARA

(Music Hall) Folk composer and singer, well known because of his humor touched "chacarearas". Good showman. Age 25. Has cut two albums.

## ARGENTINA—Music Publishers:

### Most successful according to Best Sellers Lists

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Editorial Julio Korn SRL  
Editorial Lagos  
Ediciones Tempo  
Editorial Edami  
Establecimiento Musical Neumann  
Ediciones Musicales Smart  
Sprint Music

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Moreno 2034, Buenos Aires  
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## ARGENTINA—Top TV Programs

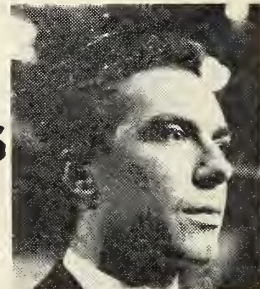
EL CLUB DEL CLAN, Saturdays, 8 PM, Channel 13.  
Artists: RCA teen artists; and other names with teen appeal.  
Producer: Ricardo Mejia  
EL SHOW DE ANTONIO PRIETO, Thursday, 9 PM, Channel 13.  
Artists: Antonio Prieto, Los Jazz Singers & guests.  
PINOCHADAS, Mondays, 9 PM, Channel 9.  
Artists: Juan Carlos Mareco, Mariquita Gallegos & guests.  
ESCALA MUSICAL, Sundays, 2 PM, Channel 13.  
Artists: Leo Dan, Blanquita Silvan and others.  
RITMO Y JUVENTUD, Channel 11, Sundays, 9 PM.  
Artists: Danielo, Danny Martin, Ricardo Roda.

## ARGENTINA—Top Radio Programs

ESCALERA A LA FAMA, Weekdays: 12:30 AM, 2:30 PM, 4 PM; Saturdays: 5:20 PM; 10 PM; Radio Excelsior; Deejay: Ruben Machado.  
ESCALA MUSICAL, Sundays: 3 PM; Radio Excelsior; Director: Carlos Ballon.  
WINCOFONIAS, Weekdays, 10 AM; Radio Splendid; Disk Jockey: Miguel Fernandez Volpe.  
UNA VENTANA AL EXITO, Weekdays, 10 AM, 12 Noon; Radio Mitre; DJ: Antonio Barros.



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\* FANNY - LEO DAN

\* CELIA - LEO DAN

ACUARELA DEL RIO - ROBERTO YANES

PUENTE PEXOA - LOS TROVADORES DEL NORTE

OKEY MUCHACHOS - JACKIE Y LOS CICLONES

MARIA - JULIO SOSA

Publishers: \* EDICIONES MUNDO MUSICAL

# BRAZIL—Review 1963

The year that's about to end, wasn't very favourable to our Record Industry. The constant and repeated policy of higher prices, forced not only by our Record Companies, but more likely a consequence of the Brazilian financial situation, created great obstacles for the development of our Record Industry.

RCA Victor is trying, since the beginning of the year, to force all our industry to adopt the compact (33½ single in 7 inches) as a solution to the problem of the 78 rpm record which is losing prestige. Several companies will follow RCA in 1964 but right now, we have a great quantity of 78 rpm standards in our retail stores.

Companhia Brasileira De Discos (Brazilian Record Company), Philips subsidiary, have been appointed by all the great Brazilian critics, as the Best Record Company of 1963, for its excellent products during the year. Not only by the position that Philips records occupied in our charts but specially for the superlative artistic and technical quality observed in most of its releases, both Brazilian and International.

RCA Victor had once more a great number of hits, the most important, the LP Nico Fidenco, on our best selling charts throughout 1963. Another RCA hit was the songster and composer Adilson Ramos, with his single "Sonhar Contigo" (To Dream With You).

Odeon (E.M.I.) appeared several times on our charts, also deserving special attention are Altemar Dutra, perhaps the most important artistic debut of this year, Trio Esperança and Emilio Pericoli.

RGE repeated during 1963, its 1962

performance. The names which have been more frequently in our charts, are: Miltoninho, Bienvenido Granda and Billy Vaughn.

Chantecler Records began to press and distribute in all Brazilian territory, the Ricordi label, originally from Italy. Emilio Pericoli, Ornella Vanoni, Quartetto Cetra, are the most important names. Brazilian artists on our charts: The Jet Black's (teenage combo); Leila Silva, Martha Mendonça, Idalina de Oliveira.

Continental Records is among the principal chart riders of this year, with some hot numbers, especially Francisco Petronio, The Clevers, Jamelão, Poly, Menina de Lourdes, Nilton Cesar, Carlos José and Osny Silva.

Audio-Fidelity discovered a veteran... The organ player André Penazzi, with two albums, both entitled Orgão, Samba E Percussão (Organ, Samba and Percussion), volumes 1 and 2, did well this year.

Musidisc once more represented on the best sellers lists by Ed Lincoln and the Orchestra Romanticos de Cuba.

Fermata released the first Farroupilha records, and the greatest hit on the label was "Papai Walt Disney," by the Brazilian vocal group Conjunto Farroupilha. But Fermata's greatest hit of this year is certainly Chubby Checker's "Hully Gully," closely followed by "Mondo Cane (More)," with the film soundtrack. In the "bossa nova" field, we can quote Pedrinho Mattar's album among the best "bossa nova" production of 1963.

Several international artists visited Brazil during the year, among them Ray Charles, Gilbert Beaud, Nico Fidenco, Sarita Montiel, Dalida, Muriel Smith and Emilio Pericoli.

# So. AFRICA—Review 1963

The South African Record scene this past year has been dominated by two industry giants—one American, one English. Elvis Presley the American, the original and the originator at whose shrine the Englishman, Cliff Richard, bows low, had a lively string of hits, but keeping pace with him was the "Boy from Britain" whose material has been outstanding and whose ability to sing grows with each new release.

Top Ten toppers included, with great regularity, the tremendously popular Jim Reeves, whose "Guilty" backed with ample album support "International Jim Reeves" and "Good 'n Country" carried him through to the end of another tremendous year of Record sales in this country.

Coming like a tearaway tornado in the last quarter of 1963 with two Singles and two albums was the vital, overpowering entertainment offered by the now famous Trini Lopez—surely the year's outstanding newcomer. With the South African public taking to this great Reprise artist in no uncertain terms, oldsters and youngsters—EMI (South Africa) came up with a roaring romping English group, The Beatles. When the Beatles got fully into stride they had all the teenagers with them and Record sales soared. Then on December 6th, Duane Eddy accompanied by John D. Loudermilk, opened his three week tour of South Africa in Durban and the scene changed again. Critics and public alike applauded and yelled for more. The Natal Daily News, Durban, after

opening night said: "Stars of 63"—audience stunned—stunned by the energy, the vitality, the rhythm, the enthusiasm and gaiety of the artists!" "Duane Eddy every girl's dream!" Natal Mercury: "Guitarist Duane Eddy and folk singer, John D. Loudermilk, left their excited fans shouting for more!" As I write these artists continue their triumphant tour of South Africa—a fitting climax to a stimulating year!

A brief look at the current overall picture in South Africa is advantageous. Immigrants are flowing into the country in ever increasing numbers. So far this year 10,000 Britons alone have settled here, twice as many as last year. The Income Tax system of "P.A.Y.E." (pay as you earn) stabilized and became an accepted part of the pattern of living at the same time inducing the consumer to spend more on holidays, entertainments. Despite boycotts and U.N. wrangling, South Africa's economy is "booming" and Christmas 1963 will be the biggest retail spree in the history of the country. In tune with this condition, the Record Industry has stepped up its full page national Record Review and display ad campaign over five papers to weekly instead of fortnightly. Geared to the increased demand the pressing plants have been working to capacity. When the season ends and 1964 looms large, good times, it is predicted will continue and the Record Industry, so much an integrated part of the overall economy of the country will take its full share.

# So. AFRICA—Bios 1963

BILL WALKER (RCA)

The prominent position that Bill Walker occupies in this country as an arranger and conductor, as well as a discoverer and producer of local talent has tended, over the past years to push into the background the fact that Bill is a most versatile and outstanding pianist.

Bill is an Australian by birth but has adopted South Africa as his home and today he is so much a part of the South African entertainment scene that one is inclined to wonder how Show Biz in this country ever got along without him. Many performers make a brief and not very lasting impact on the recording scene—and very few reach the top of the Bill—however, Bill Walker's position is always at the top of the Bill whenever and wherever he performs.

Bill has made several L.P.'s in this country—each one has been a thundering success. It is usually Bill Walker and his orchestra who accompany visiting artists on their South African tours.

MAUREEN MOORE (RCA)

Every once in a while, from the vast reservoir of untapped talent that is the rich inheritance of every country big or small, there comes a bright and shining star.

The record industry's discovery of 1963—Maureen Moore—is the talk of South Africa. Maureen's first L.P., "Country Hits" is a true musical milestone in the history of the record industry in this country. This first L.P. marked Maureen's emergence from relative obscurity into the ever increasing limelight of the South African record industry.

Just some days ago, 19 year old

Maureen Moore's second L.P. was released to the South African public. "More Maureen Moore" is the title of the new L.P. presenting more country and western songs, both old and new, all arranged and conducted by Musical Director and arranger, Bill Walker.

Maureen's second L.P. marks another milestone in her career and in the South African home grown recording industry. Apart from Maureen's phenomenal success as a singer of country and western music, the current double-sided best selling single 'Sail To Bombay' and 'Wait Till My Bobby Gets Home' shows the full extent of Maureen's versatility and talent. Here are the words used by Nashville's Chet Atkins, "Congratulations on the Maureen Moore album—it's great! and so is Maureen."

JOHNNY KONGOS (RCA)

Johnny Kongos was born on the 6th of September 1945 in Johannesburg, South Africa. At the early age of 12 Johnny had already decided that he wanted to be a Rock and Roll star. After seeing 'The Tommy Steele Story,' he bought himself a guitar and made arrangements to take lessons. At the age of 15 he was well enough ahead to give public performances, which he did at his school. When he found that he was doing well with his audiences, Johnny and his group known as 'The G Men' arranged a record date and a long playing record was issued titled 'The G Men.' The record was an immediate success. Then came Johnny's first big seller "Johnny And The Mermaid"—a composition by Johnny and his mother, Sylvia Kongos. The vocalizing of course by Johnny Kongos himself.

# BRAZIL—Best Selling Singles 1963

- TUDO DE MIM—Altemar Dutra (Odeon)
- FILME TRISTE—Trio Esperança (Odeon)
- SONHAR CONTIGO—Adilson Ramos (RCA)
- QUE SERÁ DE TI—Moacyr Franco (Copacabana)
- I CAN'T STOP LOVING YOU—Ray Charles (Polydor)
- HAVA NAGILA—Chubby Checker (Fermata)
- AL DI LA—Emilio Pericoli (Odeon)
- DOCE AMARGURA—Moacyr Franco (Copacabana)
- EL RELICARIO—The Clevers (Continental)
- AFRIKAAN BEAT—Bert Kaempfert (Polydor)
- APACHE—The Jet Black's (Chantecler)
- LUZ E SOMBRA—Carlos José (Continental)
- ESTA NOITE EU QUERIA QUE O MUNDO ACABASSE—Silvinho (Philips)
- IRAPURÚ—Nilo Amaro E Seus Cantores De Ebano (Odeon)
- SAMBA EM PRELUDIO—Ana Lucia & Geraldo Vandré (Audio-Fidelity)
- UMA LAGRIMA TUA—Roberto Luna (RGE)
- FUJO DE TI—Osny Silva (Continental)
- ROMANCE—Francisco Petronio (Continental)
- AMORZINHO QUERIDO—Idalina de Oliveira (Chantecler)
- ACORRENTADOS—Agnaldo Rayol (Copacabana)

# BRAZIL—Best Selling LPs 1963

- NICO FIDENCO—Nico Fidenco (RCA)
- AFRIKAAN BEAT—Orq. Bert Kaempfert (Polydor)
- SHOW DOÇURA—Moacyr Franco (Copacabana)
- I CAN'T STOP LOVING YOU—Ray Charles (Polydor)
- 'S BEAT—Ray Conniff (CBS)
- AVANÇO—Tamba Trio (Philips)
- A GRANDE REVELAÇÃO—Altemar Dutra (Odeon)
- 'S VOICE—Ray Conniff Singers (CBS)
- THE JET BLACK'S AGAIN—The Jet Black's (Chantecler)
- ORGÃO . . . SAMBA . . . PERCUSSÃO—André Penazzi (Audio-Fidelity)
- NA VOZ DE NELSON GONÇALVES—Nelson Gonçalves (RCA)
- ED LINCOLN—Ed Lincoln (Musidisc)
- ENCONTRO COM THE CLEVERS—The Clevers (Continental)
- EU . . . MILTINHO—Miltinho (RGE)
- VOZES DA AMAZONIA—Johan Dalgas Frisch (Copacabana)
- PERY É TODO BOSSA—Pery Ribeiro (Odeon)
- CANTA NICO FIDENCO—Nico Fidenco (RCA)
- A MOÇA E A BANDA—Inezita Barroso (Copacabana)
- O CANDELABRO ITALIANO—Film Soundtrack (Odeon)
- OS SUCESSOS DE 63—Billy Vaughn (Dot-RGE)

# ARGENTINA—Booking Agents

Agencia Artistica Argentina	Callao 468-2/19	Phone: 457957
Americantour	Montevideo 451	354660
Bardo, Julia	Guido 1982, 3° B	444343
Barrios, Jose M.	Lavalle 774, 4° 12	
Barujel, Leonardo	Cangallo 1457	452693
Campos, Jose A.	Resurreccion 3123	503552
Curi	Av Rogue S. Peña 825, 6°-605	455187
Disc Jockey SRL	Pedro Goyena 72	929090
Filinto, Don	Juncal 2535	800681
Frias	Corrientes 758	451591
Feldbaum, Jack	Montevideo 1859	445277
Genovese	Rodriguez Peña 438	404562
Gutierrez, Daniel	Catamarca 213, 1° C	971691
RAV	Lavalle 1546, 6°	352737
Radiotour	Esmeralda 433	457990
Sanchez, Miguel	Independencia 761	333796

# So. AFRICA — Bios — 1963

From this point on the Johnny Kongos story became one success upon another. Then came two more LP's and the big seven single "Tulips For Toinette." Both 'Johnny and The Mermaid' and 'Tulips for Toinette' have been released in the U.S.A. In December 1962 through to March 1963, Johnny was in London taking a hard look at the Pop Record Scene in Britain, meeting all the personalities that had formerly just been names on Records and generally improving his education 'pop musicwise.' Once back in South Africa, and with financial assistance from his mother, Johnny opened his own Club called the "Fireplace." This has become in a short space of time a very popular Twist club with teenagers and adults alike. Johnny and the G Men, of course provide the big beat Twist music that draws the crowds back again and again for more. Last month "This Is Johnny" a new L.P. by Johnny made its appearance on the South African Record Scene. In South Africa Johnny Kongos has come a long long way in a very short time. Johnny is an idol to teenagers in South Africa—as Elvis is to teenagers in America.

## THE METEORS (Trutone)

The Meteors are an R&B group formed some 18 months ago consisting of three guitars, a drummer and a vocalist.

Their first big hit "Meadowlands" on a seven single brought them into the limelight and ever since then this group has had tremendous success in South Africa. On several occasions they have appeared on Rhodesian Television. In February 1964 the group have been commissioned for a tour of Australia.

"Just Seventeen" their latest seven single, has already made its mark on the teenage scene and is fast becoming one of the big hits of this country.

## JEREMY TAYLOR (Decca)

In January, 1962, Jeremy Taylor was an obscure school teacher who sang in Johannesburg coffee bars for his own amusement. By February of 1962, one song had changed his entire life. The song—"Ag Pleez Deddy" from the record breaking satirical revue "Wait A Minim." As a home-grown hit sung in English, "Ag Pleez Deddy" has no equal. 75,000 copies were sold in the first six weeks and today the total copies sold exceed 140,000.

Tall, lanky Jeremy Taylor is the son of a Berkshire farmer and came to South Africa from England four years ago. He is an Oxford graduate in Modern Languages and is 27 years old.

The New York Times commented; "a rubbery faced Oxford graduate has South Africa laughing, humming and sputtering these days because he put down the chalk and the erasers of the classroom in favour of the folksinger's guitar. As a result, twenty-six year old Jeremy Taylor, a former Latin teacher, is the centre of the entertainment world in English-speaking Africa from Cape Town to Nairobi . . . his catchline has become part of the language. Everyone around the town gasps, "Ag Pleez Deddy" in the face of daily exasperations.

## DICKIE LOADER (EMI)

Without a doubt, the most successful rise in South African entertainment during the past year has been that of twenty year old Dickie Loader and the Blue Jeans. Today the group is noted for their electrifying stage performances, versatility and the quality found only in top recording artists. They have joined the ranks of 'The Teenage Idols.' Mobbed by fans wherever they appear—their world has become that of the glamorous great. Inspired by this new found fame, they ventured to experiment in sound and style. Breaking away from the traditional rock and roll group they have resulted in an original and excited combo.

Dickie's first smash hit was "Exclusively Yours"—a number which has fast become a standard in today's pop repertoire. To keep abreast with time, Dickie Loader adapted his style to the new Liverpool Sound, the type of music that has a catchy beat and a 'custom-made' slickness. Each member of the group demonstrates his versatility—in particular lead guitarist Graham Beggs who doubles on piano and Hohner Cenbalet—a new instrument on the South African Scene. Dickie's appeal ranges from the sophisticated to the teenagers, for he is able to adapt his styling to whatever tempo, volume and taste is required. Dickie is 20 years old, stockily built with blond hair and blue eyes. His impish sense of humour is very prominent in his stage act. Riding high on the charts is his current seven single "I Wonder Who's Kissing Her Now."

## CHARLES JACOBIE (Gramophone)

Charles Jacobie (South Africa's singing Cowboy) has come a long, long way up the hard trail of success since he was a page boy at the Empire Theatre, Johannesburg.

Self taught, both as a vocalist and a guitarist, Charles started his career in show business in a modest way, appearing in small on-stage part in shows. Preseverance, practising and perfecting his act paid off in 1957 when he won no less than seven talent contests and planted his spurred boot firmly on the ladder of success. His translations of American western numbers into Afrikaans—as well as his superb interpretations of traditional South African songs has made him a much-loved entertainer throughout the country.

Charles has already made two long-players and several seven singles, all of which have gained him an ever-growing host of devoted admirers. Charles takes the business of being a cowboy very seriously. An expert horseman, he has four specially trained horses.

## DANA VALERY (Gramophone)

Dana Valery is raven haired, lovely to look at, and one of the most dynamic stars we've had orbiting the South African entertainment world for many a long year.

Dana was born in Milano 19 years ago and came to Johannesburg with her parents at the age of four. Singing and music is inherent in the Italian race and Dana abounds in talent. She took singing lessons during her school years and it was soon apparent that she was destined for a career that would take her to the very top.

In 1960 she decided to pay a visit to the land of her birth and it did not take the Italians long to recognise a potential star in their midst. Shortly after her arrival in Italy, Dana landed a seven months contract to appear at a night spot on the romantic Italian Riviera, the Cafe Roma. She was billed on the same program as many visiting world-famous entertainers, and one whom she found especially delightful was the British comedian Max Bygreaves.

The Galeria Del Corso recording company entered Dana as their choice in the Milan Song Festival. Out of 100 contestants, the Signorina Valery came through with flying colours and was awarded a magnificent gold-crested plate made of black marble. The song that Dana sang at the Festival was titled "Soltanto Ieri." This song was duly recorded and marketed with great success. In 1962 Dana returned to South Africa where her parents are resident.

Dana Valery has a tremendous fan following here and there is no doubt that her warm, exciting voice will take her to the top of the ladder of fame.

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# 1963 Review Of Industry Events

## A Year-End Review of Industry Events, Problems and Opinions

### The Pool Table Reigned Supreme

The year was a good one for most in the coin machine and vending industries. Where there was trouble however, even the giants were effected. The pool table boom unquestionably hurt the sale of other amusement machines and the distributors were the first to support this thinking. Profits on the thousands of tables were nowhere near the profits made on the standard type machines but the distributors joined them, so to speak, and made a smaller profit on a greater volume.

Local licensing in some areas was relaxed and added even greater volume to the production of the manufacturers. The attraction brought two new manufacturers into the picture—U.S. Billiards Inc., a New York factory which produced to capacity from the birthdate of August until the end of the year and the future seemed brighter than ever. The second new firm to join the ranks wasn't so fortunate. Americana Billiards turned out a bumper pool game when everyone wanted a 6-pocket model and the table was tough to sell. At year's end however, Americana reported that a 6-pocket table was in the making. No word was available on delivery. And so American Shuffleboard, Fischer Sales, Irving Kaye, and Valley, the veteran manufacturers had company. At press time it was expected that another manufacturer would pick up its production tempo to qualify as still another major contender—National Shuffleboard & Billiards Corp. and herein lies the story of amusement machine operating during 1963. The pool table stole the show.

### The Pool Table and the Little LP

While the pool table received most of the attention in the games department, the long-playing selections as lifted from the LP records got some attention in the juke box segment of the business. Seeburg led the way the year before and continued to spearhead the drive for adult music on machines all of this year. The AMI, Wurlitzer, Rowe AC factories banded together and through a centralized record-seller, made additional 33 rpm selections available to ops. While See-

burg insisted on 3 LP selection per side, with both sides selling for 50¢ on the machines, the other three factories presented ops with six selections per disk—two from each of three lp's—and merchandised the LP music this way. Seeburg announced an accelerated Little LP record distribution program to its European outlets and prepared to bear down heavily on this type of merchandising during 1964, without the aid of a new model machine as originally announced. By the year's end, some distributors were selling a component part for machines which enabled patrons to buy just one side of the Little LP for 25¢. Collection reports in many areas comparing Little LP collections against standard 45 rpm singles continued to show that the LP is what the patron wants when he goes into a tavern.

Rock-Ola introduced its new phonograph line with much fanfare and the machine was premiered at the MOA Convention. The factory was delighted with the 1963 sales figures and by the end of the year it appeared as though another top-selling year was before them.

Rowe AC's new phonograph, previewed in a Las Vegas setting claimed that the machine would bring about "the sound of money." Canteen head Pat O'Malley told NY Security Analysts in November that sales were up 25% and 1964 looked better. Wurlitzer, a ten tunes for 50¢ merchandiser, went all the way with its January-premiered machine and by New Year's the trade should know the date of arrival for what will most certainly be a new model. Annual reports from the Wurlitzer Chicago office showed the phonograph division in a very favorable light.

### The Year For Wallboxes

While Rock-Ola and Rowe AC stuck with the tried and true wallbox, Seeburg continued to make new innovations on the Consolette, the wallbox which was introduced with the LP Console earlier. The 50¢ per play box was given an inter-com treatment and shown to Europe's distribs in November. A pedestal-model was also shown and shipped to domestic distribs. The pedestal permits sound only from the Consolette. A coin is necessary to bring sound from the actual juke box located elsewhere in the location. Wurlitzer's private sound speaker was introduced halfway through the year and enabled ops to sell music more selectively, and at greater collections. Previously, a Wurlitzer Ten Top Tunes was made for locations with the TTT feature. The box enabled patrons to play all ten tunes for one half-dollar at the press of a button.

Rock-Ola's cigarette machine was still in its initial production steps by the end of the year. Distribs clamored for the vendor which was shown for the first time at the MOA-NAMA shows. The 900,000 locations with cig vendors looked more appetizing than ever as the release date appeared closer with each passing week.

### Games Did Well

American Shuffleboard was praising the standard long-field shuffleboard game as December went out the window. They claimed that pool tables, also an American product, helped stimulate two-player competition, a

### MOA Convention Draws 1300, Reported Largest In History. As Ops Flock To Chi In Support Of Snodgrass, Casola. Blundered Team

Exhibits Crowded For 3 Full Days, Bazaar A Sellout, Markets At Season

Attendance During Last 3 Days Did Not


MOA Finances and Membership Report

Association Favors In Cashing!

Castro, Montano, Brown, Kist Farm Hillini Group

Complete Convention Coverage On MOA and NAMA THIS ISSUE!

Look For December 27, 1963



shuffleboard feature. Bally appeared to be doing well with consoles and similar equipment going into Europe. It was not this type of equipment that sold in the U.S. however. The firm kept the pinball outlets busy with regular shipments of new models as promised when the new management took over. Bingos continued to be a Bally product and Maryland and Louisiana were taking them along with several other states. There was no word on possible expansion of this market through legislative rulings, however. Bally was just one of the pinball machine manufacturers.

The Williams factory claimed it had one of its best years. Chicago Coin released several new pingame models and capitalized on the larger than usual growth of the pingame market. Keeney made two or three games and announced the arrival of a new one for late December delivery. And the biggest pinball machine manufacturer of them all—D. Gottlieb & Company—continued with regular releases of new 1, 2 and 4-player machines. The export market, a constantly growing market for the American pingame, took more and more of the pins, bloating overall coin machine export figures to a total of \$38 million for twelve months shipping.

### Novelty Games Were Heard From

Shuffles and bowlers held their own during 1963. The veteran manufacturers—ChiCoin and United—shipped large amounts of bowling-type amusement machines. At the close of the year, United attempted to capitalize on the pool game furor by manufacturing a game called 'Bank Pool' which combined the shuffle-bowling-pool theme. Collection reports were premature but the game received some of the heaviest distributor backing seen for some time.

Southland Engineering, a west coast firm with a midwestern head—Harry Williams—made a game called 'Speedway' in which two midget autos raced against one another. The success brought about 'Time Trials' with a similar principle in a race against time. The factory obviously enjoyed good business all year long and had plans for new novelty equipment by the year's end.

Midway's baseball and novelty (Turn to page 3)

### The Operators In New York State Discuss Their Mutual Problems

U.S. Billiards Lead To Growth Conference

Willie McCarty Sr. Elected As President



Gov. Rockefeller To Help



*from Seeburg to you...  
warmest greetings for  
the holiday season and  
sincerest wishes for  
an increasingly  
prosperous 1964*

# EXPORT SALES

## A Five Year Growth Pattern

### EXPORT VOLUME FROM U.S. PORTS

1958 - 1963

Year	Units	Dollars
1963	(Estimated) 95,000	(Estimated) \$38,000,000
1962	86,423	30,444,480
1961	91,762	28,567,553
1960	88,288	21,581,194
1959	85,336	19,185,043
1958	82,510	20,653,085

### FIRST QUARTER TOTALS

	Machines	Dollars
PHONOGRAPHS	6,583	\$3,742,166
AMUSEMENT	10,062	3,917,897
VENDING	3,261	922,510
TOTALS	19,906	\$8,582,573

### SECOND QUARTER TOTALS

	Machines	Dollars
PHONOGRAPHS	7,914	\$4,671,526
AMUSEMENT	12,283	4,363,360
VENDING	4,164	858,438
TOTALS	24,361	\$9,893,324

### THIRD QUARTER TOTALS

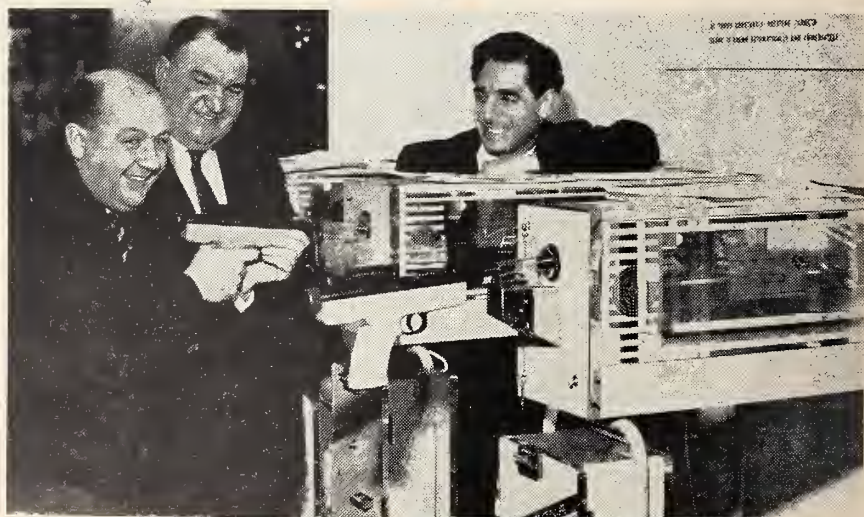
	Machines	Dollars
PHONOGRAPHS	6,372	\$ 3,781,053
AMUSEMENT	15,372	5,944,687
VENDING	3,925	1,042,630
TOTALS	25,669	\$10,768,370

## German Target Gun 'Arizona' Gears For U.S. Sales After Overseas Success

CLEVELAND—Joseph Nemesh, president of Duncan Sales Inc., has announced the introduction of a novel German target gun to the United States. "Arizona," developed by the T. H. Bergman Co., has proven a "gold mine" for location owners and operators in England, Japan, and on the European continent, according to Nemesh.

The "Arizona," which is of unique design to insure safe handling, is a simulation of a live shooting gallery.

"This live-action gun appeals to all age groups," says Nemesh. Its compact construction permits installation where space is limited. "Arizona" promises to be as great a boon to location owners and operators in the United States as it has been in Europe, according to Duncan sales reports. For information regarding sale and distribution contact Joseph Nemesh, Duncan Sales Inc., 737 Carnegie Avenue, Cleveland 15, Ohio. Phone 241-3801.



"ARIZONA" ON DISPLAY at the Blackpool Coin Machine Show (see complete story this issue). The gun is manufactured by T. H. Bergman in Germany. Above, R. A. Seabrook demonstrates gun on Sym-play stand at No. Amuse. Equip. Convention.

TIME FOR

# HOLIDAY Greetings



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# 1963 Review Of Events

(Continued from page 1)

games kept the comparatively new factory alive and healthy during 1963. The newcomers to the business weathered the storm of the initial years and promised a prosperous year for those doing business in '64. Baseball had a bigger-than-usual year with some excellent offerings last spring. Some areas licensed the games and enabled a larger sales volume to be carried out.

The Cinebox was still struggling by the year's end and of the big problems, according to franchised distributors, was the lack of film. Cinebox officials claimed this situation would be remedied shortly. Scopitone, the French movie-music machine announced plans for the A.T.E. London show premiere. Meanwhile, another manufacturer, C.I.F.A., makers of the French 'Caravelle,' exhibited the movie-music machine throughout Europe.

Auto-Photo remained the top photo-machine manufacturer, the Frantz firm kept ops supplied with counter games, Hawkins appeared to be increasing production on kiddie rides, Munves announced a talking horse ride and a shoe shine machine, and the giants rolled onward and upward with greater sales their goals.

## A Year Of Associations

MOA probably had its most successful year considering its position one year before. The Convention was a huge success, from the equipment on the floor to the talent on the stage closing Convention night. Membership rolls were greater than ever, touching the 1000 mark by December. Formation of new associations was another goal attained by MOA leaders. Donations of funds for these associations enabled MOA to combat the Celler Bill legislation. The Civil Rights Bill and the assassination of President John F. Kennedy helped to slow all legislation, including the Celler Bill, which was at the door of the House Rules Committee as the year was rung out. The resignation of Managing Director Bob Blundred was indeed a blow to President Lou Casola and the MOA executive committee as well as the industry. All eyes turned toward a possible replacement but interviews were not scheduled until January.

## The Operators Grew In Stature and Investment

The coin machine operator was operating a goodly number of vending machines by the close of the year, as expected. The NAMA Convention saw thousands of music-amusement machine ops stroll through the hallowed halls of McCormick Place and view new ideas for vendors. Some of the giant vending firms were still reeling from various and sundry blows against their superstructures, however.

**Cash Box Editorial**

**Is The Coin-Operated Pool Table Too Simple To Service?**

One of the biggest factors responsible for keeping the coin machine business in the hands of the coin machine industry has been the responsibility of service. The location owner is in a bind with himself when the need for repair and service seems almost as a joke but as a standard staff ally on most other games. What may be a simple service step to a knowledgeable technician is a major problem to the operator. It is here that the individual who temporarily disconnected by a breakdown which requires nothing more than the replacement of a fuse or perhaps a simple splicing of electrical wires. To the technician, however, there is no doubt about it: it takes him an hour to diagnose and repair the machine and it takes the operator a week to get the machine back in operation. It is for this reason that the coin machine operator should consider a service contract.

The machine to be brought out here to point up the importance of having a machine operator in the equipment of a professional. Many locations have attempted to save their own jobs but have found the service problems beyond the simple replacement of a fuse or perhaps a small bulb, the professional operator in a definite sense to the continued operation of that machine. Amusement machines are no exception today that most locations owners do not consider a service contract.

Even in the case of the cigarette machine, where operators are usually faced with the maintenance problems, the need for service and the purchase of replacement parts are so obvious to most who would otherwise own their own machines.

The coin-operated pool table business, as we know it today, is a prime factor in keeping the life-line of operating units. There is no estimate as to how many operators may have collapsed under the heavy load of operating equipment today. It is a serious problem for the pool table. But there has been evidence that locations do buy their own pool tables, and for a time reason. While there is no legal way in which to prevent the owner from taking advantage of the operator in a maintenance or repair situation, the operator is in a position to advise the location owner in advance of any problems. It seems as though the operator is in a position to keep the pool table in a state of readiness to operate, providing all it takes to change the location's mind about operating it. It is a simple fact, in view of the danger of other locations, however, that the operator should be given the opportunity to operate the pool table on a short-term basis. It is for this reason that the operator should consider a service contract.

**110 Attend West Virginia's Ninth Annual Convention. Hear PR. Celler Bill, MOA Talks**

Midway Intra Race Way Game  
\* Has 3-D Animation

\* Cash Blundred Res. Fash Attend Meeting

Planner Shows Show Of Rowe AC Passes  
\* Will Display Coasters During Open House

## Music Had A Prosperous Background

The musical sounds in the background probably brought ops more income than any previous year. The reasons were apparent: ops had to bring income in from allied operations and background music seemed to and did provide the additional profits that made music operating more comfortable. Seeburg said that their 'Encore!' unit was a 'foreground' music system insisting that some locations wanted to hear the music. They kept the background unit for the old standby. National Sound licensed Ditchburn in Europe to make the 'Symphonaire' over there and directed sales efforts at the coin machine market. At the year-end, the officials advised that expansion of plant and personnel will enable an all-out program for '64. Rowe AC re-introduced its 'Customusic' unit at the MOA show and evidently were set on a full program of sales and promotion. Tape-Athon was strongly entranced with distributors, mostly Wurlitzer outlets, and 1964 was probably their biggest year of sales to the coin machine industry.

Iz Edelman, Cine-Sonic's guiding star, advised that he was concentrating on the Model 1001, a reel-to-reel system with 240 wires for as many locations. Sales were more than satisfactory and a firm program for the new year was ready for introduction by the veteran coinman.

## Exports Unlimited

While operators do not benefit directly from the multi-million dollar export business, distributors and manufacturers looked to reach a \$38 million volume by the end of the year. Of course, the action helps remove used equipment faster, and therefore gives ops an opportunity to deal on trade-ins, especially where their machine may be in demand overseas.

Jack Gordon, who spent many years touring the east coast for Seeburg had reached the post of executive vice-president and at year's end was just about in command of the plant with President Del Coleman busying himself with the huge research and development programs of not only Seeburg but firms like Cavalier which was acquired before the year ended. Westinghouse hired Charlie Brinkmann, a former Rowe AC top man, and in November Pat O'Malley was still denying rumors that Westinghouse was hoping to buy the firm's vending division. Brinkmann still was with Westinghouse at year's end and O'Malley said "almost anything is for sale . . . at a price."

## Europe Markets Soar

The London A.T.E. show was indicative of what one could expect from this business in Europe. The London show was again a sellout. Thousands attended and bought equipment. This next year will also be a big one for (Turn to page 8)

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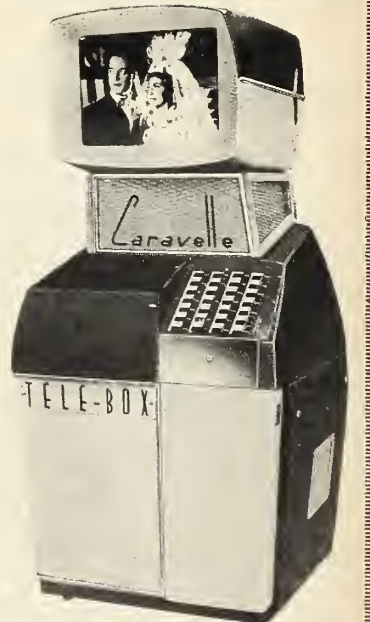
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# ANALYSIS OF THIRD QUARTERLY COIN MACHINE & VENDING EX- PORT REPORT

*A Review Of Coin Machine Sales To The World's  
Markets During July, August and September 1963*

## GENERAL

The quarter added another \$10.7 million to the export coffers and made '63 appear as though it would be a \$37-\$38 million year. Reason for the big jump and continued export prosperity was primarily centered in the amusements end of the business. Games were very hard to come by but the U.S. exporter managed to accumulate 15,372 units for sale at \$6 million, a record. No new markets to report but added volume in the big ones. Europe stole the show again with some growth evident in Asia, mainly Japan. If the figure hits \$40, million, exports in 5 years will have doubled from the \$20 million registered in 1958. The experts have taken over the business and in addition to knowing your customer one must also know his market. To get the equipment for sale is becoming a specialty of its own today. Distributors are no doubt asking for a top dollar on much of the used equipment in demand. The manufacturers are producing quantities for the export market now as a regular run of things. Look for brighter news to come as the European market keeps the lead and the other ports around the world take to the American coin machine.

## PHONOGRAPH

Phonos dipped almost a full \$1 million compared with the second quarter. West Germany, France and Belgium accounted for the drop, all of which came in Europe. Reason is a guess but perhaps music is slowing a bit. New machines may be part of the answer. Canada enjoyed a 50% increase in volume. Mexico slipped to one-third of previous quarter. Nicaragua dropped to one-half. Panama was steady. So. America held its pace. Chile and Peru showed gains. Argentina did nothing. Venezuela fell in half. The \$1 million drop in Europe was the entire phono story for the quarter. Austria was way down to \$2,987. Belgium off \$300 thousand. Finland fell in half. France fell off about 70%. Greece went in half. Italy was up to \$322 thousand, a 50% increase. Switzerland zoomed to almost \$400 thousand. The UK went in half and W. Germany dropped \$500 thousand or 500 phonographs. Japan carried Asia with its accustomed \$270 thousand, a steady quarterly volume. And that was the phono story around the world.

## AMUSEMENTS

The \$6 million figure for games represented one of the main reasons the fun-loving Europeans are forever inflating the US overseas export volume. Approximately \$20 million of the total export business will have been transacted in games by the year's end. \$5 million of this business in the quarter was shipped to Europe, naturally. They took more than 12,000 machines—new and used alike. The UK went over the \$1 million mark for the first time this year. No doubt fruits were an important part of the business. But the pingame, the upright, the bingo, many of which were made expressly for export, all brought the total higher. France added another \$100 thousand to a previous record games figure and totaled \$1.4 million for the quarter. Totally doubled to \$384 thousand, Belgium went to \$573 thousand after falling off earlier. Norway passed the \$100 thousand mark for the first time. Spain dropped almost to a halt. Sweden went over \$100 thousand. The Swiss were steady. Britain hit \$1.1 million. A 50% increase in W. Germany, rounded out the Continent. In Asia, Japan hit a high of \$330 thousand after hovering below the \$100 thousand mark earlier. Lebanon dropped to \$6500 for 29 used machines. Africa showed no signs of perking up but the total games figure was higher than ever—\$5,944,687.

## VENDING

Even vending went skyward during the third qtr. with a total of \$1 million shipped. It was the first time this year the merchandise machines accounted for this much business. They should bring in about \$4 million annually. Half of the total was shipped to Europe. Austria took 90 machines for \$30 thousand. Belgium's total machines increased and the dollar volume dipped reflecting either older equipment or perhaps an influx in one shipment or more of the penny-ball gum machine. Sweden bought only \$24 thousand in vending equipment from the states. W. Germany did however manage to average \$200 thousand per quarter. Japan bought 224 machines at an average price of about \$500. It was the first and only sign of bright prospects in Asia. Nothing was transacted in the vending field in Africa and Australia bought about 35 machines for \$9000.

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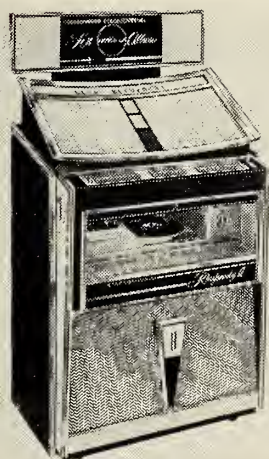




# 1953



# 1963



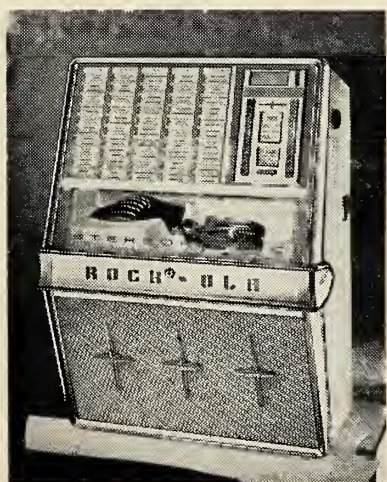
ROCK-OLA RHAPSODY II  
Model 418

An unprecedented sales record for 10 consecutive years! What is the reason for this outstanding success?

With the unexcelled full-in-line Rock-Ola Music Program and our well known Amusement Games our Distributors and we have proved to the Trade all over Europe that these machines with guaranteed dependability, player appeal and above all, sound re-sell value—indispensable pre-requisites—have always warranted a sound basis for the operators.

Look to 1964 for further advance in this program!

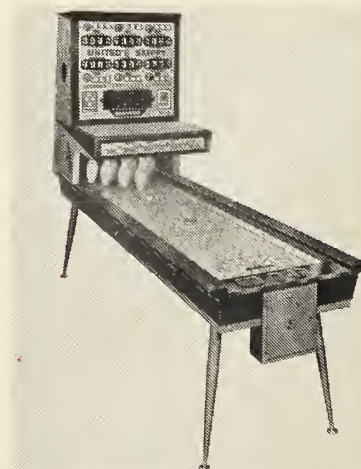
Good health and good luck to all our friends in 1964!



ROCK-OLA WALL PHONOGRAPH

LATEST  
*D. Gottlieb & Co.*  
PINBALL GAMES  
1, 2 and 4 Player Pins

Ready For Delivery  
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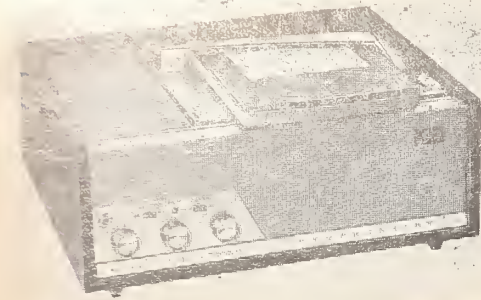
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## 1963 Review Of Events

(Cont'd from page 3)

the Continent and it appeared as though the fruit machine and the pingame were the main reasons why.

Joe Brilliant introduced a potato chip vendor at the NAMA show and the action seemed to reflect potato chip vending in general. Although one or two firms claimed to have made a success of it, the Brilliant machine was not heard from by the end of the year, but Marvend, a southern firm, was still promoting this and similar type machines.

The NYS ops retained an Albany law firm to battle the pool table ruling in that State and inside of 90 days had a favorable report. The City followed through and passed the same approval notice thereby opening wide the doors for the coin-operated 6-pocket game. Manufacturers didn't even look up. They were having trouble meeting demand as it was. This situation was the same as of Dec. 31.

NAMA launched one of the most intensifying trade programs we have ever witnessed, during February. Operators in 64 cities were alerted to the present and expected onslaught of teenage-smoking critics who were leveling shots at the big cig vendors. Through a most remarkable two-stage

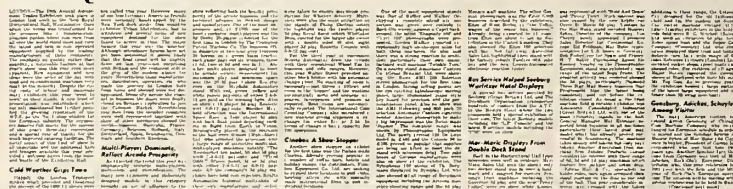
### Some Of The Giants Reeled From Shock

The year closed as a midwestern judge ruled against a new trial for The Vendo Company and certain individuals from Coin Acceptors, Inc., as a possible \$5 million suit against the giant vending concern was supported by the courts. Fraudulent use of National Rejectors coin mechanisms according to the court, and theft of plans for coin handling equipment, ended with the courts telling Vendo to pay back the losses suffered by National or the profits from the sale of the NR components, whichever was greater.

Continental Vending Machine learned it was \$4 million short due to an alleged transfer of funds to a finance house headed by its own head man but after a re-organization, the firm at press time was receiving job lots of orders for its new equipment introduced at the NAMA show, and making another loan to get these orders filled with capacity production. The industry was betting on Continental as the year ended and it backed up its belief with \$1.5 million in orders.

Rudd-Melikian cut short its promo-

### 2800 ATTEND 19th ANNUAL A.T.E. LONDON COIN SHOW NEW EQUIPMENT DOMINATES EUROPE'S TOP CONVENTION



personal meeting, NAMA managed to have the cigarette vending industry—a \$1.3 billion business—place its house in order. In November and December, spearheading the scheduled U.S. Surgeon General's report on the possible link between smoking and impaired health, national and local consumer media released feature stories on what could be expected. Because of the NAMA Operation Alert program, and the results of a teenage survey conducted by the Gilbert Research Company, an NAMA sponsored survey, the cig vendors were not even mentioned in many of the articles. The facts compiled by Gilbert and the removal of most machines from the path of the teenage smoker had combined to present a tough defense for politicians and parents alike who had previously pointed the finger at the vending industry.

#### The Need For Association

The Pennsylvania Operators were initially organized early in the year and were set for a 6-month intensive membership drive which was to combat pingame legislation. No word on any progress was available at year's end as many ops evidently didn't take to the idea. Association heads were geared however, to re-introduce the association theme in '64 and with additional energy. The West Virginia ops defeated a per machine tax, Bally re-entered the 5-ball business, and Al Rodstein helped set the vending industry's second college-trained service program—this time in Philadelphia. Mel Rapp remained as top man at Continental, following the \$4 million debacle and later some heavy financing, Smokeshop in its 14th year appointed outlets like Weiner in NYC to strengthen sales on the new cig vendor, UJA Coin Division execs picked a Long Island District Attorney for Guest Of Honor, Rock-Ola, Seeburg and Wurlitzer held distrib meetings out of the country.

tion program during the year and the reason given by some in the industry was that large sums of money were going into research and development of new type machines. No official word was available from R-M as the situation appeared normal, but it seemed unusual for the company who pioneered the coffee vending industry to the greatest heights was no longer a main entity in the ranks of advertising, promotion, and publicity. The firm displayed large banks of equipment and coffee products from its NAMA booths at the show however.

#### A Nun's Record Hits

Millie McCarthy injured herself in an auto accident during a multi-city-meeting car trip but bounced back to work in a couple of weeks, Continental borrowed more money to go to the NAMA show, and music ops asked "Is Commercial Gospel Music the Next Big Fad?" (the answer was no inside of four weeks). A nun from Belgium made a recording of "Dominique" and just about every juke box in the country programmed it, Jimmy Durante tried for his hit (September Song) on records, and ops tried to settle the Celler Bill with an increase in mechanical royalties instead. The singing nun made it big but Durante and the ops were turned down.

Associations continued to contribute money to MOA, the year ended before any action was taken on the Celler Bill, and Iowa repealed its cigarette vendor ban.

Juke Box advertising broke in Great Britain on 300 London juke, seven-second sound spots were sold to some top international product manufacturers. Mondial revamped its entire European network of distributors as official distributors—three in some countries—replaced the single centralized distributor of the past. The move marked the growth of the largest expansion (Turn to page 9)

# 7-Second Commercials On London Jukes Sponsored By Top Firms

LONDON—The first major national advertisers to sign long term contracts for juke box advertising have been announced by J. B. Marketing, promoters of juke box commercials. Commencing December 1st Cadbury's, H. S. Whiteside, Philip Morris, Anglo-American Chewing Gum, Aspro, Coca-Cola, Alka-Seltzer, Remington Razors and The Ministry of Transport (Road Safety Campaign) all promote their products via a seven-second commercial on J. B. Marketing's 300 top teenage sites in the London TV area—thus making Britain the first market in the world to use this exciting new medium.

Ronald Ratcliffe, Managing Director of J. B. Commercials said "We intend to make juke box commercials one of the most thoroughly researched mediums available, a medium which by audit figures alone will inspire confidence in every advertiser."

## 1963 Industry Review (Continued from page 8)

**Edna Giesberg Says Back Atlas From Castles, Looks To 30 More Years**  
 \* To Distribute More AC And Tapes, Early

**Sunderland Leads Vendors To MOA Show, Music Ops Lead Vendor Sales Source: Brier**  
 \* To Distribute More AC And Tapes, Early

**Only Music To Soothe The Euphoric At MOA**

**Bill Schwartz To Distribute Seeburg In New England, Resigns Exec Post**  
 \* To Distribute More AC And Tapes, Early

**Virginia Ops Are At It Again!**





porter of new amusement machines in the U.S.A.

The R. H. Belam Company continued to take on new lines—many new vending lines—and grew in scope via its used music-games exports from the U.S. as the base, and the vending machines market as its future potential. Belam doubled its vending volume this year and expects to double again in '64.

### Still Awaiting The Big Game

Coinman lost their usual high interest in the Parks Show, MOA officials met with record firms for the first time in history, Britain's Blackpool coinshow drew SRO, 52 upper NYS ops got together in one room for a meeting on problems, and some of the nicest, most respected men in the industry were taken from this life before the year was out.

It was a good year for most, and a very prosperous year for some, depending on where you sat. The industry lost revenue from the so-called 'gambling' equipment but gained in stature from a public relations point of view. Again, it all depended on where you were sitting. One thing was certain as the year 1963 closed out. Costs were going to continue upward. Profits would be trimmed. And the need—the continuous need—for the BIG game was still evident.

**'Cinebox' Licensed For Manufacture, Distribution To Coin Trade Here**  
 \* To Distribute More AC And Tapes, Early

**Al Simon Extends Distribution Of Rock-Ola Phone To New England**  
 \* To Distribute More AC And Tapes, Early

**11 Complete Seeburg Salesmen To Be Hired In New York**

**Willis Names AMCO As Const**




## Leading Phono Importers During July-Sept. 1963

COUNTRY	UNITS	DOLLARS
1. BELGIUM	1,612	\$1,042,541
2. WEST GERMANY	1,283	\$760,445
3. SWITZERLAND	485	\$397,892
4. CANADA	583	\$369,227
5. ITALY	497	\$322,976
6. JAPAN	569	\$274,514
7. UNITED KINGDOM	292	\$109,365
8. FINLAND	108	\$80,352

## SEASON'S GREETINGS

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and for the finest in Cigarette, Candy, Bottle, Ice Cream Vending Machines contact our subsidiary BELAMEX VENDING INTERNATIONAL (same address)

**R.H. BELAM COMPANY, INC.**



EXPORTERS IMPORTERS

Cable Address "BELAMEX" NEW YORK

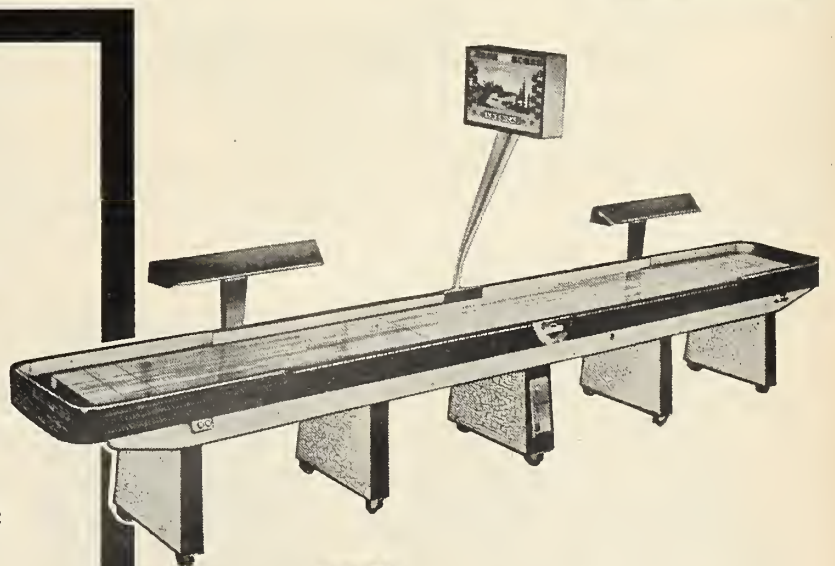
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Slugger is sturdily built—natural wood cabinet  
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H—18"; W—12" D—8"

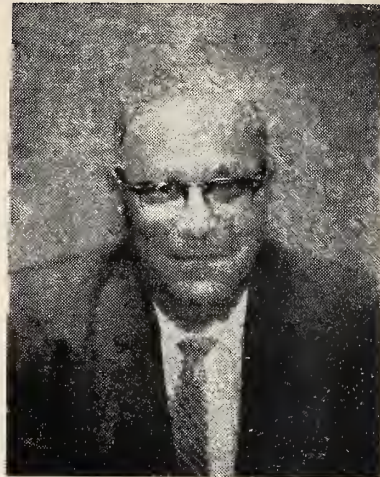
Distributors Wanted

**Explosive Action On Back Glass  
Keeps ChiCoin 'Firecracker' Play Hot**

CHICAGO — Chicago Coin Machine Company "exploded" a king-size (saleswise) 'fire cracker' to welcome a promising new year this week with a beautifully cabinetted new pinball amusement game — ChiCoin's "Firecracker" two-player, which is loaded with explosive scoring features, and reportedly geared for maximum collections and profits.

Mort Secore, director of sales for Chicago Dynamic Industries, Inc., in this city, asserted that "Firecracker" gives promise of sparking considerable excitement and sales acceptance in the coin machine markets throughout this country, as well as in the far-flung foreign territories. This latest addition to ChiCoin's line of coin-operated amusement games is available also in a two-player 'added ball' model for certain markets.

Secore placed considerable emphasis during his interview with the Cash Box reporter last week on the competitive nature of "Firecracker," explaining that this is always a powerful collection attraction, since there is always a strong inducement for players to compete with each other for high scores.



MORT SCORE

When Secore unveiled "Firecracker" to us in the factory last week he demonstrated the explosive scoring features in actual play, on the playfield and backglass. The balls ricochet in the "Firecracker Zone" on the playfield as if they are in perpetual motion—popping in and out of the "Action Holes." And then back into the "Firecracker Zone" for high score.

Among the intriguing ChiCoin scoring innovations there is a "Special Target" located at the top of the playfield which Secore said is 'live' throughout the entire game, and is a fine free play factor. He placed a lot of stress on the terrific rapid action that players are always attracted to in pinball amusement games. In this particular action free plays mount up fast with skill shooting by the player. "Chicago Coin's engineering and designing departments created several innovations to please coin machine operators everywhere," Secore added.

He spelled them out tersely and pointedly when he said: "We must not overlook the exclusive, new 'Lift-Out' self-locking playfield, which offers the operators' service personnel easy, instant access to the interior mechanism. There are no screws or levers to contend with.

"Also, the 'tilt' is adjustable for one ball, or for the complete game, when a player commits a tilt during play. The game is adjustable for three or five ball play."

Other features on the beautifully appointed "Firecracker" cabinet include such innovations as stainless steel trim on the front of the score-frame (light-box), and protective metal corners at the rear of the box to prevent damage to the frame.

Furthermore, the hand-rests at the front of the cabinet are made of durable Cycloc plastic. Secore explained that this is the same material from which telephones are made. It will not tarnish, offers the greatest longevity, and always remains clean and clear.

Finally, there is a brilliant long-life finish on the playfield, which will be an added inducement for the best possible resale value.

Secore explained that Sam Wolberg and Sam Gensburg, co-heads of Chicago Dynamic Industries, feel very strongly that ChiCoin's "Firecracker" two-player is a very noteworthy successor to Chicago Coin's "Sun Valley," the first of a popular series of pingames, which brought the Chicago based amusement game manufacturer back into the pinball game business several months ago, after an absence of several years.

**National Sound  
Winds Up Productive  
12 Months**

■ Licenses Ditchburn  
For 'Symphonaire'

LONG ISLAND CITY, N.Y. — The National Sound Systems background music manufacturing firm wound up the year with a proud track record behind it and a bright future ahead.

According to Larry Meyers, National Sales Manager, the firm recently licensed Ditchburn Equipment Ltd., leading British coin machine manufacturer and distributor, for the Continent.

In November, National's President, Jack Prygoff, advised that the firm had acquired the Background Music Division of Conley Electronics Corporation.

While working toward these expansion goals, National increased its present Long Island City facilities for manufacturing the "Symphonaire" background music machine, and duplicating facilities for its expanding background music library.

National has neared completion on its present program of building a national sales representative organization which functions under the direction of Meyers. The firm is emphasizing its sales pitch to the coin machine market and expects a record sales volume in '64.

**Seeburg's Gilbert  
Names P. S. Groom**

LONDON—George Gilbert, Vice President of Seeburg International Inc., has announced the resignation of John B. Henderson as General Manager of Seeburg (Great Britain) Ltd. and the appointment of P. S. Groom as his successor.

Groom has previously been Sales Manager of Seeburg (Great Britain) Limited since its incorporation and Mr. John Lane continues as Assistant Manager of the company.

# MONDIAL

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For A Happy 1964



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# MONDIAL COMMERCIAL CORPORATION

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## Sega Names Ruffler & Walker For British Isles

LONDON—Messrs Ruffler and Walker have been appointed main distributors for Sega throughout the British Isles.

The move will enable the company to expand to saturation point in order to meet the ever growing demand for the Sega product. One of the largest distributors of pleasure equipment in the U.K. Ruffler and Walker will be able to carry larger stocks than have been carried by any other distributor in the past and they have the facilities to guarantee immediate delivery on a national scale. They will also carry adequate stocks of spare parts to cover any unforeseen servicing requirements.

Of immediate interest is the new Mini Sega fruit machine. About the size of a telephone it will fit under the counter and is completely portable. The first consignment arrived in England this week.

The 'Ten Pay Bak' is the sixth and latest addition to Sega's already wide range of regular type machines. An unusual feature is that if a player puts ten coins into the machine without winning, the machine automatically pays ten back.

Although the Sega machines have always been very competitively priced Messrs Ruffler and Walker point out that the manufacturers have recently made further substantial reductions to ensure that they remain the lowest quality machines on the market.

The distributorship taken on for Sega will in no way affect Ruffler and Walkers distributive arrangements for Jennings, Keeney, Gottlieb, Chicago Coin, Games and other products.

## Leading Games Importers

July-Sept.—1963

1. France	3,181	\$1,463,221
2. United Kingdom	2,942	\$1,113,416
3. West Germany	1,449	\$666,843
4. Belgium	1,645	\$573,244
5. Italy	1,172	\$384,645
6. Japan	606	\$330,640
7. Switzerland	845	\$317,189
8. Canada	1,036	\$217,891
9. Venezuela	466	\$186,691
10. Denmark	267	\$127,174
11. Norway	186	\$108,747
12. Sweden	264	\$105,602

## HOW'S YOUR PROFIT?

FROM CIGARETTE MACHINES ?

FROM BEVERAGE DISPENSERS ?

FROM CANDY VENDING ?

FROM BACKGROUND MUSIC *No Limit!*

Why has the income from Background Music jumped from 3% to 30% of total business by Coin Machine Operators in the last 10 years?

Because the progressive operator knows:

1. His return on investment is tops—in many cases better than 100% the first year.
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3. The business is already there, in volume—your present customers are the best prospects available (plus those you've been losing).

Like further details? Contact your local juke box dealer today or write, wire or call:

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Inglewood, California

ORegon 8-5359

**MERRY**

**CHRISTMAS**

**AND A**



**HAPPY**

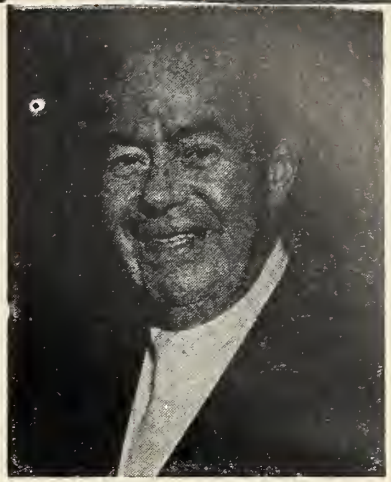
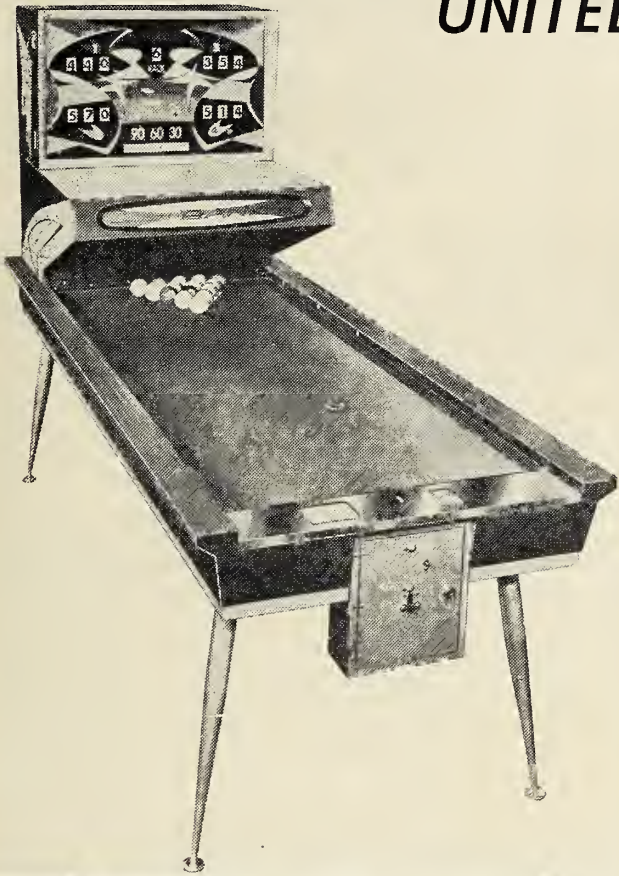
**NEW YEAR**





IRVING HOLZMAN SAYS:

*"Instead Of Counting Sheep, We Count  
UNITED 'Bank Pools' .....*



IRVING HOLZMAN  
President  
UNITED EAST COAST CORP.

**BANK  
POOL**

**BANK  
POOL**

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**BANK  
POOL**

*...and you'd be  
surprised at  
how many we  
sell before  
we fall asleep  
each night!  
You'll sleep  
better too, if  
you operate*

UNITED'S

**BANK  
POOL**

**UNITED EAST  
COAST CORP.  
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**Call:  
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*..... and in New England*

**TRIMOUNT** says:

**"Talk About BANK POOL! .....**  
**You Ain't Heard Nothin' Yet!!!!**

Now Showing and Delivering UNITED'S BANK POOL, America's Fastest-Selling Game

**TRIMOUNT AUTOMATIC SALES CORP.**

Branch of Rawe AC Services  
Division of Automatic Canteen Company of America  
40 Waltham Street, Boston 18, Massachusetts  
Tel. Liberty 2-9480 Area Code 617 Cable: Tricoin, Boston

**"UNITED OPERATORS ARE SUCCESSFUL OPERATORS"**

**\*United's BANK POOL is the biggest-selling United game to be released in years!**

# LOOK TO ROSEN FOR MORE IN 1964

Order These Specials Today From the World's Largest Inventory Complete and Ready to Go

## SHUFFLES

	Each
3 UN Capitol	\$ 95.00
3 UN Lightning	75.00
2 UN Regulation	75.00
1 UN Clipper	95.00
3 UN Handicap	75.00
2 UN 11th Frame	75.00
1 UN Chief	60.00
3 UN Team	75.00
2 UN League	75.00
1 UN Select Play	75.00
2 UN Atlas	125.00
1 UN Eagle	100.00
1 UN 4 Way	325.00
1 UN Cyclone	125.00
5 Bally ABC Shuffles	75.00
1 Bally King Pin	75.00
2 Bally Victory	75.00
1 Bally Jet	75.00
2 Bally Magic	75.00
2 Bally Rocket	75.00
1 Bally Blue Ribbon	75.00
2 Bally Congress	75.00
1 CC All Star Team	125.00
2 CC Bonus Score	125.00
3 CC Championship	125.00
1 CC Double Feature	100.00
1 CC 4 Game Shuffle	250.00
1 CC 6 Way Shuffle	275.00
1 Pro Shuffle	395.00
10 CC Rocket Shuffle	50.00
1 Red Pin Shuffle	195.00
2 Variety Rolldown	450.00

All Prices Quoted Crated F.O.B. Phila.

### WIRE—PHONE—WRITE TODAY

Send for Complete Lists From World's Largest Inventory

ARCADE—GAMES—BINGOS RIDES—MUSIC—etc.

Happy Holidays and a Healthy And Prosperous New Year To All

## DAVID ROSEN

Exclusive AMI Dist. Ea. Pa. 855 N. BROAD STREET, PHILA. 23, PA. PHONE—CENTER 2-2903

## Gitlitz, Former London Sales Head, Named Seeburg Midwest Mgr.

CHICAGO—William F. Adair, Vice President-Sales, of The Seeburg Corporation, has announced the appointment of Alvin L. Gitlitz as Division Manager in the midwest area comprising distributing offices in Chicago, St. Louis, Des Moines, Milwaukee and Minneapolis. His activities in this area will be under the supervision of Regional Vice President, Bob Dunlap.

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

He has been associated with the vending industry for 14 years, most recently as Vending Sales Manager with the S. L. London Vending Company of Milwaukee, Seeburg's Wisconsin distributor.

Prior to that, he was Assistant Sales Manager of the Vending Division of Superior Coffee Company, and for the preceding ten years was in the operating business both in Chicago and New Orleans.

"We are extremely happy to have Al join our sales staff," said Adair, "particularly in view of his wide experience in the vending industry which embraces a broad area of knowledge in both distribution and in the actual mechanics of operating."

## Art Velazquez Named To Illinois Comm. Post



ART VELAZQUEZ

CHICAGO—Arturo (Art) Velazquez, president of Automatic Music Company, in this city, prominent in local coin machine activities for many years, was appointed last week to a two-man Commission on Spanish Speaking Residents by Governor Otto Kerner, of Illinois.

Velazquez has been dedicated to improving the lot of Latin-Americans residing in Illinois for several years. He is presently the president of the Mexican Chamber of Commerce and Industry of Chicago, and president of the Illinois Federation of Mexican-Americans.

## Al Weymouth, West Coast Distrib., In Minnesota Hospital

ROCHESTER, MINN.—Al Weymouth, Weymouth Distributing Corp., Los Angeles distributor for Smoke-shop cigarette vendors, and various amusement machine lines, is recuperating from surgery here in St. Mary's Hospital. He was operated on for a bone disease which has settled in the leg, and the pilot-sportsman has been hospitalized since Oct. 28. Art Brier, Smoke-shop's sales head, advised *Cash Box* last week that the hospital officials report "satisfactory progress."



## Eastern Flashes

When we prepared copy for the 1963 Industry Review of Events, which appeared throughout the coin machine section of this issue, it became more apparent with each passing day that the business we are in may appear to be fairly settled but actually almost without notice major changes are made overnight.

The year started on a very optimistic note for some firms who were in bad shape at the end of these 12 months. Millions of dollars are outstanding on distributor books in the wake of excellent equipment sales throughout the course of the year. Only the financially stable can sell equipment today, there is no doubt about that.

One of the stricken firms—Continental Vending—was not only getting up off the floor after receiving a near-knockout blow in the form of a \$4 million loss, but Mel Rapp was taking the firm up over the hill into '64 backed with another \$750,000 loan, and production lines geared for machines to fill a \$1.5 million in orders from ops who have shown the firm that they still want their equipment. We spoke with Rapp and while he appeared to be a tired exec, he is indeed a determined one. Continental is expecting a bright year for 1964 and if they feel this way, who can doubt them?

MOA's Bob Blundred, one of the crew who led the MOA to its present position, had resigned before the year was out. The time-consuming and painful task of screening applicants has already begun. Let's hope Lou Casola can come up with another leader.

Seeburg, one of the most successful vending firms, also had a good jukebox year and the smiles were broad at the North Dayton Street plant last week. . . . A. D. Palmer's expression was enough to tell us last week, during a short visit to NYC, that Wurlitzer had a fine Model 2700 year and there was also the hint of something even better to come for '64. . . . Is there a Rock-Ola distrib who cannot confirm the sales success of this phono during the 12 months of 1963? The factory made David C. Rockola feel like a boy again as the success of the phono once again enabled the factory to spearhead the research and development of their vending division. . . . Pat O'Malley told the story in a few words while discussing Rowe AC's phono sales this year, when he addressed the Security Analysts here two weeks ago: "Sales Up 25%," is the way he read his speech and he read correctly. . . . And so all of the phono factories enjoyed a good year. It was a year for music, a profitable one at that.

Smokeshop distrib Al Weymouth has sat out the last two months of this year looking out a window in St. Mary's Hospital, Rochester, Minnesota. Art Brier told us Weymouth's leg has a bug in it and they just can't get it out. . . . Sam Morrison, a music operator who begins work New Year's Day and doesn't let up until New Year's Eve, specialized in rentals this season and as we went to press the hard-working op had tallied no less than 15 rentals to top-flight outlets at a nice price. One location—a Spanish bank in the Bronx—asked that he install a juke box for their Christmas party Thursday evening and take it out "at around 1 a.m." Sam was informed, "we'll open the bank for you to permit removal of the machine." A very liberal bank, we must say. Sam noted that Con Edison was digging up Tenth Avenue and surmised that the City was installing wired music in the ground. "They'll use the sewer outlets for speakers," said the man from Musical Moments.

We asked Carl Pavesi if business was good this season and he said "it's great." Christmas records selling big? "Same old standards," stated Carl. Is The Singing Nun on any of your juke boxes? "Oh, that one! I bought one for each machine!" smiled the Westchester operator.

Millie McCarthy did her Christmas shopping in between location check-outs and wound up handing out some of her gifts to the locations. Had to go back over her list and start in all over again!

Dave Rosen will be installed as Incoming Chief Barker, Tent #13, Variety Club International, on January 13, at Philadelphia's Bellevue Stratford Hotel, where the Guest of Honor will be Miss Eydie Gorme, the songster. Earlier, Dave hosted a Chanukah Party sponsored by the Golden Slipper Square Club, where 72 kids, all displaced or orphaned, got the thrill of their lives at an honest-to-goodness party for kiddies. On Dec. 26th Rosen will chaperone a gang of kids to the Ice Follies. The coinman enjoys each moment of his many splendored philanthropic gestures.

Veteran Bridgeport op, Jim Fitzpatrick died on Dec. 15th after a short lived illness at the age of 58. He was the largest operator in Connecticut. . . . The Music Ops of Conn. sent \$100 to MOA last week to aid the industry's fight against unfair legislation.

Another Connecticut op, Milton Black, Waterbury, died at the age of 49 on last Saturday evening. . . . Nick Alberino, New Haven op, in St. Joseph's Hospital, recuperating from an illness. . . . Pat Montana, hospitalized at St. Raphael's in New Haven, after being in an auto accident. . . . These coinmen were sorely missed at the annual Connecticut Christmas Party, sponsored by the music ops, and held this year at the Lighthouse Inn on Dec. 21st. Minn Daddario, Congressman, was chief speaker at the New London affair.

Guess who's a grandfather? No, not him. No one but youthful Tom Sams, former Rowe AC Services exec, and lately Sales Manager of Sheldon Sales in Buffalo. Now Tom is settled in Phoenix, Arizona, where he is with Garrison Sales, and doing a fine job. His son's wife gave birth to a baby a couple of months ago. Hey, Tom, you oughta go on "I've Got A Secret"—they'll never guess.

Mike Munves happy over business this year. . . . Irving Holzman believes he is winding up the old year and starting the new with a winner—'Bank Pool' (or haven't you heard?). . . . Al Simon expects a bright year for his distributing firm and for U.S. Billiards. . . . Vic Haim and Morris Nahum of R. H. Belam expect to double vending volume again next year. . . . Irving Kaye has big plans for the new model pool tables. . . . Barney Sugarman expects Rowe AC's phono to continue selling with a fine year ahead for '64. . . . Abe Lipsky promises to take it easy in '64. . . . Bill Cannon promises to not take it easy in '64. . . . Bert Bettie will try to sell more pool table supplies (if that's possible) during the next 12 months. . . . Harold Kaufman expects to sell about 20% more Wurlitzers in '64. . . . Meyer Parkoff sees a big year for music and vending, all with the Seeburg name on the side, in the coming year. . . . who did we miss. . . . you? . . . we're sorry . . . in any event . . . we wish you a Merry Christmas and a very Happy New Year. And thanks for your kind attention and cooperation during these last 12 months.



# California Clippings

Distributors and wholesalers celebrating the holiday season with festive Christmas parties being held up and down coin machine row this week. . . . Gary Sinclair in town visiting at the Wurlitzer Factory Branch for a day, and then back to San Francisco to spend the holidays with his family. Clayton Ballard and his family spending the holidays in a white Christmas at his mountain cabin at Mt. Baldy. . . . The last minute rush keeping everyone busy at California Music. Gerry Wallace found time to stop by and check the sales on his new Challenge release, "Auf Weidershen." . . . At the R. F. Jones Co., Ed Mason of the parts department hosted an open house for all employees of the Jones Co. last Saturday night at his home in North Hollywood, with everybody reporting a jolly time had by all. Virginia Sargent spending the holidays with her family in South Dakota. Don Edwards on a trip to San Diego, and Johnny Hotz touring route 101 calling on operators. Bill Gray proudly relating the fact that his son, 'B.J.' won a trophy in the Bantam bowling tournament. . . . Bob Hathaway, popular operator from Ventura returned from an Elk hunt in Utah and happy to report he got his Elk. . . . At Paul A. Laymon, Inc., Britt Adelman back at her desk after a brief bout with the flu. Jimmie Wilkens returned from a very successful business trip to Mexico and the San Diego area. Mrs. Phil Giannoni, wife of Laymon's shop mechanic at home with new baby, Phil Jr., with mother and baby both doing fine. Paul Laymon again decorating his Pacific Palisades home for the holidays. His home is one of the showplaces in town at this time of year and Paul in previous years has been honored many times for the decorations. . . . At Amco Music and Vending, Bill Happel announced the arrival of the first shipment of Chicago Coin's new 2 player game, 'Firecracker.' Bill says from early indications, the new game will live up to it's name as one of the hottest new attractions around. Max Rothfield and Hal Oppor from the Chicago offices of Amco's parent Co. in town visiting the local offices. His many friends in the business sorry to hear that Mort Drootin, sales manager of the background music department suffered a heart attack and is still hospitalized. Jim Vese, who has worked with Mort, is taking over during his illness. Marshall Ames on a trip to San Diego for a few days last week. . . . Mr. Hanyu Takaesu, from Tokyo, Japan visiting last week with Joe Duarte at Duarte International Sales Co. . . . Dick Dawson, famed English comedian and husband of Diana Dors, cinema beauty, doing his Christmas shopping with his son Mark at C. A. Robinson & Co. Dick is intrigued with United's Bank Pool, and after considerable practice played a double or nothing game with Hank Tronick. Scores were not divulged, but there'll be a Bank Pool under the Dawson Christmas Tree this year. . . . At Leuenhagens Record Bar, The Solle Sisters holding open house on Dec. 24 to extend greetings to all their operator friends. On Christmas Day they go to Long Beach to spend the day with Melba Kindig and her two grandsons, Mike and Gary Brickley. . . . At Simon Distributing Co., his many friends will be happy to know that Frank Mercuri is now home from the hospital and well on the mend. John Freeman reported business held up very well right up to the holiday. . . . Bill Lanzy of American Coin Machine said they are getting fine results on the special sale still running on the Fast Draw gun. . . . Visiting operators this week included: Allen MacMahan, San Jacinto, Howard Smith, Temple City, and Bill Yedlin, Sherman Oaks.



# UPPER MID-WEST MUSINGS

Bob Bregal, Willmar, in town for the day, first time in many months. Bob picking up records and parts. . . . Congratulations are in order for Mr. & Mrs. I. Bernstein on the marriage of their daughter Susan last month. . . . Ike Sundem, Montevideo, Minn. in town for a couple of days making the rounds, and picking up records and parts. . . . Congratulations to Mr. & Mrs. Solly Rose on becoming grand-parents for the third time. This time a baby girl. . . . The Sandler Dist. Company, Minneapolis reports that the New United 'Bank Pool' has gone over with a tremendous Bang! Not since the first United Regulation Bowling Alley has there been such tremendous interest, and Irv. Sandler has been on the phone every day pleading for more 'Bank Pools' to take care of orders that are waiting to be filled. . . . Lawrence Jenkins, Bath, So. Dakota in town for a few days visit friends also making the rounds picking up parts and records. . . . Clayton Norberg, Mankato, in town for the day making the rounds. . . . Tom Roberts, Hurley, in town for a few days visiting distributors. . . . Joe Weber in the hospital since Oct. hopes to be home for Christmas. . . . Stan Woznak, in town for the day doing some shopping for Christmas. . . . Les Chapman, Carroll, Iowa, in town for the day. Les will leave soon for California for a lengthy vacation. . . . Have a Merry Christmas!

# Happy Birthday This Week To:

Carl Happel, Milwaukee, Wis. . . . Ben Smith, N. Y. . . . Peter S. Jackson, Chgo., Ill. . . . Louis N. Jamail, San Antonio, Texas . . . Stanley C. Woznak, Little Falls, Minn. . . . Roger G. Anderson, Chelsea, Okla. . . . Joseph E. Spirawk, Elmira Heights, N.Y. . . . I. J. Hudson, Jr., Mound City, Ill. . . . Jack Wilson, Newburgh, N. Y. . . . Garnett R. Stephenson, Bluefield, W. Va. . . . Wm. R. Barbour, Danville, Va. . . . Chas. W. Hughes, Ladoga, Ind. . . . Edwin W. Ponder, Liberty, Mo. . . . Rudy S. Kimbell, Amarillo, Texas . . . C. C. Geist, Norfolk, Neb. . . . Israel Itzkovitz, Shendoah, Pa. . . . Freeman D. Munson, Indianapolis, Ind. . . . Robt. W. Hunter, Dallas, Texas . . . Richard T. McKean, Chgo., Ill. . . . Paul M. Dileo, W. Paterson, N.J. . . . Louis M. Scheid, Ville Platte, La. . . . Harold Legendre, Ajo, Ariz. . . . Larry Frankel, Rock Island, Ill. . . . Fred Gaunt, L.A., Calif. . . . Morris Marder, Miami Beach, Fla. . . . Albert Mason, Grand Rapids, Mich. . . . Thos. F. Lee, N.Y.

# Leading Vendor Importers

## July-Sept 1963

COUNTRY	UNITS	DOLLARS
1. CANADA	1622	\$383,849
2. WEST GERMANY	466	\$204,776
3. JAPAN	224	\$100,928
4. UNITED KINGDOM	342	\$ 94,272
5. BELGIUM	91	\$ 49,911
6. FINLAND	45	\$ 46,500
7. AUSTRIA	90	\$ 30,031

THE MARCH OF DIMES  
  
 THE NATIONAL FOUNDATION

# CLOSEOUT!

PHONOGRAPHS		
Rock-Ola 418SA	WRITE	
Rock-Ola 414S	WRITE	
Rock-Ola 408, 160 sel.	\$895.00	
Rock-Ola 404	745.00	
Rock-Ola 1465	295.00	
Rock-Ola 1458	275.00	
Rock-Ola 1454	245.00	
Rock-Ola 1452	245.00	
Wurlitzer 2200	295.00	
Seeburg Model G	150.00	
Seeburg Model B	125.00	
Seeburg Model KD200	295.00	
Seeburg Model R	325.00	
AMI D-40	95.00	
AMI D-80	125.00	
AMI J-120	395.00	
AMI J-200	395.00	
AMI G-120	195.00	
AMI F-120	245.00	

BOWLERS—SHUFFLES		
ChiCoin Official Sparelite	WRITE	
ChiCoin Grand Prize	\$795.00	
ChiCoin Royal Crown	695.00	
ChiCoin Continental	595.00	
ChiCoin Duchess	395.00	
ChiCoin Twin Bowlers	245.00	
Bally Lucky Alley	295.00	
Bally Super Shuffle	495.00	
Bally Big 7 Shuffle	475.00	

AMUSEMENT GAMES		
Bally 3-In-Line	WRITE	
Bally Hootenanny	WRITE	
Bally Spinners (Like New)	\$100.00	
Bally Cross Country	275.00	
Bally Cue Tease	295.00	
Bally Moon Shot	250.00	
Bally Heavy Hitter	195.00	

Midway		
Shooting Gallery	\$225.00	
Target Gallery	275.00	
Deluxe Baseball	395.00	
Baseball	295.00	
Carnival Baseball	325.00	

CHI Coin		
Sun Valley	WRITE	
Firecracker	WRITE	
Riot Gun	\$545.00	
Pony Express	325.00	
Long Range Rifle	395.00	
Big Hit (Like New)	225.00	

Williams		
Magle Clock	\$245.00	
Vanguard	195.00	
Tom-Tom	245.00	

Gottlieb		
Swing Along	\$375.00	
Slick Chick	295.00	
Rack-A-Ball	325.00	

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**CALDERON DISTRIBUTING CO., Inc.**  
 433 N. ALABAMA STREET  
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Exclusive Chicago Area  
 Distributors for WURLITZER  
 PHONOGRAPHS and PARTS

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**IMPORTERS—**  
 Send for **FREE**  
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 64 PAGES—Fully Illustrated  
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Joe Kline • Cable: "FIRSTCOIN"—Chicago

# IMPORTERS

We have many years of experience in  
 Export Sales, Shipping, and Financing  
 Write For Confidential Distributors Bulletin Today  
 We are in the position to mail you our complete inventory we have on hand of  
 several hundred machines each month. These machines are taken in trade on  
 new equipment that we would quote you special prices on in as-is condition.

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 Cable Address: Amcoventry, Los Angeles

Season's Greetings  
**To All Coin Machine Men**  
 Thank You For Making 1963  
 The Biggest In Our History  
**HASTINGS DISTRIBUTING COMPANY, INC.**  
 (Since 1932)  
 6100 W. BLUEMOUND ROAD  
 MILWAUKEE 13, WISCONSIN

**SHIPPING LATEST**  
 Wurlitzer  
 PHONOGRAPHS  
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## Globe Sales Hold Peak

### Settle In New Quarters

CHICAGO—Charles (Jimmy) Johnson, head of Globe Distributing Company, in this city, reflecting this week on 1963 accomplishments for his firm advised that Globes move to more spacious, conveniently located headquarters, at 2330 North Western Avenue, earlier this year, was a noteworthy event in Globe's history. Jimmy, and his assistant, Corinne, stated that sales of coin counters, coin wrappers, and other allied products to coin machine operators remain consistently good the year around.

## South American Importer Requests Confirmation Of Existing Rulings Favorable To U.S. Pinball Operations

NEW YORK — The possibility of harmful pinball legislation being proposed, exists in certain areas of South America. One pinball machine importer in particular, is trying to combat this type legislation in his own country. Jose Caion, Director of Jet S.A.,

a Buenos Aires, Argentina, coin machine importer-distributor-operator, has requested that all coin machine outlets, trade associations and manufacturers in the U.S.A. inform him of existing legislation in various parts of this country which is favorable to the operation of pinball machines. He intends to use this information to strengthen his present legislative program designed to restrain harmful rulings in the South American area. If you know of pingame rulings in your area which permit the operation of this type amusement equipment, you can help Caion, the South American market, and perhaps the entire coin machine industry, by contacting him at the following address:

Jose Caion  
 Jet S.A.  
 Adm. y Ventas  
 Rodriguez Pena 330  
 Buenos Aires, Argentina  
 Cable: JETSA

A letter, or a copy of the ruling if available, will serve as evidence for use by Caion.

## Herbord Joins World Wide



BILL HERBORD

CHICAGO—Nate Feinstein, of World Wide Distributors, in this city, advised last week that William L. (Bill) Herbord was appointed to the local distribs' sales staff recently.

Herbord has a combined total of 19 years distribution experience in the coin machine business and in the soft drink bottling field.

Among his hobbies he holds a private pilot certificate, and qualifies as an experienced flyer.

Herbord, who resides in suburban Des Plaines, Illinois, is married and has two children.

## Connecticut Ops Send \$100 To MOA

HARTFORD, CONN.—Jerry Lambert, President of the Music Operators of Connecticut, advised the trade last week that the membership approved a check in the amount of \$100.00 payable to the Music Operators of America, "to aid the current program designed to defeat the Celler Bill." The Celler Bill is high on the list of legislative actions the coin machine industry has been combatting through the facilities of MOA.

**Season's Greetings**  
**TO ALL OUR FRIENDS EVERYWHERE**  
 Tony Galgano  
**GALGANO DISTRIBUTING CO.**  
 4135 W. ARMITAGE AVE. CHICAGO 39, ILLINOIS  
 (Tel.: Dickens 2-7060)

**ROUTE FOR SALE**  
 Established 20 years. Well-Organized Music and Games. Located in Progressive Southern California city. Good Equipment. Employees will continue. Owner has other interests.  
 Selling Price: \$210,000.00 — will finance.  
 Annual Income: \$165,000.00  
 Write Box 600, c/o CASH BOX  
 1780 BROADWAY, NEW YORK 19

## 'Dominique'



OKLAHOMA CITY — Every girl within earshot of the sound of music has at one time or another wished that a song be written just for her—and of course named for her. "Mary", "Louise", "Linda" and "Marie Elena" have all had their wish come true. One more lass can add her name to this exclusive list, and it is "Dominique," the title tune of the fastest-selling record in today's market. The girl who is pictured above and who proudly bears this now famous name is Dominique Ingegneri, 21 month old daughter of Dominik S. Ingegneri, Manager of B & M Music Company, this city. The lady who made this fame possible is Soeur Sourire, the singing Belgian nun, who recorded the tune for the Philips Record Company.

# NEW

## MONEY MAKER

## ARIZONA

**Makes more money for the operator and location owner by reason of live-action.**

**ARIZONA**—the "HIT" of all Europe... Versatile... Limitless location opportunities... Fascinating, absolutely safe live-action gun. Unique construction design reduces servicing to a minimum... appeals to all age groups!

**ATTENTION:** Operators, write or phone for name of Distributors in your area.

DUNCAN SALES CO. National Sales Agents for U.S.A. announced that territories are now open throughout the United States for Distributors of ARIZONA.

Phone, wire, or write Mr. Joseph Nemesh. Phone 241-3801.

**DUNCAN SALES CO.**  
 737 Carnegie Ave. • Cleveland 15, Ohio

**FACTS**  
 Height . . . . . 55"  
 Length . . . . . 51"  
 Width (At Base) . . . . . 20"  
 Weight . . . . . 77 lbs.  
 Operates on 110V-60 Cycles per Sec.

manufactured by  
 T. H. Bergman & Co.  
 Germany

**SERVICE . . . more than a word  
—at WORLD WIDE!**

**ALL EQUIPMENT COMPLETELY RECONDITIONED AND REFINISHED**

**PHONOGRAPHS**

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SEEBURG AQ160-H	695
AMI H-200 Hideaway	195
AMI J-120	395
AMI I-200	375
AMI CONT. 2-200 Hideaway	495
AMI CONT. 2-200	695
AMI CONTINENTAL-200	545
ROCK-OLA 1468	345
ROCK-OLA 1496 (Empress)	725
WURLITZER 2404	545
WURLITZER 2410	495

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SEASON'S GREETINGS*

from the

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# Gottlieb Scores With New 'Gigi' Single Player



ALVIN GOTTLIEB

CHICAGO—A significant anniversary was almost overlooked on December 7—Pearl Harbor Day—and, the occasion of the 36th anniversary of the founding by David Gottlieb of D. Gottlieb & Company's entry into the coin machine industry. Alvin Gottlieb considered it as a singular and fitting occasion in conjunction with the introduction to the world wide coin machine trade last week of Gottlieb's exquisitely styled "Gigi" single player pinball amusement game.

The colorfully illustrated cabinet is set off by a tapered (contoured) light-box. The flashing (lighting) action on the playfield is considered an effective play attracter in locations.

Alvin Gottlieb explained that all of the firm's amusement games are put through rigid testing in many random locations in this country and in the foreign markets for several weeks prior to their release to the general trade.

"Gigi," he said, certainly proved to be a terrific money maker, offering the operators highest collections in locations possible, and the greatest profit return on their investment.

"Our many years of experience in the development and creation of pinball amusement games gives us quite an advantage with Gottlieb equipment in all of the coin machine markets of the world.

"We never guess with new games," Gottlieb added, "knowing full well that operators depend on Gottlieb equipment in their locations all over the world, to garner the highest collection returns, and the peak in efficiency. The most effective, and finest innovations are standard procedure in every new Gottlieb pinball amusement game—and this practice has been maintained over our many years of experience."

The rich, colorfully designed "Gigi" cabinet is further enhanced by high-gloss stainless steel trim throughout, including the sturdy legs. An effective operator-pleasing Gottlieb innovation, according to Gottlieb, is the playboard Auto-Clamp.

Other cabinet features include a strong double size cash box, a maximum security door lock, and front moulding clamp. The playfield has the Gottlieb "Hard-Cote" finish, which greatly extends the life of the playboard "to an all time high."

In play action on the playfield the theme is for faster, flashing suspense thrills in shooting at the targets and pop bumpers. Lighting several red, or seven yellow bumpers on the playfield lights the adjacent side rollovers alternately for "Special" scores. And, also scores an "Advance."

"Advances" score "Specials" and add bonus scores at the end of play. Fixe mystery buttons light for super score, two targets light up for high score.

"Gigi," which offers three or five ball play, also has the Gottlieb "Match Feature."

In conclusion Alvin Gottlieb said that there is one feature in all Gottlieb amusement games that is very important to operators everywhere—"that extra touch of quality!"

# Keeney Ships 2-Player 'Colorama' To Distrib Outlets



ART WEINAND

CHICAGO—Art Weinand, President, J. H. Keeney & Co., Inc., has announced the release of a new pingame—"Colorama," which is now available through Keeney distributors internationally.

Weinand advised that the 2-player flipper game is all new in most respects, and has achieved excellent test results "on the basis of colorful, exciting action and a fresh appeal."

"Colorama" features Keeney's patented new "Magic Color Spot" and stresses skill shooting. When "Magic Color Spot" is lit, the ball going through a matching top roll-over lane

scores 100 points. A flipper shot that hits the lighted Target matching the "Magic Color Spot" also scores 100 points, and a Target is always lit. When "Colorama" is completely lighted, player scores a Special, which carries over from game to game. A winking light alerts player to next letter to be lighted in "Colorama."

"Colorama" also offers a Match Feature, which is now standard in all Keeney flipper games. Other innovations include a brush nickel metal door, and satin finish metal trim and legs. "Colorama" also incorporates all Keeney's standard features, among them the automatic ball lift, adjustable score, 3 to 5 ball play, positive playfield latch, HardKote playfield finish, optional single or twin slug rejectors.

"Colorama," designed to meet the demand for a truly new and different idea, is doing just that, from all indications," said Clayton Nemeroff, Keeney Sales Manager. "Operator response has been enthusiastic, and early sales figures are more than gratifying."

## Williams Names Struve, Senstrom For Territories

CHICAGO—Jack Mittel, sales manager of Williams Electronic Manufacturing Corporation, this city, announced two new distributor appointments last week.

Struve Distributing Company was named to handle exclusive distribution of Williams amusement games in Denver, Colorado and Salt Lake City, Utah. Pres Struve is head of the southwestern distributor.

Dick Senstrom's R. F. Sendstrom, Inc. is now exclusive distributor for Williams Electronic Mfg. Corp. in the state of Hawaii.

Both appointments were made, and approved by Sam Stern, president of Williams Electronic, last week.

## Central Ohio C.M. Exchange Moves To New Quarters

COLUMBUS—The Central Ohio Coin Machine Exchange, Inc., will be located at it's new Showroom at 315 East 5th. Avenue, Columbus 1, Ohio, effective December 1, 1963.

The firm is factory distributor for United Mfg., Midway Mfg., Fischer & Valley Pool Tables.

Central has a complete display of new and used equipment on the showroom floor. Also new and used Vendors are on display, and a complete parts department.

## Season's Greetings

from

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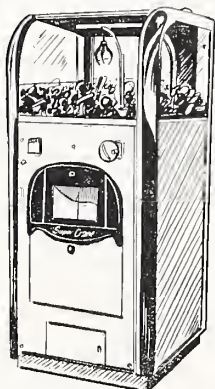
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# Chicago Chatter

As this fine 1963 coin machine year draws to a close we just cannot help feel that the New Year will be even better. To all our Cash Box friends in coinbiz we most sincerely extend **HAPPIEST SEASON'S GREETINGS**. It was a happy 1963 in export sales, especially when you consider that the dollar volume in business reached \$38 million (wow!). We're particularly grateful for the tremendous acceptance of Cash Box overseas, where it is indeed the "bible" of the coin machine and vending industries. . . . In extending holiday best wishes to our buddies in the trade on the local scene we just can't overlook such popular coinmen as: Bill O'Donnell and Herb Jones, Bally Mfg.

How about the huge Rock-Ola Mfg. Corp. gang: David C. Rockola, certainly one of the finest and nicest guys in coinbiz for many, many years. Also, Edward G. Doris; the younger Rock-Ola set, Dr. David Rockola and Donald C. Rockola. Adchief George Hincker, Frank Q. Doyle, David Howle, Art Ehlert, Jack (The Man) Barabash, Art Janacek, Frank Schulz, Les Rieck, and Hugh Gorman.

All our friends at Seeburg Corp., and we won't forget Delbert Coleman, Jack C. Gordon (How's Bobby doing, Jack?), Bill Adair, Tom Herrick, Stan Jarocki, Dan Collins, Bob Dunlap, Ed Claffey and Ed Cleland. We sure miss Stu Auer.

How about that wonderful gang at Rowe AC Services: First, a special greeting to a grand old man of the vending industry, Nathaniel Leverone. And, then a (still) great young man—Pat O'Malley, who has cut quite a swathe for himself in the industry. Then Jack Harper, Fred Pollak, Dean McMurdie, Paul Huebsch, Jim Newlander, Don Lunday, Bob MacGregor, Phil Glover, Keith Norwalk, Dick Mueller, Harold Brogdon, Hank Hoevenaar, Cliff Bitting and Gerard Vadeboncour.

Our greetings to D. Gottlieb & Co. wouldn't be complete without mentioning David Gottlieb, Alvin Gottlieb, Nate Gottlieb, Judd Weinberg, Manny Skibell, Sol Gottlieb, and many, many more. . . . How about the bunch at Empire Coin: Gil Kitt, Joe Robbins, Jack (Bottles) Burns, Bill Milner, and Caroline and Helen (our gals).

There were big festivities at Williams Electronic Mfg., and we extend our season's greetings to host (prexy) Sam Stern, Jack Mittel, and Gordon Horlick. . . . We're delighted to greet Sam Wolberg, Sam Gensburg, Mort Secore, Jerry Koci, and the rest of the gang at Chicago Dynamic Industries.

It's a happy "Bankpool" holiday season at United Mfg., for the likes of Lyn Durant, Herb Oettinger, Bill DeSelm, Ray Riehl, Art Rapacz (he'll probably be "Santa Claus" this year), Johnny Casola, LeRoy Kraehmer, Glenn Johnson and Al Thoeke. . . . Greetings to our buddies at World Wide Distribs: Nate Feinstein, Irv Ovitz, Harold Schwartz, Fred Skor, Howie Freer, Dick Garapolo, lovely Dorothy Cairns, and the newcomer, Bill Herbord.

It's a merry holiday for Art Weinand, Clayton Nemeroff, and Roy McGinnis, of J. H. Keeney & Co., this year. They look forward to a bigger 1964. . . . Best season's wishes to Ewald Fischer, Bill Weikel, Dick Mertes, Margaret (our-best-gal) Fischer, Ruth Weikel, and Pat Parris, all of Fischer Sales & Mfg. Co. . . . Now that Eddie Ginsburg has re-acquired his Atlas Music Co., we know he's enjoying the waning year, and looking forward to '64. We also greet Stan Levin, Bob Fabian, Bill Phillips, Chuck Harper and Joe Klykun. . . . As an aside, we're told that Hymie Zorinsky is nursing a bad "flu" (We wonder if the doc took his cigars away from him, whatdya say, Eddie?). We certainly hope Hymie is back on his feet soon.

Season's best wishes to our old buddy Joe Kline, of First Coin, and his sidekicks Sam Kolber, Fred Kline and Cliff Mueller. . . . More season's holiday wishes to Johnny Frantz and Don Congdon, of J. F. Frantz Mfg. Co. . . . Also, Chet Gore, Bob Gore and Richard Kotal, of Exhibit Supply Co. . . . Lest we forget: Harold Lieberman and Lou Rubin, of Lieberman Music in Minneapolis. . . . And, Joel Kleiman and Sam Cooper, of Pioneer Sales in Milwaukee. . . . Another Milwaukee friend, Sam Hastings and his son, Jack Hastings, Hastings Distribs.

Back in Chi: we wish to acknowledge Ted Rubey and Estelle Bye, Marvel Mfg. . . . And, Hank Ross, Marcine "Iggy" Wolverton, Bob Jonesi and Ruth Sheffield, Midway Mfg. Co., of Franklin Park. . . . Also, Max Wiczer, Milt Wiczer, Eddie Ruber and Morrie Wiczer, Wico Corp. . . . Happy holiday wishes are also in order for Joe Schwartz and Mort Levinson, National Coin Machine Exchange. . . . And, the perennial traveler, Herb Parkins, of Purveyor Dist. Co. . . . Our good friend Charles (Jimmy) Johnson and his "gal Friday" Corinne. . . . Our new friend at Western Trails: Ross Scheer, and Bill Racoosin (we sure wouldn't want to forget them).

We certainly extend heartiest **SEASON'S GREETINGS** to Tom Hungerford, Walter Reed, Gerry Whaley, and the rest of the wonderful people at NAMA headquarters. . . . How about our old MOA friends: Lou Casola, Harry Snodgrass, Bob Blundred (outgoing managing director), and all the others, too numerous to mention here (but we love them all!). . . . Happy holiday to an old coin biz friend, Clarence Schuyler, of Games, Inc., who we haven't seen since the last MOA Conclave. . . . And, last but not least: Lou Urban and Eddie Howard, of Jennings & Co. . . . Now, here's a happy note: Old buddy Tony Galgano welcomed his third grandchild, born to his daughter, Antoinette Kander. The tyke's name is Laura (pretty), and she's the first gal in the lot at Galganoville. . . . And if we have overlooked anyone, please accept this oversight in the spirit of Christmas and forgive us. There isn't a coin machine name that doesn't belong in the column. If per chance your name has been overlooked, we wish you a very personal happy holiday greeting and the very best to you and yours. . . . **AGAIN, WE EXTEND TO YOU AND YOURS OUR HEARTIEST SEASON'S GREETINGS, FROM ALL OF US AT CASH BOX. God Bless you all!**

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**SEASON'S GREETINGS**

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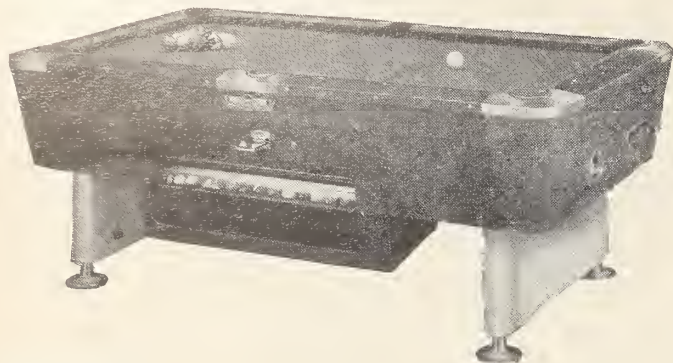
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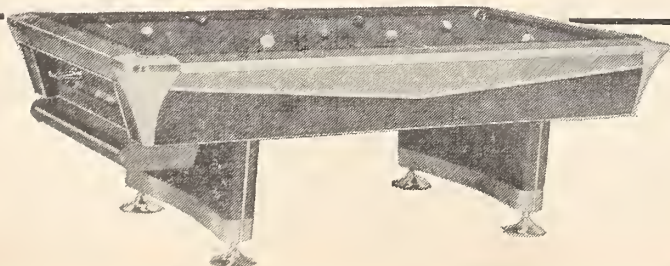
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**A MERRY CHRISTMAS  
and A HAPPY NEW YEAR**

Ewald Fischer

Bill Weikel

**Fischer Sales & Manufacturing Co.**



**Midway Ships "Winner" Game  
Has Pitch-And-Bat Feature**

■ 3rd Racing Car Animation Suspense Added

CHICAGO—Hot on the heels of a successful widespread acceptance of "Race Way" 3-dimensional, animated amusement game, Midway Manufacturing Company rings in the New Year with a "worthy successor" in Midway's "Winner," a two-player, thrill-a-second amusement game, which is also equipped with a 3-dimensional backbox with suspenseful animation.

To get the facts on "Winner" the *Cash Box* reporter chatted at length with Midway Mfg.'s co-heads, Henry Ross and Marcine Wolverton, and engineering chief Robert (Bob) Jonesi.

All three asserted last week that the immediate reaction among Midway's distributors, and pre-test field reports, indicate that "Winner" is indeed a winner—where sales and profits are concerned.

The firm, located in suburban Franklin Park, is presently pushing production and shipping to the hilt to put as many machines on display in distributors' showrooms for operators to see and demonstrate.

Thrilling competitive play is greatly enhanced by the use of racing cars speeding around a track in the 3-dimensional backbox. There is considerable suspense generated, according to Hank Ross, when players attempt to advance the cars all the way to the winning post.

"Winner" is actually a "Pitch and Bat" skill game. The cars advance when the players hit the "Fly Away" skill targets.

There is also thrilling "Extra Ball" suspense, making this newest Midway coin-operated amusement game just "chock full of thrill shooting," Ross said. The "Extra Ball" shooting feature is continuous.

The players advance the racing cars by hitting the various targets on the playfield, utilizing their skill with the "pitch and bat" sequence, with the balls. There are two "lap" indicators on the beautifully illustrated backglass, which show how many "laps" (circuits around the racing track) each player has accomplished.

"Winner" is available in single or twin coin ejectors (chutes). Furthermore, the operator can have either replay or regular models to choose from.

This excitingly appointed pinball amusement game is 27 inches in width, 62 inches high, and 52 inches in depth.

"We just cannot possibly place enough emphasis on the exciting, suspenseful car racing 3-dimensional animation feature housed in the light-box," Ross asserted.

"Wherever we've displayed "Winner" on test we have aroused considerable interest. Operators who have demonstrated and played this newest Midway creation know it is a terrific profit-maker."

Ross stated, in conclusion, that the Midway factory is now in full production, and sample shipments are presently being delivered to the firm's distributors.

**World Wide Stresses Importance  
Of Quality Reconditioning**

CHICAGO — Harold Schwartz, of World Wide Distributing Company, in this city, placed considerable importance last week in the great care necessary in a wholesaler's reconditioning of used music, vending and amusement equipment for resale to operators.

During a tour of World Wide's plant facilities last Saturday, December 14, Schwartz illustrated how a "Reconditioning Procedure" bulletin is conveniently placed in each department, as a sort of "check list" to guide service personnel through each phase of the reconditioning program. Several of these "check lists" are tacked up in each department—music, amusement, and vending.

"Among the prime benefits this procedure offers to the industry we should list such needs as: (1) Generally improving the public relations image by presenting better equipment, (2) the knowledge that the operator will garner better overall results with his relationship with his locations, and (3) an eventual further increase in collections in locations.

"Naturally," Schwartz added, "machines must be clean, attractive, and in perfect working condition for the best overall results."

In further stressing the public relations area in the coin machine business, Schwartz advised that while operators must constantly be seeking new locations, they certainly should not overlook striving towards greater improvements in those locations they already maintain equipment—by improving appearance of equipment, up-to-date record programming, and relocating machines in the location for maximum results.

"In many cases this alone would result in an appreciable increase in collections of from \$2 per week, and upwards," he said.

"The interesting thing about this



HAROLD SCHWARTZ

increase is that, if this were accomplished in only 10 locations, it is actually similar to the acquisition of a new location—without the added 'headache' and burden of loans, bonuses, etc. Naturally, the location owner will be pleased, and the mutual working arrangements will be greatly enhanced."

In reflecting further on the reconditioning procedures at World Wide Distributing Co., Schwartz stated that every effort was exerted to acquire the finest shop facilities. And, of course, the most experienced, shop-trained personnel.

"We discovered a long time ago that there is no short cut to perfection—in reconditioning our equipment we perform 14 procedural steps in music, 15 steps in games, and 18 steps on vending machines—it has to be worked at with diligence and "elbow grease," as well as with "brain matter."



# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## VENDING

### A Summary Of Events In 1963

Was there a topic discussed in vending circles more than the cigarette-health subject this year? Doubtless to say that the cigarette operator had his ups and downs from the first of the year to the last but the final week saw him in a strong position awaiting the outcome of the much publicized Surgeon General's Report.

#### Legislation Defeated

By the year end, about ten bills to ban or restrict the sale of cigarettes were introduced in eight different states. All but Utah defeated the proposed legislation. Utah insisted on supervision of cigarette sales in public locations. The ban on cigarette vending in Iowa was finally repealed. It took years of work by NAMA but the outcome was indeed a major achievement.

A \$50 per machine license fee in several Pennsylvania school districts just missed becoming law at mid-year. The citizenry decided that cigarette vending taxes could help them build new schools. Fast legislative action on the part of NAMA nipped the idea in the bud.

West Virginia defeated a per-machine tax, Florida substituted an operator's license fee for a proposed tax, and in Connecticut a move resulted in the halt of a proposal to make unlawful the vending of cough drops.

Texas operators were happy to hear that less than 25¢ purchases would not be subject to the local sales tax. Same type legislation was passed in the State of Washington but the minimum here was 14¢.

#### Uniform Sanitation Code

Five new states have adopted the uniform vending sanitation code and another six are expected to follow. The health codes, imperative to the growth of the food vending business, are being enacted in fifteen states today. In one year, perhaps half the nation will have standards whereby the operator may conduct his business without confusion and costly interference.

The NAMA Coffee Vending Machine Safety Program continued, educating and alerting operators to the possibilities of accidents.

One thing was not certain, though, and the patrons who buy coffee from vending machines were still in doubt as to whether or not the vending operator had learned the answer to a question posed at his Convention in September—"How do you vend a good cup of coffee?" Manufacturers and suppliers were still working overtime on this one but the picture was far from bright at the close of 1963. Too many ops were using improper ingredients or the wrong ratios and vending it for 10¢ per cup. Not everyone was vending that "golden cup" of coffee which received awards in many outlets across the nation.

#### Location Sales

Operators were still combating the sale-to-location problem at the close of the year, and location owners still couldn't understand why profitable vending can never be a sideline. Ops were advised to explain the facts of life to the location who will listen: investment, service, training, repair, spare parts, and purchasing were just some of the points used to discourage the profit-seekers.

The stock market reeled with the news of President John F. Kennedy's assassination, but vending stocks recovered along with the rest of the nation's industry when it opened the first day back.

Cigarette stocks failed to reflect any of the harmful reports issued by the societies and the anti-tobacco groups. The industry thought perhaps the Surgeon General's Report would be just another newsnote by the time it followed the preliminaries. But no one was betting on it.

Full-line vending was definitely the larger operator's cup of tea but the small man managed to offer many advantages. Perishable foods, on-location attendants, more complex equipment, more rigid health standards, and need for food preparation were a few of the obstacles in the way of the candy-drink vendor. Four groups posed as serious contenders for the leap over the wall into full-line food vending: the vending specialist, the cigarette distributor, the bottler, and the manual feeder. Automatic restaurants were still on trial as New Year's Eve knocked on the door.

#### Commissions vs. Profits

Commissions got quite a going over as operators became more aware of the importance of their service. The "better deal" approach continued to be the main reason ops were falling into financially unstable positions. Expansion into already over-crowded markets was another reason for failures. Overselling of a firm's capabilities was cited. Ops were told to stay competitive, as long as they could back up the sales pitch without going bankrupt.

Gas stations were seen as one of the greatest outlets for the placement of vending machines in the future. The oil refining giants were already testing equipment in dozens of service stations across the nation. Combination tie-ins such as the Schrafft's-Humble deal in Maryland were being watched carefully. Apartment houses, office buildings and factories were shooting up all over the country. Each one was singled out as a potential location for vending. Retail automatic vending was seen far in the future but the industry was told to study it today.

Eating habits, broader travel, employee problems and the cost of equipment were among the subjects studied by the operators with foresight.

#### The Costs of R&D

Manufacturers were complaining of the tremendous costs of research and development of new equipment. Less new machines were seen at the NAMA Convention this year than ever before.

Manufacturers were reported selling their manufacturing division, selling off subsidiaries, suing each other on copyright infringements, and selling more equipment than ever through merchandising techniques combined with new innovations. The first-in, first-out candy machine was introduced, new all-purpose vendors were premiered, and an extra button for a stronger cup of coffee came about as that better cup of coffee problem cropped up again and again. There was no question that vending on the grand scale was becoming more and more the profession of the specialist. But everyone agreed that there's a lot of money to be made without going full-line.

## Cigarette Promotion Allowances for 1964

EFFECTIVE DECEMBER 1963

### AMERICAN TOBACCO CO.

At least one (1) column of DUAL FILTER TAREYTON Cigarettes OR at least one (1) column of MONTCLAIR Modern Cigarettes in each of the vending machines covered under this arrangement, for which is paid \$2.25 per year for each vending machine during the period it is covered under and operated in compliance with this arrangement.

At least one (1) column of DUAL FILTER TAREYTON Cigarettes AND at least one (1) column of MONTCLAIR Modern Cigarettes in each of the vending machines covered under this arrangement, for which is paid \$4.50 per year for each vending machine during the period it is covered under and operated in compliance with this arrangement.

### BROWN & WILLIAMSON TOBACCO CORP.

Promotion allowances are paid quarterly, as follows: \$4.00 per machine per year for one column each

VICEROY and KOOL Filter (total—2 columns). \$6.00 per machine per year for one column each VICEROY, KOOL Filter, and RALEIGH Filter (total—3 columns). \$6.00 per machine per year for one column each VICEROY, KOOL Filter, and BELAIR (total—3 columns). \$8.00 per machine per year for one column each VICEROY, KOOL Filter, RALEIGH Filter and BELAIR (total—4 columns).

### PHILIP MORRIS, INC.

Marlboro must be stocked. \$2.50 per year Philip Morris King Size, at least 1 column. \$2.50 per year, 1 column, Parliament. \$2.50 per year, 1 column, Alpine. \$2.50 per year, 1 column, Paxton.

### P. LORILLARD CO.

Kent must be in every machine.

Gross Annual Tobacco Sales	2 Columns KENT & NEWPORT Cigarettes		3 Columns KENT, NEWPORT & choice of either OLD GOLD Filter or SPRING Cigarettes		4 Columns KENT, NEWPORT OLD GOLD Filter & SPRING Cigarettes	
	From \$500 up to \$1,000	\$ .50		\$ .75		\$1.00
Over \$1,000 up to \$1,500	.75		1.125		1.50	
Over \$1,500	1.00		1.50		2.00	

### LIGGETT & MYERS TOBACCO CO.

In addition to program outline below, payment of \$2.00 per year is made on Lark. Nineteen or less column machines with L & M King in one column.

\$4.00 per year for Chesterfield Regular or King Size.

Additional \$2.00 per year for second size.

Additional \$1.00 per year for L & M Box.

Twenty or more column machines with L & M King in one column.

\$3.00 per year for Chesterfield Regular or King Size.

Additional \$2.00 per year for second size.

Additional \$1.00 per year for L & M Box.

Reynolds Tobacco Co. does not make available promotion allowances.

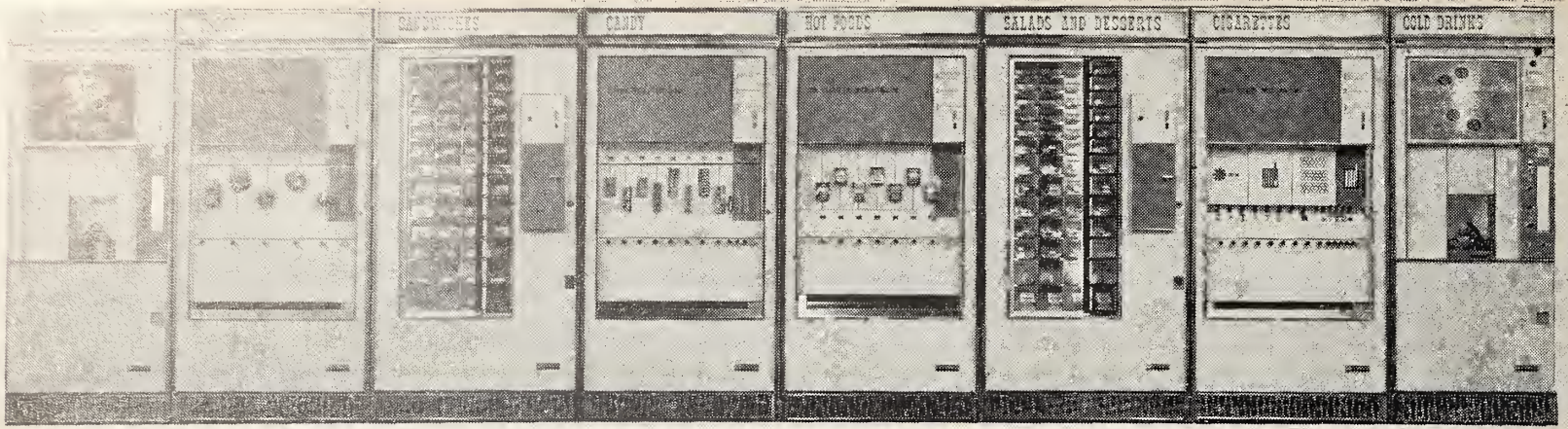
#### Quarterly Payment

2 Columns  
KENT &  
NEWPORT  
Cigarettes

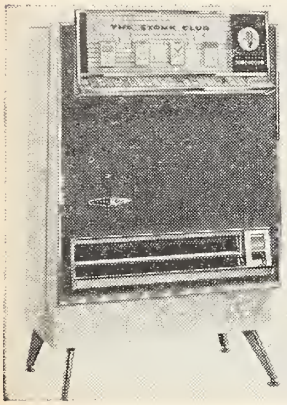
3 Columns  
KENT, NEWPORT  
& choice of either  
OLD GOLD Filter or  
SPRING Cigarettes

4 Columns  
KENT, NEWPORT  
OLD GOLD Filter &  
SPRING Cigarettes

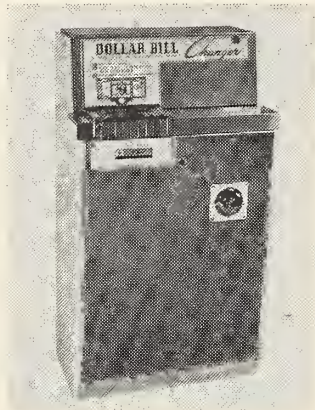
# Complete Rowe Line Includes Vendors, Bill Changers, Music



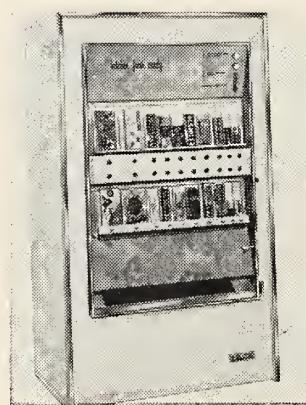
ROWE CELEBRITY MODULAR VENDORS were selected by Industrial Design magazine as outstanding in design. They serve everything from a candy bar or a soft drink to a complete, full-course meal, topped by a cup of America's best coffee. Machines are the "Model AK8 Coffee Maker," "Model 251 Pastry Vendor," "Model 277 Candy Vendor," "Model 157 All-Purpose Merchandiser (Hot)," "Model 237 Hot Canned Food Vendor," "Model 157 All-Purpose Merchandiser (Cold)," "Model 286 Cigarette Vendor" and "Model 1020 Cold Drink Vendor" (with or without Crushed Ice).



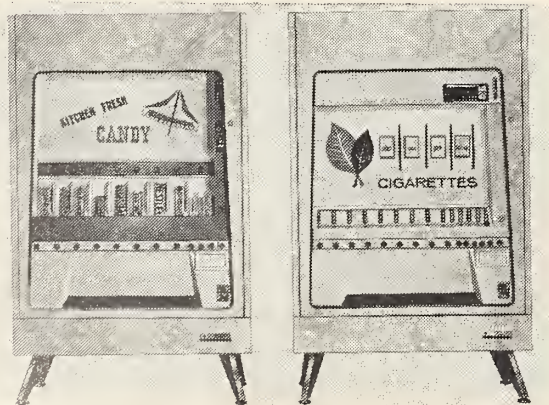
**THE RIVIERA CIGARETTE VENDOR** vends every type, pack or box, kings or regulars. 20-column, 800-pack capacity. Proven smooth-as-silk mechanism. Full-width personalized display panel. Four stunning front-panel colors—rich Turquoise, dramatic Twilight Black, elegant Gold White and executive Walnut.



**THE ROWE DOLLAR-BILL CHANGER** speeds up service, prevents customer dissatisfaction and lost sales when coins are not available. Machine senses whether bill is genuine, then returns a dollar's worth of change in any of several preselected coin combinations. Pilfer-proof.

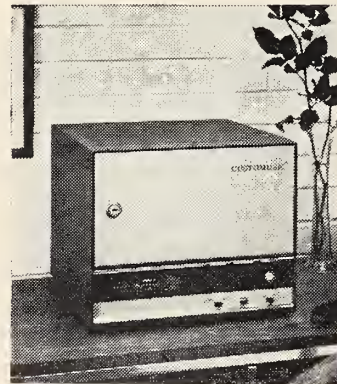


**THE CELEBRITY TASTY TWENTY CANDY AND SNACK VENDOR.** Most versatile automatic salesman on the market! Vends candy—all the popular bars, boxes and bags. Vends pastry—cookies, crackers, pies, even potato chips. Vends gum, mints, fruit drops. The twenty big columns have a capacity up to 560 items.

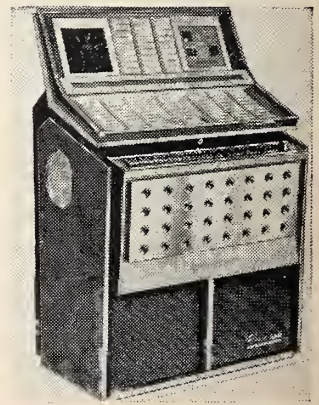


**Model 77-R CANDY VENDOR.** Unconditionally guaranteed for three full years! Vends candy, cookies, crackers, gum and mints. Eleven big columns—8 candy, 3 gum or mints—with a huge capacity, 340 items.

**Model 86-R CIGARETTE VENDOR.** Unconditionally guaranteed for three full years. Vends all types—regular, king, soft packs or boxes. Fourteen selections, with automatic match dispenser. 510-pack capacity. Tremendous salesman!  
**MATCHING PASTRY VENDOR ALSO AVAILABLE IN THIS STYLING**



**ROWE CUSTOMUSIC** is music programmed with a purpose, with libraries culled from the great music centers of the world—Commercial, Atmosphere, Production. Makes shopping more fun, more profitable; makes dining more pleasant; decreases tensions in a commercial office; raises production in a factory. Plays more than 60 hours of music without repetition from endless tapes. Available as a complete matched system, including amplifiers, speakers, microphones and tuners, or just plug the CUSTOMUSIC Programaster into an already existing system.

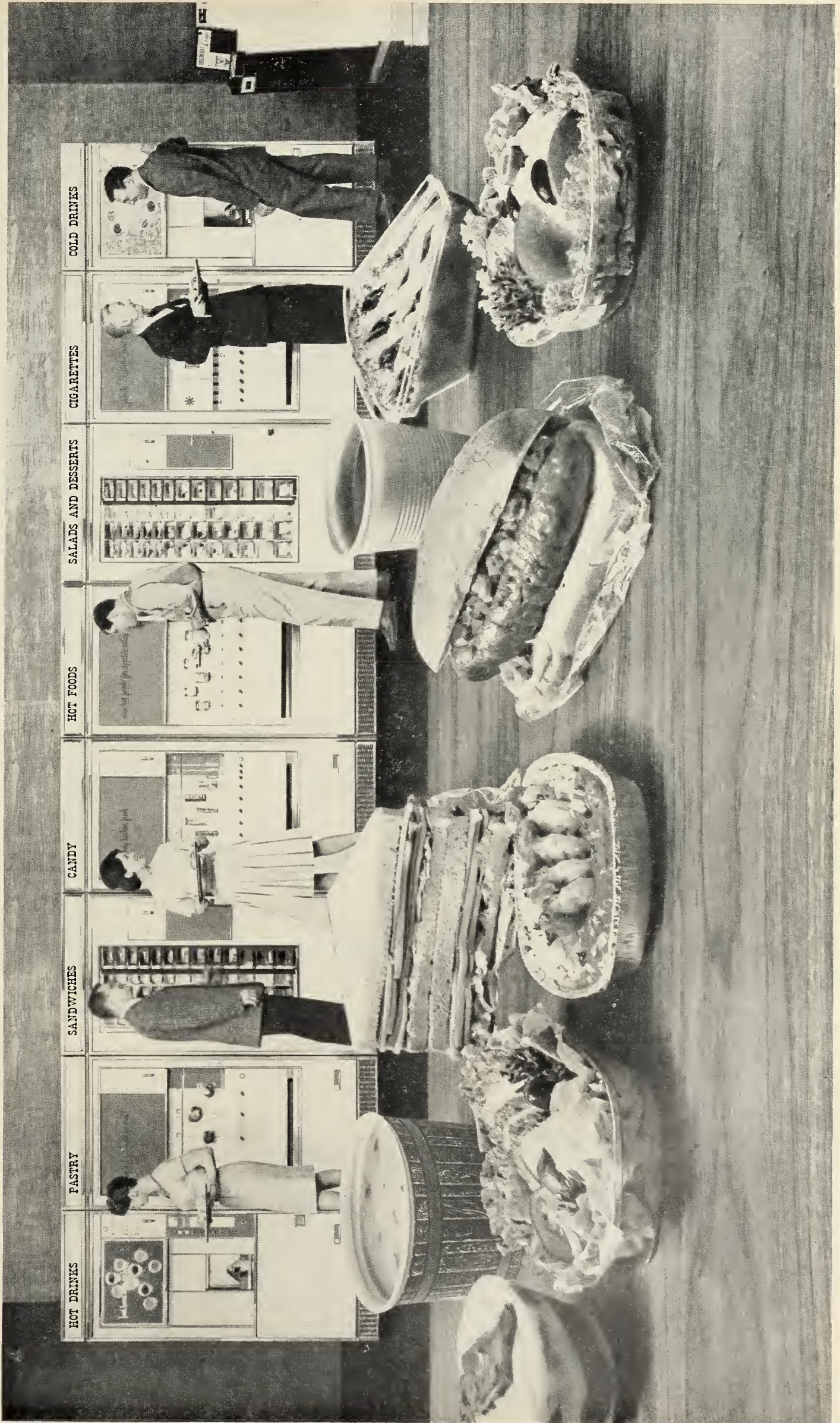


**THE ROWE AMI TROPICANA COIN-OPERATED PHONOGRAPH** brings you the world of big-time entertainment in Stereo Round\* Self-contained speakers, a full-width, illuminated personalized display panel, "Three-in-One" Programming. You can switch from 200 to 160 or 100 selections, or right back again, right on location. A tremendous music-maker—an equally tremendous profit-maker.  
\*Patent pending

# Sears, Roebuck & Co. Greeting from



**ROWE**  
AC  
MANUFACTURING



ROWE SETS THE STANDARDS IN VENDING EQUIPMENT, BILL CHANGERS, MUSIC SYSTEMS

# Seeburg in 1964 will school 253 men to be experts in vending machine service

• **Operator Applications Being Received In Chicago From Distributors**

• **Living Expenses Subsidized By Seeburg Factory**

"Will your vender repair and maintenance men be among them?" is the question Seeburg asks vending operators today. Here's how Seeburg's at-the-factory Service School training can most benefit you, according to company officials.

As you read this, another class of vending operator repair and maintenance men has just completed a 6-day Service School at Seeburg's main plant in Chicago.

New classes will keep arriving at the rate of 3 every other month. By this time next year, at least 253 more men will have received Seeburg factory training.

Their instructors are experts from Seeburg's Field Service and Technical Training Departments. Small, limited-size classes give every student full opportunity to participate actively and to get personal instruction.

In each 6-day school, equal time is devoted to cold-drink vending and to coffee vending service and maintenance instruction.

Emphasis is put on fast, accurate trouble-shooting. All students dismantle, reassemble, and trouble-shoot on actual working equipment. They learn—for example—how to test for refrigerant leaks, for proper Freon charge, for expansion-valve adjustment, how to solve any other refrigeration problem. Classes meet in fully equipped, air-conditioned special schoolrooms.

The men return home experts at their business. They are fully trained to make your service and maintenance department more efficient and more profitable.

John T. Chapin, Director of Training, answered questions about Seeburg's Factory Service School, in an announcement last week.

**Who Can Attend?**—any repair or maintenance man employed by an operator of vending equipment.

**How Do You Apply?**—through your nearest Seeburg Distributor. Application must be made on the official application blank, which your Seeburg Distributor will give or send you.

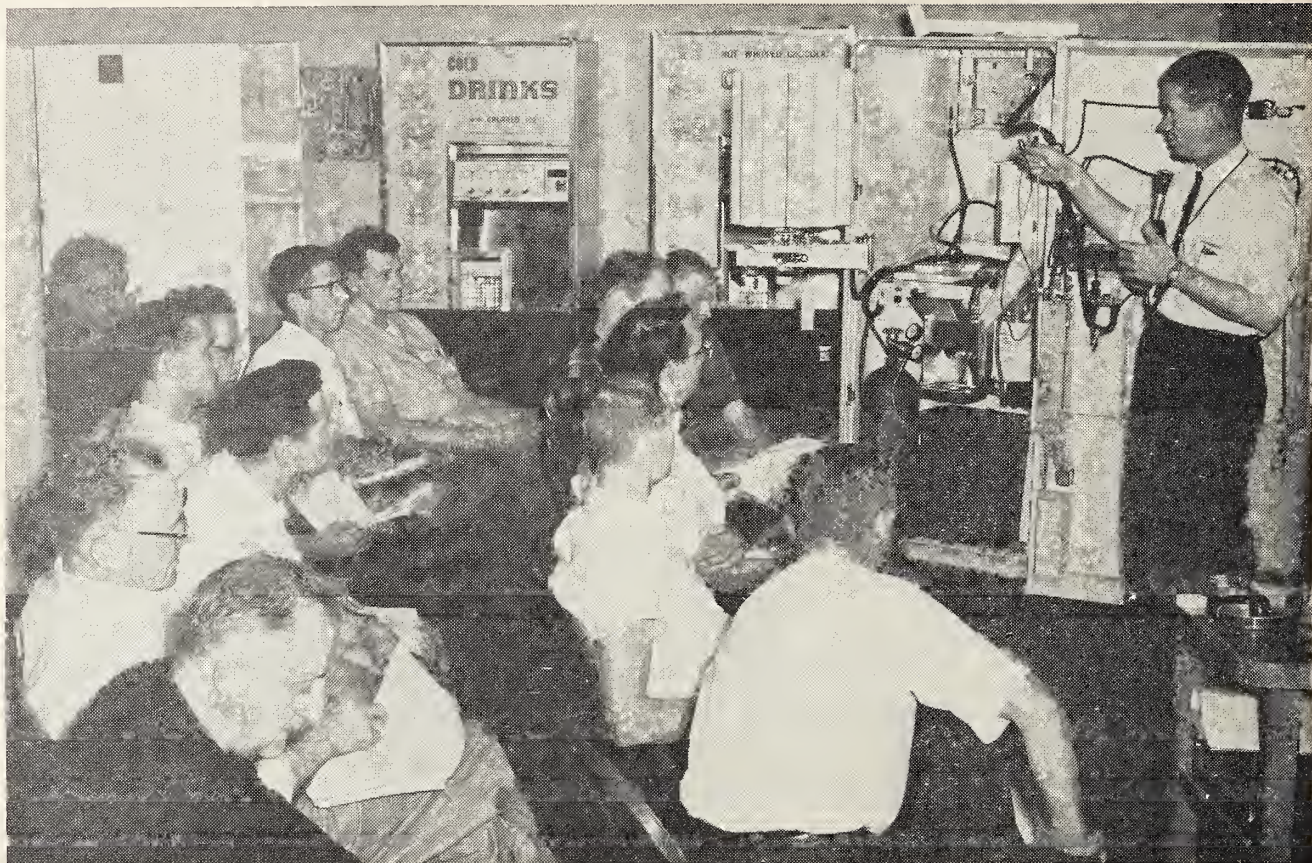
**Living Expenses In Chicago?**—Seeburg gives each man a daily allowance to pay for his hotel room, meals, and transportation between transport terminal and hotel and school.

**How Long Does School Last?**—six days. Classes begin on Monday mornings at 8:30 a.m. and end on Saturdays at 5:00 p.m.

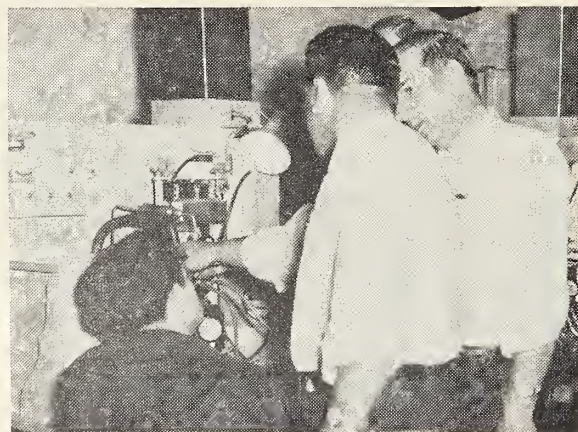
**How Soon Can I Get In?**—applications are now being accepted by your Seeburg Distributor. The sooner you apply, the sooner you will get to Chicago.

"We hope that every man engaged in the service and maintenance of Seeburg vending equipment will take full advantage of this unusual opportunity," said Chapin.

Complete details are available at all Seeburg distributors.



**TROUBLE-SHOOTING TIPS:** A typical class of vending operator service men get expert instruction from Emmett Engel, sales engineer, who is one of the instructors in Seeburg's Chicago Factory Service School.



**PERSONAL INSTRUCTION:** Three students and an instructor (second from left) in a session devoted to vender refrigeration service.



**ICE-MAKER OPERATION:** Small classes are subdivided into small groups for individual instruction, as in this session on the Ice Maker.



**A TYPICAL SMALL CLASS** devoted to servicing the cold drink vender at Seeburg's Factory Service School in Chicago. Classes are taught by experts from Seeburg Field Service and Technical Training Departments.



## First venders designed to Merchandise your products

New "Marquee Series" Seeburg Venders are designed to stand up and *sell*. And to sell the finest *quality* in hot and iced cold drinks.

The Coffee Vender merchandises up to 7 different hot-drink and soup selections—and, for the first time ever, *extra-strong coffee* at customer's option.

The Iced Drink Vender mer-

chandises up to 7 selections, including, for the first time ever, *two selections of iced tea*.

Brilliant new illuminated-front styling... new illuminated Console-View Selector... personalizer panel... and time-saving 100% *front servicing* of the entire vender.

See the new "Marquee Series" now at your nearby Seeburg Distributor's showroom.



# SEEBURG VENDERS

THE TOP-PROFIT LINE OF VENDERS THAT MERCHANDISE—SERVING THE INDEPENDENT OPERATOR LOCALLY, REGIONALLY, NATIONALLY

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Continental Loan Will Help Produce \$1 Million Orders

WESTBURY, N.Y. — Continental Vending Machine Corp. and its sales subsidiary, Continental Apco, have arranged for new financing which permits the start of full production on its new line of vending equipment. A spokesman for Continental Apco announced that the firm also has a backlog of new orders amounting to over \$1 million.

The new Continental Apco line of vending equipment which includes the Soda Shoppe Soft Drink Cup Dis-

penser, 30 Column Continental Cigarette Vendor, Ice Cream Shoppe, Coffee Shoppe, and Hot Food Shoppe, were shown at major industry trade shows, beginning with the National Automatic Merchandising Association convention this past September.

The company's new line, for which

retooling started this fall, will be available for delivery to vending operators beginning later this month.

Once a large operator of vending machine routes as well as a manufacturer of vending equipment, Continental recently sold off most of its route operations and is concentrating

## New U.S. Tobacco Exec

NEW YORK—Eric J. Seyffer, Secretary and Treasurer of United States Tobacco Company, has been elected Vice President in Charge of Finance of the Company, Louis A. Bantle, President, announced.

on the manufacturing end of the business.

## Within Reach Of Jewish Federation Goal

CHICAGO—Fifteen executives from Highland Park are nearing their goals as Chairmen and Co-chairmen of Commerce and Professions Divisions in the Jewish Federation of Metropolitan Chicago's 1963 Joint Campaign for \$6,448,000. According to S. H. (Jim) Harris, Jr. of 1372 Sunview, Winnetka, Chairman of Commerce and Professions, "The Jewish Federation Campaign has set a goal of \$2,365,000 to meet the operating deficits of Federation agencies and a goal of \$4,083,000 for the Building Fund—making a total of \$6,448,000 needed."

As the drive goes into its final two weeks, Harris reports that the following Highland Park residents are fast approaching their goals in meeting the unprecedented needs of the Jewish Federation's medical and social welfare agencies.

Chairmen of the Automatic Merchandisers is Vernon Fox of 1765 Dale. He is with Automatic Retailers of America, 4218 Elston, Chicago.

## New Vend-O-Matic Qtrs.

MINNEAPOLIS—The Vend-O-Matic Sales Company has moved to new quarters at 6413 Goodrich Avenue here. The firm manufactures kits for drink and hot food machines.

## NAC Appointments

NEW YORK—Edward S. Redstone, Boston, Mass., president of the National Association of Concessionaires announced the appointment of Charles V. Lipps of Chicago as a member of the NAC Board representing the Suppliers Segment.

At the same time Redstone also announced the appointment of Beverly Miller of Kansas City, Mo., as a regional vice-president of NAC for Region 4 embracing the states of Missouri, Iowa, Nebraska, No. & So. Dakota and Minnesota.

Lipps is president of the Curtiss Candy Company and chairman of the board of the Candy, Chocolate & Confectionery Institute, the public relations arm of the nation's candy industry. He has been a frequent speaker at NAC conventions.

Miller, a member in the Concessionaire Segment of NAC, operates theatres in the state of Missouri. He is also an officer of the United Theatre Owners of the Heart of America and was instrumental in staging many successful NAC regional concession conferences in Kansas City in conjunction with the annual convention of the "Heart of America" theatre group.

In announcing the appointments, Mr. Redstone stated: "NAC is indeed most fortunate to have the benefit of the services of two such astute businessmen who are so highly regarded in their respective fields. Mr. Lipps and Mr. Miller are both eminently qualified to discharge the duties of the offices to which they have been appointed, and I warmly welcome them into the official family of NAC."

The appointments were made by NAC President Redstone to fill existing vacancies on the association's board.

# Season's Greetings

from the

# Smokeshop Gang!



FOR **Smokeshop** SALES & SERVICE  
CONTACT YOUR NEAREST DISTRIBUTOR

### ANGOTT DISTRIBUTING CO.

2616 Puritan Ave., Detroit 38, Mich.

### BANNER SPECIALTY CO.

1641 No. Broad, Philadelphia 22, Pa.

### BILOTTA ENTERPRISES, INC.

224 N. Main, Newark, N. Y.  
1266 Broadway, Albany, N. Y.

### BIRMINGHAM VENDING CO.

540 Second Ave. No.  
Birmingham 4, Pa.

### BRANDT DISTRIBUTING CO.

1809 Olive St., St. Louis, Mo.

### CENTRAL MUSIC CO.

1209 Douglas, Omaha, Neb.

### CLEVELAND COIN MACHINE EX.

2029 Prospect Ave., Cincinnati, O.  
1827 Adams St., Toledo, O.

### CULP DISTRIBUTORS

614 Sheridan  
Oklahoma City 2, Okla.

### DRACO SALES CO.

2025 W. Alameda, Denver, Colo.

### ELECTRONIC INDUSTRIES CORP.

3464 Park Ave.  
Montreal 18, Quebec, Canada

### EMPIRE COIN MACHINE EXCH.

1012 Milwaukee Ave., Chicago 22, Ill.

### F.A.B. DISTRIBUTING CO.

1019 Baronne St., New Orleans, La.

### FLOWER CITY AMUSEMENT CO.

385 Webster, Rochester, N. Y.

### GREG'S VENDING CO.

456 Strand, Missoula, Mont.

### LEW JONES DIST. CO.

1301 No. Capitol Ave.  
Indianapolis 2, Ind.

### B. D. LAZAR CO.

1635 Fifth Ave., Pittsburgh, Pa.

### LESTOURGEON DIST. CO.

2828 South Blvd.  
Charlotte 1, N. C.

### MID-WEST DISTRIBUTORS

709 Linwood Blvd.  
Kansas City, Mo.

### NORTHWEST SALES OF OREGON

1040 S. W. 2nd Ave.  
Portland, Ore.

### NORTHWEST SALES OF SEATTLE

3150 Elliot Ave.  
Seattle, Wash.

### ORMATT MUSIC CO.

1269 Madison Ave., Memphis, Tenn.

### PARKWAY MACHINE CORP.

715 Ensor St., Baltimore 2, Md.

### PEACH STATE DIST. CO.

130 Boulevard, N. E.  
Atlanta, Ga.

### PEACH STATE MUSIC CO.

624 New Street  
Macon, Ga.

### PEACH STATE TRADING CO.

729 Lady Street  
Columbia, S. C.

### REX-BILOTTA CORPORATION

501 W. Lafayette, Syracuse 3, N. Y.

### ROANOKE VENDING MACHINE CO.

4930 W. Broad, Richmond, Va.  
625 Ohio Ave., Charleston, W. Va.  
63 Commonwealth Ave., Bristol, Va.

### ROCK CITY DIST. CO.

108 Lafayette St.  
Nashville, Tenn.

### ROTH NOVELTY CO.

54 N. Pennsylvania Ave.  
Wilkes-Barre, Pa.

### ROYAL DISTRIBUTING CO.

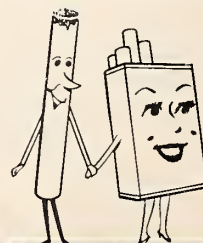
1210 Glendale-Milford Rd.  
Cincinnati, O.  
1112 No. High St., Columbus 1, O.

### SANDLER DISTRIBUTING CO.

236 Girard Ave., Na.  
Minneapolis, Minn.

### GERALD SHEAFOR

4500 Oak Dr., Minneapolis, Minn.



**AUTOMATIC PRODUCTS COMPANY**

301 Chestnut St., St. Paul 2, Minn. • Phone: 224-4391

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Cigarette Committee Emphasizes 6-Step NAMA Program

CHICAGO—At its most recent meeting in late November, the Special Cigarette Vending Committee of National Automatic Merchandising Association considered implications to the vending operator of the forthcoming U.S. Public Health Service Report on "Smoking and Health." The government report is expected before the end of the year.

Among the Committee's decisions was renewed vending industry emphasis on the 6-Step Self-Regulation Program for cigarette vending machines, including the "Minors Are Forbidden" labels to be affixed to all cigarette machines.

The Committee also moved to give wider public distribution to the facts about the limited role which vending

machines play in teen-agers' smoking habits, as revealed in the recent Gilbert Youth Research study.

The Special Cigarette Vending Committee was appointed by the NAMA Board of Directors more than 18 months ago to deal with all aspects of the smoking-health issue as affects the Vending Industry. The NAMA Self-Regulation Program for

cigarette machines is the direct result of the Committee's activities.

Its members are leading operators and manufacturers of cigarette vending machines.

## Interstate Acquires Largest Food Mngmnt. Firm; Sales Will Now Exceed \$100 Million



RONALD WOLFF

CHICAGO—Interstate Vending Company announced to its stockholders on December 17 an agreement to acquire and consolidate with United Food Management Services, Inc., of Cleveland, Ohio, the country's largest independent food management firm.

In the Interstate Annual Meeting, held in The Brass Rail of New York Restaurant in Chicago's Sheraton-O'Hare Motor Hotel, Ronald Wolff, President, reported that as a result of this important acquisition of a company operating over 300 food service facilities, Interstate's annual sales will now exceed \$100-million.

United Food, a privately owned firm founded 44 years ago, will continue to operate under the leadership of Tom L. E. Blum, co-founder and chairman, Charles B. Doron, Chairman of the Board, and Arthur B. Dreissiger, President. The Company employs approximately 3,000 people and serves an estimated 250,000 meals each day in its extensive cafeteria and restaurant operations.

"United's extensive cafeteria and restaurant operations, its strong representation in the hospital field, and its potential for steady growth, fit admirably with Interstate's long-range objectives," Wolff said.

Wolff also proposed changing the corporate name to Interstate United Corporation. "In blending the talents and capabilities of our two companies to benefit our stockholders, customers, and employees," he said, "it is fitting that we merge in name as well as spirit. Upon completion of the final details, I will ask the stockholders to approve this name change."

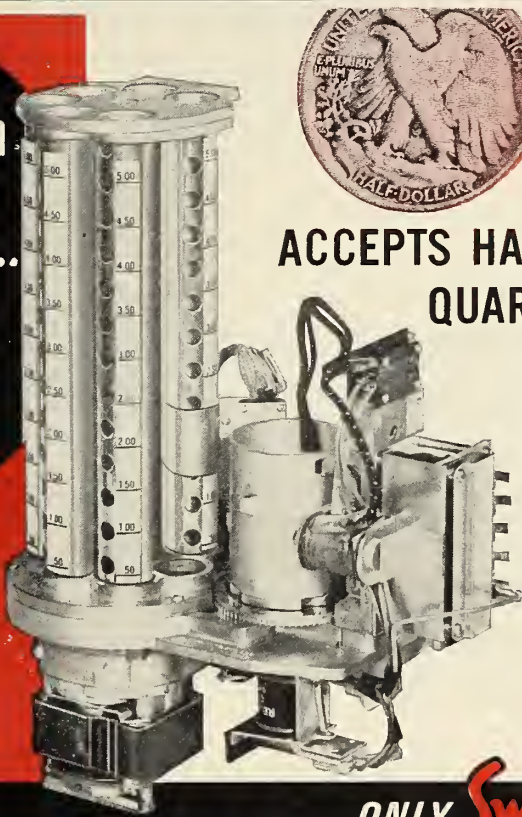
In 1955, United launched a subsidiary company, Hospital Dietetics, Inc., which now operates the patient and staff food services in 34 hospitals. In 1960, it acquired the Cease Commissary Service, Inc., a contract food management firm in Dunkirk, New York. Shortly after that, United branched out into vending of complete meals. Today, this service to offices and plants accounts for 15% of its total business.

In the Cleveland area alone, United serves such locations as Republic Steel Corporation, United States Steel Corporation, Fenn College, American Greetings Company, Cleveland Press, Cleveland Trust Company, Tinnerman Products, Inc., Cleveland Engineering and Scientific Center, and Cedar Point, Sandusky.

Interstate Vending Company is a publicly-held firm with sales prior to this acquisition of more than \$70 million annually. It has branches in 31 states and employs 4,400 people.

Exclusive with  
**Smokeshop...  
HALF-DOLLAR  
ACCEPTOR!**

**ELECTRONIC!**



**ACCEPTS HALF DOLLARS OR TWO  
QUARTERS AND RETURNS  
CHANGE IN NICKELS**

Also accepts dimes and nickels

- Returns change in nickels with pack of cigarettes . . . For example: 30¢ price pack and 4 nickels; 35¢ price pack and 3 nickels, etc.
- Capacity in nickels: 690 (115 nickels per tube).
- When changer is empty — illuminated sign indicates: "USE CORRECT CHANGE ONLY."
- 50¢ merchandise can be vended upon insertion of any denomination of coins totaling 50¢.

**PLACE YOUR ORDER . . . ONLY Smokeshop HAS IT!**

### PLUS ENDLESS OTHER DESIRABLE FEATURES FOR THE CUSTOMER AND OPERATOR

Glamorous Outside, Simplicity Inside . . . the new Smokeshops are amazingly versatile and their price is right!

"Remember . . . by using Smokeshops, what you save in servicing and upkeep adds to your profits!"



#### PERSONALIZING FEATURE on all models

Now you can identify each location by inserting its name in a prominently displayed space. A feature that helps you acquire and keep locations . . . they'll love it!



#### NEW "SMOKESHOPPER" BRAND SELECTORS

Each a single unit with self-contained display label for simplified, individual selection of cigarette brands. Brand Selectors are enclosed in a compact eye level panel, well lighted for action!

#### CHOICE OF 3 MODELS

**STARLITE "850"** — The most versatile cigarette vendor on the market today! For prime locations where volume sales require extra capacity.

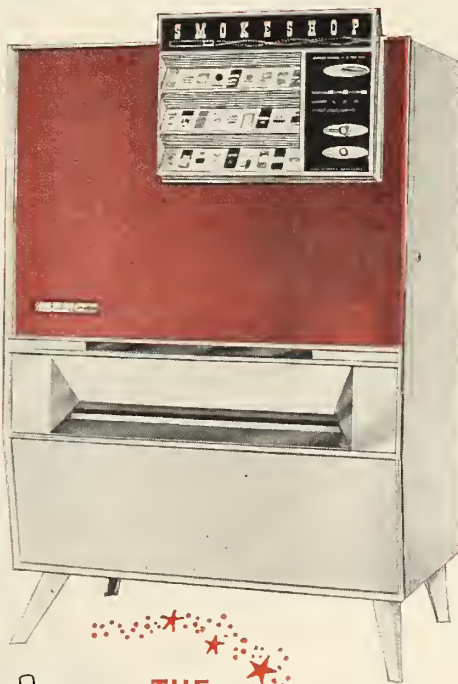
**CAPACITY:** 36 columns accommodating 850 packs: regular king size crushproof boxes. Regular and king size flat boxes. 27 selections. Plus 9 shift columns.

**STARLITE "630"** — The Sales Leader of the Smokeshop line, with new exclusive features that make it more desirable than ever.

**CAPACITY:** 27 columns accommodating 630 packs . . . 18 selections. Plus 9 shift columns.

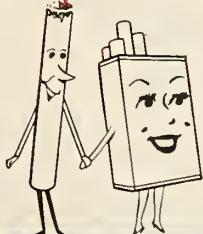
**STARLITE "450"** — For marginal locations where brand selections can be limited and where minimum equipment cost is desirable.

**CAPACITY:** 18 columns . . . 18 selections. Accommodates 450 packs. 9 shift columns can be added at any time.



**THE  
STARLITE  
SERIES**

Color choices galore!



**AUTOMATIC PRODUCTS COMPANY**

301 Chestnut St., St. Paul 2, Minn. • Phone: 224-4391

# NEW MONEY MAKER

FROM  Williams

# MERRY WIDOW

4 PLAYER GAME

ADJUSTABLE 3 or 5 BALL PLAY



We take pride in announcing these  
**EXCLUSIVE WILLIAMS FEATURES**

**NEW DRUM UNITS —**

Trouble-Free, Fast Acting —  
More Positive

**NEW COIN SWITCH (Foolproof)**  
**NEW FINGERTIP CONTROLLED LATCH-LOCK PLAYFIELD**

just lift/turn/and raise playfield



- 2 MOVING TARGETS SCORE 10 TIMES VALUE, WHEN LIT.
- 2 SHOOTERS FIRE BALL FROM BOTTOM AT MOVING TARGETS.
- 2 DROP TARGETS INCREASE VALUE OF MOVING TARGETS.
- TOP BUMPER SCORES 100 POINTS, WHEN LIT.
- 4 JET BUMPER SCORE 10 POINTS, WHEN LIT.
- TWO WAY MATCH FEATURE.
- 2 Flippers and Bullseye Targets.
- Available with Twin Chutes.
- Plastikote Finish Playfield.
- Locked Cash Box. • Slug Rejectors.



**Williams**® ELECTRONIC MANUFACTURING CORP.  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

Cable Address: WILCOIN, CHICAGO ... NEVADA 2-4900

**BUY THE BEST — BUY WILLIAMS**

## Rosen's Philanthropies Multiply



**CHANUKAH FESTIVAL** drew top dignitaries as Dave Rosen chaired the Special Affairs Committee. L to r. above, Sol Grubernick, Dir. No. Hebrew Day Nursery; Max Cohen, Pres.; Shirley Koff, Exec. Sec. Golden Slipper Square Club; Morris Grossman; Bob Silver, Mgr. of WCAU-TV's Gene London who entertained; Rosen, and Morris Jenkins, co-chairman.

**PHILADELPHIA** — Fifty-two kids aged three to thirteen had a time for themselves at a Chanukah Party of which Dave Bosen was chairman, last week. Gene London's entertainment, free gifts (of course!), silver dollars, and fun brought smiles to 52 beautiful faces. The Golden Slipper Square Club of which Rosen is a member takes over Dec. 26 when a band of homeless children see the Ice Follies. It's all part of Rosen's continuous philanthropic and charity programs. He'll be installed Incoming Chief Barker Tent 13 Jan. 13 by the Variety Club Intl. when the group honors Eydie Gorme at the Bellevue-Stratford.

## NATIONAL COIN

Exporting to all parts of the world  
for a quarter of a century!

All Types Coin-Operated Equipment,  
New and Used.

Completely Reconditioned

GOTTLIEB 5-BALL PIN GAMES  
PHONOGRAPHS—all makes and models  
KIDDIE RIDES • BOWLERS, etc.

Send for literature and price list

**NATIONAL COIN MACHINE EXCH.**

1411-13 Diversey, Chicago 14, Ill., U. S. A.  
Phone: BUCKingham 1-8211  
CABLE: "NATCOINCO"—CHICAGO



Season's  
Greetings  
from  
**BERT BETTI**  
and the gang

It's always **CHRISTMAS** at  
**EASTERN NOVELTY DISTRIBUTORS**

where you get the finest values in

**POOL TABLE SUPPLIES  
AND ACCESSORIES:**

- SLATES
- CUES
- CUSHIONS
- CLOTH
- BALLS
- BUMPER

**EASTERN  
NOVELTY  
DISTRIBUTORS**

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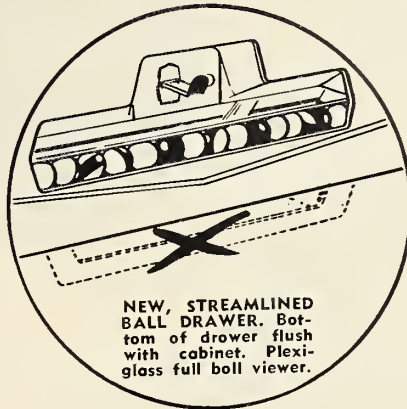
# Deluxe Eldorado for 1964



CHROME PLATED STEEL CORNERS with recessed pocket rubber.



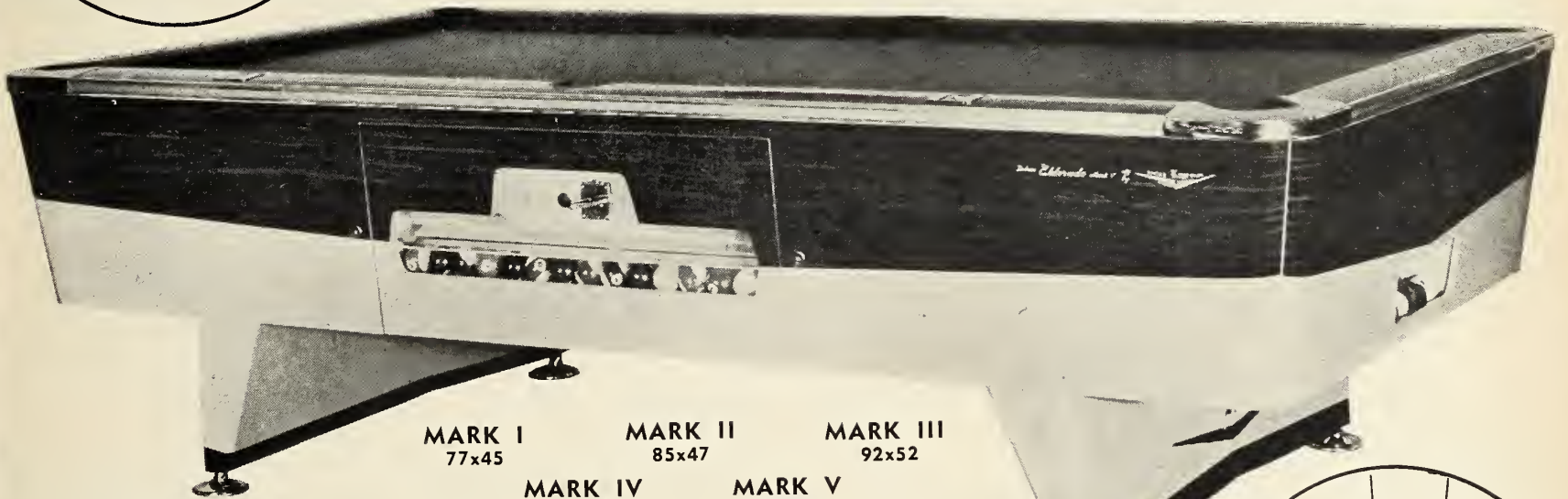
ALL FORMICA CABINET or STANDARD PAINT FINISH



NEW, STREAMLINED BALL DRAWER. Bottom of drawer flush with cabinet. Plexiglass full ball viewer.



EXTRUDED ALUMINUM MOLDING between cabinet and top frame. Masks out screws.



MARK I  
77x45

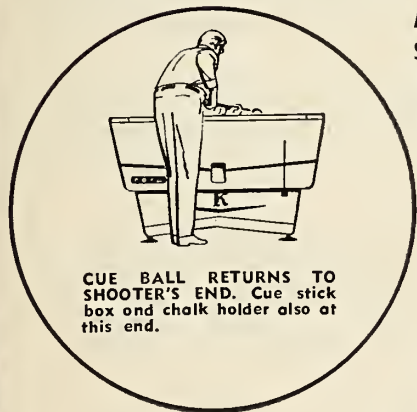
MARK II  
85x47

MARK III  
92x52

MARK IV  
105x57

MARK V  
114x64

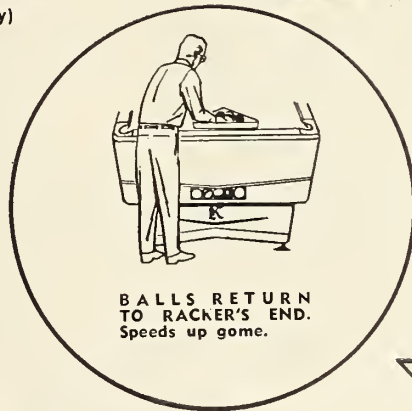
AVAILABLE IN:  
STANDARD PAINT FINISH: Platinum Walnut or Mahogany  
FORMICA FINISH: Macassar Ebony or Teak  
(The Mark IV and Mark V are available in formica only)



CUE BALL RETURNS TO SHOOTER'S END. Cue stick box and chalk holder also at this end.



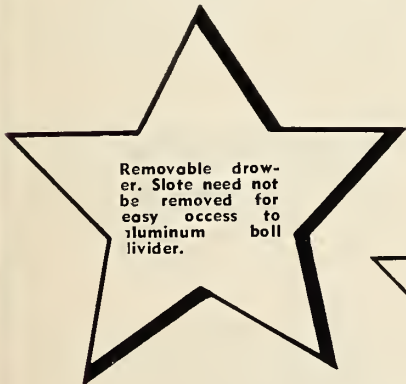
RECESSED SCORING MARKERS built into formica top frame.



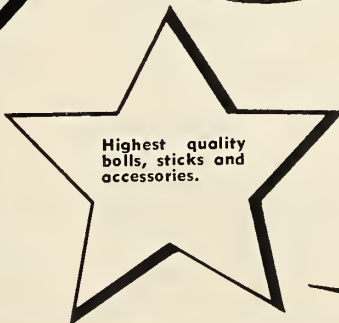
BALLS RETURN TO RACKER'S END. Speeds up game.



LARGE, 5 INCH CHROME PLATED LEG LEVELERS. Levels tables without lifting.



Removable drawer. Slat need not be removed for easy access to aluminum ball lifter.



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Molded rubber boots



Professional, molded rubber cushions



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STerling 3-1200

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**Ultra-Fast Playfield Action  
Means  
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More Profit!**

- Lighting 7 red or 7 yellow bumpers lights side rollovers alternately for special scores and scores an advance
- Advances score specials and add bonus scores at end of play
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- Two targets for high score
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- Maximum security door lock
- Stainless cabinet trim
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- Double-size cash box
- Front moulding clamp
- Match feature

*Ask your distributor for a feature demonstration!*

  
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Finish Extends Playboard  
Life to an All-Time  
High!



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# SEASON'S GREETINGS

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WISHES FOR THE  
**New Year**

TO ALL OUR  
NUMEROUS FRIENDS  
THROUGHOUT  
THE WORLD

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**TOUSJEU & NOUVEAUTES,**  
S. A.  
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*SEASON'S  
GREETINGS*

 from 

**EXHIBIT SUPPLY CO.**

Established 1901

4719 W. Lake St., Chicago 44, Ill.

Phone: ES. 8-9070

**Jim Fitzpatrick, 58,  
Connecticut Op, Dead**

BRIDGEPORT, CONN.—James Fitzpatrick, veteran coin machine operator, died here on Sunday, December 15, after a short illness. He was 58 years of age.

Fitzpatrick was not only the largest operator in this State but also one of the most beloved and respected. Over the years, Fitz, as he was affectionately known, was a large contributor to many charities. Fitzpatrick was a diligent and successful battler of all harmful legislation proposed throughout the State of Connecticut.

He operated all types of coin-operated equipment—music, amusement and vending—and was also associated with arcade ownerships in Connecticut and in New York City.

Funeral services were held on Wednesday. Fitz leaves his wife, a daughter, and a son-in-law, who was associated with him in his business.

## CLASSIFIED ADVERTISING SECTION

### CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

**NOTICE—\$67 Classified Advertisers.** (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

### Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

**WANT—6', 7', 8' pool tables, late shuffles, late pins. Will trade for new Southland Speedways, Bally Spinners, 3-In-Line, Cue-Tease, and ChiCoin Riot Gun. All new in crate. REDD DIST. CO.—126 LINCOLN STREET—BRIGHTON 35, MASS.**

**WANT—Late Gottlieb & Williams Pin Games, also all types of Music Boxes and AMI 200 selection Hideaway. CLEVELAND COIN INTERNATIONAL — 2029 PROSPECT, CLEVELAND, OHIO.**

**WANT—Surplus 45 rpm records. We buy large quantities, on a very steady basis. We are the nation's foremost packager of promotional priced and packaged phonograph record packs. Bank references furnished, we are rated in D & B. NATIONAL BAG-O-TUNES, INC., 15 ALABAMA AVENUE, ISLAND PARK, L. I., N. Y. (Tel. 516-TU 9-9300).**

**WANT—Seeburg M100c, HF100R, VL200, 222S, AY160S, DS160S, Wurl: 1900, 2000, 2100, 2150, 2200, 2250, 2300S, 2400S, 2500S, 2600S, 2700S, Rockola 1448, 1454, 1455, AMI H200E, J200ES, Guns, Bowlers, Bingos. Rush offers to VICTOR HUGO — KONINGIN ASTRID-LAAN—49 MECHELEN, BELGIUM.**

**WANT—Used Spanish (Mexican, Puerto Rican) 45 rpm records. We pay 15¢ and the freight. KING SALES—1415 WASHINGTON ST.—BOSTON, MASS.**

**WANT—New records 45 rpm and LP's any quantity. Highest prices paid. All replies confidential and favorable to dj's, reviewers and Mfrg. with surplus inventories. RECORD SHACK, 274 W. 125th STREET, NEW YORK, N.Y. (Tel. UN 6-1600—area code 212).**

**WANT—Late Bingos, Gott: 2-4 players, Seeburg CV200, Large Ball-rollover Bowlers. Unshopped, complete, working packed original cartons. We pay CASH in Dollars. Prices FOB nearest seaport. MAX LOBO & CO.—MEIR 23, ANTWERP, BELGIUM. (Tel. 33.81.33—cable LOBOMA).**

**WANT—Juke Box Operators. For a steady year round outlet for your used records. Manufacturers: For your overruns and surplus LP's & 45s. Call or write. EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 5-9469).**

**WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).**

**WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRI., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address. HOBEL-EUROPE-BRUSSELS).**

**WANT—Bally Gun Smoke; C. C. Bull's Eye Drop Balls with 8000 feature; Midway Red Ball; Rock-Ola 1464; Super Jumbo; Keeney Black Dragon; Seeburg L-100. CROSSE-DUNHAM & CO.—350 GREENDALE ROAD —YORK, PA.**

**WANT—Music, games, vending. Call. ATLAS DISTRIBUTORS, 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).**

**WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.**

**WANT—Seeburg Hi Fi C.V. 2-8 Speakers. TOLEDO COIN MACHINE. 814 SUMMIT —TOLEDO, OHIO.**

**WANT—Records, 45's and LP's, surplus, returns, overstock, cut-outs, etc. HARRY WARRINER, KNICKERBOCKER MUSIC CO.—453 McLEAN AVE., YONKERS, N.Y. (Tel. GREENleaf 6-7778).**

**WANT—Blues, rhythm and blues, jazz used 45's. No quantity too small. We pay top prices and freight. Age of records makes no difference. Write first, giving approximate amount on hand. RECORD MART, 2222 ELM, DALLAS 1, TEXAS.**

**WANT—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).**

**WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models). Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.**

**WANT—New 45 rpm records. No quantity to large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction Call Collect. SUTTON RECORD CO. 34 EAST 14th STREET NEW YORK. (Tel. CH 2-3250).**

**WANT—45 rpm Record closeouts. Returns, surplus and cut-outs. New only. Call or write. H. SHENKMAN, PARAMOUNT RECORD CO.—16 CHERYL LANE NORTH, —BETHPAGE, N. Y. (Tel. 516-MY 4-4178).**

**WANT—We pay cash as always for: Seeburg; Wurlitzer; AMI and Rock-Ola music. Gottlieb Pins; Arcade equipment; Bally Bingos; Write or cable: PALMER AT BELIN-TRACO—31 SOMERSTRAAT—ANTWERP 1, BELGIUM.**

**WANT—For resale: Seeburg and Wurlitzer Phonographs, Games. Send inventory and lowest cash prices. HASTINGS DIST. CO. INC.—6100 WEST BLUEMOUND ROAD—MILWAUKEE 13, WISC.**

## CLASSIFIED ADVERTISING SECTION

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**WANT—Bingo mechanics to work in fabulous Las Vegas call 3823633 for further information in Las Vegas. HONEST JOHN'S—2456 LAS VEGAS BLVD.—LAS VEGAS, NEV.**

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**WANT—Your used or surplus 45 rpm records, also new surplus LP's. We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. UNION 1-7500. JACKSON 1-5121).**

## FOR SALE

**FOR SALE—Williams: Tom Toms \$345; Major Leagues \$345; Mardi Gras \$440; Gott: Gauchos \$480; Tropic Isles \$235; Rack-A-Balls \$285; Chicago Coin: Sun Valleys \$375; Bally: Silver Sails \$950; Golden Gates \$825; Lidos \$700; Can Cans \$700; Three-In-Lines \$425; Beauty Contests \$125; Skill Parades \$75; Hootenannys. Write. NEW ORLEANS NOVELTY CO.—1055 DRYADES STREET —NEW ORLEANS, LA. (Tel. 529-7321)**

**FOR SALE—Wallboxes. Wurl: 5207, \$25; 5210 \$45; Seeb: 3W1's \$25; St. Bernard Dog Kiddie Ride \$195; Globe type 10¢ nut machines \$5; AMI E120 \$75; Muto. St. Christopher \$89.50. GRECO BROS. AMUSE. CO. INC.—1238 BROADWAY—ALBANY, N.Y. (Tel. Hobart 5-0228)**

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**FOR SALE—We have a choice selection of late Williams Two Players. Write for prices. MID-WEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.**

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**FOR SALE—For export! Sweet Shawnee, Big 3, Flashback, Wildcat, Twist, Laguna Beach, Circus Queen; CROSSE-DUNHAM & CO., 350 GREENDALE ROAD, YORK, PENNSYLVANIA.**

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**FOR SALE: For export—Bally Beach Beauty, Big Show, Broadway, Beauty Contest (new), Gott. World Champ, Turf Champ, Midway Joker Ball, Bally Bank Balls (new). NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. MA 1-5438.**

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**FOR SALE—50 recorded songs only \$3.00. Many great songs by favorite artist, our choice. New records, guaranteed. State style of music preferred—Pop, R & B or Country. Offer good only U.S.A. No C.O.D.'s. RHYTHM RECORDS—BOX A—ARCADIA, CALIF.**

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# CLASSIFIED ADVERTISING SECTION

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FOR SALE—Gottlieb Pingames, Bally Shuffles—Bowlers, Small Ball Bowlers, United Shuffles—Bowlers. CALL VENDORS EXCHANGE INS., 1440 WEST 10th, CLEVELAND 13, OHIO (Tel. 861-1443).

FOR SALE—All chrome Wall Boxes, action closeout, immediate delivery. Seaburg 125 3W1, 100 Selection each \$15; 100 V3WA, 200 Selection each \$35. We buy, sell or exchange any make or model of Late Phonographs and Wall Boxes. Inquiries invited, lowest prices. SEACOAST DIST. CIN., 1200 NORTH AVENUE, ELIZABETH 4, N. J. (Tel. B18-3524-5)

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FOR SALE—Coin changers: Twin-tube nickel, close-out at \$4.95; Dime and nickel comb. \$7.95; Kwik-Coin single tube 25¢, each \$5; WESTERN DIST.—1226 S.W. 16th AVENUE—PORTLAND 5, OREGON.

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FOR SALE—All late model United Shuffle Alleys and Ball Bowlers. Sacrifice. UNITED EAST COAST CORP.—585 TENTH AVE.—NEW YORK, N.Y. (Tel. 6-6680)

FOR SALE—Hi-Speed Super Fast Shuffle Board Wax. 24 one-pound cans per case. \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Mills & Jennings Fruit Machines all types and models, complete with automatic JacPots, in top condition. Will pack in wood for export. ALMAN ENT., BENDER WAREHOUSE, DICKERSON ROAD, P.O. BOX 4300, RENO, NEVADA.

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLympia 9-4012).

FOR SALE—Wurl: 1800 \$225; Wurl: 2150 \$345; Wurl: 2200 \$495; Wurl: 2300 \$595; Wurl: 2400 \$695; Wurl: 2500 \$795; NORTHWEST SALES CO. OF OREGON.—1040 S.W. 2nd AVE.—PORTLAND 4, OREGON. (Tel. 228-6557).

FOR SALE—United Jumbo or Royal 16" Bowler \$75; Bonus 16" \$125; Duplex 16" \$175; Advance 16" \$200; ABC Tournament \$75; All are as is, not shopped. Have Guns, five balls, drink machines and cigarette vendors. Write or call. CENTRAL DIST. INC.—2315 OLIVE ST.—ST. LOUIS 3, MO. (Tel. MAL 3511).

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FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELLE AVE., NORTH BERGEN, N. J. (Tel. Union 3-6627).

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Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown

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Electra II 6 Pkt. Pool Table .....  
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Tropicana Bumper Pool .....

**AUTO-PHOTO CO.**  
Model 12 Studio .....\$3,245.00  
V 2 Auto-Voice Recorder

**BALLY MFG. CO.**  
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Hootenanny Pin (11/63) .....  
Bounty (Bingo) (10/63) .....  
Super 8 Shuffle (4/63) .....  
Fun-Phone (3/63) .....  
Bucky Bronco Kiddie Horse ..... \$995.00  
Deluxe Bally Bowler 16' lengths ...  
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**CHICAGO COIN MACHINE**  
Firecracker 2P (12/63) Pin .....  
Spotlite Shuffle 11/63 .....  
Official Spare Lite (Big Ball) (9/63) .....  
Sun Valley Pin (8/63) .....  
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**CINEVISION CORP. OF AMERICA**  
Cinebox Movie-Music Machine .....

**FISCHER SALES & MFG. CO.**  
Empress 101 (101") .....  
Empress 92 (92") .....  
Crown One Hundred (100") .....  
Crown Ninety (90") .....  
Crown Eighty Five (85") .....  
Royal 90 (90") .....  
Royal 76 (76") .....  
Crown Fiesta—Reg. Bumper .....

**J. F. FRANTZ MFG. CO.**  
Little Leager (12/62) .....  
Double Header (12/62) .....  
Save Our Business .....  
U.S. Marshall 5¢ Gun .....  
Kicker & Catcher .....  
ABT Challenge Pistol .....  
ABT Guesser Scale .....  
ABT Rifle Sport .....  
Aristo Scale .....

**D. GOTTLIEB & CO.**  
(1P) (12/63) .....  
**PAUL W. HAWKINS MFG.**  
Rodeo Pony .....\$ 845.00  
Ben Hur Chariot ..... 645.00  
Twin Quarterhorse ..... 575.00  
Derby Pony Jr. .... 550.00  
Sam The Clown ..... 395.00

**IRVING KAYE CO., INC.**  
Deluxe Eldorado 6 Pkt. Series ....  
Mark I, 77x45 .....  
Mark II, 85x47 .....  
Mark III, 92x52 .....  
Mark IV, 106x58 .....  
Mark V, 113x63 .....  
Deluxe Satellite, 77x45 .....  
Deluxe Klubb Pool .....  
Regular 56x40 .....  
Jumbo 75x43 .....

**J. H. KEENEY & CO.**  
Colorama 2P Pin (12/63) .....  
**MIDWAY MFG. CO.**  
Winner 2P (Novelty) (12/63) ....

**ROCK-OLA MFG. CORP.**  
Caravelle (20 Col., 800 Packs) Cigaret 414S 100 Sel. (Capri II) Del. St.-Mon. 414S With St. Optional .....  
418 160 Sel. (Rhapsody II) Del. St.-Mon. 418SA 160 Sel. (Rhapsody II) .....  
With 7" LP Feature .....  
1494 100 Sel. Wall Phone .....  
1628 DeLuxe "Stereo Twins" Spkrs. 1629 "Stereo Twins, Jr." Spkrs. ...  
1950 Remote Volume Control Unit .....  
1651 Universal Wall Box Bar Bracket .....  
1578 (160 Sel.) Wall Box .....  
1684 (100 Sel.) Wall Box .....

**ROCK-OLA IVI CORP.**  
Model TRLE-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.  
Model 1408-S—Coffee, Hot Chocolate, Soup—Single cup fresh brew. 500 cup capacity. Coffee 4 ways, extra cream and sugar, with sugar and cream buttons a standard feature. (Extra strong coffee button kit. Model 2017, available for Model 1408-S. Also available as Model 1408 without hot whipped soup feature).  
Model 1200—Coffee, Hot Chocolate, Soup—single cup fresh brew. 500 cup capacity. Coffee 4 ways, extra cream and sugar buttons are standard.  
Model 8402—Coffee, Hot Chocolate, Soup and Tea—(Compact Model). Single cup, fresh brew, serves coffee and tea 4 ways.  
Model 3403—as above, without 4 way tea feature.

**ROWE AC SERVICES**  
Rowe-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility. 200 selections, 160 selections, or 100 selections.  
HAC-200 Hideaway, 200 Sel. Sel. Mon.  
HEB-200 Hideaway, 200 Sel. Selective Stereo CDA Stepper, CDD Stepper, WQ-100 100 Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-coin Rejector.  
F-10436 Bar Grip, W.B. Mounting Bracket  
EX-600 Cylindrical Wall Speaker  
EX-700 Wall Speaker  
L-2130 Ceiling Spkr., Choice of Grille

Types Listed: L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular Flush-Mount Grille  
Riviera Cigarette, 20 sel. 800 pack.  
Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.  
Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.

77 Candy Merchandiser, 11 sel. 360 cap.  
Tasty 20 Candy Merchandiser, 20 sel. 560 cap.  
Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.  
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.  
Celebrity All Purpose Merchandiser, 100 capacity, 130 selection, modular.  
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.  
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.  
Dollar Bill Changer, 10 change combinations, up to \$300 bank capacity.  
Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.  
Customie Background Music (Tape Cartridge)

**THE SEEBURG CORP.**  
LPC-1—Stereo LP Console, 160 Selection Phono.  
LPC-1R—Stereo LP Console, 160 Selection Phono, remote control.

All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature, Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.  
HLPC-1—Stereo LP, 160 Selection, Hide-away Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.  
DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.  
SC-1—Stereo Console, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers Remote income totalizer.

3W100—Wall-O-Matic 100, Single Pricing TW1—Twin stereo wall speaker, 8 inch TC1—Twin stereo corner speakers, 8 inch TR1—Twin stereo recessed speakers, 8 inch EBWC1-12—Extended bass corner/wall speaker, 12 inch  
PRVC-2—Powered remote volume control CC-2—Coin counter

**BACKGROUND MUSIC**  
Enore! 750 Sel.  
BMS-2—Background Music unit, 1000 sel.  
BMC-1—Background Music Compact  
BMCA-1—Companion Audio

**CIGARETTE VENDOR**  
4E3—Modular unit, 825 pack capacity.  
4E3XM—Modular (less match unit) 825 pack capacity.  
4E4—Free Standing, Personalized, 825 pack capacity.  
4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity  
**COFFEE VENDOR**  
662-C—Seeburg/Bally Coffee vendor brews coffee cup at a time. Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5  
664-D—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5  
664-DS—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6  
664-R—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (refrigerated cream) 450 7 oz. cups. Selective: 5  
767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation, Coffee-Chocolate-Soup or Tea (dry ingredients) 650 cup capacity, Selective: 6

**SOUTHLAND ENGINEERING CORP.**  
Time Trials (9/63) .....  
Traveling Frog .....  
Orbiting Gemini Ride .....  
Traveling Dinosaur .....  
Space Ship .....  
Travel Pony (Adaptable to Other Rides) .....

**UNITED MFG. CORP.**  
Futura Bowling Alley (12/63) ....  
Bank Pool (11/63) .....  
Skippy Shuffle (11/63) .....  
Jill-Jill (N.Y.C. Version of Skippy Shuffle)

**U.S. BILLIARDS INC.**  
Comet 6-Pkt. Series  
Model 6700 .....  
Model 7700 .....  
Model 8200 .....  
Model 9100 .....  
Deluxe Rotation Bumper  
Model 48 .....  
Model 67 .....

**VALLEY SALES CO.**  
Deluxe 6-Pocket Models  
Model 750A—75x42x31 .....  
Model 850A—84x47x31 .....  
Model 900A—90x50x31 .....  
Special 6-Pocket Model  
Model 745A—75x42x31 .....  
Regulation Bumper Pool .....

**WILLIAMS MFG. CO.**  
Merry Widow 4P (10/63) .....

**THE WURLITZER COMPANY**  
2700 Stereo-Mono, 200-sel. phono.  
2710 Stereo-Mono, 100-sel. phono.  
Wall Boxes  
5121 Private Stereo Spkr. for use on WB 5200 and WB 5250 with Models 2300 thru 2700  
5010 WB Ten Top Tunes sel. 50¢  
5250 WB 200-sel. 10-25-50¢  
5207 WB 104-sel.  
5200 WB 100-sel. 10-25-50¢  
**Speakers**  
5122 Stereo Convertible Console Spkr.  
5123 Stereo Wall Spkr.—12" Coaxial  
5124 Stereo Corner Spkr.—8" Extended Range  
5125 Stereo Extender Spkr. (Packed in Pairs)  
5126 Stereo Directional Spkr. (Packed in Pairs)  
Hideaway Phonographs  
2717 Stereo-Mono, 200-sel.  
2711 Stereo-Mono, 100-sel.

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2-PLAYER PIN GAME



New "Firecracker Zone"  
EXPLODES with  
Scoring Action!

Available  
Also in  
2-Player  
Added Ball  
Model!

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

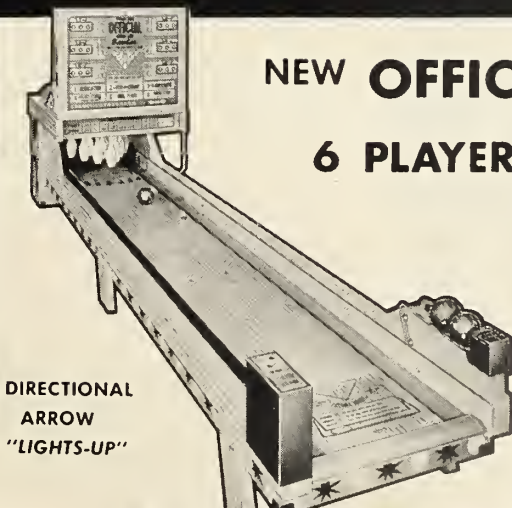
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SEE AMERICA'S HOTTEST LINE OF COIN OPERATED GAMES



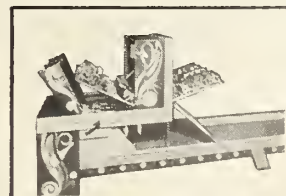
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**STRIKE  
BALL  
PUCK  
BOWLER**

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NEW OFFICIAL "SPARE-LITE"  
6 PLAYER BOWLING GAME

DIRECTIONAL  
ARROW  
"LIGHTS-UP"



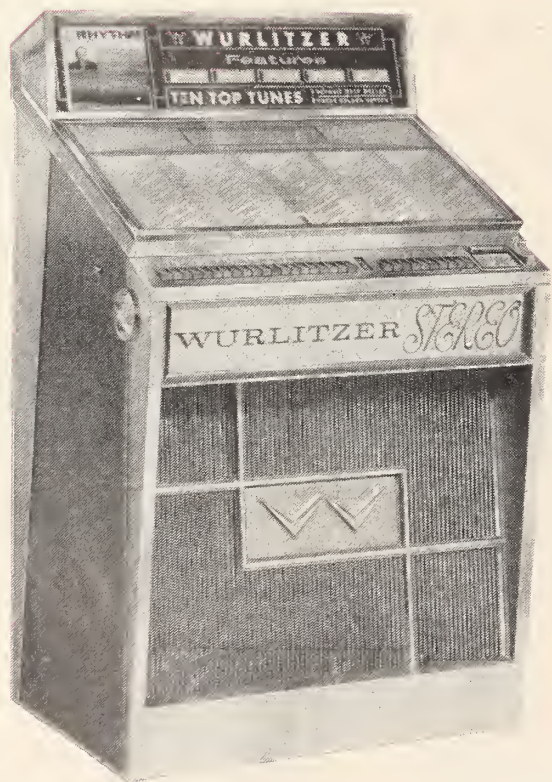
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Servicing — Provides  
INSTANT ACCESS to  
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Right now your Wurlitzer Distributor will offer you an amazing trade on your old phonographs toward Wurlitzer 2700's.

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Take inventory of your older equipment still on location. Then up-date it with Wurlitzer 2700's and profit by an immediate improvement in earnings.

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ONE OF THE REALLY GREAT MONEY-MAKING PHONOGRAPHS

THE WURLITZER COMPANY • 107 Years of Musical Experience • NORTH TONAWANDA, N. Y.

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It's Original!  
Terrific Appeal! No Competition!  
Terrific Profits!*



Skill Shot on Break Can Score 30-20-10

FIRST LEAVE AFTER BREAK  
15 Balls Automatically Drop in Pattern

Player gets up to 4 additional shots  
To pick up all 15 balls

Unlimited Variation of Bank Shots

Fewer Shots Register  
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1  
2  
3  
or  
4  
Can Play

Perfect  
Score  
720

Get  
BANK  
POOL  
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UNITED DISTRIBUTOR  
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Standard 10¢ Play

SIZED RIGHT  
3 FT. WIDE; 7 FT. 9 IN. LONG

Shipping Weight (Crated) 365 lbs.

6  
Racks  
Per Game

Maximum of  
5 Shots Per Rack

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the Rock-Ola manufacturing corporation  
and its  
Rock-Ola phonograph distributors  
express their sincerest wishes  
for a merry holiday season  
and a  
happy and prosperous new year



Thanks to the overwhelming reception of our phonograph line by our operator friends, this is truly a happy time of the year for Rock-Ola. Your enthusiastic reception, your continued praise and use of our machines have made possible the exciting growth as represented by the ornament graph on this page. We know that your continued use of Rock-Ola equipment will help to make the New Year a Happy and Prosperous one for you. This is our sincerest wish to all our music operator friends.

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