British Beatles Hottest Capitol Singles Ever

By ELIOT TIEGEL
HOLLYWOOD—The Beatles' Capitol single, "I Want to Hold Your Hand," this week jumps aboard Billboard's Hot 100 at No. 45 spot 10 days after the record hit the market, thus becoming the fastest-breaking disk in the labels history. (See page 38.)

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

Capitol's artist and repertoire Vice-President Vogue Gilmore told Billboard his firm had shipped 640,000 copies during the first week of the disk's release.

(Continued on page 8)

LATE SINGLE SPOTLIGHTS

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

Retailer Hit by FTC Guidelines

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

The new guiding issued last week (not in any way connected with the future record industry guides now in exploratory stage at the FTC) brought sharp dissent from Cnscr. Everett MacIntyre. He says the new guide wording is vague, general, and open to numerous interpretations. He particularly scores as a "reversal of policy" the new way grants manufacturers and rational advertisers to suggest list prices with only the "vaugest" tests of their responsibilities.

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

The retailer, for example, should not refuse a manufacturer's suggested list price to compare with his own "reduced" price, unless that list price is customarily charged by the principal retailing his goods. And he had better not set up a temperate inflated price, then drop it in the area level and advertise it as a "special sale" price. The manufacturer and distributor, on their part, are warned to act "honestly and in good faith" in setting and advertising list prices on their product.

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

(Continued on page 8)

London Says Product Over Price

LONDON—London records on Wednesday (8) unveiled its January product and 1964 sales plan at a convention notable both for its glamour and address business principles. American and Canadian distributors, here as well, are guests of Sir Edward Lewis, chairman of the board of the parent firm, Decca, Ltd., receivers and American sell-through, and that the lack of such parallel development hindered stereo in its early period—the equipment did not keep up with the advance in recording.

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

(Continued on page 8)

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

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

Victor Sneaks In Rita Pavone

NEW YORK—Under wraps of secrecy, the Italian and world-wide singing star Rita Pavone into the country for clandestine recording sessions.

Miss Pavone recorded her first album and some singles in English for release later this year when the young lady makes her official debuting debut and an extensive stay in this country in either May or June.

(Continued on page 8)
BEAUTY and the BEARD
(hottest sales mating of the season)

Breaking-out all over and bound to be big! Ann-Margret and Hirt singing, with Al tastefully adding his horn for extra good measure. Everyone loves the happy blending on "Bill Bailey," "Just Because," "Personality" plus many more. Put your order in now! Cash-in on this double smash album!
NEW YORK—Heightened interest in U.S. majors and large independent foreign records as a source of hit material for the U.S. increased the number of overseas hits to 255 in 1963, making it the biggest year ever for foreign product in this country. The hits also came from a greater number of albums from other than the U.S. market.

Unlike 1962 and previous years, when independent labels seemed to have a corner on hits from overseas, 1963 also saw major labels and even some of the artists' own acts contributing to the hit parade. The major labels included Mercury-Smash-Philips, which through its overseas contacts with the vast Philips empire, came up with both singles and albums from other lands that charted for America.

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

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**Chet & David On Victor LP**

NEW YORK—Famous NBC newscasters Chet Huntley and David Brinkley, and radio show host of the 1963-’64 “CBS Morning News” (“Once Upon a Day”), are here with the hit selection from their recent newsmen version of a country and western music show in the form of a set to be released on the Victor LP label.

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Lee Zito

Editors
A. Shanker, A. Sternfield

Managing Editor
Jack Orr

Department Editors, New York

Music: John Martyn

Sales: Joe Bologna

Radio: Bill Ogilvie

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Research: Mel Clark

Assistant Editors

Charles Alleman

Research Assistant

Eric L. Zito

Editorial Assistant

Barry Kliffstein

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**3 Video C.W. Series In Hollywood Works**

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

On July 16, 1964, 26 shows already filmed in its “Star Route” series, Medallion Productions, headed by John Ettlinger, hopes to place the series in a spot on network programming. Rod Cameron as host, the 30-minute show is a “this is your life” type series involving the country music “winners” in the c.w. field. Segments already shot, feature George Jones, Hank Thompson, Johnny Cash, Rex Allen, Leroy Van Dyke and, of course, Roy Clark.

Bill Bailey, who will emcee his show June 20, nine shows are already in the can. He calls his program a “sophisticated pop country” variety show done before a live audience. Each program will contain a guest star supported by a cast of 14 headed by Merle Travis. Artists already filmed include Johnny Cash, Leon McAuliff, Tex Ritter, Tex Williams, Dorey Burnett, Bobby Bare and Roy Clark. Bailey said he is hoping to have the show sold for either late spring or summer slotting.

The third program is called “Shindig,” and is being produced by Selmur Productions, subsidiary of the popular TV show Mirell in charge of the show. Mirell explains that the pilot for the proposed series is being shot in conjunction with the WBYE, local outlet for the network. Artists sketched for this pilot variety series are Marty Robbins, Johnny Cash, Roy Clark, The Collins Kids, The Eligibles and the Golden State Quartet.

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**Sounds Like ‘PuFF Magic DraGgIn’**

NEW YORK—Almost co-incidentally with the release of a report on a song, issued by the Surgeon General’s Advisory Committee on Smoking and Health, Columbia Records has released the release of an album aptly titled, “Music to Help You Stop Smoking” which features the Living Strings in a mood program with liner copy which reads in part: “The songs are presented in a way that it will relax you, make you feel good and keep your hands off a pack of cigarettes. Reach for a melodious bud... instead of a butt.”

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Are you bold enough to grab a new idea by the handle and hang on all the way to success? Your Record Department can become an action center for exciting, record-buying adventures for your customers. With Columbia you will have at your command planned advertising, vivid point-of-sale material, star-
blazing albums and, most unusual of all, an intriguing idea that will capture the eye, the ear and the heart. In newspapers, on the air, in your windows and in your store, your customers will know and agree that they can “FLY” almost anywhere in the world of entertainment, and you hold the ticket to their enjoyment.

TAKE OFF WITH THESE EXCITING NEW RELEASES

FLY COLUMBIA RECORDS TO GREATER PROFITS
The Sound of Music and Camelot, swinging little gal is back with another solid, rockin' side. Ditzy has a strong teen message, a big sound and a catchy arrangement. Well done all the way and it can make. Flip is "Willamy Willyam" (Wynwood, ASCAP) (2:10).

Vee Jay Meetings
NEW YORK—Vee Jay Records held three simultaneous regional distributor sales conferences (Jan. 11) in Atlanta and Los Angeles. The firm announced 19 new albums and 68 new titles in its oldies 45s singles series.

Randle Wood conducted the West Coast meetings, with Executive Vice President Terry Tuner headlining the New York session and Vice-President Steve Clark in Atlanta to handle the Eastern area.

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

Raine Upped to V.P.
NEW YORK—Ken Raine, a 20-year veteran with Columbia Records, has been named vice-president, recording operations, according to Howard LIEberson. In his new post, Raine will be responsible for Columbia's domestic recording studios and recording engineering. Raine has continued to represent the firm in all label matters since being appointed last year and recently served as general manager of the recording studios, as director of personnel and industrial relations and as general manager of the April and Blackwood music publishing firms.

Loeb Buys Allied
MONTREAL—Allied Record Corporation, distributors in Montreal and Toronto have sold their 14-year-old largest wholesale distributor of food products, M. Loeb, Inc.

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

Columbia Cuts
NEW YORK—Columbia Records has announced permanent price cuts for a series of albums featuring the late Bruce Willis, fronting the Columbia. Originally released in 1959, albums carry a new low list of $5.50 or $1.50 stereo.

The new price is offered in conjunction with a major promotion now underway on a January release of nine Walter records on cording the price of Walters' recording. The Orchestrical Music of Howard Brahms (a four LP set) at $15.00 and $18 stereo.

'CWest Side' LP Hits 2 Million
NEW YORK—Columbia Records' "West Side Story" movie sound-track album has passed the two million unit sales mark, according to the firm's president, Goddard Lieberson. Another one million units will be sold before the United States distribution of the album release three years ago.

Columbia also owns the original version of the Leonard Bernstein—Stephen Sondheim score, "My Fair Lady," "South Pacific," "The Sound of Music," and "Camelot," all of which have sold over the million mark.

Late Single Spotlights

Soure Sourire (The Singing Nun)
TUCSON—(10:30) "Dominique" has been a smash for a long time, and this follow-up by Soure Sourire has already generated heavy play out of her album on radio stations. It is not as strong as the original hit, Flip is "Fiere Tout L' Monde" (MRC, BMI) (2.15).

The Four Seasons
Dawn (Go Away)—Starday-Cavolina, ASCAP (2:21) —The boys are back on the scene with a 45 you've back big here with their first on Philips. It's a good message song with pleasant melody. Fans love it. Ditzy can't touch a good, strutting beat as well. Should move out fast. Flip is "No One Today" (Saturday-Cavolina, ASCAP) (2:25).

Dee Dee Sharp
Where Did I Go Wrong—Kalman, ASCAP (2:10) —The swinging little gal is back with another solid, rockin' side. Ditzy has a strong teen message, a big sound and a catchy arrangement. Well done all the way and it can make. Flip is "Willamy Willyam" (Wynwood, ASCAP) (2:10).

Trini in Paris
NEW YORK—Trini Lopez, Reprise Record artist, opens January 15 at the Olympia Theater in Paris for his second engagement in Paris. Lopez, who recently returned from a trip to England, Holland and Belgium, will appear with the Beatles.

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

New Oldie Package
NEW YORK—Mr. Max Records, producers of "20 Original Columbia Oldies," LP Vol. IV through IV—is utilizing a different merchandising approach for the package. The label merchandises 20, rather than the normal six per LP. This, according to David Bolick, the label's national sales manager, combined with national radio, TV and newspaper advertising, "is the most responsible for Trini's emergence as a factor in the field."

Epics Names Vic Linn
NEW YORK — Victor Linn has been named manager, merchandise, advertising, at Epic Records, succeeding the late Vic Linn, according to Ephemeral Manager, Terry Tuner. The new position was added to the price of W alter's recording. The "Orchestrical Music of John" (a four LP set) at $15.00 and $18 stereo.

'High Spirits' Score Is Out
NEW YORK—Publisher Howie Richmond announced a release last week of the score of the new Martin-Timothy Gray show, "High Spirits," scores to three months in advance of the expected Broadway bow. The vehicle will star Tammy Grimes, Beuric, Michael Alpert and Edward Woodward. Original cast album rights have been acquired by AXC-PARAMOUNT Records.

Richmond has enjoyed considerable success this past year with the material from the scores of the two British plays, "Oliver!" and "Stop the World," for which he owns the Statefied publishing rights. Professional and demo disks have gone out to diskers, singers, TV producers and other potential users.

Congressman Hits Center
WASHINGTON—Rep. Steinberg, in trial in the (R., N.J.) has joined a nucleus of Congressman who feel the government should not rush through legislation to make the National Cultural Center a memorial to the late President. The Center would be renamed, and receive $5.2 million in federallymatched funds, with a bondbacked loan of $9.5 million for a parking lot in the proposed bill.

Derouin says the Cultural Center has been a "faltering" project so far, and he doubts if the Culture of Center is able to continue to support such a center. Who's Who in the Cameral will a financial failure make it. Derouin wants to know.

The New York Congressman listed half a dozen items, including the former Inter-Latin record label, in the list of dubs and masters was set up here by Phil Terry with the backing of the Industry Promotion experts. Company will manage and schedule the artists but gave actual sale and distribution of records to others. Terry reported that for a start, the company has already sold masters to the Cameo, Argo and Imperial labels.

Fund Cutback Hurts Minny Park Concerts
MINNEAPOLIS—With the cutback in payments from the music industry, the fund of recording industry to musicians locally, the popular summer park concert here, are in trouble. Robert Biglow, president of the Minnesota Federation Association Local 73, said last week he said the local union has petitioned about $20,000 a year from the fund, and through this makes available musicians for benefit performances, in p.p.i. schools, other institutions and for the concerts.

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

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

"Music and record are paid nothing for the reuse of their recordings, being paid for only by the original performance, and that is a small fee."

"Unfortunately, we are making legislation for the notion of legislation giving copyright protection to these musicians, Biglow said. Congress is that half its members are members in other broadcasting or the Juke box industry and are not interested in changes of the present arrangement."

Philips Signs Four Seasons
CHICAGO — The Four Seasons have signed an agreement with Philips Records. The group recently put a half dozen singles smashes in the past 16 months, three of which were No. 1 entries. All these, as well as five albums, appeared on the Philips label.

Under the terms of the new deal, the Four Seasons release recordings by the group throughout the world through its own selfaffiliated subsidiary labels, "Lion Records," is due out at once. Discs by the group are to continue to be produced by Bob Crewe. The original Vee Jay deal involved the sale from Crewe's production firm and the label, with the masters leased to Vee Jay. Crewe's Four Season said they terminated this arrangement last year approved of what they called "breaches" in the agreement. That since then, the group has been without a disk pact.

Among their principal hits were "Save the Children," the whopper, "Walk Like a Man," "Isn't That Something," and "New Mexican Rose."
We promised you exciting promotion on Capitol's new Promenade Series this year ... and here's one of the brand new devices we've developed to help you move this "Middle Music" to the masses!

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

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

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

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

PUT THIS HOT COUNTER PACK TO WORK FOR YOU NOW!

Ask your CRDC Sales Rep for Full Details!

Dealer Price

62¢ PER LP!
IN FACTORY-PACKS OF 20 LPs
COUNTER DISPLAY PROVIDES BULLSEYE SPACE FOR WHATEVER RETAIL PRICE YOU WISH TO FEATURE!

NOW AVAILABLE NATIONALLY FROM EVERY CAPITOL BRANCH
Weiss Tells of Pirate Doing in the Far East

NEW YORK — Pirating and bootlegging in the record industry and publishing fields in the Far East was the subject matter of a talk given to the International Record Men’s Club here Tuesday (7) by Bob Weiss, former director of foreign distribution for Warner Bros. Records. Weiss, who now heads up his own International Holding Company consultation and rep firm, spoke on the pitfalls and potential of the Far East market. "Pirating is optimistic for disk sales and publishing enterprises in Asia, but that U.S. and European firms are being cheated of vast amounts of money through what they termed "legal and illegal" pirating."

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

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

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

Since Hong Kong is a British Crown Colony, however, authorities and two EMI men, Ted Insley and Keith Bruce, have been successful in cutting down on the sale of pirated tapes in Hong Kong itself. However, the city still operates as an imposing shipping center.

The 4 Days On Colpix LP

NEW YORK — The monumentally outlandish reportorial job performed by the nation’s broadcasting stations is further documented in Colpix Records’ LP documentory on the assassination of President Kennedy and its aftermath, “Four Days That Shocked the World.”

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

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British Beatles Hottest Capitol Singles Ever

*Continued from page 36*

In April it began with the release of the album "A Day in the Life" which the label purchased for the Beatles’ second LP. The Capitol album "A Day in the Life" was the second LP to be released by Capitol Records and was performed by the Beatles. The album was made up of three songs: "A Day in the Life," "A Day in the Life," and "A Day in the Life." The album was released on April 11, 1965.

The album was a huge success and became one of the best-selling albums of all time. The Beatles went on to release several more albums and singles, and their music continued to be popular for many years. Today, the Beatles are considered one of the most influential bands in the history of music. Their music has been covered by countless artists and has been featured in many films and TV shows. The Beatles have sold more than 1 billion records worldwide, and their music continues to be enjoyed by people of all ages. The Beatles are considered one of the greatest bands of all time, and their influence can still be felt in the music of today.

The audio clip begins with a brief introduction by a reporter before transitioning to a song from the album "A Day in the Life." The song features the Beatles' signature harmonies and innovative instrumentation, and is widely regarded as one of their most popular and best-known songs. The audio clip ends with a short outro and fades to black.

The audio clip is a valuable resource for anyone interested in the history of music, as it provides a glimpse into the world of the Beatles during the height of their career. The clip captures the energy and excitement of the band as they play their music, and provides a window into the cultural and social climate of the 1960s. Overall, the audio clip is a must-watch for anyone interested in the music of the Beatles and the history of rock and roll.
GET READY FOR EDDY ARNOLD
GREAT NEW SINGLE!
"MOLLY"
\("\) "THE SONG OF THE COO COO"
#8296 ORDER NOW!
RCA VICTOR
The most trusted name in sound
WE PROUDLY PRESENT ETHEL ENNIS
(You'll be doing lots of business together)

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

a great new talent on RCA VICTOR

THIS IS ETHEL ENNIS
JOHNNY MATHIS

Tender is the Night

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

His new collection of standards...

FOREMOST IN FINE RECORDING

TENDER IS THE NIGHT
LAURA
NO STRINGS
I CAN’T GIVE YOU ANYTHING BUT LOVE, BABY
APRIL LOVE
CALL ME IRRESPONSIBLE

A DREAM IS A WISH YOUR HEART MAKES
A SHIP WITHOUT A SAIL
FORGET ME NOT
WHERE IS LOVE
SOMEBEWHERE
TOMORROW SONG

THE HOTTEST LABEL

FORGET HIM
BOBBY RYDELL
C-280

HOOKA TOOKA
CHUBBY CHECKER
P-890

SOMEWHERE
THE TYMES
P-891

THE BIG ONES ARE ON CAMEO/PARKWAY
ON THE HOT 100!

YOU’LL NEVER WALK ALONE
PATTI LABELLE
& her BLUE BELLES
P-896

WHERE DID I GO WRONG
B/W
WILLYAM WILLYAM
DEE DEE SHARP
C-296

SHIMMY SHIMMY
B/W
EVERYTHING NICE
THE ORLONS
C-295

THE BIG ONES ARE ON CAMEO/PARKWAY
Comedy & Jazz Mark Big CORE Benefit Performance

SAN FRANCISCO — A reounding success was registered at the CORE-SNCC “Freedom商业银行” concert at San Francisco’s Masonic Temple Auditorium on January 5. More than 2,800 supporters paid up to $3.50 each to see humorist Dick Gregory, the Chicagoan’s jazz quartet, the Folkseters and the city’s own popular satirists, the Committee.

It began with a superb duet on race and religion by the cornetophonist Art Farmer and guitarist Jim Hall. The Committee, a collection of high school and college young comics who improvise and perform somewhat in the Lennie Bruce idiom, scored with skills touching on such matters as integration of a hospital punishment. A short set by the Folkseters, on loan from the hungry i, was well received. The four singers were at their best in a humorous piece called “Big Bad Bruce.”

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

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

DICK HADLOCK

IN HOLLYWOOD

Dick Gregory—Folk Tale Spinner

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

The last time Gregory was booked into the Summer Stock shyster, he was in a Chicago jail for civil rights demonstrating. On this trip, there are no ex- tenuating circumstances, so Gregory concentrates on offering a relaxed, rather well-rounded turn which is built on 100 percent around a racial theme, although that is still his forte.

(Continued on page 30)

Milva to Make U. S. Concert Debut

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

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TV GUEST APPEARANCES BY RECORD TALENT

JANUARY 13-19

(All Times Eastern Standard)

MONDAY 13—AL HIRT
Harry Belafonte trumpet mini Hirt will perform on Johnny Carson’s Tonight Show (NBC-TV, 11-11:30 p.m.).

TUESDAY 14—JACK JONES, LIZA MINNELLI, JUDITH KASKIN, WILLIAM WALKER, SUSAN YANK LAM & SYLVIA STUART
All will be featured in performance segments of the Bell Telephone Hour (NBC-TV, 10:15 p.m.).

TUESDAY 14—PETER, PAUL & MARY
Will perform on the Mary Travers show (CBS-TV, 9:30-10 p.m.).

TUESDAY 14—BILLY COBHAM, FLORENCE HENDERSON
The group and Broadway star will be guests on Garry Moore (CBS-TV, 11-11:30 p.m.).

TUESDAY 14—JOHAN JONES
Will be a special guest on the Tonight Show (CBS-TV, 11-11:30 p.m.).

FRIDAY 17—ROGER WILLIAMS, VIKI CARR
Both will appear on the Steve Allen Show.

SATURDAY 18—NEW CHRISTY MINSTRELS, NINA SIMONE, FOUR PREPS, GREENWICH BROS., BEVERLY WRIGHT, STELLER & MEARA
Tonight’s Revue (NBC-TV, 7-8:30 p.m.) presents live group of artists.

SUNDAY 19—BOSTON’S MEMORIAL TO JOHN F. KENNEDY
Singers and groups from past shows in President Kennedy’s funeral will perform from Boston’s Symphony Hall (CBS-TV, 11 a.m.).

SUNDAY 19—FLOYD CAMPBELL, BANDONETTI, LUCY, LACED LAMARR
Will be performed in English missingleading Singer Campbell, Richard Thomson, Ralph Terry and others (NBC-TV, 9-10 a.m.).

SUNDAY 19—WALTER LLOYD, RICHARD GUY, TONY SAINTE MARIE
The national network TV guest appearances listed above provide outstanding promotional opportunities for alert, aggressive record dealers and for all those who can benefit from the exposure of these radio shows in the markets around which to plate window, poster and other displays by which the TV appearance can be remembered to the record-buying public.

ARTISTS’ BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted in your copy these biographies will help bring out the potentialities of each artist.

THE GIRLFRIENDS

(Nomex)

NAMES: Gloria Goodson, Nannette Jackson, Carolyn Willa. BIRTHDAYS: Gloria, September 28; Nannette, July 23; Carolyn, February 14. HOME TOWN: Los Angeles. BACKGROUND: Nannette and Gloria entered the music business just after they graduated from high school through what might be considered the back door of the business. They sang background vocals for many of the top stars in the industry, recording them in the West Coast. As their services became more and more in demand, they decided to go it alone, but felt they could use a third voice. Carolyn suggested to the girl by her brother that they form a new group. They began working in a grocery store, where they were discovered by a record producer and signed to a contract. They recorded a single with the label, and a few weeks later they received a letter from a talent scout who was interested in their sound. They signed with a major label and have been touring ever since. They are currently on tour with the Rolling Stones and have released several albums, each receiving critical acclaim.

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

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Current headliners at the Empire Room of the Waldorf-Astoria are NANCY WILSON and OSCAR BROWN, Jr. Peter, Paul and Mary have one-night appearances this week in Rochester, N. Y. (15) and Pittsburgh (18). JIMMY MURPHY and the Quartertones co-star with Tyre Glenn Jr. at Trude Heller’s Paul Lavalle will make appearances this week in Aber- don, Pa. (13), Springfield, Fla. (14), Fitchburg, Mass. (22), Chicago, Mass. (6), Concord, N. H. (17), and Troy, N. Y. (18).

MIDWEST

On Tuesday (14) Martha Selhomme opens at the McCormick Place Theater in Chicago in a production entitled “A Kurl Weil Cabaret.”for two weeks. The Gaye Coleman Trio is at the London House in Chicago for two more weeks. Vaughan Monroe headlines at Smatlings, in Day- to-day, this week.

SOUTH

Earl Wrightson and Lois Hunt open for two weeks on Thursdays at the Shangri-La Hotel in Houston.
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**ELVIS PRESLEY MUSIC, INC.**

- All Shook Up • A Big Hunk of Love • Don't Be Cruel • Hit Latest Flame • Hound Dog • I Can't Help Myself • I Feel So Bad • I Want You • I Need You • I Love You • Jailhouse Rock • Little Sister • Love Me Tender • One Night • Return to Sender • She's Not You • Surrender • Too Much • Wear My Ring Around Your Neck

**ERNEST TUBB MUSIC, INC.**

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

**JOHNNY CASH MUSIC, INC.**

- Breathless • Never Trust a Woman • Tennessee
- Tennessee Saturday Night

**HOME FOLKS MUSIC, INC.**

- Go, Jimmy, Go • Bubbles in My Beer

**BRENNER MUSIC, INC.**

- The Hut Sat Song • Waiting in the Lobby of Your Heart

**BOB WILLS MUSIC, INC.**

- The Ballad of Jed Clampett • Texas Honky Tonk

**RUMBALERO MUSIC, INC.**

- Save the Last Dance for Me • A Teenager in Love • This Magic Moment

**ARK-LA-TEX PUBLISHING CO., INC.**

- I'm Walkin' the Dog

**QUINTET MUSIC, INC.**

- Block Demin Trousers and Motorcycle Boots • Love Me

**ABERBACH, INC.**

- That's Old Fashioned • Wondering

**ABERBACH, INC.**

- I Wonder Why You Said Good-bye • I'll Always Be Glad to Take You Back • It's Been So Long Darling • Keep My Memory in Your Heart • Should I Come Back Home to You • A Soldier's Last Letter • Texas in My Soul • There's a Little Bit of Everything in Texas • Tomorrow Never Comes • Try Me One More Time • Walking the Floor Over You • When a Soldier Knocks and Finds Nobody Home • When Love Turns to Hate • Yesterday's Tears • You Nearly Lost Your Mind • You Were Only Teasing Me

**NOMA MUSIC, INC.**

- I Wonder Why You Said Good-bye • I'll Always Be Glad to Take You Back • It's Been So Long Darling • Keep My Memory in Your Heart • Should I Come Back Home to You • A Soldier's Last Letter • Texas in My Soul • There's a Little Bit of Everything in Texas • Tomorrow Never Comes • Try Me One More Time • Walking the Floor Over You • When a Soldier Knocks and Finds Nobody Home • When Love Turns to Hate • Yesterday's Tears • You Nearly Lost Your Mind • You Were Only Teasing Me

**ST. LOUIS MUSIC CORP.**

- I Almost Lost My Mind • I Want to Your Wedding • That's All Right • I Want to Your Wedding

**TIGER MUSIC, INC.**

- Along Came Jones • Charlie Brown • Dance With Me • Poison Ivy • Searchin' • Yakety Yak

**PROGRESSIVE MUSIC PUBLISHING CO., INC.**

- Devil at Angel • Dream Lover • I Cried a Tear • A Lover's Question • Mister Lee • One Mile Juke • Shake, Rattle and Roll • Spanish Hustle • Stand by Me • A Tear Fell • There Goes My Baby • Twentieth-Due • Twist and Shout • What'd I Say

**VALLEY PUBLISHERS, INC.**

- Crying in the Chapel • Forty Miles of Bad Road • Rebel Rooster • Whole Lotta Shakin' Goin' On • You're So Understanding • Cool Water

**HILL AND RANGE SONGS, INC.**

- Any Time • Auf Wiedersehen • Sweetheart • Blacksmith Blues • Blue Suede Shoes • Bouquet of Roses • Candy Kisses • Fancy the Snow Man • Great Balls of Fire • Here • I Got Ideas • Jingle! • Let Me Go Lover • Peter Cotton Tail • Petite Fleur • Ray Mep • Room Full of Roses • Suddenly There's a Valley • Till I Walk Again With You • Turn Me Loose • What's Your Name • Whither Thou Goe'st • You Don't Know Me

**THE ABERBACH GROUP**

- Consistent Hit Makers Since 1945

**240 BMI AWARDS**

- Elvis Presley Music, Inc.
- Brenner Music, Inc.
- Tiber Music, Inc.
- St. Louis Music Corp.
- Progressive Music Publishing Co., Inc.
- Valley Publishers, Inc.
- Hill and Range Songs, Inc.

**AWARDS FOR 1963**

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<td>Can't Get Used to Losing You</td>
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<td>Elvis Presley Music, Inc.</td>
<td>Ruby Baby • Drip Drop</td>
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**ST. LOUIS MUSIC CORP.**

- Country & Western Awards

- Ernie Tubb Music, Inc.
- C. C. Rider • Devil or Angel • Hide and Seek • I Can't Save You Strong Enough • It's Too Late • Jim Dandy • Love, Love, Love • Mister Lee • Play It Fair • Seven Days • Since I Met You Baby • Steamboat • Treasure of Love • Without Love

**HILL AND RANGE SONGS, INC.**

- Country & Western Awards

- Blue Suede Shoes
- I Got a Blue Suede Shoe • Bouquet of Roses • Candy Kisses • Cuddle Rags • Boogie • Detour • Don't Be Another Man's Castle • Don't Stay Away • The Echo of Your Footsteps • Polkam Frizz Blues • Give Me More, More, More • Gone • Great Balls of Fire • The Gold Rush Is Over • Golden Rocket • The Guy Who Invented Kissin' • Meanin' Down the Wrong Highway • A Heart Full of Love • Humpty Dumpty Heart • I Don't Hurt Any More • I Don't Want To Know • I Walk the Lane • I Want You with You Always • I'd Wait for You Dear • I'm Biting My Fingernails • I'm Movin' On • I'm Throwing Rice at the Girl I Love • Just a Little Lovin' • Let Me Go Lover • Mam and Dad's Watts • More Than Anything Else in the World • My Lips Are Sealed • Mystery Train • New Pretty Blonde • Once I Knew Too Many • Ray Man • Remember Me • The One Who Loves You • Rhumba Boogie • Shone on You • So Drippin' Lonesome • Somebody's Been Beatin' My Time • Stars and Stripes on Iva Jims • Take Me in Your Arms and Hold Me • Tangled Mind • Tennessee Border • There's No Such Thing I Wouldn't Do • These Hands • This Is the Thanks I Got • Tiffian Gail • Why Should I Cry You and Me • You Can't Break My Heart

**Progressive Music Publishing Co., Inc.**

- Country Awards

- Whole Lotta Shakin' Goin' On • Blue Suede Shoes • Bouquet of Roses • Candy Kisses • Cuddle Rags • Boogie • Detour • Don't Be Another Man's Castle • Don't Stay Away • The Echo of Your Footsteps • Polkam Frizz Blues • Give Me More, More, More • Gone • Great Balls of Fire • The Gold Rush Is Over • Golden Rocket • The Guy Who Invented Kissin' • Meanin' Down the Wrong Highway • A Heart Full of Love • Humpty Dumpty Heart • I Don't Hurt Any More • I Don't Want To Know • I Walk the Lane • I Want You with You Always • I'd Wait for You Dear • I'm Biting My Fingernails • I'm Movin' On • I'm Throwing Rice at the Girl I Love • Just a Little Lovin' • Let Me Go Lover • Mam and Dad's Watts • More Than Anything Else in the World • My Lips Are Sealed • Mystery Train • New Pretty Blonde • Once I Knew Too Many • Ray Man • Remember Me • The One Who Loves You • Rhumba Boogie • Shone on You • So Drippin' Lonesome • Somebody's Been Beatin' My Time • Stars and Stripes on Iva Jims • Take Me in Your Arms and Hold Me • Tangled Mind • Tennessee Border • There's No Such Thing I Wouldn't Do • These Hands • This Is the Thanks I Got • Tiffian Gail • Why Should I Cry You and Me • You Can't Break My Heart

**Tiger Music, Inc.**

- Sweet Dreams • Lucky Lips • Searchin' • Young Blood
Vibrates on All-12 Strings

By ELIOT TIEGEL

HOLLYWOOD — The West Coast, which spawned the Dave Brubeck, Billie Holiday, Chet Baker modern jazz explosion, plus surfing and hot-rod trends, is developing a new interest in 12-string guitar music.

The initial bursts have come from several sources, one of which is World Pacific and Crescendo, which recently released a double album, "String Guitar" by the Folk Singers and "12 String Guitar" by the Wildwood Strings.

Many tradepress believe the River Song production of the "Walk Right In" last summer helped launch the 12-string interest, as did the folk movement. The twang of Erik Vars and "Big String" on that disk started the whole new sound in pop in 1963. Darley Vincent is developing his instrument so that it is a solid used instrument through its use in early folk blues recordings.

Warner Bros., marketing director for a new disk, is releasing its first 12-string LP this week, "Harpischord With 12-String Guitar" by the Sidewalk Singers.

Demp's Randy Wood said he is cutting a 12-string LP with George Carter, a 16-year-old pop release. Wood also mentioned a single 12-string release by Doug Lyon, of Horizon, which specializes in folk music, released last week. Sam Phillips released three 12-string LP's featuring the Little Angels, a group headed by the one man who is emerging as the most sought after exponent of the instrument, Billy Strange. Two of the LP's are titled "Twelve String Story" Vol. I and II; the third LP is "The Funny Twelve-String Guitar." Phillips also scored with country musicians showing the scope of the instrument in their idiom.

Liberace's a&r, director Don Kay, has said 12-string music is in the planning stages for his first solo record.

At World Pacific, owner Dick Bock, with two LP's already out, spoof the new "little" instrument.

SURF WASHES ITALIAN COAST

ROME — The long Italian reign of "surf" music by the beach group Nova has been ended by the surf which has taken over with the new group called Nova Terra, which Rita Pavone presented "The Surfing Strings," which is now Italy's version of "If I Had a Hammer," which she has recorded for RCA. Meanwhile, the cliche, which has brought out Reprie's original "Surf" series of LPs, appears to be the top selling disk throughout Europe at the moment. Both the Paddles and the Groovemakers have topped them all with three disks from Italy, "Surf City," "La Taranta," and Dean's "Surf City." The Beach Boys "Surf's Up" and Dick Bock's "Alley Cats" from the Decca has a version of "If I Had a Hammer." The group is a Dutch singer. Most of the other labels are preparing disks and most of the bands are experimenting in surf before the New Year is a month old.

"Twelve-String Dobro" set for a February release. The LP will debut Robert Taylor playing the instrument which is a cross between a Hawaiian guitar and an electric guitar. Bock, whose emphasis has been in the jazz field, cites the instrument as his "good guitar picker," meaning that 12-string players are starting to compete for the folk fan's attention.

Gene Norman, Crescendo's chief has two LP's set with the 12-string guitar. He features Billy Strange, is called "Mr. Guitar" and offers an amplified 12-string LP. An April release will present all time country and western hits by the same Mr. Strange. The "12-string sound is big and robust," Norman has been told by some of his distributors that retail stores are being bitten by 12-string LP's as depth albums in their phonograph department.

Capitol reports it has one 12-string LP in the can, cut several months ago, which has yet to be released but doesn't feel there is any reason to release it at this time. "Voyage," label's a&r, veeps, that the Kingston Trio has cut a 12-string LP for the last three weeks, "Sunny Side" LP. Gilmore says the instrument has a wonderful gutty, big sound, which enhances recordings.

AUSTRALIANS

Widen Sphere of Influence

SYDNEY — An increasing number of Australian artists and songwriters are obtaining releases of their recordings. The year 1963 has witnessed a burst of interest in the part of local artists high on our charts and many of their hits were successful abroad in foreign countries.

Most successful to date has been Johnny Devlin and Nat Kipner's tune "Surfside," which was released in eight countries outside the U.S.A. over a cover version of the song. A record was recorded by the Denverer. Geoff Mack's "I've Been Everywhere," the record of which was released in Australia, is the first 12-string LP in the country field ever to go to an Australian."Stump Fever," ganging up with a record label in Italy, South Africa and New Zealand. "Just a Child" is being considered for release by a top artist in England, Holland and Japan.

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

Belinda Music is the only publication in the country which has an export department solely concentrating on the instrument and export deal overseas. This includes any country that the buyer of Belinda control or not Belinda, expects to benefit from it. The company is luring a four to six artists to the board of music writers of the area.

The two front runners also have gained records for the localized the Norwegian finale are the same. The winning tune will be picked by a board of music writers of the press.

Race Barriers Falling in Hwd. Radio

HOLLYWOOD—Racial barriers are slowly falling in network news operations here. KNX and sister outlet, the KFI, in the market, has hired its first Negro newswoman to work in the newsroom, which has employed a qualified Negro journalist since last September.

The two-newswomen, Jake Jacobs at KNX and Ken Jones at KFI — are the only known Negroes working at major network radio stations, enabling KNX to market the newsroom even to mixed broadcasting spot news development. Jacobs is one of 40 people KNX has working on news and information programs. He is also one of the station's regular weekend voices.

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

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

JAZZ BANJO: Chuck Wayne is featured on two tracks of electricity jazz banjo on a new release on a new label. Wayne is featured on the new Focus label, produced by jazz doyaj Mar Feygenson. The label is called "Topaz," Wayne and his jazz banjo are often featured at the New York East Side night club, The Most.

DELPHIS FOR OVERSEAS MART

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

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

Norway Preps Eurovision Entry

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

These three will pick the threes melodies for the local finale, which will take place February 15. The winning songs can be tuned in will not be picked until the winning songs have been selected.

The three members of the jury will not only select the melodies for the Norwegian finale are the same. The winning tune will be picked by a board of music writers of the press.

Cliff, Elvis Top Horse Poll

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

The two front runners also had second disks in the Top 10 for "Blue Suede Shoes." Elvis' "Blue Moon" topped the No. 2 spot, while Presley's "I'm Left, You're Right" placed No. 8 position with "Return to Sender."

Two local entries also figured in the top list. Ray Adams, No. 12, "New Kids On The Beach" and "De Tusen Sjøar" on Manu and the new local sensation Wense Myhre with "Et Min og Cow Boy Til Mann" on Trøia at the No. 7 slot.

Complete list is as follows:

1—"Lucky Lips"—Cliff Richard—(Columbia) — Musik
2—"Devil in Disguise"—Elvis presley—(MGM) — Musik
3—"De Tusen Sjøar Land"—Ray Adams (Manu) — Musik
4—"Sukkyski"—Kye Saka—(Manu) — Musik
5—"Sjoelvade"—Sjoelvade—(MGM) — Musik
6—"From A Jack To A King"—Ned Miller (Karstel)—Palace Musik
7—"Jig Mog en Cowboy Til Mann"—Wense Myhre (Trøia)—Stockholms Musik Production
8—"Return to Sender"—Elvis Presley (RCA)—Belinda Musik
9—"Detroit City"—Bobbe Rie—(RCA)
10—"Hey Paula"—Paul and Paula (Philips)—Edison Musik

Disney Acquires Cartoon Track

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

Johnny Johnson, execvep at the disney, says there are 16 tunes in the film. He cites the pic's important name power, calling the LP one of the company's blockbuster releases.
HEADED FOR WEEKS IN THE CHARTS!

A WEEK IN THE COUNTRY

c/w

HEARTBREAK AVENUE
HICKORY 1237

SUNG BY

ERNEST ASHWORTH

WHO STARTED IT ALL WITH

TALK BACK TREMBLING LIPS

Hickory

Exclusive Management:
ACUFF-ROSE ARTISTS CORP.
Nashville 4, Tennessee
Cypress 7-5366
THE MOST IMPORTANT
NOT AN ALBUM OF SPEECHES—YOU ARE THERE

THE ACTUAL VOICES AND EVENTS OF

"FOUR DAYS THAT SHOCKED THE WORLD"

NOV. 22-25, 1963

THE COMPLETE STORY
PRODUCED BY HERBERT SUSSAN

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

NARRATED BY REID COLLINS WNEW Radio News.

CONTENTS

SIDE I
- President Kennedy—Fort Worth, Breakfast Speech
- Arrival at Love Field, Dallas—Coverage by Joseph Long, KLIF, Dallas
- At-the-scene—At the moment motorcade is fired upon—Coverage from Texas Book Depository
- With a mobile radio unit at-the-scene with the motorcade speeding on trip to Parkland Hospital nearby the President's car
- On-the-spot coverage immediately afterward from Texas Book Depository (inserts) actuality reports from Parkland Hospital and book depository
- Eyewitness report of the actual assassination
- Announcement of last rites by Father Oscar Huber and of death of President Kennedy
- Eyewitness account—Ambulance driver Mrs. Kennedy prior to trip back to love field
- Eyewitness report—Merriam Smith, scene aboard "Air Force 1" as Mrs. Kennedy returns with the President's body, the swearing-in of President Johnson, and flight to Washington
- Actual swearing-in of Lyndon B. Johnson by Judge Sarah T. Hughes
- Arrival at Andrews Air Force Base
- First public statement—President Lyndon B. Johnson

SIDE II
- Dallas Policeman—Eyewitness Report of Capture of Oswald
- Lee Harvey Oswald—Actual Voice Denial of Guilt
- Actual Court Charge of Oswald for Assassination
- Reports of Investigation
- Sunday Morning—Tension Mounts in Dallas
- On-the-spot report from basement of Dallas jail at the moment Oswald is shot by Jack Ruby—Exclusive coverage—IKE PAPPAS, WNEW News
- Oswald rushed by ambulance to Parkland Hospital
- Police identify killer as Jack Ruby
- On-the-scene report—Parkland Hospital
- Oswald's death announced
- President Kennedy's body lies in repose in white house—Nov. 23
- President Kennedy's body taken from white house to Capitol rotunda
- Final playing of "Hail to the Chief"
- Chief Justice Warren—Eulogy (excerpt)
- Senate Majority Leader Mike Mansfield—Eulogy (excerpt)
- President Kennedy's body lies in State in Rotunda
- Mrs. Kennedy—Midnight visit to Rotunda
- Funeral procession from Rotunda to St. Matthew's Cathedral
- Dignitaries from the entire world join procession
- Mass at St. Matthew's Cathedral by Richard Cardinal Cushing (excerpts)
- Funeral procession from St. Matthew's Cathedral to Arlington Cemetery
- Jet plane fly-by—Arlington
- Richard Cardinal Cushing—Prayer at Graveside
- 21 gun salute
- Taps at Arlington
CIA TION WITH UNITED PRESS INTERNATIONAL PRESENTS

RECORD ALBUM OF OUR TIME!
AS THE DRAMATIC FLOW OF EVENTS BECOMES HISTORY...

NOTE: The 15 exclusive color and black and white photographs on the cover and on the inside of this album are part of the extensive photographic coverage of these events by the UNITED PRESS INTERNATIONAL. Special permission has been granted to COLPIX RECORDS for their use.

EVERY FAMILY - EVERY SCHOOL - EVERY LIBRARY SHOULD OWN THIS ALBUM

INCLUDED WITH THIS ALBUM
A 10-PAGE EYEWITNESS REPORT

"THE MURDER OF THE YOUNG PRESIDENT"
BY MERRIMAN SMITH
DEAN OF WHITE HOUSE CORRESPONDENTS

The Murder of the Young President

A portion of the royalties accruing to COLPIX RECORDS are being donated to the JOSEPH P. KENNEDY JR. FOUNDATION for research on Mental Retardation.
Belgian Artists Score Biggest in 15 Years

BY JAN TOWS

MECHELEN, Belgium — A survey of record sales for Belgian artists by Juke Box Magazine has uncovered some unique facts about disk sales for 1963. For instance, in the top 10 records of the year, four of the disks are American in origin. Five, on the other hand, are made from Belgian pressings, which underlines the growing popularity of homegrown material. This is something that has not been true in the last 15 years. Of these disks, three were in Flemish and two in French. The biggest loser of all foreign nationalities was Germany. Only has not been true in the last 15 years. Of these disks, three were in Flemish and two in French. The biggest loser of all foreign nationalities was Germany. Only

will Tuva was unique in Belgium in 1963. Thanks to his "Eenzaam zonder jou," the public again became interested in Flemish records. Bob Benny, John Larry, Louis Vandevelde and Jacob Raymonde took advantage of this. Top seller in the country, however, remains Adamo, who has four records in the top 30 and two in the top five, none of which has happened in the Belgian music industry since the War.

There is also the huge success of Trini Lopez, the outstanding No. 3 with "I Had a Hammer" and "America." The difference between No. 1 and No. 2, however, is that the latter song is in French, while the former is in English. This is something that has happened in the Belgian music industry since the War.

These statistics were compiled in the Flemish part of the country, the French part of Belgium is a difference compared to the French part where it is possible that Adamo would do much better than Trini Lopez.

Then, too, there is the fall of Paul Anka, who has been around the other years, although at least twice as high as the top 10. He fell back to No. 19 with "Hello Jim." In order to find his first record, "Memory, Memory, Diana," we have to go back to the 40s.

During the last days of 1963 one record has broken through to big that it almost came to the top for January. 1964. This record is "Marie Elena" by the group Trijntje on RCA. The demand for this record was so big that almost came to the top in 1963, although it was only released December 10. Other certain cash makers for early 1964 are "Sixteen Tons" by Moore, "I Wont Go Moonglow" and the records by the Beatles, all on Parlophone.

A complete run-down of the bestselling Belgian disks is as follows:


B I L L B O R D

STEREO LP IS UP 200%

ANTWERP—Holiday sales of records here were unusually good this year. The big surprise of the season was the big demand for stereo which jumped some 200 per cent over last year. Tied in with this was an equally impressive boost in LP sales in general which moved practically everything has gone up over last year. LP records actually became cheaper.

E r i n  D i s k s  C o m e  T o  M i n n e p o l i s

MINNEAPOLIS — A new import shop, just opened the Minneapolitans, will shortly introduce a small department of Irish records, composers from Ireland and said to be one of the few exclusively Irish record department.

The 1,200-square foot shop, called the "Dublin Walk" offers Irish corned beef, Irish jewelry, sweaters, gifts and other objects directly from Irish sources.

The record department, to be developed by Chas. H. Wall, will be stocked with Irish disks, which have about 200 tracks in stock. The selection includes folk, rock, music, dances, and ballads.

Philips Manager Mrs. Marie Flynn Ellstrom, her assistant Mrs. Elinestrom, and daughter, Mrs. Ellstrom, Mrs. Ellstrom was born in Ireland.

Phonogram Year Spotlight Acts

THE HAGUE — Phonogram records, the Dutch record industry, reported some of the outstanding events of 1963 for the label.

The return of Anneke Gronloh with her exciting "International Pop" and three hits on Philips, "Desafinado," by Rita Rey; "Katerina," by The New Teddy TV group, and "Sei Ri," by Willy Alberi and his daughter. Danielle Alberi scored the following month with "Bachelo Boy'' in Dutch version. The Amsterdam Concertgebouw showed a rhythm with John Hollander and Robert, from France gave his show on March 31. January's records were hits here. Anneke Gronloh was presented a song especially written by Werner Scharfenburger: "Das Leben." May, 1963, was the release of the "All Star Festival" LP, manufacutred by John Hollander factories. And the opening of "Phonogram's new studio in H"I"F V," said the Dutch. Then came "Anneke Gronloh was presented with the St. Salle of Record" within a year (for "Sohebra""). At Phonogram's Disco Deehforces. The Dutch dealers and the many channels made the acquaintance of Phonogram's new director, J. J. M. Hauling, who took over the national premiere of "Oliver!" took place. At the Grand Gala du Disque Sarah Vaughn walked in and stole the show.

price cutting before," a noted rucker stated, "and he's sur-

Annie's been through this

ethical way." Ricklin says these fly-by-nighters have the phil-
sophy they don't owe allegiance to any distributor. Ricklin says he knows it's suicide to cut his prices, but he would be waiting for them to destroy him. He told Billboard he was setting up a war chest, which was solid sum to last from six months to a year. "I'm doing this against my better judgment," Ricklin noted, "and if I can't make any money, I'll close the deal and turn it into something else."

His new price structure as be entered into his contract will be $2.25 for all $3.98, regardless of the price, which is at $2.25. The agreement was not made with anyone, but that he would depend on what the John-
ny-come-lateles who he would not name would do. California Music has its war-
to Picasso's Postcard Boulevard which customers come for prod-
urick feels this is the proper way for a one-stop to operate. To talk around record row is mixed upset Ricklin's move. "Sammy's been through this

ERI WINTER HOLIDAY SALE

Z U  B I L L B O A R D

most interested in folk and clas-

tical discs made in Poland.

The Dutch deal was made with Teodor Brachmanski (he was also involved in the other talks) speaking for the Polish agency and Dr. Van Der Vosten representing Philips. Polish tapes of contemporary contemporary music was made available to Philips. In their modern music series, Philips will put out three stereo LPs featuring Polish composers Witold Lutoslawski and Wladyslaw Szpilman. Philips is also going to present some popular Polish melodies on a stereo disk called "Music in Poland." The agreement also provides for Poland to acquire Philips pop recordings and folk disks.

On yet another front, Brach-
manski has already signed a con-
tact with the Polish Black and blue vocalist Ewa Demarczyk to make recordings on a tour of France they are slated to make. The group will also be on "Music in Poland" while appearing at the Olympia in Paris.

New Appointments Made by Master

NEW YORK — Master Pro-
ductions, headed by Billy Arnold, has announced the appointment of Doc Hymen, formerly with Dot Records, as national program director; John Brantley, West Coast representative; John Bowden, representative for the Eastern and Southern divisions; Robert Banks and O. D. Jam-
on, national producers. Master Productions handles nationally albums, Croft, Chnik and Look-Up Records.

Capitol Songs

Liza Minnelli

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

S T E R E O  L P

WARSAW—Arts Polana, the Polish recording firm, has en-
tered into negotiations with Philips Records in France and

CARWILLIAM H. STEREOS

EMI, Philips Deal

Disks With Poland

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

emplacery to make recordings on a tour of France they are slated to make. The group will also be on "Music in Poland" while appearing at the Olympia in Paris.

Sacred Artist

Set for Fair

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

The appearance will be in the RCA Auditorium. Mrs. Stalnecker was wanted for six months. She agreed to one and said she would let them know about the other five after appearances this month at Bible TV. She is singing at the huge Christain resort at a conference with some 20,000 in attendance from all over the U. S. A. and some foreign countries.

Mrs. Stalnecker, whose last album, "Bettes Sings at Bible Town," was released re-
cently, has also been asked to be hostesses at the World's Fair at a series of "Who's Who in Sacred Music" concerts, fea-

such artists as Roy Rogers and Beverly Shea.
ABC-PARAMOUNT

Starts a Great New Year
with two Great New Singles!

TOMMY ROE
COME ON
B/W
There Will Be Better Years

THE IMPRESSIONS
TALKING ABOUT MY BABY
B/W
Never Too Much Love

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.
**COUNTRY MUSIC**

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

NASHVILLE—The Country Music Association presented its wares to a S.R.O. audience at the annual meeting of the Nashville Area Chamber of Commerce Thursday night (2) at the Hillswood Country Club here. This was a repeat of the highly successful presentation before the New York Sales Executive Club last May, according to Mrs. Jo Walker, executive director of the CMA.

The show featured Sue Thompson, Jim Reeves, Lester Flatt and Earl Scruggs, the Anita Kerr Singers and Leon McAuliffe's Cimarron Band. More than 500 Nashville business leaders were on hand for the annual meeting. It has been the concern of the CMA and other Music City organizations and leaders to impress on the Nashville business community the growing importance of the music industry to the city's economy, and this presentation showed no doubt it had moved along a way toward doing just that.

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

**Hickory Covers World Market for First Time**

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

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

Rose said the label plans to concentrate its efforts in the pop and country field, with specialized emphasis in c.d.w.

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

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

**HOT COUNTRY SINGLES**

*Billboard Special Survey* for Week Ending 1/18/64

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
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<td><em>I'M NOT SORRY</em></td>
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<td><em>SUNFLOWER</em></td>
<td>Webb Pierce, Decca</td>
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<td><em>IF I HAD MY WAY</em></td>
<td>Jack Greene, Columbia</td>
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**COUNTRY COLUMBIA**

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**TOP COUNTRY SINGLES**

**HOT COUNTRY SINGLES**

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Continuing a great name—a proud tradition in American Music

HANK WILLIAMS JR.

sings

LONG GONE LONESOME BLUES

b/w Doesn't Anyone Know My Name

K 13208

MGM

RECORDS'

Hank Williams Jr. is exclusively on MGM Records!
MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
SWING WITH THE KING and QUEEN of ’63

DALE and GRACE
with ANOTHER CHART TOPPER!!

"Stop—
and think it over!"

B/W
“Bad Luck”
MONTEL #922

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

STAY WITH THE WINNERS!
SURE SHOT!
Maxine Davis
“I FOUND A LOVE”
GUYDEN #2099

“HERE AM I
BROKEN-HEARTED”
B/W
“SAID THAT SHE LOVED ME”
The four J’s
JAMIE #1267

JAMIE/GUYDEN DIST. CORP. • PHILADELPHIA 21, PENNA.
TONY BENNETT'S HIT SINGLE
THE LITTLE BOY
C/W THE MOMENT OF TRUTH/4-42931
ON COLUMBIA RECORDS
**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

I WANT TO HOLD YOUR HAND
Beatles, Capitol 5112

TALKING ABOUT MY BABY
Impressions, ABC-Paramount 10511

**REGIONAL BREAKOUTS**

Those new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major markets listed in parentheses.

ASK ME...
Inex Fox, Symbol 926 (Saturn, BMI) (NEW YORK)

BABY WHAT YOU WANT ME TO DO...
Eddy James, Argo 5459 (Conrad, BMI) (Chicago)

**SINGLES REVIEWS**

SPOTLIGHT WINNERS OF THE WEEK

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

GARY
FOR THE MONEY

“That’s Life”
#8292

MARCH
FOR THE DOUGH

“(I’m Watching) Every Move You Make”
#8302

**POP SPOTLIGHT**

**JACK JONES**
LOVE WITH THE PROPER STRANGER
(Paramount, ASCAP) (3:52)–Kapp 517

A romantic ballad and swing beat back against a lush backing of strings. His tender treatment of the thick ballad look is another winner for the young singer. Flip is “The Way I’m In” (Kapp, ASCAP) (2:39).

**BOBBY BARE**
MILLER’S CAVE
(Jack, BMI) (3:45)–RCA Victor 8284

A strong follow-up to Brother’s “500 Miles” hit. This one’s got a “Wuthering Heights” feeling and tells it all an interesting story. Bare selects a phrase of narration part way in to add to the dramatic effect. Flip is “Penguin’s Last Kiss” (Control Songs, BMI) (2:40).

**POP SPOTLIGHT**

**DALE AND GRACE**
STOP AND THINK IT OVER
(Crazy Cajun-Red Stick, BMI) (3:30)–
Mercury 922

The male-female hit-making team has its second chart item after “I’m Leaving It All Up To You.” This ballad is done in a similar style with good string and guitar work in support. Flip is “Red Lark” (Crazy Cajun-Red Stick, BMI) (2:34).

**POP SPOTLIGHT**

**AL MARTINO**
I LOVE YOU MORE AND MORE EVERY DAY
(Boydton, ASCAP) (2:14)–Capitol 3586

The Martino pipes are tuned loose on another country-rhythm ballad. This one, with him by Don Robertson, is sung sensitively against a bank of Italian strings and voices. The flip is “I’m Living My Heaven With You” (Domin, ASCAP) (2:25).

**POP SPOTLIGHT**

**LITTLE PEGGY MARCH**
(L’m Watching) EVERY LITTLE MOVE YOU MAKE
(Sparkey, BMI) (2:16)–RCA Victor 8302

Paul Anka wrote this latest offering for Miss March. It’s an exciting and explosive side that has the lead voice shareholders against rolling beat, voices and a choir of trombones. The flip is “After You” (Artemis, ASCAP) (2:25).

**POP SPOTLIGHT**

**BOBBY VEE**
STRANGER IN YOUR ARMS
(Davies-Obama, BMI) (2:32)–Liberty 5584

Vee sticks to his successful double-tracked vocals singing on this up-tempo ballad. Supported chiefly by chorus and big orchestr. He should register big with tone-deaf audiences. Flip is “You’re The One” (Gibbs-Mac, BMI) (2:32).

**SINGLES REVIEW POLICY**

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

**LONG GONE LONESOME BLUES**

(Ascot-Russe, BMI) (3:35--9646 12358)

Here's the long-awaited debut album of the son of the late great Hank Williams, and the lad has a fine sound. The tune is one of his dad's and he makes it come alive, complete with some slick yodeling bits in the old Williams tradition. This could go.

*Flip* is "Don't Nobody Know My Name" (En, ASCAP) (2:50).

**MUSICAL SPOTLIGHT**

**POP DISK JOCKEY PROGRAMMING**

DON COSTA

**THE LOVE SONG OF TOM JONES**

(United Artists, ASCAP) (2:30--DP 149 1001)

Master Costa has a real spinnable side with this lush, big soft-sounding of the popular movie theme. Could grab many middles school-aged spins. *Flip* is "I'll Be Home" (South Mountain, BMI) (2:49).

**FOUR-STAR SINGLES**

The Four-Star rating is awarded now brighter with sufficient commercial potential. All are in their respective category. Each must be stocked by dealers, one phones and rack joiners handling that category.

**POPULAR**

EDDIE & THE SHARPS

**** Mr. Rebel (Metro, BMI) (3:19)--**** Mister! (Arista, BMI) (2:29). LIBERTY 56569

(Continued on page 28)

---

**POP SPOTLIGHT**

**JOHNNY THUNDER**

**EVERYBODY LIKES TO DANCE WITH JOHNNY**

(Peter-Fono-United, BMI) (2:37) -- Diamond 155

Thunder has been away from the scene since his first big one. "Leap de Luxe," last year, but this new, mid-tempo tune with some jump, sweeping lead and breezy chorus, could be his Gold crater.

*Flip* is "Don't Let Me Be Lonely." (Un- believable-Task-Jax, BMI) (2:15).

**POP SPOTLIGHT**

**BEN E. KING**

**WHAT NOW MY LOVE**

(Rivwick, ASCAP) (2:36--Atlas 6094)

The Gilbert Brazil ballad gets a warm, mid-production treatment from Ben and supporting players. The sound is huge with strings and male backing vocals creating a feeling effect of the dramatic tune. *Flip* is "Groove." (Milkey Way, BMI) (2:05).

**POP SPOTLIGHT**

**RUFUS THOMAS**

**CAN YOU MONKEY DO THE DOG**

(Stax, BMI) (2:25)--Stax 144

Rufus is still roving and is crossing over to a rockabilly "Dog" with the blues. It's a sweeping side on an syncopated tempo. The flip is "I Want To Get Married." (Stax, BMI) (2:20).

**POP SPOTLIGHT**

**DEBBIE ROLLINS**

**HE REALLY LOVES ME**

(What's Happening, BMI) (2:35)--Atlantic 9148

The arrangement's a winner here with the inclusion of strings, voices and electric effects generating excitement behind the girl's first singing. Dick was produced by Jerry Leiber, who produced the Gemini Maniacs records. The flip is "Someone." (Ritchiehouse, BMI) (2:30).

**POP SPOTLIGHT**

**ROOFTOP SINGERS**

**SAIL AWAY LADIES**

(Egypt Valley, BMI) (2:12)--Yezoquad 35084

Dreamy, sally, upbeat folk offering with light singing and hard-hitting guitar. Group has fired very well on pop and this one, too, has the sound of success. *Flip* is instrumental "Twelve Strings." (Egypt Valley, BMI) (2:07).

**POP SPOTLIGHT**

**MARY TAYLOR**

**HE'S COMIN' HOME**

(Central Songs, BMI) (2:50)--Capitol 5507

Miss Taylor has a real pretty sound and the material here is made to order for home play. It's the answer song to "500 Miles Away From Home," with new lyrics done to the same melody. Good performance. *Flip is "Little Bobby Bear."" (Central Songs, BMI) (2:30).

**POP SPOTLIGHT**

**JOHNNY NASH**

**I'M LEAVING**

(Producers-Hope & Label) (2:08)

Johnny Nash developed his singing style in Jamaica. This is his first 45. *Flip* is the theme from the new film, "I'm Leaving." (5032).

**POP SPOTLIGHT**

**FREDDY CANNON**

**ABIGAIL BEECHER**

(Carridge-Valeme, ASCAP) (2:34) -- Warner Bros. 4609

Freddy's first for his new label affiliation, Warner Bros., is his best effort in some months. It's a mild, carrier swinger that has humor and drive. Abigail is a real Beautier. The flip is "All American Girl." (Carridge-Valame, ASCAP) (2:36).

**POP SPOTLIGHT**

**SUE THOMPSON**

**BIG DADDY**

(Ascot-Russe, BMI) (2:02)--Hickey 1240

The Nashville-based Thrush could have her biggest cut in a spell with this one. It's got the John D. Loudermilk touch and it's happy and bright. *Flip* is a solid reading. *Flip* is "I'd Like To Know You Better" (Ascot-Russe, BMI) (2:35).

**C. & W. SPOTLIGHT**

**ROSE MADDOX**

**WHEN THE SUN GOES DOWN**

(Triax, BMI) (2:36)

ALONE WITH YOU

(Lambert, BMI) (2:30)--Capitol 5110

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

**POP SPOTLIGHT**

**THE DAVE CLARK FIVE**

**GLAD ALL OVER**

(Ivy, ASCAP) (2:45)--Epic 9654

Here's a rocking, romping group vocal effort much akin to the Liverpool sound and the Beatles school. Solid beat and echo quality make it a strong possibility. Should be watched. *Flip* is "I Know You" (Ivy, ASCAP) (2:09).

**POP SPOTLIGHT**

**THE CRYSTALS**

**LITTLE BOY**

(Philips, BMI) (3:30) -- Philips 519

The big, rolling, almost overwhelming sound, backs the girls again on this powerful side arranged by Jack Nitzsche. Side builds to a wild finish. Hot's chart-directed flip is "I'll Be Home." (Un- believable-Task-Jax, BMI) (2:06).

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EVERYBODY'S STOMPING FOR THE HOTTEST FOLK GROUP ON RECORD!

THE VILLAGE STOMPERS

FROM "WASHINGTON SQUARE" TO ANOTHER SMASH HIT!

"THE LA-DEE-DA SONG" c/w "BLUE GRASS"

ANN-MARGRET
**** Her, Little Star (Dragon, ASCAP) (1:23) -**** Wishing You Were Here (Lee, BMG) (2:05), RCA VICTOR 2829
SYLVIA SHREWSWELL
**** Hi'll Be Back (Tri, BMD) (1:10) -**** I Don't Know Why (Tri, BMD) (2:05), DELIGHT 203
BEN COLDER
**** Black Rubber Blues (Pre-Show, BMI) (2:16) -**** I Wont Stop Loving You (Tri, BMD) (2:05), MGM 15519
THE APES
**** Someone's Monkey (Jandor, ASCAP) (1:48) -**** Don't Ask Me For Love (Tri, BMD) (2:31), LEADER 1201
MILLE FOSTER
**** Superman (Michigan, BMG) (2:10) -**** It Keeps On Rainin' (Michigan, BMG) (2:16), LPL 4
SURVIVORS
**** Pamela Jean (Ocean, BMG) (1:53) -**** After the Game (Ocean, BMG) (1:57), CAPITOL 5182
DEAN MARTIN
**** More Soul (Klan, BMG) (2:49) -**** Soul Sirens (Klan, BMG) (2:49), CAPITOL 5189
RANIBELLA
**** My Top Ten Chart (Tribute & Collaboration, BMG) (1:50) -**** The World's Most Famous Party (BMG) (1:50), UPtown Blues (Unheard & Unlikely, BMG) (1:50), DIAMOND 154
PIERRE AND ANNY-LYN
**** Tous Lez-Tous (Turn Around) (Ches, ASCAP) (1:15) -**** La Petite Sour (Little Sister) (Maverick, BMG) (2:45), DEL-Fi 4323
JOHNNY NASH
**** I Don't Know Why You Weep (And, BMI) (2:05) -**** I'm Leavin' (And, BMI) (2:05), GROOVE 900
LOU JORDAN
**** I'm Still in the Book (Tri, BMD) (2:05) -**** I'm Still in the Book (Tri, BMD) (2:05), MEC-TUNE 17
JIMMY SMITH
**** Can't Help Myself (Brown, BMI) (2:45) -**** Madelia (BMG) (2:45), BLUE NOTE 800
HORACE SILVER QUINTET
**** Sweet Savannah Jane (Emarc, ASCAP) (3:23) -**** The Dragon Lady (Emarc, ASCAP) (3:23), BLUE NOTE 990
CHRIS CONNOR
**** Lullaby of Birdland (Painters, ASCAP) (2:34) -**** All About Romance (Columbia, ASCAP) (2:34), BLUE NOTE 190
COUNTRY
**** Bobby Lee's "Saddle" (Lowery, BMI) (1:15) -**** Don't You Want Love (Tanya, BMI) (2:32), KING 5841
ROY COUNTS
**** Transaction (Hawkey, BMI) (1:18) -**** Blue Angel (Tri, BMI) (2:38), COMMERCE 2090
GENE DAVIS
**** I'm in the Book (Merle, BMI) (2:17) -**** I'm in the Book (Merle, BMI) (2:17), LIBERTY 5607
FIDDY ARNOLD
**** The Song of the Cow (Davidson Country, BMI) (1:24) -**** Maddy (Screen Gems-Columbia, BMI) (1:24), RCA VICTOR 2829

FEBRUARY 18, 1964

BILLY BAKER
**** Teen Age Triangle (Hillside, BMG) (1:23) -**** Who Did Summer Have to End (Hillside, BMG) (1:23), MUSICONTE 119
BILLY BICK
**** I'll Remember You (American, BMG) (1:23) -**** I Remember You (American, BMG) (1:23), LIBERTY 5667
JERRY BERRYHILL
**** I Remember Love (American, BMG) (1:25) -**** I Remember Love (American, BMG) (1:25), LIBERTY 5667
JOEY DEE
**** Down by the Riverbank (Wane-Fast, BMG) (2:23) -**** Down by the Riverbank (Wane-Fast, BMG) (2:23), ROULETTE 4533

JULY 1, 1964

DONNIE GOODE
**** A Handful of Rain (BMG) (1:14) -**** A Handful of Rain (BMG) (1:14), SIGMA 103
JACKSON 5
**** I Want You Back (BMG) (2:13) -**** I Want You Back (BMG) (2:13), MOTOWN 11

SEPTEMBER 5, 1964

BILLY 'WILLIE' WILSON
**** I Want You Back (BMG) (2:17) -**** I Want You Back (BMG) (2:17), DELIGHT 203
Question:
How can Warner Bros. thank the countless dealers, disc jockies, rack jobbers, one-stops, consumers, suppliers, artists, producers and so many more responsible for a most successful 1963?

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

**Dick Gregory**

*Continued from page 14*

...continued, and back out again.

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

Gregory's pacing was just as smooth and as fast as Joe and Eddie's opening. These two young folkstations, who have three LP's on Crescendo, are a hand-clapping, knee-smacking tandem whose infectious rhythmic style seeps down to their audience. Performers harmonize beautifully and their act is geared to the romping, quick-paced tune. Unlike most folk singers, they do not play guitars but gain their backing from an accompanying rhythm section. Their repertoire includes the fa- bled "Swing Down Charriot," "Kisses Sweeter Than Wine," "D'Ya Hear About Jerry?" and their disklick, "Meetin' Here Tonight."

**Eliot TiegEL**

LEAP ahead in

6 SENSATIONAL SMASH LP'S THAT WILL SEND SALES SOARING

**SMASH RECORDS**

Vendor: Mercury Record Corporation
Hickory Covers World Markets

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

The label is releasing an Ernest Ashworth album in early February, and based on his top-flight success recently in the singles field, expect the artist to be a leading album seller. Wesley Rose, head of the Acuff - Rose - Hickory combine, said that he will be in London January 28 to attend a launching party with the Pye organization. The party will mark the beginning of a new arrangement between Hickory and Pye, calling for Pye distribution of Hickory under the Hickory name in the United Kingdom.

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

CMA Shows Wares

it was apparent that the audience was impressed.

In his remarks to the audience preceding the show, Ritter took the occasion to publicly thank Nashville Mayor Beverly Briley for the city's recent donation of property to the CMA for the proposed CMA Museum and Country Music Hall of Fame on 16th Avenue, South, better known to the trade as Record Row.

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

On January 23 Lester Rose and Hickory artist Chris Jensen leave New York for London, and on January 27 Ray Acuff and wife will follow. They will be there for promotion purposes, Rose said, and will join the Hickory-Pye party in London January 28.

Cap Signs Ray Pillow

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

Hughes said Pillow is scheduled for his first session here in two weeks. Joe D. Taylor, advertising manager for Martha White Mills and Ray's manager, said a major promotion program is planned for the young singer. In addition to the "Opry," Pillow has appeared on the Flatt and Scruggs television show and numerous country shows with leading c.w. artists.

CORBIN, Ky. — WYGO, long a top rock stop in Southeastern Kentucky, has switched to a country and gospel music format. The 5,000-watt stations that it is the only station in the area programming c.w. artists.

KRAK Sets 2d Gospel Concert

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

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

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

Boyd Buys Interest In Commerce Label

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

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

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

More Country Music News on Page 63

New Country TV-er in Works In Hollywood

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

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

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

Hap Peebles Unit On 8-City Trek

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

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

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

Sales this Leap Year!

6 GREAT FONTANA LP'S THAT WILL START PROFITS POPPING!

Whopping 12½% discount on all Smash and Fontana new releases and catalog items.

KRAK Sets 2d Gospel Concert

New Country TV-er in Works In Hollywood

"THEME FROM THE VICTORS"

RAY BARRETO

ROULETTE RECORDS

COMPLETE PRESSING SERVICE

"WHY, WHY WON'T YOU BELIEVE ME"

Shep & The Limelites

HULL 761

Broke in Baltimore!

HULL RECORDS

1959 Broadway, N.Y.C.

when answering ads...

Say You Saw It in Billboard
**Pre-Recorded Tape Scene? 'Humbug' Says New Yorker**

**MINEOLA, N.Y. — What is the real future in pre-recorded tape? It's been a much-discussed subject ever since stereo tapes first started to catch on some 10 years ago. But how much before stereo records, and it has heated up in terms of tape sales as compared to record sales in recent years. A number of dealers have done brisk business with tape and have high hopes for its future. Others do not have such hopes. One of these is McLeod E. Baggett of Mineola Music, a record store in this suburban New York community. Calling tape sales a "nuisance," McLeod states that "tape music is wonderful, superior in sound, clarity and fidelity to a record. But so is a Cadillac superior to a Ford or Chevrolet or Plymouth. Only a Cadillac owner can afford to buy pre-recorded tape. The mass of the public, the Ford, Plymouth or Chevrolet owner will continue to buy records."

Baggett finds a number of drawbacks in the pre-recorded tape field. "They have to do with cost of the pre-recorded tape, plans, 'days in relation to the cost of records'; too low a price in the market to warrant more than one dealer carrying tape in a given market; listener's lack of knowledge of the tape field, and the fact that the 'cost of ownership of a tape recorder is greater than that of a good stereo phonograph.'"

**Back to Phone**

Baggett continues: "I remember one instance where a salesman sold a tape recorder to a woman with two-four-inch speakers. We worked for years impressing upon customers the importance of speaker size and quality and proper reproduction. Good consoles have them. Even good portable have them. Then along come tape with four-to-six-inch speakers in a $200 to $300 recorder and they tell us we can compare with 12- and 14-inch speakers."

In accounting for difficulty in tape sales, Baggett contended that "the novelty of owning a tape recorder wears off. The novelty factor of the phonograph is lost. Their appeal. The toy becomes unwanted and winds up in the closet. Out comes the phone again."

Referring to the conception that recorders, with their ability to reproduce pop records off the air, have begun to die out, Baggett recounted a typical party scene. He told us about a tape recorder being played off the radio all afternoon. Party taped. Tape recorder started. Kids listened. One girl said: 'Play X record.' Owner of tape recorder said: 'You can't play that record.' Kids called: 'Play X record.' Owner of recorder: 'I said you can't play that record.' Kids: 'Play X record.' Owner: 'I said you can't play that record.' Kids: 'Play X record.' Owner: 'I said you can't play that record.' Kids said: 'Play X record.' Owner: 'I said you can't play that record.'"
SMASH!

JONI JAMES

TEACH ME TO FORGET YOU

b/w Un Caffe       K13206

Joni James

is Exclusively on

MGM

RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
BEST SELLING PRE-RECORDED TAPE

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

CLASSICAL REELS

<table>
<thead>
<tr>
<th>Pos.</th>
<th>TITLE, Artist, Label &amp; No.</th>
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<tbody>
<tr>
<td>1</td>
<td>Tchaikovsky: 1812 Overture, Minneapolis Symphony Orchestra (Dalati, Mercury ST 90054)</td>
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<td>2</td>
<td>Concertos Under the Stars, London Symphony Orchestra (Reynai, Capitol ZP 8236)</td>
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<tr>
<td>3</td>
<td>Beethoven: Symphony No. 5, Chicago Symphony Orchestra (Reiner), RCA Victor FTC 3030</td>
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<tr>
<td>4</td>
<td>Lord's Prayer, Mormon Tabernacle Choir, Philadelphia Orchestra (Seminay), Columbia MG 324</td>
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<tr>
<td>5</td>
<td>Tchaikovsky: Concerto No. 1, Van Cliburn, RCA Victor FTC 3022</td>
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<tr>
<td>6</td>
<td>Brahms: Concerto No. 2, Van Cliburn, Chicago Symphony Orchestra (Reiner), RCA Victor FTC 3026</td>
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<tr>
<td>7</td>
<td>Ports of Call, Philadelphia Orchestra (Seminay), Columbia MG 351</td>
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<tr>
<td>8</td>
<td>Puccini: Madame Butterfly, Ainsley Tasker &amp; Verdi Artists, London LG 10070</td>
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<td>9</td>
<td>Britten: War Requiem, Verdi Artists, London LG 90067</td>
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<tr>
<td>10</td>
<td>Victory At Sea, Vol. I, RCA Victor Symphony Orchestra (Benett), RCA Victor FTC 2000</td>
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</tbody>
</table>

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST SELLING TRANSISTOR RADIOS

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<th>POSITION</th>
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<td>BRAND</td>
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BEST SELLING CLOCK RADIOS

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<td>BRAND</td>
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<td>7</td>
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</tbody>
</table>

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. These brands that appeared in previous issues for this category and do not happen to meet a listing above are shown below with their rank order in the issue indicated in parentheses.

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

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering deals at special terms. Shows where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.


Ten per cent discount on all new January releases and all catalog product except Storyteller children's series. Dated billing to qualified dealers.

News Briefs...

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

Paul Neubert has been named vice-president in charge of sales of Zenith Radio Corporation of New York, A 10-year man with Zenith, Neubert became general sales manager of the New York Zenith operation five years ago. . . . Wesley Fu-

Performance and Profits

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

vidges . . . Pre-recorded music.

Write Sales Manager For Information
PREDICTION: 1,000,000 PEOPLE WILL BUY THIS LESLEY GORE SINGLE "YOU DON'T OWN ME" and 500,000 people will buy the album

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

MG 20849 / SR 60849

FOREMOST IN FINE RECORDING
Breaking In All Major Markets

WHO DO YOU LOVE
THE SAPPHIRES
S-4162

CHAIN
REACTION
ON
SWAN

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

SHE
LOVES
YOU
THE BEATLES
S-4152

AMAZONS AND
COYOTES
THE
DREAMLOVERS
S-4167

Another Chartmaker!

SWAN RECORDS
8th & Fitzwater Sts.
MA 7-1500
PHILIP S RECORDS

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

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

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

PHILIPS RECORDS ONE WORLD OF MUSIC ON ONE GREAT LABEL!
The first big hit of '64 from 20th CENTURY-FOX RECORDS

NAVY BLUE

DIANE RENAY

FOX #456
A BOB CREWE PRODUCTION

I LOVE HIM
BY
THE CASTENETS
TCF #1

OLE FATHER TIME
BY
MILLIE FOSTER
TCF #4

BECAUSE OF YOU
BY
ROME & PARIS
FOX 423
Classical Spotlight: *Beethoven: Concerto No. 1 for Piano and Orchestra*  
Arthur Schnabel  
Angel CD 7126  
One year ago Angel released this disk in package half the size, and now it is available independent of the complete set. This Concerto was recorded in 1952 with Sir Malcolm Sargent and the London Philharmonic Orchestra. Only the last movement of the Concerto is complete, the others being added to maximum fidelity under the circumstances and will sound great to collectors who do not already have the complete set.

Classical Spotlight: *Beethoven: Concerto No. 2 for Piano and Orchestra*  
Arthur Schnabel  
Angel CD 7127  
This is the second re-release by Angel from the complete set of Concerti with Sargent and the London Philharmonic Orchestra. It was recorded in 1952 at the Musikverein, Vienna, and it represents the last movement of the Concerto complete.

Classical Spotlight: *Rachmaninoff: Piano Concerto No. 3 in D Minor*  
Leonard Slatkin, Philadelphia Orchestra  
RCA Red Seal 11516 (S)  
Piano Concerto No. 3 in D Minor is a lyrical performance of one of the most demanding works in the piano literature. Both hands and breath of phrasing, Walter Susskind and the Philadelphia Orchestra offer excellent support.

Special Merit Picks:  
All albums listed are in their respective categories.

*AMERICAN MASS PROGRAM*  
Foster: *Rivera*  
Congregation  
Spine SP 1002  
Here's a most unusual album. It's a new approach to the liturgical music of the Catholic Mass. Father Rivera is steeped in the tradition of his native Peru, and he is not afraid to hew to his roots. He employs his background to the music of his people. All the choral parts are sung in Spanish.

*RELIGIOUS SPOTLIGHT*  
**AMERICAN MASS PROGRAM**  
*Rivera: Rivera & His Congregation*

*POP SPOTLIGHT*  
**LOW PRICE CLASSICAL SPOTLIGHT**  
RACHMANINOFF: PIANO CONCERTO NO. 3 IN D MINOR  
Leonard Slatkin, Philadelphia Orchestra (Suskind)  
Paperback Classics 9724 (M)  
$1.99 (S)  
Performance, a lyrical performance of one of the most demanding works in the piano literature. Both hands and breath of phrasing, Walter Susskind and the Philadelphia Orchestra offer excellent support.

*ALBUM REVIEW POLICY*  
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its review appears here. It does not appear within its category of music. All reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.
**BREAKOUT ALBUMS**

**NATIONAL BREAKOUTS**

**DRAG CITY**

King Tuff, Liberty LP 3329 (LP); ST 7320 (LP)

**JOHN FITZGERALD MEMORIAL AWARD**

Premier 2099 (No Stereos)

**NEW ACTION LP's**

These raw albums, not yet on Billboard's Top LP's Chart, have received strong sales action by dealers in major markets.

**SONGS LIKE**

Erinn Dyke, Commonwealth RS 860 (45); RS 860 (SD)

**JOHN FITZGERALD A MEMORIAL AWARD**

Diplomat 10000 (No Stereos)

**OLDIES BUT GOODIES, VOL. 6**

Various Artists, Original Sound 5011 (LP); 8855 (LP)

**SINCE I FELL FOR YOU**

Lenny Welch,Codence CPL 30268 (LP); CPL 25068 (LP)

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

Pickett JX 1 (No Stereos)

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**Jazz Series**

Opens 2nd Year On Network

NEW YORK—"Jazz Casual," the National Educational Network's Jazz TV series, opened its second year on Channel 13 here (SD 218). "Jazz Casual" is again being produced by noted West Coast jazz critic Ralph Gleason and he is emcee on the show as well. This is the second season of shows done for National Educational Television by Gleason. The first show in the new volume features Gerry Mulligan. Jimmy Rushing, Earl Hines, Woody Herman, Paul Winter, Lambert Hendricks and Bavan along with others are also set.

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

The show is carried on 25 stations throughout the country for 11 weeks plus the three films. Gleason has also re-signed with NET to produce another jazz series for 1964.

**Folkways 1-for-7**

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

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

**JUST PUBLISHED!**

Order your extra copies while the supply lasts!!

**Billboard**

**WHO'S WHO in the World of MUSIC**

**TOP TALENT OF 1963**

**AWARD WINNER OF 1963**

**INTERNATIONAL TALENT DIRECTORY**

**USE THIS HANDY COUPON**

$1.00 Per Copy

---

**REALM RECORDS**

Sets Up Shop

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

**Coast Distrib Reorganized**

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

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

New labels acquired by D. M. are as of January 1 include Challenge, Double L, Tre Disc, Scepter-Wand, Sue and Spokane, and also the folk label, Elektra. The company continues to represent Jubilee, Prestige and A and M as before.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week at #1</th>
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<tbody>
<tr>
<td>1</td>
<td>THE MAGNIFICENT 7</td>
<td>Earl Grant</td>
<td>Dacca</td>
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<td>2</td>
<td>IN THE WIND</td>
<td>David Soul</td>
<td>United Artists</td>
<td>3</td>
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<td>3</td>
<td>TWO IN APOLLO</td>
<td>Joe South</td>
<td>ABC 410 (61)</td>
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<tr>
<td>4</td>
<td>WEST SIDE STORY</td>
<td>Sam Cooke</td>
<td>Vee-Jay</td>
<td>5</td>
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<tr>
<td>5</td>
<td>THE SECOND BARBRA STREISAND</td>
<td>Aretha Franklin</td>
<td>Atlantic Records</td>
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<td>6</td>
<td>MOVING</td>
<td>Johnny Mathis</td>
<td>Columbia Cl 2045</td>
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<td>7</td>
<td>LITTLE DEUCE COUPE</td>
<td>Jackson 5</td>
<td>Epic</td>
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<td>9</td>
<td>SURFER GIRL</td>
<td>The Beach Boys</td>
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<td>The Beatles</td>
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<td>BACH'S GREATEST HITS</td>
<td>The Beatles</td>
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<td>JOAN BAEZ IN CONCERT</td>
<td>Joan Baez</td>
<td>Vanguard VSD 1913</td>
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<td>BIG FOLK HITS CONCERT VOLUME 3</td>
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<td>21</td>
<td>MOON RIVER, OH, GREAT</td>
<td>Frank Sinatra</td>
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<td>MOVIE THEMES</td>
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<td>INGREDIENTS IN A RECIPE FOR SONGS</td>
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<td>Frank Sinatra</td>
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<td>TWO SIDES OF THE SMOOTHERS BROTHERS</td>
<td>Frank Sinatra</td>
<td>Capitol KAO 2005</td>
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<td>RAMBLIN’ ROSE</td>
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<td>THAT WEEK THAT WAS</td>
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<td>DEEP PURPLE</td>
<td>Beach Boys</td>
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<td>LAWRENCE OF ARABIA</td>
<td>Beach Boys</td>
<td>Capitol</td>
<td>47</td>
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<td>JOAN BAEZ, VOL. I</td>
<td>Joan Baez</td>
<td>Vanguard VSD 1913</td>
<td>112</td>
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<td>46</td>
<td>ROBERT COULET IN PERSON</td>
<td>Joan Baez</td>
<td>Vanguard VSD 1913</td>
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<td>ANY NUMBER CAN WIN</td>
<td>Joan Baez</td>
<td>Vanguard VSD 1913</td>
<td>11</td>
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</tbody>
</table>

**TOP 100**

- **STAR performers**—LP's on chart 9 weeks or less registering greatest proportional upward progress this week.
- **FROM MEATBALL TO MUSICAL**
  - "THE SURFARIANS" live at Newport 1964.
  - "THE KINGSTON TRIO" catch a risque star.
  - "THE FREEWHEELIN' BOB DYLANT"
  - HOW THE WEST WAS WON.
  - "JACKS' WIVES AND LOVERS" romantically.
  - "THE IMPRESSIONS" west side story.
  - "THE BIG SOUNDS OF THE DRAWS"
  - "OLIVER" olive oil.
  - "HOT ROD RALLY".
  - "SONGS I SING ON THE JI".
  - "CHAD MELLSTRIK SINGIN' OUR MIND".
  - "GOLDEN HITS OF THE SEASONS 213".
  - "THE BEST OF THE COWBOYS".
  - "BANNING DRAKE".
  - "FRENCH FONTAINE SINGES LIKE CRAZY".
  - "MIDNIGHT IN SANDS".
  - "GREAT SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II".
  - "BROther JACK McDUFF LIVE AT LAX".
  - "SEPTEMBER SONG".
  - "THE WHAM OF THAT MEMPHIS MAN".
  - "KENNEDY & ROOSEVELT".

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  - "KENNEDY & ROOSEVELT"
THE FIRST BIG HIT ALBUM FOR THE NEW YEAR

Includes their latest HIT Single

SCATTER SHIELD
c/w
I Want to Take A Trip to the Islands 31581

DL 4487
DL 74487 (Stereo)
VJ is still only #12 in record sales ... so why the hell go with us?

NEW RELEASES/January-February

NEED TO BELONG - JERRY BUTLER

THE BOSS MAN OF THE BLUES - JIMMY REED

FOLK-NANNY - THE FOUR SEASONS

YOU'RE NO GOOD - BETTY EVERETT

THE THEME FROM EXODUS AND OTHER FILM SPECTACULARS - EDDIE HARRIS

12 STRING GUITAR-NANNY - BRADLEY WAYNE

CONCERT AT NEWPORT - JOHN LEE HOOKER

THE ORIGINAL NITTY GRITTY

ODIES CRAZY OLDIES

GREAT GROUP OLDIES VOL. II

GREAT BOY OLDIES

11 good reasons!
Music Is Emotional as Well as Technical: Roger Williams’ Credo

Music is emotional as well as technical, according to pianist Roger Williams, and he credits his deep belief in this axiom as the key to his own long-sustained success as an album-oriented artist. Currently observing his 10th anniversary on Kapp Records, Williams, by his own admission, is a major artist for an extended period and one of an elite group of artists who have retained a single label affiliation for such a lengthy period of time.

"Technically, piano playing is very mechanical," Williams observed, "but emotionally I don't think it's kept pace. A lot of piano music today is cold and quite mathematical, and I think a good record should engage the listener. That engagement is not as much interested in higher mathematics with his music than he is in using calculus to figure out his grocery bill." Williams is interested only in his heart rather than his head and for that reason I try to put feeling in my playing. As a matter of fact, when I first met Dave Kapp I was doing graduate work at Juilliard. I had studied with Teddy Wilson and Lennie Tristano. I was working in numerous studio dates and I thought I probably did a lot to bring out a melody. I liked that and encouraged me along that line." Williams thought that the format was and is accepted in the classical world, but it's not the same as you play to the public. I think the average person wants to be touched in his heart rather than his head and for that reason I try to put feeling in my playing. As a matter of fact, when I first met Dave Kapp I was doing graduate work at Juilliard. I had studied with Teddy Wilson and Lennie Tristano. I was working in numerous studio dates and I thought I probably did a lot to bring out a melody. I liked that and encouraged me along that line."

Format Right

"That's the direction I've taken over the years," Williams said. "I think the format is and is accepted in the classical world, but it's not the same as you play to the public. I think the average person wants to be touched in his heart rather than his head and for that reason I try to put feeling in my playing. As a matter of fact, when I first met Dave Kapp I was doing graduate work at Juilliard. I had studied with Teddy Wilson and Lennie Tristano. I was working in numerous studio dates and I thought I probably did a lot to bring out a melody. I liked that and encouraged me along that line."

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

Kapp Records was incorporated in October, 1953, and early in 1954 the label released its first album, "Songbook," a collection of standards and show tunes.

Shortly thereafter, Kapp caught a young pi- nheiro, known as "The Boy Next Door." The disk didn't sell well, but it did fairly well. Williams' next release on the Kapp label was "Autumn Leaves," a single sold for more than a million copies. Since then Williams has come up with one more million-seller single, "Tilt" in 1958.

Hit Big In 1960

It wasn't until 1960 when Williams hit the half-million-seller mark on record "Dear Mr. M" and he made it with two, "Songs of the Fabulous Forties" and "Tilt." But Kapp isn't too concerned about whether any of his releases hit an arbitrary sales figure.

He is, however, concerned with the trend of expensive recording costs and the growth of label costs. He is also concerned about keeping the artist in the public eye and maintaining a steady production schedule.

"Good music," by his definition, is not much of any particular category, he says, but it is music that reflects the taste and originality of the artist, man and the talent of the artist.

International boundaries mean nothing to Kapp. A hit in one country may mean a hit in another, as Japanese records are recorded in English, and most of the legend on the album jacket is also in English.

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

Boiled down, the Kapp formula comes to this: Good music, follows market, no self-hitting on the bandwagon and make the kind of music you like. It pays off.

Music Is Emotional as Well as Technical: Roger Williams’ Credo

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Williams Promotion
To Cost $100,000

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

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

Monday through Friday, the promotion rolls into high, as Williams holds a reception for local press, radio and television.

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

In addition, local radio interviews and a great deal of network television appearance on tap. The round of the disk jockey appearances continues Tuesday (14) and Wednesday (15), with an autograph session for the public and a cocktail party for the press at Macy's. Friday (17) and Saturday (18) the show goes to Boston, with press conferences and disk jockey appearances set for Williams.

3 WILLIAMS ALBUMS SET FOR 10TH ANNIVERSARY

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

The Solid Gold Steinway album, which lists 12 mono and $4.98 stereo, is the artist's special salute to the pop pianists and composers of our time.

This book outlines the theme of the album in the following manner:

"I was happy to read recently that musical interest in America is at an all-time high, and I'm looking forward to everything from hipfug to hootenanny...A great deal has been written about classical piano and as much about jazz piano...but little, if anything I could find about the history of pop piano. I began to think that this could be a wonderful contribution to the world of art, and I thought I might be able to re-create the style of these pop artists and composers and at the same time do them justice.

Included in the album is a 10-page book, which includes poems and articles by Roger Williams, illustrated with 17 pictures of the artist.

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

Music Emotional and Technical—Continued from page 45

Roger Williams—Continued from page 45

Leaves was the No. 1 record in America. Since then Williams has produced six albums and ten singles, all of which have sold millions of copies.

During the past few years Williams has played concerts in the United States, Canada and England, and has become the top musical instrument concert artist in the world.

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

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

In advertising promotion is the "Do-It-Yourself Advertising Mat Kit." The kit has suggested advertising layouts for local newspapers, with maps of cover ads, artists, sales headings and various other features which go into the layouts. The kit is being sold for $1.50 per kit, plus $3.50 per kit, to distributors, at a rate of $2.50 per kit, to individual dealers. The kit is designed for use with the "KAPP Newsmen's Manual" and "KAPP Observation Manual."
All I did was play the piano.
(You did all the rest.)
It all began 10 years ago when Dave Kapp heard me play in a cocktail lounge.

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

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

Then came "Autumn Leaves."
Over 2,000,000 copies were sold with the help of a lot of wonderful people...

Disc Jockeys
Retailers
One Stops
Rack Jobbers
Distributors
Juke Box Operators
Sound Engineers
Musicians
Arrangers
Music Publishers
Copyists
Song Writers
and the entire Kapp team!

My career was launched.
Since then I have received seven
gold records for these albums.
To celebrate my **Tenth Anniversary**, Kapp Records is releasing these albums.

**SIDE 1**
- Dominique
- Maria Elena
- Toccata
- Teakwood Nocturne
- Felicia
- Theme from “The Cardinal”

**SIDE 2**
- Roger Williams’ special salute to the pop pianists and composers of our times

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

Roger Williams
10th Anniversary / Limited Edition

For my loyal fans or for the new collector; a special three record package.
It takes a lot of highly professional people to produce an album.
This is a good time for me to thank you and salute you by name. From the oldest

**Jake Friedman, John Towles**  
Dixie Records Distributing Co., 1235 Techwood Drive, N.W., Atlanta, Ga.

**Harry Carter, Gordon Dinerstein**  
Music Suppliers, Inc., 75 North Beacon Street, Boston, Mass.

**Milton Salstone, Marvin McDermott**  
M. S. Distributing Co., 1700 S. Michigan Ave., Chicago, Ill.

**Henry Droz**  
Arc Distributing Co., 13415 Lyndon, Detroit, Mich.

**Bob Chatton, Vince Cosgrove**  
Chatton Distributing Co., 2517 San Pablo Ave., Oakland, Calif.

**Bob Hausfater, Norm Wienstroer**  
Roberts Record Distributors, 1906 Washington Ave., St. Louis, Missouri

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

**Bill Emerson**  
Big State Distributing, 1337 Chemical, Dallas, Texas

**Walter Slagel, Grace Barger**  
Walter Slagle & Co., 725 S. Broadway, Denver, Colo.

**Ken Kaizawa**  
Microphone Music Co., 605 Coral St., Honolulu, Hawaii

**Herb Sandel, Bill Taylor**  
Sandel Co., Inc., 49 Glenwood Ave., Minneapolis, Minn.

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

**Cliff Keaton, Bill Burton**  
B & K Distributing Co., 129 N.W. 23rd Street, Oklahoma City, Okla.

**David Rosen, Harry Rosen, Irv Derfler**  
thank the Kapp distributors have done.

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

**Steve Brodie, Lenard Silver**
Best Distributing Co., 959 Main Street, Buffalo, New York

**Herb Weisman**
Mangold Distributing Co., 2212 Morehead, Charlotte, N.C.

**Jim Shipley, Jr., Ed Rosenblatt, Chuck Huesman**
Main Line Cleveland, Inc., 1260 East 38th Street, Cleveland, Ohio

**Stan Terry**
Record Sales Corp., 1070 Union Ave., Memphis, Tenn.

**Sidney, Sherman and Melvin Koenig; Frank Cama**
All-State Distributors, Inc., 665 11th Ave., New York, N.Y.

**Henry Hildebrand, Jr.**

**Sidney, Sherman and Melvin Koenig; Irwin Fink**
All-State New Jersey, Inc., 87 Stecher Street, Newark, N.J.

**Herb Cohen, Nick Cenci**
Fenway Record Corp., 1601 Fifth Ave., Pittsburgh, Pa.

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

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

**Sid Talmadge, Bud Dolinger**
Records Merchandising Co., 2567-78-80 W. Pico Blvd., Los Angeles, Calif.

**Henry Stone, Murray Jacobs**
Bold Record Distributors, Inc., 418 Southeast Tenth Ct., Hialeah, Fla.

**Wally Tolles**
Fidelity Electric Co., 5301 Shilshole Ave., N.W., Seattle, Wash.
And a "Thank You" to the Foreign Distributors Who Sell My Records Around the World.

<table>
<thead>
<tr>
<th>Country</th>
<th>Distributor</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARGENTINA</td>
<td>Tonodisc SRL</td>
</tr>
<tr>
<td></td>
<td>15 de Noviembre 1287</td>
</tr>
<tr>
<td></td>
<td>Buenos Aires, Argentina</td>
</tr>
<tr>
<td>AUSTRALIA</td>
<td>Australian Record Co. Ltd.</td>
</tr>
<tr>
<td></td>
<td>11-19 Hargrave St.</td>
</tr>
<tr>
<td></td>
<td>East Sydney, N.S.W.</td>
</tr>
<tr>
<td></td>
<td>Australia</td>
</tr>
<tr>
<td>CANADA</td>
<td>Phonodisc, Ltd.</td>
</tr>
<tr>
<td></td>
<td>355 King St. West</td>
</tr>
<tr>
<td></td>
<td>Toronto, Canada</td>
</tr>
<tr>
<td>COLOMBIA</td>
<td>Alberto J. Verswyvel</td>
</tr>
<tr>
<td></td>
<td>Apartado Chacao 49-11</td>
</tr>
<tr>
<td></td>
<td>Bogota, Colombia</td>
</tr>
<tr>
<td>COSTA RICA</td>
<td>Indica</td>
</tr>
<tr>
<td></td>
<td>Industria de Discos Centroamericana Ltd.</td>
</tr>
<tr>
<td></td>
<td>Apartado 1645</td>
</tr>
<tr>
<td></td>
<td>San Jose, Costa Rica</td>
</tr>
<tr>
<td></td>
<td>C.A.</td>
</tr>
<tr>
<td>DENMARK</td>
<td>Morks Musikforlag</td>
</tr>
<tr>
<td></td>
<td>247 Vesterport, Copenhagen V., Denmark</td>
</tr>
<tr>
<td>ENGLAND</td>
<td>Decca</td>
</tr>
<tr>
<td></td>
<td>9 Albert Embarkment</td>
</tr>
<tr>
<td></td>
<td>London, SE 11, England</td>
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<tr>
<td>GERMANY</td>
<td>Ariola GMBH</td>
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<tr>
<td></td>
<td>Gutersloh, Germany</td>
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<tr>
<td>HOLLAND</td>
<td>Negram</td>
</tr>
<tr>
<td></td>
<td>N.V. Nederlandsche Gramofoon MIJ</td>
</tr>
<tr>
<td></td>
<td>Amsterdamsche Veerkade 22-22a</td>
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<tr>
<td></td>
<td>The Hague, Holland</td>
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<tr>
<td>ITALY</td>
<td>Decca Dischi Italia Spa</td>
</tr>
<tr>
<td></td>
<td>Via Brisa 3</td>
</tr>
<tr>
<td></td>
<td>Milano, Italy</td>
</tr>
<tr>
<td>ISRAEL</td>
<td>Symphonia Ltd.</td>
</tr>
<tr>
<td></td>
<td>29 Benjehuda Rd.</td>
</tr>
<tr>
<td></td>
<td>Tel Aviv, Israel</td>
</tr>
<tr>
<td>JAPAN</td>
<td>Toshiba Musical Industries Ltd.</td>
</tr>
<tr>
<td></td>
<td>Asahi Shinbun Bldg., 3,2-Chome Yuraku-Chyo, Chiyoda-Ku</td>
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<td></td>
<td>Tokyo, Japan</td>
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<tr>
<td>MEXICO</td>
<td>Trans Radio Disc, S.A.</td>
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<td>Articulo 123-127-5</td>
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<td>Mexico D.F., Mexico</td>
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<tr>
<td>NORWAY</td>
<td>Egil Monn Iverson</td>
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<td></td>
<td>Malertshaugvagen 20</td>
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<td>Oslo, Norway</td>
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<tr>
<td>PHILIPPINES</td>
<td>Mareco</td>
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<tr>
<td></td>
<td>131 Del Monte Ave.</td>
</tr>
<tr>
<td></td>
<td>Quezon City, Philippines</td>
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<tr>
<td>SOUTH AFRICA</td>
<td>Gallo Africa Limited</td>
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<tr>
<td></td>
<td>161 President St.</td>
</tr>
<tr>
<td></td>
<td>Johannesburg, South Africa</td>
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<tr>
<td>SPAIN</td>
<td>Discos Vergara</td>
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<td></td>
<td>Paseo Grai, Mola 4-1</td>
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<td></td>
<td>Barcelona, Spain</td>
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<td>SWEDEN</td>
<td>AB Knappupp</td>
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<tr>
<td></td>
<td>Elegatan 7</td>
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<tr>
<td></td>
<td>Sundbyberg, Stockholm</td>
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<td>Sweden</td>
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<tr>
<td>VENEZUELA</td>
<td>Fonograma C.A.</td>
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<tr>
<td></td>
<td>Avda. General Paez, Qta. Arbi</td>
</tr>
<tr>
<td></td>
<td>Al lado del M.A.G.—(Zona 7)</td>
</tr>
<tr>
<td></td>
<td>El Paraiso—Caracas</td>
</tr>
<tr>
<td></td>
<td>Venezuela</td>
</tr>
<tr>
<td>HONG KONG</td>
<td>Colonial Trading Co.</td>
</tr>
<tr>
<td></td>
<td>P.O. Box 950</td>
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<tr>
<td></td>
<td>Hong Kong</td>
</tr>
<tr>
<td>PUERTO RICO</td>
<td>Juan Martinez Vela Inc.</td>
</tr>
<tr>
<td></td>
<td>P.O. Box 2027</td>
</tr>
<tr>
<td></td>
<td>358 San Francisco St.</td>
</tr>
<tr>
<td></td>
<td>San Juan, Puerto Rico</td>
</tr>
</tbody>
</table>

*Signature*

*Note:* The text includes a list of foreign distributors and their addresses, indicating the countries they represent. The text is a thank you note to these distributors for selling the records around the world. The list includes companies from Argentina, Australia, Canada, Colombia, Costa Rica, Denmark, England, Germany, Holland, Italy, Israel, Japan, Mexico, Norway, the Philippines, South Africa, Spain, Sweden, Venezuela, Hong Kong, Puerto Rico, and unspecified regions like Argentina.
NBCO&O Radio Stations Preparing to Move Head

By GIL FAGGEN

NEW YORK—Six of the nation's top radio markets will be in for increased competition in the coming year as the O&O-owned radio stations prepare to make a bid for a healthier and more prosperous market somewhere in their respective cities.

This significant move made thus far by NBC to become more competitive in this area involves the hiring of former independent station consultant Michael Joseph (Billboard, May 27, 28, 29, 31 and June 3), to develop each station's growth potential through the newly created position of vice-president, NBC-ownsrd radio stations. Seasoned observers have noted that Joseph's hiring comes at a time when the essential messengers are not only aware of the serious decline of their owned radio outlets, but also ready to do something about it now.

Joseph has been behind much of radio's growth for more than 10 years as the program director as program director in 1950, since then Mike has served in the capacity of vice president-advisor to program director, national program director, and program manager assistant for 36 stations representing virtually every type of format on the air.

Working more exclusively (95 stations) in association with stations, Joseph's list of credits includes several "blue chip" broadcasting properties including WABC, KDKA, WOR, Capital Cities—where he worked with both the American Bandstand and the Mutual Network, WCBS, WINS and News and Public Affairs programming. Joseph emphasized that NBC has a program director to ensure that the stations' programs are as competitive as the stations themselves.

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

"We will continue to capitalize on new trends in the air and in programming, whatever it may be at these stations in order to ensure greater profitability and uniform service to the communities served.

"We will continue to dominate the air and to be on the cutting edge of the programming, whatever it may be in the years ahead in order to ensure greater profitability and uniform service to the communities served.

Community Service

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

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

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Great Radio

Prior to the switch in 1969 inaugurated by NBC, it was still in its infancy. It has since moved into first place (experience) of more than four years. It is not the only or the 24,000-station chain to engage in something of this nature. WRO, New York, also has something of its own, plus KPV, Pittsburgh, and WXYZ Detroit as well as all-talker KABC, Los Angeles.

The recent move, however, has been made with the idea of improving the service that the NBC-owned stations are delivering to the communities they serve. Large cities and smaller communities are being catered to more effectively by the NBC-owned stations.

Transcontinental's WGR Buf- falo, with its unique position as an American entrepreneur's soundscapist in 1962 and early 1963, has certainly been a forerunner in the field. The age of the firecracker is WKRN (formerly WKMN), which reported, by the second quarter of 1964, represents one of the most dynamic rates turning around in recent years.

Other chapters in the success story of the NBC-owned stations include the Capital Cities—WKBW, Buffalo; Corinthian's WISH (now WIFE), Indianapolis; WKRM, St. Louis; WKBC, Boston; and "good music" WEW- St. Louis.

"We want to and are going to progress to a point where the same kind of competitive trend will be met by other stations and once again pace-setters and leaders in an industry that is the envy of the world," said Joseph.

Recalling that the company's parent company enjoys an outstanding reputation," said Joseph. "The NBC-O&O concept intends to accomplish this seemingly monumental task by completely supporting the stations now financially and giving them the opportunity to be daringly working on the spot with management at WNBC, New York; WMAQ, Chicago; WRCV, Philadelphia; KNBR, San Francisco; WABC, Washing- ton, and WJAS, Pittsburgh. It will be a "good" guessing game.
**FOR THE NEW YEAR!**

**ALL NEW INTERNATIONAL POLKA ALBUM**

Composed and Recorded by Mr. POLKA MUSIC

Lil Wally and the HARMONY BOYS

**HERE COMES...LIL WALLY**

MONO 1058 STEREO 5058

Hi-Fi JAY JAY 1058 Lil Wally

Lil’ Wally has composed these tunes for polka fans everywhere and has dedicated special tunes in this album for the fans in areas where he holds the largest personal appearance attendance records.

HERE COMES LIL’ WALLY POLKA

POLKA OHIO

FARM ROAD POLKA

UTICA POLKA

SYRACUSE OBERK

HAPPY PITTSBURGH POLKA

DANCING IN ST. LOUIS

PHILADELPHIA HOP

MINNEAPOLIS TWIRL

FOLKS FROM MILWAUKEE

OMAHA POLKA

DETROIT OBERK

**CASH IN ON SALES! EXTENSIVE PROMOTION!**

TWO WINNING ALBUMS by LIL’ WALLY

JESZCZE NOSZÓ!

MAŁEGO WŁADZIA

MONO 1055 STEREO 5055

HI-FI JAY JAY 1055 Lil Wally

MONO 1057 STEREO 5057

Listen to these hit polka polkas!

**WATCH OUT FOR THE NEW YEAR!**

**ALL NEW INTERNATIONAL POLKA ALBUM**

**LOOK! INSTRUMENTAL IN A POLKA BEAT**

45 rpm

DOMINIQUE e/w

UTICA POLKA

JAY JAY 261

by LIL’ WALLY

**ORDER FROM YOUR JAY JAY DISTRIBUTOR OR WRITE WIRE OR PHONE**

JAY JAY RECORD COMPANY 2446-56 S. Kedzie Ave., Chicago 23, Illinois — RO 2-6000

---

**MIDDLE-ROAD SINGLES**

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>30</td>
<td>I THERE’VE SAID IT AGAIN, Bobby Vinton, Epic</td>
<td>963B</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>2 POPPIES AND ICICLES, Mucodis, Studebaker 628</td>
<td></td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>3 FORGET HIM, Bobby Rydell, Cameo</td>
<td>200</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>4 SONGS OF THE NIGHT, Bing Crosby, Philips</td>
<td>40152</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>5 WHISPERS, Hiro Tempo &amp; April Stevens, Atco</td>
<td>6281</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>6 AS THE NIGHT, Brenda Lee, Decca</td>
<td>31570</td>
<td></td>
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<tr>
<td>36</td>
<td>7 SINCE I FELL FOR YOU, Lenny Welch, Cadence</td>
<td>1439</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>8 MIDNIGHT MARY, Eddy Arnold, Sony</td>
<td>699</td>
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<tr>
<td>38</td>
<td>9 TALK BACK TREMBLING LIPS, Johnny Tillbrook, MGM</td>
<td>13811</td>
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</tr>
<tr>
<td>39</td>
<td>10 ANYTHING THAT ADDS A HEART, Stevie Wonder, Tamla</td>
<td>1320</td>
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<tr>
<td>40</td>
<td>11 FOR YOU, Rich Nelson, Decca</td>
<td>31574</td>
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<tr>
<td>41</td>
<td>12 THAT LOVELY OLD SONG, Ray Charles, ABC-Paramount</td>
<td>16509</td>
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<tr>
<td>42</td>
<td>13 I WIFE AND LOVERS, Jack Jones, Sapp 351</td>
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<td></td>
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<tr>
<td>43</td>
<td>14 SOMEWHERE, Tyrone, Parkway</td>
<td>163</td>
<td></td>
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<tr>
<td>44</td>
<td>15 PRETTY BABY, Miss Keesh, Monument</td>
<td>830</td>
<td></td>
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<tr>
<td>45</td>
<td>16 YOU DON’T HAVE TO BE A BABY TO CRY, Caravelli, Smash</td>
<td>185</td>
<td></td>
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<tr>
<td>46</td>
<td>17 I’M A LITTLE TRAMP, Les Brown, Decca</td>
<td>20336</td>
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<tr>
<td>47</td>
<td>18 IT’S ALL IN THE GAME, Cliff Richard, Eric 9633</td>
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<tr>
<td>48</td>
<td>19 I’M GONNA HUDDLE, Dick &amp; Doree, Warner Bros.</td>
<td>5196</td>
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<tr>
<td>49</td>
<td>20 CHA-BRAH, Henry Manisch &amp; His Orch, RCA Victor</td>
<td>8256</td>
<td></td>
</tr>
</tbody>
</table>

---

**NEW MAG SET**

For N.Y. WQXR

**READY-TO-GO PROGRAMMING**

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that’s needed are the disks from the station’s record library.
### MUSICAL COMMERCIAL PRODUCERS

**Current Commercials in Production**

<table>
<thead>
<tr>
<th>FIRM NAME</th>
<th>ADDRESS</th>
<th>TYPE OF PRODUCT</th>
<th>BRAND OR CO.</th>
<th>SPONSOR</th>
<th>AGENCY</th>
<th>PRODUCER'S NAME &amp; ADDRESS</th>
<th>COMPOSER</th>
<th>MUSIC (M) LYRICS (L)</th>
<th>PERFORMERS</th>
<th>INITIAL PERFORMANCE DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ad-Staff Inc.</td>
<td>1600 Vine St., Hollywood, Calif. (213) 260-9734</td>
<td>Soft Water Service</td>
<td>Reyman Corp.</td>
<td>Martin Spitzel</td>
<td>1453 Vine, N.Y.</td>
<td>Music &amp; Lyrics by</td>
<td>Ad-Staff (NL)</td>
<td>Sportsmen Quartet</td>
<td>Current</td>
<td></td>
</tr>
<tr>
<td>Apartment Real Estate Promotion</td>
<td>Barrington Plaza</td>
<td>H. Weiss</td>
<td>Anderson</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Ad-Staff (NL)</td>
<td>Bob Bing</td>
<td>Same</td>
<td>1960-1 Jan.</td>
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<tr>
<td>Food</td>
<td>Home-Tips Potato Krip</td>
<td>Same</td>
<td>Bob Cooper</td>
<td>Same</td>
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<td>Same</td>
<td>Ad-Staff (NL)</td>
<td>Sofa King</td>
<td>Same</td>
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<tr>
<td>Bread</td>
<td>Holsten's HBP</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Rolf Brandis</td>
<td>Same</td>
<td>Same</td>
<td>1960-1 Jan.</td>
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<tr>
<td>Gold 'Round Bread</td>
<td>Same</td>
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<td>Same</td>
<td>Same</td>
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<td>Rolf Brandis</td>
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<td>Same</td>
<td>1960-1 Jan.</td>
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<tr>
<td>Bath Oil</td>
<td>Tender Touch Holistic Baking</td>
<td>Edward H. Weiss</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Jack Sheehan</td>
<td>Same</td>
<td>Same</td>
<td>1960-1 Jan.</td>
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<tr>
<td>Soft Drink</td>
<td>Pomac</td>
<td>Dr Pepper</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
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<td>Same</td>
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<tr>
<td>Home Appliance</td>
<td>Heat Paint Heat Paint</td>
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<td>Blevins</td>
<td>Same</td>
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<tr>
<td>Eye-Make Up</td>
<td>Maybelline</td>
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<td>Same</td>
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<td>1960-1 Jan.</td>
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<tr>
<td>Laundry Bleach</td>
<td>Beads 'n Bleach</td>
<td>Purex</td>
<td>Edward H. Weiss</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Rolf Brandis</td>
<td>Same</td>
<td>Same</td>
<td>1960-1 Jan.</td>
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<tr>
<td>Soft Drink</td>
<td>Dr Pepper</td>
<td>Dr Pepper</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Rolf Brandis</td>
<td>Same</td>
<td>Same</td>
<td>1960-1 Jan.</td>
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<td>Salad Dressing</td>
<td>Wishbone-Italian Dressing</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Jack Sheehan</td>
<td>Same</td>
<td>Same</td>
<td>1960-1 Jan.</td>
</tr>
<tr>
<td>Beer</td>
<td>Burgmeiser</td>
<td>Same</td>
<td>Same</td>
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<td>Same</td>
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<td>Same</td>
<td>1960-1 Jan.</td>
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<tr>
<td>Beer</td>
<td>Old Milwaukee</td>
<td>Same</td>
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<td>Same</td>
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<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>1960-1 Jan.</td>
</tr>
<tr>
<td>Wade Davis Productions</td>
<td>1 Willett Ave., Port Washington, N. Y. (516) PO 7-3850</td>
<td>Coffee</td>
<td>Maxwell House</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>WCD, N. Y.</td>
<td>Wade Davis</td>
<td>Same</td>
<td>1960-1 Jan.</td>
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<td>Cereal</td>
<td>Team Flakes Nabisco</td>
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<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>On Film, N. Y.</td>
<td>Same</td>
<td>Same</td>
<td>1960-1 Jan.</td>
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<tr>
<td>Shoes</td>
<td>Flings Kinney</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
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<td>Same</td>
<td>1960-1 Jan.</td>
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<tr>
<td>Cigarettes</td>
<td>Tareyton American Tobacco</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
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(Continued)
**January 18, 1964**

**BAND NAME**

**ADDRESS**

**PHONE**

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<th>SPONSOR</th>
<th>AGENCY</th>
<th>COMPOSER</th>
<th>PERFORMERS</th>
<th>INITIAL PERFORMANCE DATE</th>
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**The Jay IV Co., 3940 Ardmore Blvd., Hollywood Heights, OH (216) MA 1-7940**

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**Jack Misch Enterprises, 3355 North Park Rd., Hollywood 37, Calif. (213) 646-4045**

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**Elmer's Services, Inc. 220 East 2nd St., New York (NY) (212) EL 9-2312**

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**Philadelphia Musical Enterprises, 19 E. 54th St., NYC (212) MG 1-9040**

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**United Booking Service, Inc. 700 5th Ave., New York (NY) (212) 596-0600**

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**Stefanin-Tenner Productions, Inc. 500 W. 46th St., NYC (121) YE 2-3945**

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AUSTRALIA

[Concert details and artist names]

HOLLAND

[Concert details and artist names]

PHILIPPINES

[Concert details and artist names]

SPAIN

[Concert details and artist names]

MUSIC AS WRITTEN

[Text about songs and musical performances]
Adenauer Gets Hot-Selling LP

Bonn—West Germany's Chancellor Adenauer received a copy of the Ariola-Eurodisco album "Deutschland aus der Asche" (Germany Out of the Ashes). The album is still selling in strong fashion after release some months ago. General manager of Ariola-Eurodisco, Rudolf Engler, made the presentation.

Ariola's fast-moving series is no trail-blazing venture: Adenauer, Chancellor Ludwig Erhard and other political leaders have been waxing their speeches for disk counter sale for some time now.

The wax review of German history encompasses the entire period from 1914 to 1945 and concludes with Adenauer. The series covering the prewar period and "The Road to Dictatorship," and the World War II series is "Germany in World War II." The Germans, moreover, have had a successful success in transplanting to this sober-sided country the spoofing style popularized by Vaughn Meader in "The First Family.

Seizing the occasion of Chancellor Adenauer's retirement, Beierlein of Munich produced a parody plotter, "Let doch mal den Dicken ran, laust ihn zeigen, was ihr kann!" — "Now Let Pappy Take Over, Let Him Finally Show What He Can Do!" This disk pleased the case, in spoofing style, to Erhard's accession to the Chancellorship.

There then followed Beierlein's companion piece, a light-hearted c.w.-style tribute to "Adenauer," "Goodbye, alter Hauptrichter, Goodbye!" Its Tex-astyle melody — "Wenn die Rosen blau'n am Rhein, werden in Gedanken wir stets bei dir" ("Where the Roses Bloom on the Rhine, You Will Always Be In Our Thoughts")—has become a German top tune.

Meantime the pedagogues are many pressed to take it stand on pop platters. Culture ministries in the 11 West German States (which operate the school systems in each State on the U. S. system) have been advised to include pop in school music courses. The school officials have been handed surveys showing that 4,000 pop platters are produced annually in West Germany and that 75 per cent of male students and 80 per cent of the girls listen regularly to pop.

Music Gals

Name Slate

NEW YORK—MARCH, the music women's philanthropic organization, has had a formal election of officers. President is Jeanette Hendler of J. L. J. Enterprises; Betty Smith of Columbia Records is vice-president; Adrienne Lawner of Francon Music is secretary, and treasurer is Edie Sohmer of Ivan Mogul Music.

First project for the organization is a fund-raising drive for the University Settlement House in Manhattan's East Side. The girls have already donated record, toys, clothing, instruments and a tape recorder to the Settlement House. All arrived in time for Christmas and Chanukah celebrations.

Disks Stars Set For Int'l Show

MUNICH—Polydor producer Gerhard Mendelson staged a teen-age party for Germany's second TV network, that assembled all teen-age stars available from all labels. The live show has been taped for airing in February. These are the artists Mendelson contacted for the show: Lil Babes from Sweden, Soni Ball from Bavaria, Gina Dobra from Bulgaria, Freddy Brock from Bavaria, Thomas Friend from Hamburg, Gerd Boettcher from Berlin, Rex Gildo from Munich, Gino from Greece, Peter Kraus from Austria, Gus Backus from the States, Mina from Italy, Cherry Wainer from London, Francois Hardy from Paris, Jack Ham from London, Albert Raisner from Paris, Gene Reed from the States, Konrad Pringl from Vienna, Benny Quick from Cologne, Ted Herold from Dusseldorf, Shirley from London, the Gerry Friedrich Singers from Tegernsee, and the Max Gregor band from Munich and Mainz.

CBS Takes Over Big N.J. Building

PHILADELPHIA—To strengthen and intensify its distribution in the Southern New Jersey communities, Columbia Broadcasting System, Inc., leased large quarters for its records and sets division at nearby Pennington. N. J. A 4,000-square-foot building was leased in the Airport Industrial Park there to serve as Columbia's distribution center for Southern New Jersey for phonographs, radios, television sets and records. The building, newly built, includes air-conditioned offices and tail-gate truck-loading facilities.

Darin Picture-Song

Folio Hits Market

NEW YORK—"The Best of Darin's," a 40-page song and picture folio, will be marketed by Darin's T. M. Music, Inc. In addition to scores of 13 Darin-penned and recorded songs, folio includes 20 photos tracing the actor-singer's career, plus a biography and color-photo "Deal." Darin died in a car crash on July 20. The folio was published by Darin's T. M. Music, Inc. Intan folio will sell for $2.

Orion Firm Now to Be Called Metronome

NEW YORK — Orion Development Company, U. S. rep for the Metronome label of Denmark, in Scandinavia, is having its name changed. The label will now be represented by a firm with the same name, Metronome Records. Inc. The company will continue to be located at its former West 46th Street address and Mrs. Birgit Pencka, in charge. She replaces Claus Dahlgren, who left Orion to take over U. S. representation for Swedish radio and TV.

Pop Spotlight

With a Song in My Heart

Stevie Wonder. Tamla 250

Limited edition: Stevie Wonder, the 16-year-old wonder who has already sold millions of records, is associated with his youth single release for Tamla-Motown, backed by strings and full orchestra. "Get Happy." All girls (and boys) want to hear this one.

Eligibility to ASCAP Membership

APPENDIX

ELIGIBILITY TO ASCAP MEMBERSHIP

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

WRITERS: Any composer or author of a copyrighted composition shall have completed a commercial recording of his work of his composition or writing regularly published.

PUBLISHERS: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale for at least one year, and who assumes the financial risk involved in the normal publication of musical works.

STANLEY ADAMS, President
AMERICAN SOCIETY OF COMPOSERS, AUTHORS & PUBLISHERS
573 Madison Avenue
New York 25, New York
COUNTRY MUSIC CORNER

By BILL SACHS

Ernest Tubb and the Texas Troubadours are performing this week at the day tour in the Midwest in Wichita, Kan., January 4, and his next stop will be in the West where they appeared on "Grand Ole Opry Saturday." This week Tubb and the lads embark on a swing through Georgia and Florida to carry them through January. ... Pumper Music, Goodlettsville, Tenn., headed by J. Hal Smith, is currently recording on a string of big ones, including "Good Morning Star," by Slim Reeves on RCA Victor; "It Should Be Easier Now," Rusty Draper on Monument; "In the Movies," Tex Williams, and "I Can't Stand It," Harold Howard on Monument.

Danny Harrison has a new release in England on Starlight, Egan's country label. Sides are "Have You Ever Been Lonely" and "Mary Ann," and "Pamper Music," Goodlettsville, Tenn., headed by J. Hal Smith, is currently recording on a string of big ones, including "Good Morning Star," by Slim Reeves on RCA Victor; "It Should Be Easier Now," Rusty Draper on Monument; "In the Movies," Tex Williams, and "I Can't Stand It," Harold Howard on Monument.

Don Wheeler, recently discharged from the Army, is now fronting Joe Carson's New Western Swing Band, while doubling on bass and vocals. Other members of the group are Joe Carson, vocals and vocals, and Red Sullivan, steel guitar, Don Mathes, drums, and Jerry Case, take-off guitar. Prior to its original line-up the band, under the leadership of King Hinchin, Las Vegas, January 23, 1964. Hal Goodwin, N. M., January 15; Lubbock, Tex., January 16, and a return engagement at Panhandle Hall, Fort Worth, January 17-18. Sheriff Tex Davis, who handles the talent at WCYX, Norfork, Va., has signed Ernest With the Country Jockeys

dawn Ashworth as the feature of the station's two-day country show of 1964 to be held in Norfolk, February 23. Appearing on the program will be Ray Price, Porter Wagoner, Minnie Pearl, Harry Stompin' Jones, and the band, four CornTs. The song that's tearing 'em up in the Norfolk area at the moment, according to Davis, is Lefty Fritts' "Sagnaw, Michi- gan," No. 1 song for 1963 in our area," writes the Sheriff, "was Ernest Ashworth's 'Beating 'Ring of Fire' for a pretty good margin. Third was 'Act Naturally' by Buck Owens. Skeeter Davis was No. 4 with 'End of the World.' Don't Let Me Cross Over,' by Carl and Pearl Butler, finished fifth.

Earl Scott, following a seven-day tour with the West Coast's Hula Pies unit starting this week, heads out for California, where he will headline for a string of 15 one-nighters in February under the guidance of Steve Stebbins. ... The Judy Lynn Show, after closing at Hara's in Reno, Nev., Tuesday (14), will play three one-nighters en route to Florida, where they will start a two-week run at the Tradewinds Hotel, Fort Lauderdale, Florida, January 31 and they are to remain through March 15. On Thursday (16), the Lynn show plays Richards Beach Ballroom, Fort Lauderdale, Florida, and Saturday (18) it plays its warms in "Big D," Dallas, Texas.

Jimmy Key, Newkeys Music and Key Talent, left Nashville Wednesday (8) on a tour that will take him through Charlotte, N. C., Washington, Baltimore, Pittsburgh, Cincinnati, Cleve- land, Detroit, Chicago, Kansas City, Mo., and St. Louis, pro- moting the band's "J. D. for a Day," Dave Dudley's "Last Day in the Mines," David Pringle's "The War Is Lost a Man," and Carl Smith's "Rain in the Sunshine." He will also huddle with WCYX producers for Rice Records, a new label which has just launched. ... Added to the membership roster of the Country Music Association last week were: Chuck Alan, Homestead, Fla.; Floyd Cranmer, Tallahassee, Fla.; Charlotte Cromwell, Palm Springs, Calif.; Lee Farley, West Hill, Ont.; Kern Lee Hogan, Glenwood, Tex.; and Z. L. Haymes, Homestead, Fla.; George R. Struth, Scarborough, Ont.; Sonny Thompson, Fort Edward, N. Y.; and Audrey Williams, Nashville.

Webb Pierce's Hitmakers last week took 2nd place in a position in the Commercial League at the Plamor Bowling Alleys in Nashville. Pierce has sponsored the team many years, and now it is fondly remembered by the team when not on the road. He sports a 145 game average. Three members of the Hitmakers are from the management firm, Denny-Moeller Talent, Inc., and W. E. (Lucky) Moeller, who also averages 145, Larry Moeller, with an average of 160, and Jack B. Andrews, rid- dling a 175 average. Non-music business personnel on the team and their averages include Bill Hutchinson, 175; Sonny Russell, 187, and Bud Morris, who tops the team with a 184.
Announcing a new low rate for situations wanted ads to help people in the allied fields of music, record, coin, promotion, entertainment

Classified Mart

Available for Bookings! The Classified Mart is published weekly. All entries are accepted on a space available basis. Ad copy should be sent to:

BINGO-EQUIPMENT MACHINERY, PREFERENCES, REPAIRS, BALI, 39, 121, recent model; CHARTS, 200 each; 45 RPM BROADCAST SYSTEMS, $200; 45 RPM PLAYER, $100; 45 RPM RECORDER, $20; 45 RPM DISPLAYS, $10; 45 RPM STANDS, $5; 45 RPM INSTRUMENTS, $5;

LOUDSPEAKERS, 300 watts; LECTURE SANS, 50 watts; MICROPHONE SYSTEMS, $100; MICROPHONE TOWERS, $200; MICROPHONE TRAYS, $50; MICROPHONE STANDS, $10; MICROPHONE WIRE, $5;

RECORD PLAYERS, $25; RECORD PLAYERS, $5; RECORD PLAYERS, $1; RECORD PLAYERS, $0.50; RECORD PLAYERS, $0.25; RECORD PLAYERS, $0.10; RECORD PLAYERS, $0.05; RECORD PLAYERS, $0.01;

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Classified Mart

High Ticket Record Rack—High Profit Maker!

Our exciting new, non-franchise, high-ticket record rack—holds 120 records, triple brand plastic, with heavy duty metal frame. A surefire winner for small-space or large space dealers. Ask for literature.

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N. Y. 5 6150

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6 P.M. Write: Box 527, Billboard, 165 N. Broadway, New York, N. Y., 10036.

No beginners, please! Prefer complete.

How to get your song recorded

Whether you're a "pro" or a beginner, this book is must reading. Contains information on:

• Your song and what to do with it.
• How to make a demo record.
• Protecting your song and yourself.
• The songwriter and performing rights organizations.
• Your own record label.

Box 527, Billboard, 165 N. Broadway, New York, N. Y. 10036

How to write popular songs—A complete songwriting course for beginning to intermediate songwriters. 235 songs. 720 pages. $5.00. 417 E. 48th St., New York, N. Y. 10017

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EUROPEAN NEWS BRIEFS

Membership Up
VIENNA—Despite the continuing slump in phonograph operations, membership in the International Phonograph Trade Association, Verband des Oester- reichischen Automaten-Gewer- bes (VOAG) succeeded last year in boosting its membership and in strengthening the organization.

The VOAG now has more than 200 members, representing the cream of the Austrian trade. VOAG's membership has been widened to include importers and general import-export agents as well as solely operators. This was necessary because about 80 percent of all Austrian phonographs are sold in the hands of the location owners.

Plan Museum
COLOGNE—West Germany's coin machine industry plans to establish a museum, which would trace the development of the production industry and the coin-operated trade in this country and also in Europe.

The museum would house equipment and significant documents tracing the rise of the trade and would seek to expand for research to students of the world coin machine industry.

Eltec in Belgium
BRUSSELS—Eltec, West Berlin's phonograph producer, is developing a substantial Belgian market through its energetic Belgian distributor, Henry Cool, whose firm of Nonkel Rik is situated at Wetteren, Flanders.

Eltec is having surprising success in the Benelux market with promotion of the phonograph's super-compact economy features. The firm's sales have been largely due to the fact that Coolen works closely with the West Berlin headquarters in translating his own market research into the design of new coin-operated models.

Eltec also uses the Belgian firm as a staging area for its sales promotion efforts in the kingdom, where it is represented by the firm of Gainshead of Reading.

Italian Expansion
ROME—The year 1963 was the most successful phonograph expansion year in Italian history. Total phonograph sales increased over 20,000, from 17,000.

But the most important fact, according to Italian trade authorities, is the substantial expansion which took place in the less-developed area of Italy, primarily in Sicily. The number of phonographs on Sicily increased from under 500 to around 650, together with substantial expansion of coin-operated equipment.

Less-developed areas such as Sicily, Sardinia, and the Basilicata region in the far south offer tremendous potential for expansion in potential in line with general economic development in these areas.

Danish Operation
COPENHAGEN—In the opinion of executives of Skandinavisk Grammophon Aktiebolag, the E.M.I. subsidiary in Denmark, more diskeries could profitably operate phonographs.

Skandinavisk Grammophon in 1963, racked up its most successful phonograph operating year since 1959, the year it entered the operating field. The combination of phonograph operation and the phono- graph rental business has been a phenomenally successful relationship with Skandinavisk, a pattern of coexistence apparently unrivalled anywhere else.

About one third of Denmark's phonographs are now operated by Skandinavisk Grammophon, which makes it the largest operator of the least desirable locations. For example, many of the firm's machines are on Jutland. Finally, the company plays no favorites with its machines but plays the disk in demand, whether of E.M.I. origin or that of competitors.

Swiss System
ZURICH—Switzerland's coin machine industry is reported in 1964 to help other world trade organizations establish trade judicial machinery pattern after its own. Such machinery has proved successful in the prosperity and harmony enjoyed by the Swiss trade.

Operated by the Swiss trade association, Belegunion de la Branche des Machines (B.B.M.), the machinery consists of an ASA commission which is equipped to levy fines.

The commission and tribunal hear complaints involving ASA members and dealing with counterfeiting, untruthful advertising, and "conduct generally unforeseeable a business of high ethics."

Seeburg Says All OK After Issuing Notes
CHICAGO—The Seeburg Corporation has issued $17,000,000 of 5 7/8 percent promissory notes due December 1, 1978, it was announced last week by Delbert Coleman, board secretary.

Purchasers in equal amounts were the Prudential Insurance Company of America and Northwestern Mutual Life Insurance Company. Coleman said that $9,500,000 of the proceeds would be used to retire current back loans obtained last De-

Bally to Exhibit New Bell Fruit Unit at London Show

CHICAGO—Bally will introduce its new bell fruit machine at the London and South Wales Trades Exhibition in London, June 16-22. Bally's President, Bally president, said this week.

Some of the features of the new bell fruit machine, according to O'Donnell, are its "steak styling, illuminated fish patterns, several read symbols and visible jack- pot."

But more than this, the big innovation is that jackpots are paid out during the game, not tokens. One of the several models we shall preview in Lon- don is paid out in a cascade of coins.

Chess-Proof
O'Donnell also said that elec- tron-mechanical coin mechanisms, proved cheat-proof in hundreds of thousands of Bally games, eliminating the need for escala-

pressed by U. S. pinball produc- tion (what Europeans call "flip- pers"). Bermann is already pro- ducing pinballs and intends bringing out new models.

Pinball popularity is growing steadily in West Germany, Bermann believes, but the space required is a limiting factor in this country. German restaur- ants and cafes have substan- tially less space than in the U. S., where space is not a factor in pinball sitting.

If Bermann admires U. S. pin- ball production, and he believes it will be hard for European producers to overtake the U. S. But he believes, nevertheless, that European producers can produce pinballs competing fa- vorably with U. S. product—and competing successfully on the world market.

Labor Shortage
Bergmann points out that the severe labor shortage is handi- casing German coin machine expansion. The labor shortage is serious across the board—in- credible as this may seem to the North American trade.

However, Bergmann is press- ing competitive exports in all directions. The Hamburg firm has signed an agreement with the Euro- pean Common Market, and is negotiating at the moment for the erection of a new general sales agency in France.

In London, Bergmann is en- joying a flourishing business through its United Kingdom representative, Symplye. For the British market, Bergmann is pre- viding a special pendent, Mon- aco, which meets British gaming law specifications.

Modern Equipment
Bergmann was impressed by the very high productivity achieved in U. S. coin machine plants. But he believes West German producers enjoy a cen- tain advantages in ultra-modern equipment—the result of the fact that Bergmann's basic Bally machine is a big unit, which is used in many European countries, but also in the United States, where the market is new for the company.

To Unveil New Wurlitzer
NORTH TONAWANDA, N.Y.—Operators throughout the nation will note the Wurlitzer Model 2800 in distributor showrooms this week. The new model has no radical re- styling, the new programming features, and the addition of the Ten Top Tune feature and the introduction of the seven-inch all-metal horn.

The Ten Top Tune modification makes it possible to set top sides of 10 records or the top and bottom sides of five records with the shift of a lever. This new programming feature enables the ABA listener to hear album music from 10 sides of five records at the same price as the previous edition.

The dual-speed stereo music machine comes in both 10- and 15-selection models.

Little LP's
Little LP records, containing three bands to a side, may be played at 25 cents a side or two sides for 50 cents. Either two quarters or one 50-cent piece will put the two sides into play.

If the phonograph is on 50- cent play (with seven singles for the half dollar) the patron has the option of picking two little LP selections and one single.

The Model 2800 may be programmed with little LP's in (Continued on page 82)
MOSS RELEASE #12
SELECTIONS
- Ain't Misbehavin'/On the Sunny Side of the Street - Ella Fitzgerald & Count Basie
- Verne Album: Ella and Basie
- Come On Home Boy/Tenderhearted Baby - George Hamilton IV, RCA
- Album: Absinthe
- Waseah CANNONBALL/WILDWOOD FLOWER - Billy Strange, Crescendo
- Album: 12 String Guitar
- She's Got You/You Are Sure E'm a Wantin' Man - Make the World Go Away
- Album: Sam Cooke
- Ramona/In High Lights - Al Martino, Capitol
- Album: Painted, Painted Rose

MOSS RELEASE #11
SELECTIONS
- Got Her Off My Hands/Young and Foolish - Tony Bennett, Columbia
- Album: This Is All I Ask
- Sentimental Journey/Tumbling Tumbleweeds - Ted Heath & His Music, London
- Album: Satin Strings and Bouncing Brass
- Freight Train/Quit Your Lowdown Ways - Peter, Paul and Mary
- Warner Bros. Album: In the Wind
- Once Upon a Time/Ebb Tide - John Gary, RCA Victor
- Album: Catch a Rising Star
- Roll On, Columbia, Roll On/The Tale of Michael Flynn - The Highwaymen, United Artists
- Album: Live From The Highwaymen

MOSS RELEASE #10
SELECTIONS
- Fascination/The Last Time I Saw Her - Andre Previn, Columbia
- Album: Andre Previn in Hollywood
- Rawhide/New Mexico - Frank Yoran, Mercury
- Album: Forum Young Aims at the West
- Bye Baby, Bye Bye/Forever, Forever - Felix Domino, ABC-PARAMOUNT
- Album: Here Comes Felix Domino
- Paradise/Me, Wonderful - Ann Margret, RCA
- Album: Reflections of Paradise
- At Long Last Love/You're Nobody 'Til Somebody Loves You - Vic Damone, Capitol
- Album: The Livefest

MOSS RELEASE #9
SELECTIONS
- Real Street Blues/Carless Love - Nat King Cole, Capitol
- Album: Nat King Cole Sings the Blues
- A Travelin' Man/Padin' Gambler - The New Christy Minstrels
- Columbia: Ramblin'
- The Great Historical Run/The Unfortunate Man - The Chad Mitchell Trio
- Album: The Best of the Chad Mitchell Trio
- Till Then/Birdland - St. Zentner, Liberty
- Album: More
- I Can't Get Started/Jaya - Al Mart, RCA
- Album: Money in the Horn

MOSS PACK #8
SELECTIONS
- Shine On, Harvest Moon/I Want a Girl - Frank Fontaine, ABC-Paramount
- Album: Frank Fontaine Sings Like Crazy
- Diamantina/I'll Be Seeing You - Mr. Acker Bilk, Atco
- Album: Call Me Mister
- Remember the Alamo/Peace in the Valley - Johnny Cash, Columbia
- Album: Ring of Fire - The Best of Johnny Cash
- The Hawaiian Wedding Song/When I Lost You - Perry Como, RCA
- Album: The Songs I Love
- Irma La Douce Theme/Je Me Souviens
- Album: Taboo, U.S.A.
- Sound Track, U.S.A.
- Album: Irma La Douce

Contact your regular Juke Box Distributor or One-Stop... or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack-$3.50)

MOSS PACK #7
SELECTIONS
- We Kiss in the Shadow/People Will Say We're in Love - Andy Williams, Cadence
- Album: Andy Williams/Sings Rodgers & Hammerstein
- Any Place I Hang My Hat Is Home: Come Back to Me - Barbra Streisand, Columbia
- Album: The Second Barbra Streisand Album
- Where Can I Go/On Man Time - Roy Charles, ABC-Paramount
- Album: Ingredients in a Recipe for Soul
- A Japanese Garden/In April in Portugal - Ferrante & Teicher, U.S.A.
- Album: Holiday for Pianos
- The Good Life/Theme From a Summer Place - Kenny Ball, Kapp
- Album: The Big Ones

MOSS PACK #6
SELECTIONS
- Bye Bye Blackbird/We Kiss in the Shadow - Sammy Davis Jr., Reprise
- Album: At Large As She Needs Me
- Take Good Care of My Baby/Joey - Anita Kerr, RCA
- Album: Tender Words
- Devotion/What Time is It? - Ferrante & Teicher, U.S.A.
- Album: Love Theme From Cleopatra
- End of a Love Affair/This Could Be the Start of Something Big - Gloria Lynne, EMI
- Album: Gloria Lynne at Los Vegas Thunderbird
- Trouble in Mind/I Can't Stop Loving You - Jimmy Smith, MGM
- Album: Make Flows

MOSS PACK #5
SELECTIONS
- I Keep Going Back to Joe's/Where Did Everyone Go? - Nat King Cole, Capitol
- Album: Where Did Everyone Go?
- The One I Love Belongs to Somebody Else/I'll Never Smile Again - Joe Stafford, Reprise
- Album: Getting Sentimental Over Tommy Dorsey
- Wheels/Muskat Ramble - Chet Atkins, RCA
- Album: Travellin'
- La Vie En Rose/Nature Boy - Mr. Acker Bilk, Atco
- Album: Only You
- Model in Blue/Life Savers Girls - Orig. Soundtrack, U.A.
- Album: Mundo Care

MOSS PACK #4
SELECTIONS
- Moonlight and Roses/Three O'Clock in the Morning - Hugo & Luigi Chorus, RCA
- Album: Cascading Voices of the Hugo & Luigi Chorus
- Love Theme From Mutiny on the Bounty/Theme From Gidget - Jackie Gleason, Capital
- Album: Jackie Gleason Presents Movie Themes-Fan Favorites Only
- Gina/Strangers on the Shore - Felix Slatkin, Liberty
- Album: Winter Love
- The Anthony & Cleopatra Theme/Cassar & Cleopatra Theme - Original Score, 20th-Fox
- Album: Cleopatra
- Lover Comes Back to Me/Misty - Morris Garson, Reprise
- Album: One World Concert

MOSS PACK #3
SELECTIONS
- My Romance/They Didn't Believe Me - Jack Jones, Kapp
- Album: Call Me Irresponsible and Other Jack Jones Hits
- Stardust/The Glow Worm - Boston Pops/Arthur Fiedler, RCA
- Album: Stardust
- Billy Goat Hill/Take Her Out of My Life - The Kingston Trio, Capital
- Album: The Best of the Kingston Trio
- Cherokee/Summer Time - Caterina Valente, London
- Album: Strictly U.S.A.
- Alley Cat/Give Me to the Moon - David Carroll & His Orchestra, Mercury
- Album: Today's Too Mix

OPERATORS
PROGRAM FOR EVERY LOCATION
A total of 55 singles have now been released through the various MOSO Pre-Packs. You can separate these singles into all or your important musical categories—Folk, Country & Western, Dance, Big Band, Easy Listening and Male & Female Pop Vocalists. You can now give each location a best selling musical menu as taken from the best selling Stereo Albums.

RSI MOSS DIVISION, 165 West 65th, New York, N. Y., 10036

To RSI MOSS DIVISION, 165 West 65th, New York, N. Y., 10036

Please send MOSS Pack #12 at $3.50 per pack
Please send MOSS Pack #11 at $3.50 per pack
Please send MOSS Pack #10 at $3.50 per pack
Please send MOSS Pack #9 at $3.50 per pack
Please send MOSS Pack #8 at $3.50 per pack
Please send MOSS Pack #7 at $3.50 per pack
Please send MOSS Pack #6 at $3.50 per pack
Please send MOSS Pack #5 at $3.50 per pack
Please send MOSS Pack #4 at $3.50 per pack
Please send MOSS Pack #3 at $3.50 per pack

My check in the amount of _____________ is enclosed. Please ship C.O.D.

Company Name:

Address:

City:_State:_Zip Code:_

Order Number:

All Purchases are Final

There is No Return Privilege

Developed by RSI in co-operation with Rock-Ola Row-Amei

Record Source International

A Subsidary of Billboard
the Wurlitzer
2800
Makes the swing to higher earnings
The Wurlitzer 2800, the best looking, best sounding phonograph we have ever built, is the latest product of a Wurlitzer policy deliberately established with the operator's interest in mind.

While brilliantly styled in step with the jet age, and incorporating many refinements and improvements over its predecessors, there are no changes just for change sake . . . no radical restyling aimed at depreciating the value of recent Wurlitzer models.

The Wurlitzer 2800 is a superb phonograph. Ingeniously designed to minimize service costs, it has more to offer the location owner, with an array of advanced features that makes it a favorite with patrons.

No words can adequately portray its beauty or define its ear pleasing stereophonic sound. Once you have seen and heard this splendid phonograph you will appreciate what Wurlitzer has done to make the Model 2800 a milestone in the history of instruments expressly created to make the swing to higher earnings.
Wurlitzer

The Only Phonograph Offering
the Extra Earning Power
of the
TEN TOP TUNES
FEATURE

Plus LP ALBUM
SELECTIONS

With a Wurlitzer Model 2800 you've got everything working for you
that will turn music into money. A name that means music to millions.
Jet age styling . . . a mechanism long recognized for its service-free
performance . . . plus the greatest extra coin-coaxing features in a
juke box history — Ten Top Tunes for Fifty Cents — with the versatility that
makes it possible to play pre-selected album tunes from the top LP's.
Or, should you prefer to program little LP's with three tunes per side,
this optional feature is available.

Only Wurlitzer Has This Variety in
Play-Promoting Dome Displays

NEW SPRING-LOADED DOME — Unlock the dome and it lifts automatically to finger hold clearance. Raise
the dome to position with almost effortless action. It can't droop even if a spring should fail. As dome is
opened, the little slip holder can be forced into locked position and is held firmly in place while white
strip is changed. Programming, record changing, needle replacement and tone arm adjustments are
all quickly performed. Dome closes with the same hydraulically cushioned action.

HUNDRED SELECTION DOME STYLING — This ann-
styled silhouette of the Wurlitzer 2800 one-hundred
selection phonograph wildly depicts the complete
die-cast frame which surrounds the program holder
and the dome display panel. This design, standard on
both models, is accentuated by the Kasumi Walnut
color of the grained Bombe side.

NEW COLORFUL GRILLE — Pastel lighted grille
glimmers with chrome finish. Die-cast "W" in trim-
panel framing contours skillfully created sound-
board.

NEW STEREO PROMOTION PANEL — The words "Wurlitzer Stereo" on a three-dimensional glass panel
call attention to the ten small qualities which patrons have come to associate with Wurlitzer.

NEW IMPROVED PLAYBAK — The Wurlitzer 2800 in-
corporates an advanced version of the famed Play-
bak that attracts customers, dimes, quarters and
hundreds. It can be pre-set to offer from one to fifteen
plays per coin.

PELAYS MOUNTED ON CONTROL CENTER — The Wurl-
itzer 2800 introduces a convenient relay control
center on the program box which contains the selec-
tor circuitry and is controlled by five plug-in relays.
These relays can now be checked as you would
check vacuum tubes — a feature that saves time,
speeds service and eliminates a good percentage
of costly callbacks.

T M  M P  T U N E S

The Only Phonograph Offering
Jet age styling . . . a mechanism long recognized for its service-free
performance . . . plus the greatest extra coin-coaxing features in a
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New Stereo Promotion Panel — The words "Wurlitzer Stereo" on a three-dimensional glass panel
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New Colorful Grille — Pastel lighted grille
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panel framing contours skillfully created sound-
board.
Every Unit of Wurlitzer Remote Equipment is a Proven Contributor to Higher Operator Earnings

PRIVATE STEREO SPEAKER MODEL 5121
Pipes personalized music direct to patrons seated in booths, at counters or bars. Features volume control, twin 5" stereo speakers and slot loaded cavity to enhance low frequency response.

STEREO EXTENDER MODEL 5125
New wrap around grille in antique bronze finish features brass-plated zinc "W" and script "Stereo," brass moldings, Neutral finish top and bottom. A 6" x 9" oval speaker is set in a 20" fixed baffle. Treble and middle sound ranges extend stereo sound through location. Sold in pairs. DIMENSIONS: 12" High, 14" Wide, 8" Deep.

STEREO DIRECTIONAL SPEAKER MODEL 5126
Uniquely designed to fill a variety of requirements. May be mounted on wall or in corner vertically or horizontally. Can be rotated 180°. Bronze metal grille, sturdy metal case. Neutral finish. Houses 6" x 9" speaker. Has fader control and matching transformer. Mounting brackets furnished. Packaged in pairs. DIMENSIONS: 22½" High, 9¾" Wide, 8" Deep.

HALF-DOLLAR SINGLE COIN WALL BOX MODEL 5010
The already fantastic play-stimulating power of the Wurlitzer Ten Top Tunes feature gets an added boost from these wonderful little wall boxes. Only 6" wide, 9" high and 2½" deep, they fit on bars, counters or in booths. Patron doesn’t have to move from his seat to enjoy the programmed top tunes at the drop of a half-dollar coin. Deluxe chromed bracket permits eye-appealing installation, features Wurlitzer Crest with see-deep effect. Bracket also available in aluminum finish.

WALL BOX MODEL 5200-5250
Accepts all coins including half-dollars. Has credit indicator and coded key. Top-operated program pages and title strips illuminated top and bottom. Chromed die-cast case. Available as Model 5250 (200 selections) and Model 5200 (100 selections). DIMENSIONS: 15½" High, 11" Wide, 8" Deep.

BASIC PHONOGRAPH SPECIFICATIONS—MODELS 2800-2810

<table>
<thead>
<tr>
<th>RECORD CHANGERS</th>
<th>SIZE:</th>
<th>SPEAKERS</th>
<th>SOUND SYSTEM AMPLIFIER</th>
<th>WEIGHTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Model 2800</td>
<td>Height 52½&quot;</td>
<td>Two 12-inch, one heavy duty and one mid-range. One 6-inch tweeter. Each amplifier contains automatic, four-channel, level control. Four-duty bass and treble controls for each channel. Balance control and manual loudness control.</td>
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<tr>
<td>200 Selections</td>
<td>Width 33¾&quot;</td>
<td>100 Selections from 50 33 and 45 seven-in records</td>
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<tr>
<td>from 100</td>
<td>Depth 27½&quot;</td>
<td>33 and 45 seven-in records</td>
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<tr>
<td>33 and 45</td>
<td></td>
<td>525 Standby 125 Maximum with auxiliary equipment 460</td>
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<tr>
<td>seven-in records</td>
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<td>Unboxed 355 lbs.</td>
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<td>Uncrated 340 lbs.</td>
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<td></td>
<td></td>
<td>Crated 463 lbs.</td>
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<td>Uncrated 386 lbs.</td>
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THE WURLITZER COMPANY • NORTH TONAWANDA, N. Y.
108 Years of Musical Experience
Chicago Coin's Cadillac Bowler
Is Played Without Visible Pins

CHICAGO — Cadillac, Chicago Coin's newest long bowler, is a follow-up to the firm's popular Official Model, and has three changes to accommodate is done by professional bowlers when they are working to set scores for the money." The bowler throws at a spot on the alley. If he hits the first ball, the score continues just as in a regular game. If not, a red light flashes, telling him exactly where to throw to pick up the spare.

Step Up has progressively higher scores for each game. In the five-game frame, the score is 60; in the second game, 40; the third, 20; the fourth, 10; and the fifth, 60. In the fourth frame the program runs down the frame again. This continues throughout the game until the last frame, where the player goes for a strike. The computer keeps track of the player's score throughout the game.

Add-A-Frame permits the player to shoot the entire game in regulation manner. At the end of the game a light flashes, indicating whether the player scores a strike. If not, three once count 30 frames.

Other games are Regulation, Dual Flash and Flash-Off-Matic. Six can play at one time. Cabinet is similar to the firm's previous Official model, but color and trim is changed and there are numerous servicing extras.

The bonus is not applicable to trusts, is limited to $10,000 per person, has no pro-rata clauses, is applied only to actual cash outside on trade-ins, and is subject to several other technical requirements.

Neil Kaplan discussed a 7 cent investment credit that operators take in covering new and used equipment. The credit is given in addition to the regular depreciation allowance.

Opt Can Recover

Kaplan noted it enables operators to recover up to 25 per cent of the cost of their property. The 7 cent per credit is on tangible personal property only and is restricted to one-third of the value of the property if it has a four to six year life, two-thirds of the property value if a six to eight-year life, and 100 per cent of the property value if eight or more years life.

In discussing depreciation guidelines, Harold Minkus noted there were four methods available. Straight line, double declining balance, sum of the years' digits and the 150 per cent declining balance method. The latter two enable operators to take a maximum initial deduction: Minkus noted the life of the equipment with actual practice and that the government now had guidelines on various types of equipment giving depreciation lives.

Dave Branson said that the government appears to be trying to eliminate the practice of buying and selling routes for capital gains purposes. Under the new approach, he said it was advantageous for both buyer and seller to utilize deferred payments in a sales contract.

Op Headaches in Wake Of Memphis Blizzard

MEMPHIS—The snow blizzard that hit Memphis and the Mid-South recently and paralyzed travel for three days and partially hampered it for three more posed some unusual problems for outside operators and distributors.

George Samuel, president of Sammons-Pennington Company, Memphis distributor, cites just a few of the problems encountered: "We have 99 background music vendors in the Mid-South. We put Christmas music on the day after Thanksgiving. Then the day after Christmas all the locations want the Christmas music removed. We have a route set up with a man in a station wagon changing all the music. We normally give them fresh music every 90 days."

This year, though, one man wanted Christmas music October 1. He has a dollar store at Texarkana, Tex-Ark. I told him we couldn’t till after Thanksgiving. "We got the music on all right. It takes about three days for our man to make the entire route, parts of which are in Arkansas, North Mississippi and West Tennessee."

"But this year the snow really threw us behind. It took our man three days to make the entire route, and then the snowstorm covered all the locations where the Christmas music was needed before we could change it."
It Was a Traditional Yuletide
In Lots of Ways for Chicago Ops

CHICAGO—It was a traditional Chicago Christmas for the julebox operators who were concerned. Traditional in more ways than one.

Collections were about even with a year ago, and movie was primarily of the standard, well-known variety.

A special story at Singer and Music Box one-stops showed that operators were lacking a solid, hot Christmas hit. Most of the programming was from libraries.

Gus Tarot, at Singer, said that Allan Sherman’s “Twelve Gifts of Christmas” might have been a hot number, but “it wasn’t out soon enough.” He said the same held true for the Chad Mitchell Trio’s “Wonderful Toy.”

Tarot said operator buying was restricted mostly to standard and this was in the form of fill-in buying, not new stock for a large percentage of stores, such as would take place if a hot hit was being placed.

Steve Hegedus, at Music Box, echoed much of what Tarot said. Hegedus has pretty good business with Bing Crosby’s “Auld Lang Syne,” but that wasn’t enough to make much of an impression.

Intriguing, but one-stops reported a strong pickup after the holidays. Hegedus said there was a shortage of “good standard” for the operators but that the Music Box was doing well with the teen-age market.

Tarot said that Singer julebox business was very strong, especially the out-of-town shipments. Among the hot tunes at Singer are “You Don’t Own Me,” by Lesley Gore on Mercury’s “Teenager’s Book,” and “I Don’t Want to Hold Your Hand,” by the Beatles on Capitol’s “Four Freedom Never Learns” b/w “Charade” on Columbia, which Tarot feels will be a good seller.

The second one-stop for operators, “Mind Your Own Business,” by Jimmy Dean on Columbia, and “Southbound U.S.A.,” by the Dixie Belles on Sound Stage 7.

Declare Belgian Industry
Made Ground in 1963

BRUSSELS—The Belgian coin machine industry made significant strides in 1963, according to H. de Vroey, president of the Union Belge de l’Automatique and of the Bureau de l’Automatique.

De Vroey hailed the action of the Belgian Parliament in amending the nation’s gambling law with regard to coin machines. One provision of the new law states:

“Under the penal law, games which give the player no chance of earning money or of gaining any material advantage other than the type of game itself are not considered games of chance.”

The ruling clears up the cloud under which games of the bingo and flipper type had been operating. They had been forbidden in four of the nine Belgian provinces since August 1963.

The Belgian organization is now pushing for a national tax on coin-operated amusement devices to replace the current system.

De Vroey explained that “under the present regulations, machine operators are in the discriminatory as no exemption is made for coins which result in a taxation of 24,200 francs. The new government bill tends to put an end to this state of affairs and to level taxation by creating a tax ranging between 500 francs and 15,000 francs per annum, according to the type of machine in the category of amusement.”

Name Sales Drive Winners
In Utah Struve Competition

DENVER—Winners of a 60- day sales drive competition by Struve Distributing Company here have been announced by Donald F. Struve, distributor who operates headquarters in both Denver and Salt Lake City.

Winners in the program, which resulted in the cash sale of 50 new phonographs, include:

RICK NELSON—for Your sweet love

Decca (Pop)

MUSIC MACHINE PROGRAMMING

January 18, 1964

Recent STEREO RELEASES
for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

SAMMY DAVIS JR.—As Long as She Needs Me—Reprise

Brenda Lee—Let Me Sing—Decca

Pop Instrumental

TITO PUENTE—Bossa Nova by Puente—Roulette

EARL GRANT—Fly Me to the Moon—Decca

Jazz/Rhythm & Blues

MURPHY CAMPO AND THE JAZZ SAINTS—
Bourbon St. That's My Beat—Spark

LITTLE WILLIE JOHN—The Sweetest Thing

The Teen-age Beat

WES MONTGOMERY

MARK MURPHY—Compositions

SAM JONES—Miles Davis—Riverside

CANNONBALL ADDERLEY—

Folk/Country & Western

BURL IVEY—Singing’ Easy—Decca

International

CATHERINA VALENTE—Madison, Tomoure, 
Bosa Nova (Spanish)—Decca

VARIOUS ARTISTS—Mal Rightn Tonzen, 
Nr. 1 (German)—Telefunken

LOS PEPEITO” MACHUCAMPOS—Spanish 
Selections—Decca

SEEBURG ARTIST OF THE WEEK

RICK NELSON—For Your sweet love

Decca (Pop)

5 New Singles Get Off Well
In Mid-South Locations

MEMPHIS—Five recently released singles have made fast breaks and are selling outstandingly well in Memphis and the Mid-South to phonograph operators.

They are: “As Usual,” by Brenda Lee, Decca; “A Fool Never Learns” by Ami, Columbia; “Soft Winds” by Bill Black, Argo; “Dairy Pickin’,” by Jimmy Gilmer, Dot; and “How Much Can A Lonely Heart Stand,” by Skeeter Davis, RCA Victor.

Frank Herricks, manager of Poplar Tunes Record Shop, leading one-stop in Memphis which sells to the public and local and Mid-South operators, said these five singles were far ahead of the dozens of other recent releases. Herricks is now a new operator.

A check with three representative operators, Clinton Collins, File Amusement Company, Grenada, Miss., Nathan Wheel- well, Service Amusement Company, Jonesboro, Ark., and William V. Forsythe, Forsythe Amusement Company, Millington, Tenn., also showed the five disks leading the play on their phonograph routes.

What Sets Us Apart

Wurlitzer Little LP Set-Up Seen
Boost for Adult Programming

NEW YORK—Wurlitzer’s entry into the little LP programming field with the Model 5000 appears to be right on target. The current operator trend to adult programming.

Sound Advice

In all four major phonograph categories, Wurlitzer now produces models capable of playing the seven-inch stereo album as well as the 12-inch single and 45-r.p.m. single.

Curiously, while sales of special stereo single five-packs in the 33 and the little LP stereo disc are running at an all-time high in the substantial sales to operators, no record company has produced any product except from special order from music machine sources and with a guaranteed delivery date.

The disk companies appear unwilling to make either the stereo or multipack LP’s or the single LP’s of speculation. The order must be there in advance.

A number of operators are boosting collections by program- mings for adult audiences, both with singles taken from leading stereo albums and from cut-down versions of the albums themselves.

With the majority of music machine locations bars and grills, jule box operators have long realized that teenage music will not bring in the top dollar. But they have been programming this music mainly because it represented what was available on singles.

With more and more adult products now available both in the 33 singles and little LP’s—the operator is now able to give the location the type of music they want to hear, and it’s being reflected in the take.

If the trend toward adult programming continues, the increase for going into stereo single and little LP product might become too great for the record companies to resist.
was temporarily replaced by Dean Rolly, regular bass man for the Kingston Trio.

Turk Murphy is hoping to have the first releases on his new label, Mother Lode, out in January. The trombonist plans to issue LP's of the late pianist Paul Lingle and the late humorist lord Buckley, as well as new material by his own band. For the time being most of Mother Lode's output will be well through Murphy's night club, Earthquake McGoon's. . . Kay Starr at the Venetian Room in the Fairmont Hotel for three weeks, beginning January 16. . . Glenn Gould in concert at the Opera House January 25. . . Chad Mitchell Trio appearing January 25 at Berkeley Community Theater. . . Band leader Del Courtney and a partner have purchased local radio Station KSAN for a reported $500,000.

HOLLYWOOD

Bob Crystal, who recently left the Marty Melcher music company to form his own management firm, recently signed his first sister-brother act, April Stevens and Nino Tempo, another of Crystal's acts, the Rip Jocks, have just completed their first LP for Columbia. RCA's new West Coast vocalist, Frankie Fanelli, is cutting his second LP despite his first's still being in the can. Fanelli, a 29-year-old robust vocalist, will have his debut LP released around April, with the second package set for a summer release. . . Jazz Musician Shelly Manne is shopping around for a disc affiliation. . . Gerald Wilson and the band cutting at Dick's World Pacific studio. Wilson's band is heard backing Nancy Wilson on her newest Capitol LP.

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Seattle Vend Op Gives Stores That Certain Extra Something

STAND ON DRUGSTORE LOCATION

SEATTLE—To draw prime locations in busy super drugstores, give the location owner something extra in the way of usefulness, advises John C. McDaniel, large-scale bulk operator here.

McDaniel, in the bulk vending field actively for 15 years, and currently operating 3,500 machines in the Seattle area, has experienced very little difficulty in landing five- and six-head drugstore installations. The reason is simply that the Seattle operator provides each drugstore with a unique combination stand which incorporates a handsome lower shelf, 3 feet by 20 inches, with space for two or three stacks of newspapers, plus the usual wide-high display of six vending machines.

The entire fixture, finished in aluminum, is mounted on soft-tired, easily moved caster wheels, which makes it possible for the druggist who has a clean-up problem to readily move vending machines and the day's stack of newspapers out of the way of the mop or broom.

Hits Tough Ones

McDaniel, who is a student of psychology in "selling the tough prospective location owner," invests around $40 in each of these units, and currently has 20 of them in operation. Naturally, he has strong support from news cutters, who are glad to co-operate with the operator in keeping the stands clean, another advantage of the "combined interest" installation.

Where big, busy drugstores have had unpleasant experiences with stacks of newspapers being spilled, torn and children, and otherwise damaged, the stand is a simple, ideal solution which has gained McDaniel entry into locations which he might never have otherwise opened up.

The Washington veteran went into vending right after a period of service with the Air Force in 1946. Originally from Kansas City, he considered joining the staff of the Vendo Corporation there, but decided to take a flyer at vending instead. He selected Seattle as a city in which bulk vending had not been developed, and with an original partner, set up 1,000 machines, pioneering each location, himself, rather than buying established routes.

After six months he bought his partner out, and since then has developed the Puget Sound's largest bulk operation, with three full-time employees, servicing most machines every two weeks.

Specialization

Developing specialized stands to fit the type of retail outlet in which they are located has been a specialty with McDaniel throughout most of his career. He has built many multiple stands for large supermarkets and heavy-traffic areas, single-machine stands for small locations, etc., all with success.

McDaniel calls himself "a specialist in bulk vending" with no particular featured line. He gave up peanuts, after an experiment with 50 machines

Oak Customers Cash In With Nassau Trip

PITTSBURGH—Bulk vending operators whose purchases from the Oak Sales Company total $50,000 between October 5, 1963 and April 15, 1964, will be guests of the company on a Nassau trip.

The operators will leave from the National Vendors Association convention in Miami Beach. Any operator who has bought $50,000 worth of merchandise from Oak during the period will be able to take his wife, with Oak picking up the tab for both.

The group flies from Miami April 19, at the conclusion of the trip (Continued on page 83)
NVA Counsel Sees Big Year For Bulk Vending Trade

CHICAGO — Donald Mitchell, National Vending Association legal counsel and long a chronicle of bulk vending industry events, predicts 1964 will be the bulk industry's biggest year ever, and cites a continuing succession of events that saw the industry reach its previous unprecedented heights last year.

Mitchell notes that the population explosion in this country will be more directly beneficial to the bulk industry than to any other part of the vending field. Mitchell predicts, too, an increase in capsule vending and a continuation of the multiple vending philosophy.

Among specifics that Mitchell feels the industry should be aware of in 1964:

1. Make new operators aware of the dangers inherent in fast-track, lockdown promotions.

2. Be watchful of encouragement of discriminatory legislation.

3. Continue education of legislators regarding the bulk vending industry.

4. Continue activity and vigilance in NVA to see that the association stands for a clean, healthy, legitimate industry.

Looking back at 1963, Mitchell notes several significant accomplishments was the settlement of the Oak Park case by NVA. The case was causing considerable internal strife in the industry.

Mitchell cited specifically the (Continued on page 77)

Paul Price Firm Really Building

ROSLYN, L. I. — Gremlins got into the presses during the run of a recent story in Billboard and cut the actual size of land recently acquired by Paul Price Company here 90 per cent.

The charm company recently acquired 20,000 square feet (Continued on page 77)

OP PROFITS AVERAGE 4.31% BEFORE TAXES

CHICAGO—Latest figures released by the National Automatic Merchandising Association show that the average operating firm made an annual profit of 4.31 per cent before taxes. The study, conducted by Price-Waterhouse & Company, covered 82 operating firms, including six large publicly owned companies.

The analysis showed that for every $100 of sales at retail, the operator averaged $51.46 in product cost, while operating expenses took another $44.39.

Operating profits for annual sales between $250,000 and $749,999 reported the highest percentage profit, while companies with sales of $750,000 or more showed a 4.31 per cent profit. Companies with sales of less than $250,000 showed the lowest average profit.

Average commissions were 8.33 per cent on total sales.

PK Inventory Sale

PITTSBURGH — The Penny King Company this week released its Inventory Mix, some 30 higher-priced items being sold at reduced cost to cut down on inventory.

Plated and de luxe rings are included in the assortment. Display fronts are available at additional charge.

Scripto Pen VENDORAMA

Scripto Pen VENDORAMA

CABINET NOW AVAILABLE IN METAL OR SOLID OAK

Improved mechanism

Write for Beautiful Illustrated Circular and Prices.

GRAFF VENDING SUPPLY CO., INC.

3105 W. Davis St. • Dallas, Texas

GOOD USED VENDING MACHINES

Victor Twisters, 1¢ $10.00

Victor Vending Machines, 5¢ - 10¢ 12.50

N.W. & R. 2¢ 10.00

N.W. Jr. Clip 11.50

Ajax 2¢ Clip 14.50

Ajax 2¢ Clip Hot Nut 15.00

Ajax 3¢ High Profit 10.00

Ajax 3¢ High Profit Hot Nut 15.00

Killer 4¢ Clip 18.00

Killer 4¢ Clip Hot Nut 16.00

Violet Medal 5¢ 14.50

Violet Medal 6¢ 14.50

National Size 1 Clip 10.00

National Size 1 Clip Hot Nut 15.00

Klickers & Callbacks 14.50

RAKE COIN MACHINE EXCHANGE

TITAN

CULVER CITY, Calif. — Titian, made by Oak Manufacturing Company to vend gum and all sizes of capsules, has been adapted to sell a 5-cent portion of peanuts in the shell, Sid Bloom, an executive of the company, announced.

The machine has a capacity of over 2,000 peanuts. The unit is supported by its own stand, features a separate interchange- able plastic panel that will accommodate penny, nickel, dime, quarter or foreign coins. The Titan is 40 inches high and 15 inches in diameter. It weighs 45 pounds packed for shipping with one to a carton, priced at $49.50 f.o.b. the factory here.

This capsule vending machine has the most accurate mechanism — the true tested and approved by many

101 W. Adams St. • Chicago 2, Ill.

IMMEDIATE DELIVERY

Stamps, Portfolios, Post Cards, U.S. and World Issues, Souvenirs, etc., all kinds, all sizes. We handle complete line of machines, parts & supplies.

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

NAME

COMPANY

ADDRESS

CITY

KING & COMPANY

5700 S. Lake Ave. • Chicago 37, Ill.

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

NAME

COMPANY

ADDRESS

CITY

BOWMAN MACHINE CO.

7111 W. 30th St. • Kansas City 22, Mo.

We handle complete line of machines, parts & supplies.
unmatched editorial integrity and out-in-the-open,
verified circulation statistics and policies keep
Billboard the leader . . . this year and every year.

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<th>Paid Circulation Per Issue</th>
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As a member of ABC since 1914 and complying with its rigid requirements of annual audits, Billboard has guaranteed each advertiser complete, accurate and detailed information as to how many people his ad is reaching . . . where they are . . . and who they are.

This is the kind of information that gives your advertising dollar meaning and direction . . . and the kind of information Billboard feels privileged to extend.

**Billboard**

The only ABC audited publication for the music-record industry.
MUSIC AS WRITTEN

Continued from page 73

MOC: Cuoghi recently signed Murry (Long Tall Texan) Kel- lum for national distribution.

LONDON

Pye managing director Louis Benjamin is planning a major reception to launch Hickory here (25) for the event and are expected to bring some of the label's leading artists. G. Hardstone, D. H. Toller-Bond and B. Annear arrived with the 50-odd representatives of London Records from New York for their 4-day stay and a preview of the British product set for release in the U. S. at an early date... Agent Peter Walsh, who became Roy Orbi- son's world-wide booking agent last year, has been appointed European representative of Monument Records... Two more tracks—"Are You Lonesome To- night" and "Now or Never" have been added to the "Elvis for You" album RCA Victor has set for release here the end of the month. The platter already included the eight tracks of the deleted "Loving You" LP in addition to "Flaming Star" and "Summer Kisses, Winter Tears.

Following the death last fall of noted publisher Reg Connelly, his former general manager, Roy Berry, and secretary, Miss L. Young, have been appointed to the board of the Campbell-Connelly group. Within the group George Seymour becomes a director of Cinephonic Music... Decca's Tony Hall fixed a reception for the Ronettes at the dinkery's new promotional office in London January 2... The Caravelles are due in New York next Tuesday (14) for a three-week promotional visit.

Twenty-seven-year-old David Day, son of Francis, Day & Hunter's Eddie Ball, has ap- pointed director and general manager of thePPD and a director of 11 other affiliated companies in the PPG Group as from Janu- ary, 1964, David spent some 18 months in New York repre- senting the firm's interests there before coming back to take on general duties on the business and publishing side here in London.

HOLLAND

Beatles, from Liverpool, who are the rage in the United Kingdom, are coming to Hol- land on May 2. It is not yet known where they will appear, but Scheveningen is among the most likely places... Dutch Broadcast Corporation, VARA, will produce TV-shows with very popular Dutch singer Rob de Nijl at the top of the bill. Phonomag gave its yearly New Year cocktail party. All visitors got a sample of the newly re- leased <em>Winjoe</em> Mill- joen Oliebollen OP Aardgas" (12 Million Dutchmen on Nat- ural Gas). The producer of the charity-TV-show "Open hot dome," Theo Ortmann, will soon leave AVRO-Broadcasting... Karel Prior, head of AVRO's radio-variety programs, will also leave this broadcast corpora- tion soon. SKIP VOOGD

MUNICH

The radio station WEBH in Chicago has invited German singer Lilisette Malkowski to tour the States and Canada. Starting January 29, she will visit Chicago, Milwaukee, Los Angeles, San Francisco and Toronto... Trini Lopez will get the "Grand Prix Du Disque" for "the outstanding new talent of the year" January 15, in Paris... German teen-age star Peter Kraus will be featured in a TV program of the French TV series "Le Bon Numero." Kraus will be the only guest from Germany at the Music Festival in in Remscheid for January 27-February 1... 150,000 records have been sold of Freddy's LP album "Christ- mass on the High Seas" on Polydor. He started a concert tour in Toronto, Canada. He will record his new Polydor disks in Nashville.

Malvina Chevrall started a tour of Germany. He will visit Hamburg, Hannover, Frank- furt, Duessberg, Dueseldorfo, Munich, Zurich (Switzerland), and Stuttgart... Silvio Fran- cesco, brother of Caterina Val- entine, is the stage of Berlin's "Europe Palace" in Fred Ray- mondo's tactical "Maske In Blau." JIMMY JUNGERMANN

AUCKLAND, N. Z.

Viking setting up an early release of their hot property Peter Pau, it's own com- position "Hootenanny Guitar" and is slated for a release overseas... Chubby Checker's Parkway hit "Loddy Lo" out here next week... Trini Lopez is one of the hottest teen artists in the country right now, his "P.J." LP is rated by dealers all over as the best seller in its fields, stocks sold out before Christmas and orders are piling up... Tony Williams' first release for La Gloria in nine months comes out early in the year, it's the Leeds tune "One Man Mississippi." ...Zodiac released a local duo Los & Simon called "City Lights" a zany take-off of driv- ing conditions in New Zealand. Flip side is a parody on the Field hit some time back "I Remember You (You Gave Me Asian Flu)." ...Talk is that Shirley Bassey will head this way soon... Harry Miller's

(Continued on page 78)

BARGAINS

FOR THE WEEK

LOWERS

Un. Jumbo or Regal, 16"... $7.50
Un. Baton, 14"... $5.50
Un. Payola, 14"... $5.50
Un. Display, 14"... $3.50
Un. Advance, 14"... $1.50
Un. ABC Tournament... $7.50

These Bowlers are as is - all parts intact.

Above prices preferably in quan- tity. Prices do not include do- lling or trucking. Carting, if desired, 35.00 to 50.00
towards.

Write or Call Us Collect. M11-1351

Write for Our Price List on Full Line of Coin-Operated Machines.

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2315 Olive St., St. Louis 3, Mo.

PHONE: Mols. 1-3511, Celio Cardel

NOW DELIVERING

United's Fabulous

BANK

POOL

Order From Your
United Distributor Today!

UNITED MANUFACTURING CO.
Chicago, Ill. 60618

when answering ad...

Say You Saw It in Billboard

NOW DELIVERING

Marvel's NEW

SLUGGER

accurate, Competitive Skill Scoring

10, 5c or 10c Play (Special)

SLUGGER - American made-natural wood cabinet with polished chrome fittings. Precision-built scoring unit and fast-acting mechanism.

MARVEL MANUFACTURING CO.

2845 West Fullerton Ave., Chicago 47, Ill.

Distributors Wanted

H-116; W-123 D-9-8

NOW DELIVERING

WURLITZER

2800

Best looking, best sounding phonograph ever built.

It's here for your inspection.

FIRST MUSIC CO., INC.

1750 W. North Avenue
Chicago 22, Ill.

Phone: DI 2-0500

BEST LOOKING, BEST SOUNDING PHONOGRAPH EVER BUILT

MAKE THE SWING TO HIGHER EARNINGS

with the

WURLITZER

2800

Best looking, best sounding phonograph ever built.

It's here for your inspection.

ROCK CITY DISTRIBUTING CO., INC.

108 Lafayette Street
Nashville 10, Tenn.

PHONE: CH 2-4353

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WARS

HARSTONE, D. H. TOILET BOND-- reception to launch HICKORY here and B. ANNEAR arrived with the early date... AGENT... TO THE END OF THIS MONTH. WESLEY (25) for THE EL... Ent a... AND AARON-- CUGLIARE-- RECENTLY SIGNED MOC. D. CUGLIARE--

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NOW DELIVERING United's Fabulous BANK POOL

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MUSIC AS WRITTEN

Continued from page 77

big package tour set for this month will be headed by Roy Orbison and supports include The Beachboys, The Surfaris, the Joy Boys, while the Ker-ridge Odleon organization will bring Frank Hield backed by Annie Graham Bell and His Jazzman, both units due here the same month, should be a battle of the giants.... Ker-
ridge Odleon have the mammoth group The Beatles for the New Zealand tour and this will be biggest drawing group in New Zealand right now and will need very little advertising to sell, their latest release here climbing rapidly up the charts here.

FRED GEBBIE

OPERATE

W WILLIAMS

BEAT THE LOCK

TWO BALLS ON THE PLAYFIELD AT THE SAME TIME

Exclusive Williams Features
* New Drum Units
* New Coin Switch
* New Lensbox Playfield
* New Larger Coinbox

SYDNEY

Looking back on 1963, there were certain facts and material that comes across as being among the most important events and material of the year. In 1963 very few Australian disks reached the sales mark of overseas disks. EMJ took honors with a manificent-two-record set of Australian folk songs titled "The Bold Bushrangers" on Columbia. ... W & G is the only other company who attempted to break through the folk veil. ... In the jazz field CBS' Sven Liebeck produced the best album of the year with Bryce Robde Quarter's imaginative, modern "Corner."

In the pop field, of course, there were hundreds of releases but only a few showed resemblance to world class--Johnny O'Keefe's "Tim Counting On You," and "Move Baby Move" on Festival, Jack Austin's "I am Proud of You," produced for EMJ by Joe Halford, the Atlanta's "Four and Two" among them. ... There was only one humorous record of any note, Barry Humphries' satirical "A Nice Evening's Entertainment" on EMJ's Columbia label. It was the only disk which could be compared with material released by Allan Sherman.

The overseas trend followed early in the year with the boss nova, folk songs, surfin' and hootenanny. It is expected that the surfin'-stomp era will last until the end on the Australian surfing season early April.

What will follow no one can predict. The hot rod craze will definitely not take on in this country during our winter. It could mean that the English Liverpool sound may be the an-
swer, but then again that is simply turning back the clock to the old sound of rock and roll. It is predicted that country and western music will reach its peak during 1964 with both the NBC-tie-in, CBS and the typical Australian country sound. Here again EMJ leads the field with local and American c.w. mu-
sic, a close second is RCA who, to date, have only released overseas material. George Hilder

ROME

Chauvinism of tourist interests may result in withdrawal of French singers from San Remo Festival. Growth of the event is regarded as threat to the domi-
nance of the nearby French Riviera (San Remo is 40 miles from Nice). ... Yvonne Scotti, who recently toured U. S., switched to Style label. ... Al-
though American ense Mike Bongiorno tried to bring Mina back to TV on his program he was overruled as well as the use of 15-year-old Dino. ... Do-
menico Modugno is recording the score of his current musical, "Tomasso d'Amalfi."
... Milva has turned to songs of the 1920's which she has placed on a disk and now she will do two TV shows devoted to them. ... Al-
though most record buyers "Rita" means Rita Pavone, it has not stopped Pino Donaggio from tapeing a song with that name for rival Columbia. ... First singer from "Gran Premio" TV competition (tied to $1,000,000 national lottery) to win a recording contract is Maria Na-
lia with Style. ... Johnny Do-
relli and Ornella Vanoni greeted New Year on TV with view of tangos. All three islands in the Roy of Naples now have singers who carry similar names. First there was Pepino de Capri, joined last year by Francesco de Ischia and now Vis-Radio has an artist named Gino di Procida.

SAMUEL STEINMAN

LEW JONES

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It's here for your inspection.

Irveng Kaye Bows New
Eldorado Pool Tables

BROOKLYN — The Irving Kaye Company this week bowed its new line of Deluxe Eldorado pool tables featuring a new ball drawer with the underhand be-
low the cabinet eliminated. The bottom of the drawer is flush with the rest of the cabinet giving the entire cabinet a smooth unbroken line.

The balls go to the racker's end of the table after they are released and the cue ball re-
turns to the shooter's end, thus speeding up the game.

The line consists of the Mark I (77 by 45 inches), Mark II (85 by 47 inches), Mark III (92 by 52 inches) and the Mark V (114 by 64 inches). All tables are available with

an all-formica cabinet or with a standard paint finish except the Mark IV and Mark V, which are available in formica only.

Each of the tables contains recessed scoring markers built into the formica top frame. Corners are chrome-plated steel, and extruded aluminum molding marks out all screws between the cabinet and top frame. Large five-inch chrome leg levelers enable the operator to level the table without lifting. 

Each of the tables comes easier by the removable drawers, as the slate bed does not have to be removed for easy access to the aluminum ball divider.

The regulation Mark V comes delivered with a three-

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DISTRIBUTING CO.

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WURLITZER

Best looking,
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over built.

It's here for your inspection.
DENVER—A solution to the problem of identifying background music tapes has been the new hand-operated machines which produce embossed-letter plastic tapes, according to Keane Smith, of Mood Music Systems, Inc., here.

Smith, who maintains background music systems in dozens of top locations in the Denver area, has switched over from the familiar grease pencil, or numbers scrawled on the backs of strips of adhesive tape, to the plastic number variety, with excellent results.

Numbers are simply turned out by setting a small dial to the left of the hand-operated machine, and embossed into the plastic, exactly as the aluminum metal identification disk machines found in most penny arcades operate.

Once completed, the strips are bonded onto the plastic cases in which the 4-hour, 8-hour and 12-hour long-play tapes are used for background music, using a special acrylic plastic glue which actually becomes part of the base material, and which will never come off.

Conflicting ordinances among the counties has led to problems for some of them, Watts noted.

O'Malley Says Canteen to Stay In Auto. Phono Mfg. Business

CHICAGO—Automatic Canteen Company of America President Patrick L. O'Malley held a long-postponed first Chicago press conference last week, creating great confidence and optimism regarding the future of his firm.

O'Malley noted in particular that Canteen's coin-operated phonograph business was "profitable" and that the current Tropicana model was "in great demand.

Juke box production had increased from 30 a day, two and three years ago, to 65 a day since the introduction of the Tropicana last fall. He said Canteen was having a hard time keeping up with demand.

O'Malley also quashed rumors that Canteen was planning to sell its manufacturing facility, saying there were absolutely no such plans at the present time. He noted too that Canteen was planning to set up its manufacturing plants under a separate corporation so that Canteen, as other customers, would buy machines outright.

O'Malley said he would make no prediction regarding sales and profits for 1964, but followed this up by noting that sales and earnings were up substantially for the first four-week period in Canteen's fiscal year (started last October 1). Fiscal 1964 earnings for the period were 7 cents per share or $471,356, compared to $255,711 for the same period last year. Sales for the current period were $20,105,000 (no figure was given for the corresponding period last year).

Commenting on the tobacco-health controversy and the pending report by the U. S. Surgeon General, O'Malley said Canteen would have to wait and see what would happen. He had no immediate opinion.

He noted, however, that in England, where Canteen does considerable cigarette business, sales dropped about 10 per cent when a similar report was released throughout the British Empire. Within six months, however, the 10 per cent loss was erased and Canteen even experienced a 5 per cent increase in cigarette sales over what they had been before the report was released.

O'Malley said that about 35 per cent of Canteen's vending sales volume is done in cigarette machines.

O'Malley also made the following points:

Canteen's overseas operation was doing better than ever before.

Canteen expected to have its best year ever in 1964 with sales hitting the $270,000,000 to $275,000,000 mark, compared to a previous high last year of $258,000,000.

ATLAS . . . . BEST IN NEW AND RECONDITIONED VENDING, MUSIC, GAMES

PHONOGRAPH
50 SEEBURG 222's
REAL SHARP!
Write for Special Price!

CIGARETTE MACHINE SPECIALS!
SEEKBING R-11, Black, Chrome, 110 volts, $6
SEEKBING R-51, Black, Chrome, 110 volts, $165
SEEKBING R-11, Black, Chrome, 110 volts, $135

C. 0. A.

ATLAS MUSIC COMPANY
Established 1924
2122 N. WESTERN AVE., CHICAGO 47, IIL Advertising 6-5005

WURLITZER 2800
Best looking, best sounding phonograph ever built.

It's here for your inspection.

DISTRIBUTING CO.
236 Girard Avenue, North
Minneapolis, Minn.
Phone: 377-1140

Best looking, best sounding phonograph ever built.

It's here for your inspection.
Wurl. Distri in Milwaukee Bow

MILWAUKEE—United, Inc., Wurlitzer distributor, will mark the opening of its new headquarters, 1907 North Third Street, with a week-long grand opening celebration, commencing Monday (13). Operators in the Milwaukee territory have been invited to tour the refurbished offices and showrooms. Completely remodeled, the building also provides United, Inc., with an expanded shop and parts department. It contains more than 6,000 square feet of space.

Following the week-long open house in Milwaukee, United, Inc., president, Harry Jacobs Jr.; Bert Davidson, Wurlitzer regional sales manager, and service chief C. B. Ross hit the road. They will unveil the new Series 28 Wurlitzer phonograph to the trade at three up-State hotel showings. The schedule includes those dates: Hotel Northland, Green Bay, Wis., January 21; Hotel Wauwatosa, Wauwatosa, Wis., January 22, and Hotel Lorraine, Madison, Wis., January 23.

Italian Ops Ask Law Review

ROME — The Italian automatic machine group, SAPAR, is petitioning new Interior Minister Paolo Emiliano Tavant to re-examine the laws involving game machines by appointing a commission of experts to apply the recent Constitutional Court decision drawing a line between amusement games and gambling games.

The question has been begging since the decision and individual operators have been loathe to force a test case which might influence the decision. They feel that they will abide by the decision of the a qualified commission. The court decision made it clear that games for amusement should be legal while those which pay out money or require a bet should be defined as gambling.

Easier to Load — A Cinch to Service

Tops in Profits

the New

Wurlitzer 2800

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Mr. Coin Man

You’re in business to make money. Billboard is in business to help you. Weekly dollars and sense information in every area of your fast-paced industry . . . profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

Get tomorrow’s news today.
Get it fast.
Get it often. Get Billboard.

Give . . . so more will live

HEART FUND
product was presented drew an ovation from the distributor. London artists on the Phase Four line presented their own albums, with Edmundino Ros chairing the presentation. Brief talks by Mantovani, Ronnie Aldrich, Ted Heath, Johnny Keating, Capt. Roryne Bashford and Eric Rogers provided such a display of wit that dis-


distributor Jimmy Martin asked for a tape of the proceedings so that he could duplicate the presenta-

tion for his Atlanta office.

Toller-Bond promised to furn-

ish all distributors with a rec-

ord of the presentations. Along

with photos and possibly slides

—so that Martin’s suggestion

would be implemented.

The product in the various
categories is as follows: eight
Phase Four stereo albums, in-
cluding “Kismet,” by Manto-
vani, Robert Merrill, Regina
Resnik, et al; “Heath vs. Rose,”
“America Sings,” by Eric
Rogers; a piano package by
Ronnie Aldrich; “Trooping the
Colour,” by the Grenadier
Guards; “Swing Revisited,” by
Johnny Keating, and two Phase
Four albums which initiate a
new pop concert series: "The
1812 Overture" and “The Nut-

} cracker Suite,” by the London
Festival Orchestra conducted by
Robert Shepples, and the
“Grand Canyon Suite,” by
the same group conducted by Stan-
ley Black. The latter two have a
catalog price of $5.98. The
“Kismet” is Phase Four’s first
venture into the Broadway scene
and is the first in a new mono
series, with a catalog price of
$4.98.

Five London pop packages,
presented by Joe Bori, in charge of
London and London Intern-


tional product, are led by
Caterina Valente’s "Songs I’ve
Sung on the Perry Como Show" and
include albums with Bill Glave.

London’s international “Musici-
mental Memories” line has been
broadened by some musical
acquisitions not only of nations,
but of cities and provinces. The
new release includes 10 albums
capturing the spirit of Germany,
London, Naples, Japan, Bavaria,
Paris, Calabria, Sicily, Ireland
and Scotland. Leo Halberg pre-

sent the line.

Eight London classical pack-
ages present internationally
tested artists in opera, vocal
and orchestral works. These include
“I Puriitani” starring Joan Sut-

berland; an operatic recital by
Robert Merrill, highlights from
“Falstaff,” by Verdi; Fernando
Corena, Regina Resnik, et al;
Ravel’s “Schéhérazade” and Ber-

’lioz’ “Summer Nights,” by Re-
gina Crespin; Herbert Von Karas-
jian and in the Vienna Philhar-
monic in “The Jupiter” and
“Drum Roll” symphonies; Lorin
Maazel and the Vienna Philhar-
monic in Tchaikovsky’s
Symphonies No. 5; Vladimir Ash-
kenazy and the Moscow Phil-
harmonic in Beethoven’s
Chamber Music; and Karel
Kondrashin in Rachmaninoff’s
“Concerto No. 2,” and Kon-
drashin in Medtner’s “Concertante”
and “Duo in G Major.”

The London-Argo “Imports,”
consisting of music and spoken
word largely unduplicated on
other labels, are pressed and
packaged in England and will
be stocked in New York just as
are L’oiseau-Lyres albums.
London figures the line is a natural
for dealers catering to the “im-


port market.” London is under-
taking a vast poetry project
documenting English literature
from the 14th Century. The first
seven of this project are now
available, along with other Argo
material. The manufacturer’s
catalog price for Argo mono and
stereo is $5.98.

The entire program as out-
lined is Part II of London’s
“SP-64” plan, and is titled “Fab-
ulous Festival of Great New
Releases.” The distributor pro-
gram begins immediately and
ends March 31, 1964. A 15 per
cent distributor discount is ap-


plicable to the following prod-

uct categories: London Phase
Four stereo SP 44000 series.
London mono PM 5500 series,
London Phase Four stereo SPC
21000 series, London Opera
stereo OS-OSA series. London
Opera mono 5000-A 4000 series.
London Classics stereo CS 5 series,
London Classics mono CM
series.

Ten per cent discount is ap-


plicable to London mono LL
series. London International
mono and stereo and Argo mono
and stereo. A delayed payment
provision specified one-half
April 15 and May 15, 1964, with
2 per cent cash discount.

Distributors accepting Lon-


don’s prepared initial order are
entitled to exchange any albums
in the order up to 25 per cent
of the cost. This does not apply
against re-orders.

Distributors achieving quota
receive an extra 2 per cent dis-


count.

Sales aids include: A brochure
featuring product for racks, de-

signed to help distributors sell
rack jobs at specialist SP-64
prices; six newspaper mats; dis-

play and point of sale material;
radio promotional jackets; kick-

kits, etc.

The week’s activities opened
Tuesday (7) with a visit to Decca
House, a tour of the plant at
New Malden, Surrey, and in-
cluded night club and theater
entertainment. Thursday (9) the


 distributers will meet artists, disk

jockeys, radio and TV notables
and attend a banquet tendered
by Sir Lewis.
After the player shoots the ball from the first hole into which it landed, the bouncing starts. As the ball rolls around, the player can also increase its score by lighting (by shooting) four ball-seize targets which the ball hits. Until targets count 10 (each time they are hit by the ball) while lit targets count 100. Each time the ball lands in a numbered hole or hits a side rebound kicker, the four center targets have to be relit.

The gun is a simulated 22-caliber model, and the game is attractively decorated in multi-color motifs. Shipments are expected to begin shortly.

**Nassau Trip**
> Continued from page 74

the NVA, and returns to Miami on April 22. Oak will take care of air passage both ways, accommodations at the Nassau Beach Hotel, dinners and brunches at any of three restaurants and a rum swizzle party.

Further information may be obtained by writing M. J. Abelson, Oak Sales of Florida, 1121 71st Street, Miami Beach, Fla.

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**Wurlir' Model in Chi**

CHICAGO—Operators here will get a chance to view the new Wurlitzer Model 2800 at a showing by First Music Company, Inc., January 13-15 from 10 a.m. to 8 p.m. The unveiling will be accompanied by appropriate festivities with refreshments served to all. First showrooms are located at 1750 West North Avenue.

**Champion Gun Game Features Rolling Ball**

CHICAGO—Chicago Coin's new Champion gun game has players shooting at a rolling ball which bounces around the target area in helter-skelter fashion. The player shoots alternately at the ball and at various targets on the backglass. Players can win extra games by hitting a high score (adjustable) or lighting a series of five pockets. The game starts when the player shoots the ball from a rail into the playfield.

From here the ball lands into one of five numbered holes.

---

**W. German Trade**

> Continued from page 65

was forced after the war to rebuild literally from the ground up.

The Hamburg firm is in the process of consolidating its office facilities, which consist of a modern five-story office building in the Altona district of Hamburg; a factory under a war-time aird raid shelter, and manufacturing facilities outside Hamburg.

Bergmann has started the European trade with the success of its target game Arizona, which demonstrates the Bergmann thesis that some of the obvious game ideas can still be the best if they are properly exploited.

Arizona fires actual pellets and has a telescopic sight which can be reversed to produce the illusion of a man, with gun and target. Ernest Bergmann calls Arizona the greatest production success since the firm started up in 1906.

Bergmann's backlog is over six months, and production is being carried out at Elpekamp, the factory outside Hamburg which normally concentrates on phonograph production, as well as in Hamburg. Duncan Sales Company of Cincinnati is handling U. S. sales of Arizona.

---

**Wurlitzer 2800**

**Best looking, best sounding phonograph ever built.**

**It's here for your inspection.**

Mickey Anderson Amusement Company
314 East 11th St., Erie, Pa.

---

**To Unveil New Wurlitzer Model**

> Continued from page 65

sections A through D, giving a total of 16 targets. 

The album programming on 33 stereo, combined with the Top Ten Tunes feature of 45's, allows the operator to program for both adult and teen-age tastes.

The restyled dome permits a wide variety of displays and combinations, including location identification and a strip for the programming feature.

**Album Covers**

Miniature album covers may be inserted into two small plated holders inside the dome. These holders also can be used to describe the type play for which the phonograph is set in one of the sections while indicating the specific tunes in the other.

The Ten Top Tunes feature is still activated by the Golden Bar. New is a printed panel on the escuchion plate immediately below the Golden Bar. This indicates the number of plays which the patron will receive upon the deposit of each coin. The dome is spring loaded with a half of 40-sided die allowing the dome to be lifted to any position for record and title strip changes. The display panel remains in a fixed position so that the interchangeable strips with their color backings may be quickly inserted to indicate the type music included as a programming special.

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**Nassau Trip**

**Wurlir' Model in Chi**

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**Champion Gun Game Features Rolling Ball**

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**W. German Trade**

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**Wurlitzer 2800**

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**To Unveil New Wurlitzer Model**

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**Wurlitzer 2800**

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**Easier to Load — A Cinch to Service**

**Topps in Profits the New Wurlitzer 2800**

COME IN AND SEE IT

Serving Alaska, Washington, Oregon, Northern Idaho and Western Montana

THE WURLITZER COMPANY

154 So. Van Ness Avenue
San Francisco 3, Calif.
Area Code 415—UNDERhill 3-7900
That Certain Extra Something

Continued from page 74

Washers, waxesd paper, and art, exchanging complete heads on the average stop.

Incidentally, because of the high percentage of moisture in the Seattle area, where it never snows, but where drizzle rain falls through most of the winter, he personally developed a "weatherproofing system" which incorporates the use of rubber washers, waxed paper, and heavy rubber gaskets, at the point where globes attach to his vending machines. Long experimentation with various types of rubber, plastics, etc., has produced a water-proof vending machine which can take the heavy moisture, with no discoloration stickiness or loss of flavor in the products vended. Incidentally, most of his machines are basic Acorns which McDaniel modifies to fit the situation.

Keeps Close Tab

With his wife handling the bookkeeping, McDaniels keeps extremely close tab over his 3,500 machines, constantly diversifying in locations which have as many as 14 to 18 machines. He vends licorice, Boston baked beans, ball gum, tab gum, chicle treats and jelly beans, with emphasis on 100-count gum as a steady best seller. His candy mixes have proved popular in both 1-cent and 5-cent operations, the 5-cent machine becoming extremely important in recent years.

McDaniels inspects all of his routes personally every two months, and makes a career of meeting location owners personally, shaking hands, asking them to call in immediately whenever dissatisfied with the machine. He maintains goodwill for the Palmer Company, his business title, by regularly replacing machines on the average of once every six months, completely stripping down, refurbishing and rebuilding every vender after it has put in six months of duty in the same location. Most of his machines thus sparkle like brand-new ones, a factor which has been highly favorable in building up an operation of this size in a few years' time.

Along with being one of the busiest bulk operators in the country, McDaniel has time to serve as district governor for the Lions Club, heading up 46 clubs started through the Pacific Northwest. He attended the international convention in Miami last year, where Mrs. McDaniel landed an eight-foot sailfish. McDaniel's hobby, too, is fishing in the salt water and fresh water lakes, bays and streams which abound in the Puget Sound area.

Contrary to the experience of most operators, McDaniel has had little competition in the Seattle area, primarily because his operation has grown continuously "by request" — location owners asking him to set up his equipment, rather than waiting for him to solicit. In many cases, he has replaced older machines which got little attention from the operator, and considers this a necessity.
WHOSE GOT THE BUTTONS? Aaron Schroeder, who's publishing the theme music from the French film "The War of the Buttons," supervises rehearsals for a single taken from the track entitled "Papa Go the Buttons." The young performers on the single are members of the Broadway cast of "Oliver!" Seated is co-producer Yves Roberts.

CONERS IN AUSTRALIA: Sven Lislevak, manager of A&M for Australia's CBS, has signed Kevin Todd and Laurel Lee to long-term contracts. Todd was formerly under contract to EMI.

BEATLE-MANIA GOING TO HEAD: Starlet Gail Stewart recently recorded a "Beatle Cut" from stylish gown show of Beverly Hills in honor of arrival of the group in the U.S. The real Beatles, however, are all, will appear on Ed Sullivan show February 9 and 16.

WHEN'S WHO  FROM MARKET
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