Mfrs. Seek Formal Freebie Arrangement With Pubbers

By PAUL ACKERMAN

NEW YORK—The problem of royalty-free records has reached a new and acute stage, with a number of record manuf
ufacturers—major and indie—seeking to formulate concessions that would allow the sales of records by manufacturers to be done on an individual basis, and that would be made by retailers to all music publishers rather than by the recording companies’ representatives.

The Fox organization believes that the attempts to develop the concept of royalty-free disks deviates from the fact that the manufacturers are making disks for sale and not for personal use. Such claims, including several from the Fox office, involve very substantial sums of money, and a large segment of these claims relates to so-called “no charge” records. "No manufacturer," states Al
Berman of the Fox office, "seeks to be confronted with a royalty claim on a disk that happens 12 months or 18 months after the release of the records in question."

Approaches Varied

The approach taken by various record manufacturers varies. Mercury, via a letter from its executive office, asks allegations of free records published in 300 free records per 1,000 for the first 100,000 disks. This is a request for a return to the terms of the original agreement.

Ed. Note: Developments in the Eurovision Contest, fast becoming Europe's foremost entertainment event, have taken some unusual turns in the past week. Sweden has capped its efforts, Holland has topped its No. 1 singer, Annette Stratten, with its entry and the BBC has named Matt Monro as its single singing entry for Britain. Monroe has turned down the country's top songwriters to write special times for the competition, one of which will be selected as the winner. Three of Billboard's world-wide list of correspondents, Henry Fox, Stockholm; Skip Young, Rome; and Annette Stratten, London, squared it out.

Decca Opens Owned Branch Memphis Way

The new branch is No. 20 for the label and it will distribute the parent label plus its Coral and Brunswick subsidiaries. This product had been previously distributed by the Stassen-Warren Hardware Company for the past 10 years on behalf of the company. The new branch will be operated from the company's own location in Memphis.

BRITISH BOOM GOES SKY HIGH, TOPPING $8 M.

LONDON—In figures just disclosed by the Board of Trade, it is revealed that the British record boom took its steepest climb during the month of October of this year. Figures for the month of October show that 100,000 records were sold, which represents a 40 per cent increase over the comparable figure for the month of October 1962.

Manufacturers' sales in October were valued at over $13 million, compared with $12.5 million in September, which was the lowest monthly figure for either of the two months. For the month of October, sales were up 40 per cent over the September figures.

The figures for the month of October are encouraging for the industry, which has been faced with a number of problems. The rise in sales is a result of a number of factors, including the increased production of new records and the introduction of new formats, such as long-playing records. The rise in sales is also a result of the increased advertising and promotion of records, which has helped to create a greater demand for records.
Money from "The Horn"

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

RCA Victor

The most trusted name in sound
NEW YORK—London Records announced Thursday that its new vice-president and general manager Arthur Haddy, a 17-year veteran of RCA Victor Records, is being transferred to the London office from New York. The move is part of a policy of centralizing the company wide administration in Europe, according to Jack Skaff, London's regional manager, who is moving to the New York office.

Haddy, who has been associated with RCA Victor since 1944, will be succeeded in New York by Jack Skaff, who has been with the company since 1947.

The transfer of Haddy to London is part of a policy of centralizing administration in Europe, according to Jack Skaff, who is moving to the New York office.

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LATE SINGLE SPOTLIGHTS

Pop

BRUCE AND TERRY
CUSTOM MACHINE "Sea of Tunes, BMI" (1:35)—Another Green Hornet for the drag strip set. Team has the chrome-can-overhead valve heads and the bulk-in-nozzles making the chart scene these days. Flip is "Makaha at Midnight" (Daywain, BMI) M-1151.

GENE PITNEY
THREE SONGS TO YESTERDAY "Pitfield, BMI" (2:51)—A strong entry in a long line of powerful sides for the young singer. Pitney turns in an emotion-packed performance on a dramatic ballad of love lost. Flip is "Who Needs It" (Pitfield, BMI) (2:54).

GLISSAMBRA "Satur-day, Brinny, BMI" (3:05)—A jazz-flavored blues instrumented penned by Bryant. The side moves along with ease and is a fine side for great programming. Flip is "Joe" (Dorothy, BMI) 3:30.

Country & Western

CARL SMITH
SWEET LITTLE COUNTRY GIRL "Four Star, BMI" (2:02)—The cover track will be "Weedswood, BMI" (2:28)—A swingin' country ditty sung by Carl. Lyric line is as catchy as the beat. Effective guitar and harmonica interludes complete a mighty fine sound. The other side is a soulful lament of loneliness sung with tenderness and feeling. Country piano adds effective touch in background.

COP CHARGE
Blavat With Segregation

PHILADELPHIA—What's only white disk jockey, Jerry Blavat, has been called "the new Big Bill"
Blavat, is now hit with the charge of segregating policies for his Saturday night record hops at Wagner's Ballroom.
Charge was fired at him by Consumer group here through its president, Lillian Taiz, who said that "Negroes are denied admission" at Blavat's record hops conducted in the city's major dance hall.
"We are definitely confirmed our conviction," said Miss Taiz. She added that Wagner's is composed of private memberships, our group; sent a white man after a black member to see that they could attend the record hop. They were immediately directed to turn a Negro couple to apply. They were told that reserva-

HANK'S SON
JOINS MGM

NEW YORK—Hank Williams Jr., 14-year-old son of the late, great King of Country Music, has joined the MGEM Records, the label which is part of all the Hank Williams music.
The youngster's first release will be a version of a song called "The Blues," written and first recorded by Hank Williams Sr. This Junior Williams Jr. will do the song on the EMI label.
The MGM record will be released on January 1—just 11 days after Hank Sr. Williams on New Year's Day, 1953.
Hank Jr. is managed by his mother, Audrey Williams, and his father, Hank, Jr., is on the national staff of the William Morris Agency.

GOLD CHRISTMAS; Steve Sholes and Elvis Presley scored off new gold record for the million-dollar sales of his "Hound Dog," a song released last year. The set was first issued in 1959 and has sold over the 100,000 copies so far, making it the sixth Presley set to earn RIAA's golden plaque.

Gorme-Lawrence Team for Special On Metromedia

PHILADELPHIA—Something of a trend is developing for recording artists, "The Metromedia Circuit." Steve Lawrence will star in his own live radio show on Metromedia-owned WIP here, New Year's Eve.
Lawrence and spouse Eydie were given 30 minutes Christmas night on sister station WNEW, to sing live and make merry. WIP also had the tale as guest artists several weeks ago.
Lawrence is in the City of Brotherly Love from his Broadway opening of the musical, "The First Lady," which he plays The lead. The Columbia Recording artist will introduce some of the new music from the show voice comment about the world of entertainment and play the more for the years of 1963.
The WNEW Music Spectacles have in the past spotlighted live with group or band backing such recording artists as the Righteous Brothers, Robert Goulet, Ella Fitzgerald, Lena Horne, Duke Ellington, Brook Benton, the Duke of Dixieland, among others.
So far the shows have been limited to WNEW for reasons of cost, with WIP using the record artists as guest on special record shows.

Wand Waves 5 Keys

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

AGC CUTS COMMISSION

NEW YORK—The American Guild of Authors and Composers, following its publication and audits royalty payments for its members, has reduced its commission to 15 per cent, effective Monday (1). According to Miriam Stern, AGC president, "The guild has been collecting nearly $2,000,000 on behalf of its members in the last 12 months, and all of this sum, about $100,000 would not have been collected if the old 25 per cent AGC audit, Miss Stern said.
"We added that during 1963, members will pay the 4.5 per cent commission up to $1,000 each. After this amount is reached, no more commissions are payable."

Vol. 74 No. 1 January 4, 1964

ORK LEADERS ENTER CONTRACT TALKS AFTER LETTER TO LABELS

NEW YORK—As a result of United States Supreme Court's decision Monday (9), which gave a group of orchestra leaders a victory in the American Federation of Musicians (AFM) suit over the 10 per cent surcharge tax, the group is now protesting to the AFM and the record companies.
The leader's group has written a 20 record manufacturers through their agents, asking the disk firms are bargaining with the union, who are employees of orchestras leaders and not employees of the record companies, and that such bargaining constitutes an unfair practice.
The group alleges that the firms are overlooking the employees of the Leaders and thereby violate the antitrust law. They also claim that record makers have "played the record industry's "jockeying" and have violated both the Sherman Anti-trust Act being violated because the record firms make payments into the AFM Pension Fund and the music performance Trust Fund. They say such payments are the obligation of employers and, since the recording companies are the actual employers of the leaders or their sidemen, they view them as such.
They also work the record companies that if they do not do business with these firms and terminate their contracts, the leaders should be fired, and record orchestras should be formed, they added.
The Supreme Court ruling, the leaders group feels, establishes once and for all that orchestra leaders are the employees of the leaders in the single engagement field as well as the steady engagement field, and established in the Battelis and the Griffin Williams cases.

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 coma

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Don't just sit there and stare at your sold-out shelves... re-order a new batch of Columbia's big, money-making best sellers now and keep those profits coming! See your Columbia Salesman today!

<table>
<thead>
<tr>
<th>Album Title</th>
<th>CL</th>
<th>CS</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Second Barbra Streisand Album</td>
<td>2054</td>
<td>8854</td>
</tr>
<tr>
<td>The Barbra Streisand Album</td>
<td>2007</td>
<td>8807</td>
</tr>
<tr>
<td>West Side Story/Sound Track</td>
<td>OL 5670</td>
<td>OS 2070</td>
</tr>
<tr>
<td>Days of Wine and Roses/Andy Williams</td>
<td>2015</td>
<td>8815</td>
</tr>
<tr>
<td>Robert Goulet in Person</td>
<td>2088</td>
<td>8888</td>
</tr>
<tr>
<td>I Left My Heart in San Francisco/Tony Bennett</td>
<td>1869</td>
<td>8669</td>
</tr>
<tr>
<td>Moon River/Andy Williams</td>
<td>1809</td>
<td>8609</td>
</tr>
<tr>
<td>Johnny's Greatest Hits/Johnny Mathis</td>
<td>1133</td>
<td>8634</td>
</tr>
<tr>
<td>Johnny/Johnny Mathis</td>
<td>2044</td>
<td>8844</td>
</tr>
<tr>
<td>Ring of Fire/Johnny Cash</td>
<td>2053</td>
<td>8853</td>
</tr>
<tr>
<td>The Freewheelin' Bob Dylan</td>
<td>1986</td>
<td>8786</td>
</tr>
<tr>
<td>The Clancy Brothers at Carnegie Hall</td>
<td>1950</td>
<td>8750</td>
</tr>
<tr>
<td>Here's Love/Original Cast</td>
<td>KOL 6000</td>
<td>KOS 2400</td>
</tr>
<tr>
<td>The Sound of Music/Original Cast</td>
<td>KOL 5450</td>
<td>KOS 2020</td>
</tr>
<tr>
<td>Themes for Young Lovers/Percy Faith</td>
<td>2023</td>
<td>8823</td>
</tr>
<tr>
<td>Big Folk Hits/ The Brothers Four</td>
<td>2033</td>
<td>8833</td>
</tr>
<tr>
<td>Camelot/Original Cast</td>
<td>KOL 5620</td>
<td>KOS 2031</td>
</tr>
<tr>
<td>This Is All I Ask/Tony Bennett</td>
<td>2056</td>
<td>8856</td>
</tr>
<tr>
<td>Presenting: The New Christy Minstrels</td>
<td>1872</td>
<td>8672</td>
</tr>
<tr>
<td>Johnny's Newest Hits/Johnny Mathis</td>
<td>2016</td>
<td>8816</td>
</tr>
<tr>
<td>West Side Story/Original Cast</td>
<td>OL 5230</td>
<td>OS 2001</td>
</tr>
<tr>
<td>We Shall Overcome/Pete Seeger</td>
<td>2101</td>
<td>8901</td>
</tr>
<tr>
<td>Time Out/Dave Brubeck</td>
<td>1397</td>
<td>8192</td>
</tr>
<tr>
<td>I Am the Greatest!/Cassius Clay</td>
<td>2093</td>
<td>8893</td>
</tr>
<tr>
<td>Heavenly/Johnny Mathis</td>
<td>1351</td>
<td>8152</td>
</tr>
<tr>
<td>Shangri-La/Percy Faith</td>
<td>2024</td>
<td>8824</td>
</tr>
<tr>
<td>Seven Steps to Heaven/Miles Davis</td>
<td>2051</td>
<td>8851</td>
</tr>
<tr>
<td>Andre Previn in Hollywood</td>
<td>2034</td>
<td>8834</td>
</tr>
</tbody>
</table>
MEET THE

BRITAIN'S "BEATLEMANIA" HAS SPREAD TO AMERICA!

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

I WANT TO HOLD YOUR HAND

FIRST CAPITOL SINGLE:
I WANT TO HOLD YOUR HAND
b/w I SAW HER STANDING THERE #5112

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

Capitol RECORDS
Mr. Seek Freebie Arrangement

* Continued from page 1

would total 30,000 free records. Other companies, such as Ladies and Gentlemen Segero, wish to have a clause in the mechanical royalty contract validating the content of free records, Segero said.

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

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

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

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

* Some Are Doing It

The Fox office stated that “our publishers are not signing any blanket arrangements, though some smaller publishers are signing to the manufacturers.”

Publishers in general are known to be concerned over the attempt by manufacturers to secure a formal understanding on free records. Some feel that in view of the fact that the songwriters receive one half the mechanical income, they cannot make any valid agreement with manufacturers without first seeking the permission of the songwriters.

The Fox office refuses to speak of the records. Al Herman said: “These are discount records, and royalties are not a matter for discussion. But some manufacturers may be trying to evade the problem by charging a lower price—a 10- to 20-cent margin being allocated to defray publisher and artist royalties.

Eurovision Report

* Continued from page 1

Chris Hutchins, London, report the details below.

STOCKHOLM—Because of a conflict between the Teaterforbundet’s association and Radio Sweden, this country will not participate in the 1964 Eurovision Song Festival. The festival is to be held in Copenhagen March 21 and usually draws a large number of the scant-500,000, Farn, Luxembourg, Netherlands, Belgium, Germany, Switzerland and Austria.

The reason for Sweden’s dropping out of the Festival this year is a battle between the association and the radio network which is operated by a member of the Teaterforbundet’s association and Radio Sweden, which is a member of the Nordic Broadcasters.”

THE HAGUE—The Netherlands on the other hand, will not have exhibited their record exhibited in the Eurovision Festival in Radio Sweden, however, is already returning manuscripts to composers.

LONDON—Britain is making an attempt to win the 1964 Eurovision Song Contest. The BBC has designed a sensational chart, and Matt Monro is assured of singing the British entry in the contest. In the past, most of them newcomers—have sung the individual entries in this major competition. For the 1964 event Matt was invited to pick six songwriters (the smallest number ever to enter) and sing their six songs in the mail-order package sales of phonograph records (not put on the public record) during the FTCs lengthy hearing in the matter. The allegation that the Columbia Record Company was indulging in false price advertising tended to monopolize not only Club sales of LPs, but the whole market. Government attorneys further stated that the record was not in competition with other records. They would be emphasizing this point, and noted that “notwithstanding any view the publisher or artist would take, the promoter associate and the radio network which is operated by a member of the Teaterforbundet’s association and Radio Sweden, which is a member of the winning contest. For the 1964 event Matt was invited to pick six songwriters (the smallest number ever to enter) and sing their six songs in the mail-order package sales of phonograph records (not put on the public record), during the FTC’s lengthy hearing in the matter. The allegations that the Columbia Record Company was indulging in false price advertising tended to monopolize not only Club sales of LPs, but the whole market. Government attorneys further stated that the record was not in competition with other records. They would be emphasizing this point, and noted that “notwithstanding any view the publisher or artist would take, the promoter association and the radio network which is operated by a member of the Teaterforbundet’s association and Radio Sweden, which is a member of the Nordic Broadcasters.”

GREAT OPPORTUNITY...

Large phonograph record manufacturer is seeking a man who will administrate the operations of all its branch distribution offices. This man must have an accounting background and a working knowledge of all phases of administrative operations. If qualified and interested, please send resume which includes education, experience and salary requirement.

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Reader’s Digest Agrees to Stop ‘Free’ Disk Offer

* Continued from page 1

Columbia’s chief advertising manager Walter Hiteisen testified to show that a million dollars could not be spent in direct competition with club publishers consumer record dollar.

The emphasis was placed on the record that Columbia, through the “beat the drum” campaign, was therefore not the monopolizing government was trying to claim.

Also, Columbia attorneys implied that RCA Record Club operations is so paralleled by the Digest package goods, that their honor would not tell an IP title per cent of Club from the Digest product in many cases. The Digest subsidiary, “Reader’s Digest Musics” a cut-price agent for the RCA Victor Record Club, Hiteisen testified.

The FTC case against the Columbia Club is still under study by the Appeals hearing examiner Donald R. Morning, who has requested the Commission for a hearing on September 10, to file his decision in the Columbia Club case.

The current consent decree which concentrates on Digest sales, publishers and the subscription bars the Digest Club is alleged misleading readers with offers which are really not free unless buyer agree to join the Reader’s Digest Condensed Book Club and pay for subsequent volume or volumes or non-officially notify the Digest of cancellation of acceptance.

Fiducial Savings

The only way the “free” book could be obtained without paying regular price of $2.73, FTC complaint also charges that Digest representation fictitious savings in subscription offers to the magazine.

Since phonograph record sales are still at the Columbia level, the product in the complaint and consent, FTC would appear to be well within the right to seek similar tactics in labeling record manufacturers who offer subscriptions which offer savings but would not offer any books.

Gleason Tribute Aired on CBS TV

NEW YORK—A tribute to recording, television, stage and motion pictures star Jack Gleason will be aired Saturday on the CBS Television Network.

“The Many Worlds of Jackie Gleason” will commemorate the television, radio and motion picture business and document some of the star’s best known roles.

The many-faceted talent has made a strong impression on the American public with his big orchestra-leader-musical comedy-club-burlesque for Capitol Records, as well as on his own independent publishing company. Gleason has also been acknowledged in introducing new talent to the country via his various shows. Among the talenrs given new exposure under Gleason is comedian Frank Fontaine, who has become a top selling recording artist on his own.

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Thank you for making 1963 one of the biggest dollar years in RCA Camden history. 1964 promises to be still bigger and better. The quality of our new product offers you tremendous profit potential. So get in on the big money making from the beginning. Start stocking these new releases today.

THE GREATEST STARS AND SONGS
ANN-MARGRET
CHET ATKINS
FLOYD CRAMER
EDDIE FISHER
AL HIRT
THE LIMELITERS
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THE COUNTRY HITS!

Love Walked In
ANDRE PREVIN

Gloryland Jubilee
BLACKWOOD BROTHERS QUARTET

RCA CAMDEN AMERICA'S BIGGEST ENTERTAINMENT VALUE!
CONCERT REVIEW

Folks Really Rock

In West Coast Park

Folk singers come in quanti-
ties these days, so when one appears on the same bill the rafters really vibrate. This was the case when Bud and Travis duos were featured at the Modern Folk Quartet at the Old West Coast Park Tuesday (17) in what can only be described as a dynamic pairing of two excellent folk groups.

The "older" Bud and Travis duo are the featured headliners this weekend at the Park. Their emphasis on Spanish material al-

arrant, displays of complex and fiery guitar work as strong back-

bonding for their vocalizations which range from the somber to the light-hearted to satirical readings.

It is in this latter category that the Liberty disk stars have found one of the few places to be heard. They are not only very talented and in-

strumentalists, but their turn in-

cludes fast one-line spicy anecdotes and reflective thoughts.

And when they dig into a number such as "Joy," a lang-
guoid ballad, the impression is enhanced by their performing at the peak of efficiency, which is only increased by their becoming such strong faves along the collegiate circuit.

For the Modern Folk Quar-

tet heard on Warner Bros., the path to musical success is not too far away. They have become one of their young folkies present a polished act built on zest and gusto. There is a touch of the Hi-Los in their vocalizing on cho-

ruses. Instrumentation of the quar-

tet offers two guitars, banjo and bass which provides a rock bottom foundation on which the boys romp through their up-
tempo selections such as "For-

dan River," "East Virginia" and "Hold the Fort." Perhaps their most poignant selection, however, was their final num-

ber, a recording of 19th century Spanish holiday reading done with impeccable taste and execution.

ELIOT TIEGEL

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

HOLLYWOOD — The problem with young A&R men is that they lose sight of their minds to creative suggestions, declaresvet producer and head of A & R for A. & R. Voyle Gilmore.

"There are so many of today's producers developing outside the major diskiers in the independent range. The same music industry has become the industry's minor league for A&R men. Gilmore states. "They are getting a taste in being an A&R man today that there was 10 years ago. But today every kid wants to be a producer and not everyone has that vision principally.

When the producer makes a hit, he's full of "I told you so"... Gilmore feels it's imperative for a producer to have some academic knowledge of recording techni-

cues. "Some guys are so loose at their sessions," he relates. "That they run into problems." A lack of preparation is indicated in these instances, Gilmore said.

"In the last few years the qual-

ges for becoming an A&R man were a knowledge of music and a keen business acumen when it comes to production business. Gilmore believes. "The only chance that's enough to get into the indie disk production business.

HOLLYWOOD — Capitol is pushing the Beatles' hair-do prior to the British invasion in the U.S. In February, according to Janet Leigh, is reported to be the first getting the uncut style cut by nearly allDiskors. Plans syndicating a hair style kit for the editors of Ameri-

can newspapers.

Genuine 8"x10"

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VIDEO GUEST APPEARANCES

by RECORD TALENT

December 30-January 5

(MTV Times Eastern Standard)

Monday 20-KAY BALLE:

Joplin Negro chanteuse will join the guest roster on the Talent Show, starring Johnny Carson (NBC-TV, 11:30-1 a.m.)

Tuesday 21-DEAN MARTIN, RUBY VALEE, LUCY LASSER:

All will be featured in the New Year's Eve special on the Talent Show (NBC-TV, 11:30-1 a.m.)

Wednesday 22-ANN WARREN, KAREN KARSON:

Karin and her husband will be among the stars of Johnny Carson on the Talent Show (NBC-TV, 11:30-1 a.m.)

Thursday 23-SIR EDWARD ELGAR:

His special, entitled "Victor at Carnegie Hall" (NBC-TV, 9-11 p.m.)

Thursday 24-PETE FOUNTAIN:

He will be featured on the Edie Adams Show (NBC-TV, 10-10:30 p.m.)

Friday 3—THE BEATLES:

British invasion's rock n roll group makes their first major U.S. television appearance this week (NBC-TV, 11:30-1 a.m.)

Saturday 4—DIANNA CARROLL, ROBBY ROBBY:

The singing and dancing stars will be featured on the Wayne Newton Show (CBS-TV, 9-11 p.m.)

Sunday 5—LUCY LAVERNE, STELLER & MEER, LITTLE STELLER, ROBERT WICKS:

The stars of the United States of America film "The Big Wheel" will be featured on the Hollywood Palace, hosted by Bob Crosby (NBC-TV, 9-11:30 p.m.)

ARTISTS’ BIOGRAPHIES

FOR your programming use these pertinent facts for your disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build your file of such data.

SUPREME

BO: International Talent Mgt.

NAMES: Diane R. Ross, Mary and Melinda Ross, Marva Ball-

ard.

HOME TOWN: New York.

BACKGROUND: The Rosses are a famous family that has been in the entertainment business for a very long time. They have four daughters, including the three Ross sisters.

Their music career started in the late 1960s, and they have been very successful. They have released many hit songs, and they are known for their catchy melodies and catchy dance moves.

The Ross sisters are the most famous among the three. They are known for their singing and dancing skills.

The Ross sisters are the only ones who have been featured in the biographies provided.

MUSIC AS WRITTEN

LONDON

As a result of chairman Sir David Baddiel's report to the Gramophone Record Retailers' Association on his trip to Hol-

land for an exhibition at the Dutch trade fair there, the chairman of the British Record Retailers' Association has been invited to attend the ORA conference and the Dutch conference.

In Holland, there will be a more than 100% increase in the number of hits heard in the UK, especially in the UK. It is expected to show a recording here when she visits for a TV-ear at the end of April due to the world tour.

A separate project may bring her to Britain to watch for this market at the end of Febru-

ary. In addition to Johnny Mathis' visit to Britain this week Vic Lewis has set European en-

gagements at The Savoy at the San Remo week, and Trixi Lopez, who opens at the Plaza's house next ear January 15. Promoters John Coast is setting British concerts at show places from coast to coast.

Marshall Chess, of Chess Records, is expected at Pye in mid-January for talks.

CHUCK HUTCHINS

PUERTO RICO

Many new acts scaled for-

ished for first visits to Puerto Rico: Connie Francis, Bobby Rydell, Sophie Tucker, Louis Armstrong, and the Supremes. Frank Sinatra Jr., Emilio Perrelli of Vaticanus' Organization, Eddie Fisher and Red Buttons among those signed by local ho-

tels and night clubs.

Many acts have been signed to recording contracts by Puerto Rico (RECORD TALENT)

WARSZAW

Poland's leading rock group, the "Welski Boys," are being

exposed in Paris, at the Olympia Music Hall. The boys are being accompanied by the Stockings vocal group, and Milek and Zoll, a folk group will record soon for either Deca or RCA Victor. American lead singer Doug-

las Freeman, director of the Harmony School in Rochester, will make a concert tour of Poland. The Warsaw Quintet, of classical and modern music, has been invited to perform in Swit-

zerland. In February next year the Quintet will give 15 concerts in Warsaw. They will go to Japan and other Far Eastern countries. The Fourth International Song Festival will be held at Sopot, Poland's Bal-

tic resort, next year. Thirty-five countries have been invited to take part.

ROMAN WASCHONKI

BILL ROBINSON & THE OWLS: 4,000 American 6000

Atlantic Records

1425 Broadway, New York, N. T.
HAVE ANOTHER PROSPEROUS NEW YEAR WITH SWEET MUSIC FROM MERCURY

SINGLES

Lesley Gore
YOU DON'T OWN ME
72206

Johnny Mathis
A GREAT NIGHT FOR CRYING
72229

The Chad Mitchell Trio
THE MARVELOUS TOY
72187

Diane Ray
SNOW MAN
72223

Brook Benton
GOING, GOING, GONE
72230

Clyde McPhatter
DEEP IN THE HEART OF HARLEM
72220

The Pixies Three
COLD, COLD WINTER
72208

ALBUMS

The Smothers Brothers
AT THE PURPLE ONION
MG20611/SR60611

TWO SIDES OF THE SMOTHERS BROTHERS
MG20675/SR60675

The Smothers Brothers
THINK ETHNIC
MG20777/SR60777

The Smothers Brothers
CURB YOUR TONGUE, KNAVE
MG20862/SR60862

Chad Mitchell Trio
SINGIN' OUR MIND
MG20838/SR60838

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

Harry Simeone Chorale
THE WONDERFUL SONGS OF FOLK
MG20855/SR60855

FOREMOST IN FINE RECORDING
Polydor, Philips Add to Jazz Bounty

By EDDIE ADAMS

PARIS—Jazz fans had much to be thankful for in the pre-Christmas season as a number of new records that were put on the market in November.

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

Two other albums issued in the same release were packages from the Charlie Parker label (distributed by MGM) featuring material by the late great Charlie Parker. A blues, gospel and spiritual set of eight LPs issued by Jean Trenchot at Philips should also be of much interest to jazz fans. Some of the artists represented are Big Bill Broonzy, Josh White, Louis Armstrong, Ma Rainey, etc. Also included are two live recordings of Riverside headliners, Adderley and the Continent! Festival Band.

'Baby' Cops Top Japanese Prize

TOKYO—"Hello Baby," a hit recording by Michiko Arima on the King Records label here, has taken the grand prize disk for 1963. The time was written as the song-writing team that turned out "Pakakaya," R. E. and H. Nakamura. As for the award prompt King to press an additional 200,000 copies of the disk.

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

Duke, Woody, Anita Top German Lists

By JIMMY JUNGEMANN

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

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

Leading album in the soloist category is an LP that teams Duke Ellington, Charles Mingus and Max Roach in "Mingusation," "Leo." By Dexter Gordon on Blue Note got runner-up honors. Mingus scored again in an LP originally recorded in 1957 by Bill Loescher when he was a kid in RCA Victor, "Tin Man." The set was finally issued this past year and has piled up honors in a number of countries. Runner-up was the Columbia-CBS set "Mingus Dream by Thelonious Monk." Woody Herman's "Big Band in the City" took honors as best big band jazz set

with a Gerry Mulligan big group opus on Verve as follow-up. Gary McFarland and Bill Evans teamed for the best set by a composer-arranger on Verve with Oliver Nelson on Prestige as No. 2 set. But runner- up awards went to CBS-Col umbia for the historical multi- LP packages. "The Salute to a Legend" (Billie Holiday, "The Golden Years.")

Vocal soloists went to a veteran performer and a relative newcomer, Anita O'Day (Verve) and "Yes, My Dear, "Jazz" Blue Note. "Two Americans: Folk Blues Festival" LPs were awarded for "Blackie" (from the folk music group) as well as beloved singer as winner and a Brunswick as runner-up. For local artists awards went to an LP produced by Columbia of "German All Stars." The Klaus Kohler quartet on Philips turned up as runner-up.

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

Music as Written

MECHELEN, BELGIUM

Anvers Radio is having good success with the new Fays Domino disk, "Forever, Forever," and "Babe, Bye Bye." ABC-Paramount and Anvers surprisingly did not have much success with the new Ray Charles single, however, "That Lucky Old Sun." This one did not get a good chance when it hit the stands. CBS has a new (56) LP series here. It is called the "Composer Series" and there are eight two-LP sets covering such fabled names as Victor Herbert, Jerome Kern, Cole Porter, etc. Orchestras are under the batons of such stars as Percy Faith, Morton Gould and Andre Kostelanetz.

Third Brenda Lee record features the Nashville thrush singing an English translation ("If You Love Me") of the Edith Piaf hit of the 40's "Hymne aux Amours." New LP of Fays Domino disc, "Forever, Forever," has been released.

BUDAPEST

A special Christmas sale was held here where all records were sold at reduced prices here and in other major cities in the country. Typical of the reductions were seven-inch pop singles from 20 forints to 7 forints (from $1.16 to 30 cents); seven-inch EP's reduced from 16 forints to 10 forints ($1.16 to 43 cents); 10-inch LP's were reduced from 45 forints to 20 forints ($1.89 to 100 cents); 12-inch LP's reduced from 60 forints to 25 forints ($2.60 to $1.09).

Dealer Fills Distrib Guip in Jazz Field

SAN FRANCISCO—Norman Pierce, for years retail merchant in both jazz in jazz collectors' items and 78's, has jumped into the distribution picture here. Noting that most small folk-blues-jazz labels are ignored or.Shortened side by large distributors, Pierce has picked up local franchises of out-of-the-way labels and nationwide exclusives. His business is handling nationally and internationally, Folklyric, Origin Jazz and Cavalier.

Some others distributed locally by Pierce's San Francisco store (at 254 Page Street) are Audiophile, Archoole, Commedia, Decca, Folklyric, Piedmont, Solo Arti, Southland and Windall Ball.

German Acts are Kaput in Belgium

MECHELEN, BELGIUM

Trade is hard-pressed to explain the sudden demise of German artists as a force on the hit charts here. Not one German artist has scored on the Top 20 here for some months, with the big names like Conny Prohaska, Hans Graf, Peter Kraus and Caterina Valente appearing from the best seller lists completely. Only one favorite, Freddy, continues to score on the LP chart. This is with a Christmas album, however, and he has not had a single on the charts in some time.
“Stay With Me,” the main theme from Otto Preminger’s “The Cardinal,” is already conceded to be one of the greatest songs ever written for a motion picture. With its superlative performance by FRANK SINATRA, it appears to be marked for immortality.

**STAY WITH ME**

b/w

**TALK TO ME, BABY**

Another significant single from **reprise** catalog 249

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

COMING JANUARY 11 and every week thereafter in BILLBOARD

NEW NEW!
Top-Selling Country Album Chart

Another important service from BILLBOARD to reflect the constant change and growth within each area of our industry.

Homing Head!
BEYOND THE SEA
The Revers
Jubilee 8461

The Top Version—The Only Version of the Big Picture Themes of This Year!

"THEME FROM THE VICTORS"
RAY BARRETTO
ROULETE RECORDS 1631 E'woy, N. Y., N.Y.

WINTER FAVORS
LITTLE DRUMMER BOY
SLEIGH RIDE
SCARLET RIBBONS
MILLS MUSIC, INC.
New York 13, N. Y.

"TEENAGE LETTER" by Jerry Lee Lewis

"SEASONS OF MY HEART" by Jerry Lee Lewis

Say You Saw It in Billboard

COUNTRY MUSIC CORNER

By BILL SACHS

Gen Baker posts from Honolulu that Gene Crawford and the Texas Drifters were slated to leave on a horseback tour to six states west of Coro, Tex., and recently, bound for Nashville, where George Jones had recorded his latest single, "That All That Gitters Isn't Gold." There was no word as to whether they made the trip or not.


Joe Allison, songwriter, producer, performer and record company executive, has just completed 350 shows for the S. Armed Forces Radio & Television Service. Aired five hours a week, the shows are known as "Joe Allison on the Corner," and features top c&w records and artist interviews. Tex Williams, Justin Tubb and Liberty Records producer Tommy Allsburg were recent guests. Many top c&w names have made in-person appearances on "Corner." A great variety of c&w music is heard.

"THE BROWN and RED DOVINE and His Tennessee Valley Boys played Burlington, Ia., December 28 and then was joined by Webb Pierce, who was on the 
day off. Davenport, la., December 29. Pierce 
performed in six cities in Washington, D.C., Thursday (31) in Philadelphia, Sunday at 
Guthrie, Laredo, Texas; Monday at 
Lynnwood, 3; Salem, 4.

Johnny Wright, Kitty Wells and Bill Phillips show their presence in New Year's Eve and move to Canton, Ohio, for January 1. Hank Snow and Doris Day are on tour in Canada with their groups, the Lovin' Lovers, the albums in New York, and moving on to Canada. Billy and Gene "Red" and Billie, 18, said they are planning to open a new line of "Red" Snow, by releasing their new album, "Red." The album is slated for February 15.

Buck Owens and His Buckaroos
plus Bonnie Owens are set for a tour of the West Coast, starting in Golden Nugget, Las Vegas, starting January 1, and continuing to the Lovin' Lovers, the album in New York, and moving to Canada. For January 1.

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WCMC Norfolk, Sets 5 C.W.

NORFOLK—George A. Crumpe, president of WCMC, here, announces that the station will be setting its fifth C&W show for 1964, all to be presented at the local Municipal Auditorium.

First of the series is set for two performances Sunday, February 23, and the final spotlight show, Ray Price and His Cherokee Cowboys, is scheduled for Saturday, March 1, with Loretta Lynn, Jim and Jesse and the Virginia Boys, Porter Wagoner and his band, Porter Wagoner, and Sonny Liston, Charlie and the Four Cs, and Norrie Jean.

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

Kiski Bows New Recording Studio

NORTH APOLLO, Pa.—Kiski Recording Company last week celebrated the grand opening of its new 16th recording and studio recording service, with a lavish party for artists and officials, and the inclement weather. Entertainers for the occasion were furnished by the Fawny Arts, DeSimone, Ben Masconi and Tex Douglas.


Newkeys Launches Label

CINCINNATI—Jimmy Key, director of Newkeys Music Company in Nashville, last week announced that the firm has launched a new label, Newkeys Records. New Label's initial session will be with David Davis, Bluegrass singer, at WMCP Recording. The label apparently has considerable success in the past with such artists as a "Little Corner," "Good Morning, Son," and "You Make It Easy."

Gene England Victim

LOUISVILLE—Gene England, 56, formerly for 10 years (1949-59) with the Pee Wee King band, died of a heart attack while driving his car here last week, his wife said. He had suffered minor injuries in the resultant crash.

the Browns and Red Sovine and His Tennessee Valley Boys played Burlington, Ia., December 28 and then was joined by Webb Pierce, who was on the—

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Philly Carpenter recently joined the staff at KEAP, Denver, Calif., where he runs a four-hours-a-day, 2-day c.w. records. According to Hooper and Pulse, Phil is rated No. 1 c.w. disc jockey in the Denver market.

"C.W. is not only a music program, it is an important part of the network's sales strategy. It is the only program that reaches the radio stations daily, and the network uses it to promote its records."

Miss Marty Surprise, of KANJ, Wharton, Tex.,type-writes. "Since I came to work here,

"that is, I have been on the job for six months, I have found that working in radio is a challenging and rewarding career."

(Continued on page 16)
Good music is good business! Philips Records proved it once again in '63 with a string of hits that made us one of the hottest labels in the industry. But we couldn't have done it without the great dealer cooperation, the terrific deejay play and the encouraging reviews that backed up our releases. For all that, and to all of you, Philips Records says “Thank You” and promises more of the same in '64.

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

- Our thanks to Sister Luc-Gabrielle, The Singing Nun, for making her talents available. And to her guitar, named Adele.

- Our thanks to the Convent in Fichermont, Belgium, for allowing Soeur Sourire to give of her talents.

- Our thanks to the dealers, deejays and reviewers who have helped "The Singing Nun" become the Number One L.P. in America and have helped make Soeur Sourire one of the best loved artists in the entire world.

- Our thanks to Ed Sullivan for bringing Soeur Sourire to American TV fans via his show, January 5.

- And finally, Philips wishes all of you a happy and prosperous 1964!
MFRS., DEALERS TEAM
TO HOLD OSAKA PRICES

BY J. FUKUNISHI

TOKYO — For about three months heavy price cutting was carried out in Osaka by several dealers. This threw the market into chaos. However, a letter which was signed by the branch managers of seven major recording companies and mailed to all dealers advising the immediate discontinuance of price-cutting was at the same time notifying of a possible suspension of merchandising to dealers who may continue discount sales has succeeded in ending the fist.

Dealers in the Osaka area had a convention at New Osaka Hotel and decided to form an Osaka Record Club consisting of the seven recording companies and 21 volunteer-dealers with major price-cutters involved. The club will take charge of all problems concerning the stabilization of the market and National Record Dealers Union was prohibited from dealing with any pricing problem by the Anti-Cartel and Trust Committee in 1962.

In place of the Osaka branch of the old union, a new Record Dealers Commercial Union, which follows the Medium and Small Enterprises Law is now in the making. It is expected to hold its first general meeting at the end of March. Until that time, the Osaka Record Club will attempt to maintain the market stabilization.

INTRODUCES

"THE MERSEY SOUND WITH THE LIVERPOOL BEAT"

Form Finnish Record Firm

HELSINKI—A new recording firm has been formed and is currently operating in Finland. The label, called Finland, was formerly a part of the Siemans Starkie, but is now independent. It represents DGG, Archiv, Helidur, Polydor, Mercury, Riverside, Verve, United Artists, Coral and Sue-Disc.

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

French Poll Wins To Hallyday, Sheila

PARIS — A poll held by I.F.O.F. for all of France elected its most popular singles stars among the French youngsters between 15 and 24 years old. Winners among male singers are Johnny Hallyday, Charles Aznavour, Claude Francois, Richard Anthony, Georges Brassens, Jacques Brel, Gilbert Becaud, Marcel Amont, Lenny, Escudero and Tino Rossi.

Female winners are: Sheila, Francoise Hardy, Sylvie Vartan, Patricia, Edith Piaf, Dalida, Line Renaud, Anne Gelman, Annie Cordy and Isabelle Aubert.

Door's Will Gives Firm to Secretary

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

Mrs. Swanson, in turn, has handed over the job of selling the diskery to her CPA, Beri Blum, who reports that several interested parties are currently negotiating for the purchase of the eight-year-old party diskery.

Police have still to arrest Door's murderer.

THE DAVE CLARK FIVE

"GLAD ALL OVER"

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

Order now and watch your profits zoom!
Service Men Provide Varied Disk

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

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

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

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

Becker noted that last year when the Cuban situation became volatile and almost 90 per cent of Pendleton's population is moved out to sea, business fell. "Every time the Marines go on maneuvers business falls," he says philosophically.

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

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

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

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

Ben-Ven Post to Bud Dain

**HOLLYWOOD** — Ben-Ven Productions has named Bud Dain as its general manager-chief. Dain formerly toiled for Liberty as its assistant national promo head, coordinating taste between all Liberty distrubs and branches. He had been with the discy four years. In 1961, he ran the label's East Coast office.
BOSTON
Luigi Venza of Boston, who sang at the late President's funeral, has cut a record here for the Schuberts "Ave Maria" in the service. The record is for This House...

ALAN ROSS, Columbia manager here, had an excellent promotion with "The Week That Was" album. A reader in the Boston Traveler's "Secret Contest" asked for the album as his wish. Ross quickly obliged and wound up with story and photo in the paper. The album has enjoyed phenomenal success as a Christmas gift, and Ross, who came into the Schubert House from a near-bankruptcy in January, is happy with a first $1,750 at a week at the Revere Frolic, present of the Mag, turned down $10,000 at the Salisbury Beach Frolic... Bent Johnson, Dunton Pl. man, had much success with the Village Stompers, who sold out many nights at the Wagon Wheels... The Buffalo Bills won't go into the Framingham Shambles again. They won once since one of the Bills slipped a disc... The rescue came New York's singing group, the Four Freshmen...

Mutual Directors Frank Halpin, Howard Rein and Herbert Weeks, in response of Anthony Newley's A-Cappella "Trademark to JFK," released a record to show that the Bills is another great group. For the first time after only two exposures by any group, they scored high at Bismarck, but she credits her musical director, Jeff Brown, her husband, to A.M.A. and P.D. in music at Boston University in only five years.

CAMERON DEWAR

HOUSTON
The Rem Runners opened at the Top of Mark Club for the homecoming of Miss Tuesday West. The band is the Diane Charles combo.+

In for a two-week stand at the Club are Jane Russell, Bert Cavin and Binnie Haines, who opened for the homecoming of the church, and for a church benefit and recorded her spiritual "Do Lord." Mr. Arrillaga is in on the bandstand... Jeff Jordan, who is heard nightly at the La Bistro Club playing bass with the Bill Catterton Band, had his own group of the 30s and 40s at the Lark. "Lovely Blues," "Stinky" Teal, and "Only Love" with his combo, "You Won't Cry Over Me." D胭ney Carr of Houston...

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

Price Leaves Repraise

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

In the move to enable both diskiers to communicate and integrate their sales, order services, promotion, billing and accounting fields, WB has set a February 1 deadline for Repraise to reduce the office to its Hollywood outpost before out to its Burbank location.
AUSTRALIA

(Country Music Maker, Sydney)

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<td>STAY-ALL WEEK</td>
<td>Johnny O'Keefe</td>
<td>Columbia</td>
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<td>7</td>
<td>THOSE RED® BOWS</td>
<td>Bette Davis</td>
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<td>HANGIN' FIVE</td>
<td>The Comets</td>
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<td>THE STORY OF MY LIFE</td>
<td>Johnny O'Keefe</td>
<td>Columbia</td>
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<td>25</td>
<td>STORMY WEATHER</td>
<td>The Diamonds</td>
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<td>28</td>
<td>WHITE LIGHTNING</td>
<td>Johnny O'Keefe</td>
<td>Columbia</td>
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BRITAIN

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

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<td>I'M NOT SO LONESOME WITHOUT YOU</td>
<td>Cliff Richard</td>
<td>Columbia</td>
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<td>LITTLE LIES</td>
<td>Elvis Presley</td>
<td>RCA</td>
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<td>11</td>
<td>LONESOME</td>
<td>Roy Orbison</td>
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<td>LONELY</td>
<td>Eddie Cochran</td>
<td>Columbia</td>
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<td>13</td>
<td>LONELY HONEST MAN</td>
<td>Lord Kitchener</td>
<td>Imperial</td>
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FLEMISH BELGIUM

(Country Juke Box Magazine)

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<td>Decca</td>
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<td>DE BOEK OF DE MEER</td>
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HOLLAND

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IRELAND

(Country Irish Times, Ltd., Dublin)

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MEXICO

(Country Music Report, Los Angeles)

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NEW YORK

New York will be wondering what Vaughn Meader will come up with for his first 1964 night club date in town. The comic has to revamp his complete act because of the 13 at Peking's tragic events in Dallas. Manhattan fans will open "The Blue Angel Friday" tonight.

Some independent labels are feeling the economic pinch. One has transferred several people from its staff in sales, a&r, and publicity to the management company. The president, who has健身 Fi st of the Records, now follows the death of his mother, who had died recently. Mabel Mercer broke the house record and his concerts are sold out at the Upstairs and will be held at the room between January 28 and February 14. The Serendipity Slaggers, at the Ritter End through New Year's Eve, signed with Philips.

Rare Armano, who plays Monday nights at the Five Spot with his group, is currently writing music for the Paddy Chayce play "Passion of Josef D." and is working on an opera based on Shakespeare's "Twelfth Night...." Harry Fenster has two tunes with Southern Music: "You Know Me When You Were Lonely" and "It's All Over But The Crying."

EUROPE - billboard staffer Niki Sacks presented husband Bill with a daughter, Lisa. Tim Gayle, doing space work for the Prima label and Faith and Freedom Songs and Henry Sommer, formerly the ASCAP pub. The Hillbilly Sliders (formed in 1964 by people who have signed with :Eko Records), hit the road this year. These are the events which are making the headlines in Europe in 1964 with four weeks at the Billboard. Jack MAHER

MINNEAPOLIS

Herb's, one of Minneapolis' best jazz rooms a couple of seasons ago, before it fell to urban renewal wrecking ball, is back. Herb Klein, a singer with the Abe Janis band, is now at the New York's old Hollywood Restaurant. The proprietor, Herb's return will not mean entertaining after the first of the year.... Peter Nero's Novem-
her concert with the Minneapolis Symphony Orchestra, because of the death of President Kennedy on November 22, 1963.

PITTSBURGH

Tommy Edwards, holding court in his Fifth Avenue Room, is plugging his latest MCA single, "Love Is the Best of All." He has a total of 28 hits since 1950... Barney Stein, former head of All-Brand Records, reports that a new record company, represented for RCA Victor Records by the singer from nearby Canonsburg, cantated on his Christmas/New Year's booking at Holliday House, then switched to the Town Cinema for that period, and has now discovered a waiting, too, for some TV work on the Coast. Capitol Records are set for a concert in Wheeling, December 8, at the Civic Theater... Record Promotions has just started a radio radio ad campaign for Esmond Edwards, on behalf of the Ege records... Near the top of the charts, "The Happy Band," which has been recording records of New Orleans for more than a year, has produced its first LP, "Happy Band, Vol. II," under the title of "Tell Me..."

LEONARD MENDOWITZ

SAN ANTONIO

Scott and Vivian Holtzman, owners of the Pachyderm record store in Hollow and seen on KJPR-TV, Houston, and pianist Bill Knight have written a dozen songs that has been recorded by the New Christy Minstrels... The Tele-Q archives, under the title of "Tell Me..."

BARRY CANDY

MEXICO CITY

After Ertha Kitt, two other American alternative jazz singers, Carmen Miranda and Connie Stevens, will appear in Mexican nightclubs this month. Sedaka's recording in Mexico of "Recordos de Ipanema" hit the list of top 10 in the United States... The Philippine-based Terra Nacho and Carlos Garces Barros, president and general director of the Philippine Society of Composers (PSC), left for New York when their newly formed operation won the contract with SACM and BMI... Armando de Llanos, commercial representative of MCA Records, was appointed general manager of the company's affiliate, MCA Records... Peerless was filled by Cubo Viegas... Editor Rolf Bader arrived from Berlin... Tune walker Chet Ecron, being hailed as the "new songwriting genius," has signed a deal with Cilla Black... The Kays is a new group of four girls from Stockholm who are trying to hit the charts with "Flipped Over You" and "Oh What a Night." "Sven and Stanley waxed "Cuckoo Waltz" and Lans Lundahl is on the Top 20 with "Penguin Sparrow."

FX Stahl says "Drums" is going for Sege in America. Jorgen Ingman's recording is No. 2 in Denmark... HENRY FORD

OSLO

Norsk Musikforlag this week received the publishing rights for the world sensation, "Dominated," sung by the Singing Nun, Sourie Sourie. The platter, issued by Norsk Phonogram, with its label here the other day, is expected to score big, and is already "bubbling under" the VG charts, "Top Ten."... The West Side Story sound track on Philips is back on the No. 1 position on the Norwegian LP charts this month, pushing last month's winner, the RCA Victor platter, "Elvis' Golden Records, Vol. III," to the runner-up position. Best seller selling LP's from "Citation" by Cliff Richard on Columbia, "Greatest Hits" by Shadow on Columbia and "S Wonderful," by Ray Conniff on Philips... EPKEN ERIKSEN

THE HAGUE

Grumophone's Columbia label released the "Shadows" new EP recording. Camillo (Felgen), popular duet singer, who now has another hit on the continent.

NEW RELEASES--WERE STARTED OFF WITH MISS LAVELLY'S "STRANGE THINGS HAPPENING"... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... 'IM GONNA STOP YOU MISS LAVELLY... "Lucky Me," "Laddy Lo," "She's Got Everything," and "Do Wah Diddy Diddy" Las Vegas, have acquired "Living a Lie!..." New series: "Art Linkletter's Century-Fox, Bing Crosby, Bill Fes, Ray Charles in big Christian business. Exotic Music has acquired catalog of MCA which includes Alaska and Hawaii, Mountain.

THE HEARTIEST SEASON'S GREETINGS

"WHY, WHY, WHY DON'T YOU BELIEVE ME HEART OUT"... JACKIE & THE STARLITES

HULL RECORDS

"I CRIED MY HEART OUT"... HULL 761

BROKE IN BALTIMORE... HULL 760

1595 BROADWAY, SUITE 308, NEW YORK 19, N. Y.
MUSIC AS WRITTEN

- Continued from page 23

Victor Records is preparing to issue another album by the orchestra on the label of Ber- ney Goodman in Moscow," which sold tremendously well.

Glenn Miller's band is also expected here January 22 and will play 21 days until Feb-

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F. FUKUSHIMA

HONG KONG

Ella Fitzgerald, accompanied by the Roy Eldridge Quintet, will give two concerts at the

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Fitzgerald's performances are expected to be sensational.

RPN

MUNSON STUDIO

Box 1041, Bridgport, Conn.

IT'S A CHART-TOPPER

JIMMY VELVET

"WE BELONG TOGETHER"

ARC 10693

Another Smash!

"HOKKA TOOKA"

P 890

CHUBBY CHECKER

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CHUBBY CHECKER
LOYALTY, DEDICATION, MUSIC GIVE CLASSICS STRONG PULSE

By ELIOT TIEGEL

HOLLYWOOD — Longhorn outlet KFAC has broken precedent here on two accounts: its Pulse rating of 63 in the top 10 AM stations in the Los Angeles metropolitan area, and 80 per cent of its sales are in sold program sponsorship against as high as 30 per cent in regular spots.

Since last January the station has belonged to Cleveland Broadcasting (WBNR, Cleveland; WLEC, Sandusky, both Ohio) which bought the 82-year-old outlet for an amount in excess of $2 million. The stations are owned by Ray Kroll and managed by Dick Klaus.

The fact that this classical operation placed itself so high is a mind-boggl er in a 26-station market and that advertisers represent 360 years of continual advertising, make it a unique operation, classic in the true York's classical AM outlet, WQXR.

“We're proud of the fact that we're still selling radio programs,” remarked Ed Stevens, Cleveland Broadcasting's West Coast programming and promotion vice president, and KFAC's vice president. KFAC is the only program ad business in radio today is spot commercials, but we've got spots with the human voice, and stay with them a long time.”

For the last three years the “Evening Concert” has been sponsored by the Southern California Gas Company. Proclamation of the “Evening Concert” has been on the station 11 years and it has been a hit to the Company 12 years, each with its own professional, unique format.

Unique Programming

The station's success lies primarily in its format, programming, which is broad, ever-changing, and proved classic repertoire. "Ours is a highly trained, sophisticated audience and the fact that we're rated as one of the market's top mass audience stations is quite paradoxical," Stevens said.

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

For a classical operation, KFAC is quite mobile, airing concerts by the Hollywood Bowl Symphony, the Los Angeles Philharmonic, the Los Angeles County High School concert series plus the Bi-centennial Los Angeles Art Museum concert series.

One of the major endeavors of the station is the encouragement of new listeners among people who normally listen to a classical outlet. Two special programs are currently being broadcasted the two most listenable hours each day day 4:45 to 5:25 a.m. and 4:05 to 5 p.m. — with repertoire offering strong melodic lines and a familiar ring. The morning show is "Concert Encore," and the station feature is "World of Music." 

Station Manager Cal Smith and Graeme Wilkie, former Director Howard Rhines, supervise KFAC's seven announcers and three music librarians. Since music is the station's bread and butter, its news down somewhat, but does have with the announcement Dick Tooy as its news director. The effect is intentional, reveals executive Stevens. "Our policy is that the wire services have great writers and staffs so we rely on them and don't rewrite anything. However, we edit the news content. Deepest interviews are not aired because we feel classical music fits better, and it's our job to break it. We feel we've handled it really well to handle our news reports."

Large Library

KFAC boasts that its library, headed by Grace Sperry, has one of the largest classical collections of any radio station in the nation — in an operation of profound and music programming. To avoid repetition of material, one of the problems on a classical station — selections are played two months apart, and one at a time. Each announcer is required to read four languages, French, German, Italian and Spanish. "Because of their backgrounds, our people believe experts in the classical field and can explain p.d. Rihmes, whose musical interest is vocal music. KFAC is a key to KFAC's success, besides being the only AM classical station in the nation's libraries. Each month 55,000 copies of each of KFAC's monthly program guides, "Concert Encyclopedia" are picked up in person. The classical station is flanked on the dial by all forms of news, talk and red and background music stations. "We're an AM, background, station," emphasizes Stevens, he says the music itself is often so dynamic it wins out for the future.

HOLIDAY GEET

NEW YORK — Seems that some of New York's top-notch radio stations have been so busy with Christmas cheer and greeting well wishes that they turned Gioconda the Heater (Jerry Blavat) into a Greeter With the Heater.

PROGRAMMING NEWSLETTER

INDUSTRY FACES '64 WITH NEW HYPE

By BILL GAVIN

Editor's Letter

Around this time each year, we are prone to survey the past 12 months to see what has gotten the word in and what has been passed by. We also try to discover what will be new for the year to come.

The year 1963 saw the rise and fall of surfin' and the monkey, if surfing is not the hallmark of the sixties. We've heard of Chubby Checker and that one country music station in Seattle topped the top 60 with its version of "Yackety Yak." In France, French had a big hit record.

The power of the networks for public service has been in evidence through the years. The networks have spoken for the public good through radio and television and they will continue to do so.

Many of the stations that have the most stature have the most to offer in the way of programming and the musical tastes of today. The music is not all serious in nature.

A new top 40 operation (WHTM) was added in Baltimore, of which WHTM's format was reduced from three to two when WAVE switched to all music. The new WHTM picture was alerted by the emergence of WMCA into the top spot; Detroit boosted as the nation's swing capital; KDKA to go formula radio under the new banner of WKNR, competing with other established top pop outlets. The FCC cracked down on listeners in St. Louis and Los Angeles.

We want the word the amount of personnel turnover in National American radio. The demand for top drawer program people continues to increase with management's growing awareness of their importance.

In 1964, the network has recognized the need for a closer rapport between the day-to-day work and radio's programming needs. The networks have continued to meet their executive positions. Ben Rosner (KROK-LA), Joe Smith (Warner Bros.), and Don Blocker and Deejay (Vee Jay) have been appointed vice president of radio programming to be on the air for 1964.

Much of modern music is controlled by record sales, at least, by sales reports. During the past year has there been mention of single sales. The slump has been felt more keenly in the pop than any other category of music. A new record of many areas. We are among the music that will happen in 1964? Will single sales continue to taper off? Will sales reports continue to be an accurate guide to what music is most popular? We can't be sure, but we can again, with bigger audiences and fatter profits! Have the network's view of the new record with some reservations, but not without hope.

Radio is another year older. Events in the coming year may determine if radio is a new year ago.

WIPS Soundmen (1 to 2) Dave Wood, production manager; Jack Conner, Jim Embry, and program director, Byron Zintel, with Dick Clark (passenger), took one before KBOO crowns by the Dick Clark Caravan in Evansville, Ind. More than 8,000 attended the two shows. Bill Toy, KFAC's program voice, WAAS, passes this promotional idea to other stations that bring in shows: have all your station's surveys sheets for the week following the show autographed by all members of the band. Toy gets his masters pre-printed with all of the logo work used each week. The visiting stars autograph 'em and Toy then had the WIPS survey typed over the autographs and run off. Don Bruce, national program director of Mars Broadcasting, Inc. (Stamford, Conn.) has produced and narrated a Camel LP release entitled "You Be a Dick Jockey." Package contains complete program, legal and production booklet. Don handles the demonstration and would like to bookers have Chubby Checker, 'The Tymes,' Dee Dee Sharp, and others to help them do their show. LP could make a fine contest prize for listeners.

McGANNIN IN DRIVE POST FOR THIRD YEAR

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

COLO. STATION WELCOMES FREE RECORDS

BOULDER, Colo.—In a story reported in Boulder reporting on the NAB regional meeting in Denver, Russell Shaffer, president of KBOL, was quoted as saying that "no records were coming received the program distribution; every disk used on his station was purchased:

Shaffer told Boulder this week that he actually disagreed with his president on his panel and stated that KBOL "endeavors to secure all records if possible."
Upbeat the Word for Chi's Sheridan

By NICK BIRRO

CHICAGO—One of the best examples of the bright new examples evoking from WBBM, CBS-owned outlet here, is Pat Sheridan, the station's swinging new morning deejay.

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

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

Most noticeable shift in Sheridan's presentation is the music. What used to be strictly top-40 or fast-fantasy is today considered just right.

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

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

Sheridan himself points out the difference is subtle, but it's there. "Many times, the shift in policy is not playing a new artist, but playing new material by the artist."

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

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

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

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

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

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

The entire idea of the box and the selection from the library is to have an efficient way to present music to people with only limited the jockey to a "list" of 40 or 50 items.

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

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

Sheridan started with WBBM in 1965 as an employee specifically hired for his talents in handling record shows. His first "partnership" was a three-hour (6-9) Saturday evening show called "Sheridan's Ride."

That fall—following a steady rise in ratings — Sheridan was given an additional four-and-a-half hour Sunday "Ride" from 5 to 9:30. As ratings continued to improve, Sheridan was switched to Saturday and Sunday shows.

In September, became WBBM's regular morning man.

Sheridan was born in Milwaukee and began his radio career at WMA, the University of Wisconsin station. After two years with the Armed Forces Radio and Television Services in Tokyo, he returned to his home State and a post with WAUX. Upon his return, Sheridan joined KPEN in 1957, Pat joining WBBM in 1962, before coming to WBBM in 1962.

DEAR, I THOUGHT THIS WAS A QUIET NEIGHBORHOOD.

KPEN's Terry Smith is armed with two Shore Unidyne III microphones that are now hanging from the seventh floor of the building housing KPEN's studios in San Francisco. The two microphones are fed into the AM station's stereo console, one on the left channel and one on the right channel. The live sounds of the city they pick up are features on the KPEN 6 a.m. to noon show called "Spectrum." Everyday Terry's mikes pick up the latest news phones for news, commercials, time signals, etc., the outside sounds of Grace Cathedral, the clamar of traffic and taxi, etc., are brought into the program.
### Sylvania Line

#### Highlights French Unit

**NEW YORK**—A new home entertainment center unit, a stereo phone in French Provincial styling, high-light mahogany, is being marketed as part of a new line of entertainment product line. In addition, there are a number of new and improved right TV models. All Channel UHF equipment is optional in all models. The stereo phone, Robyn model, is the latest in a series of the Early American model list, $494.95. The stereo console comes in antique white or cherry and contains all features presently offered in the firm’s Bolerlo series, including the $349.95 for the cherry model, and $369.95 for the antique white unit. Sounds like the man you want is the Advertising and Public Relations Gnome.

CLAU$ (sterely): You responsible for all these letters asking for cabinets in "antique distressed bucket" and "puffern quines and soldi"? What is the meaning of this?

A.P.R. Gnome: Come off it, Santa Baby. That offhast stuff is big now and more style-conscious. The new leisure and all that. You can’t just throw around a set of speakers in the sink these days. Good style, you know, is a renaissance of culture going on, don’t you know?

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

A.P.R. Gnome: I don’t know about you, Sant, but I been offered a job as P.R. chief for that diamond mine called in Oz, and I got a good mind to take it. They even said the Munchkin Country Club, and just a shoot comin’ from Emerald City, and no snow (wink).

CLAUS (cynically): No snow? Well, he’s going to have touch sledding. Ho, ho, ho. (Phone rings. Claus picks up receiver.) Ho, ho, your friendly neighborhood Claus here. What? I know a VW van would more efficient. Don’t think I wouldn’t like that—sledding, but we gotta keep up the reindeer bit. Image and all that. What? For predicted again? Well, I guess we’ll have to bench Blitzen and use that converted one with the red headlight.

CLAUS: The one with his own P.R. But for Pete’s sake, don’t use a penlight cell this go. Gotta cut the costs.

CLAUS (continued): Disturn jampin’ holli berries! I forget all about that. Hold everythin’ till we get this straightened out. I can’t just go dropping any TV down any old chimney. Some of those places are UHF and some are VHF. Get me my road map. No, I’ve got a better idea. Put all the VHF sets in the back of the sleigh, and the UHF sets up front, where the radio can’t stand. Tis tronic reindeer—you know, the one that blew the penlight straight. Last year, I never can think of his name—Reindeer? Reuben?

LOADING Gnome: Rudolph.

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

LOADING Gnome: Nick, you’re a genius! (CLAUSE laying a finger aside of his nose.) Ho, ho, ho. I’ll have this place working efficiently yet. Think—but I can’t stand it. That heard him exclaim as he drove out of sight: “Happy New Year to all…”

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### Tape Sales to Roll Up in ’64

CHICAGO—What’s the picture next year for tape and tape recorders? Good, according to the Magnetic Recording Industry Association. Attendance and growth is expected in the tape field for the source of its optimism.

"It was a big growth in 1964," said Bruce Lindwall, pre-recorded tape merchandizer for Columbia Records. "Tape sales in 1963 showed a definite increase over 1962.

"The year 1964 will see sales continue to expand," according to Ed Wektor, RCA Victor tape parent company manager. C. H. Dinhauer, RCA sales manager, said the firm’s sales jumped 20 per cent in 1963 over 1962.

Burgess Battery Company, felt that overall sales of blank tape in 1964 would be up 15 per cent greater than in 1963.

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

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### Masterwork For 1964

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

The packaged component systems are actually the same basic units, one with and one without AM-FM FM-stereo. Model 4500 is the three-piece unit with all transistors, power amplifier, four speakers, Gerrard changer and magnetic cartridge designed to list at $325. Its counterpart, Model 4501, including an all transistor, lists at $325.

Four of the six new portable sets are equipped with all-transistor amplifiers. The solid-state units include Model 701, an automatic monaural unit with “drop-a-matic” changer at $49.95, Model M-708, a stereo unit also with “drop-a-matic” changer at $79.95; Model M-714, a stereo automatic at $99.95, and Model M-715, another automatic stereo portable with its 24-pound carrying weight packed in attach case stilling at $139.95.

Also featured among the new units are Model M-709, a drop-down-styled manual monaural machine at $24.95, and M-706, an automatic monaural machine at $39.95. The new radio units include Model M-3099, 500 AM-FM set at $39.95, and Model M-2815, a transistorized AM-FM portable with separate AM and FM dials, tele- scopic antenna, earphone jack and AC adapter jack, at $49.95.
EMPLOYMENT SECTION

HELP WANTED

FIELD SALES PERSONNEL, PHIL. SOUTHERN DIV. BUD. 6-1570. WE PAY YOU DOLLARS NOTComm.

WANT EXPERIENCED PIANO ROLL AND MUSIC BOX MECHANIC TO ESTABLISH. WRITE BOX 116, 186 W. RANDOLPH ST., CHICAGO, ILL.

SITUATIONS WANTED

ANNOUNCING a new low rate for SITUATIONS WANTED ADS to help reach the widest circle of MUSIC, RECORD, CINEMA, PRINTADVERTISING.

FOR WEDNESDAY after 8 p.m. or any other day of the week.

$2.00 will do the trick for a 25-word notice in any issue. Maximum 15 words, plus name and address.

IN PERSON RECORD PROMOTION for national Broadcasters. 1017 W. 57th St., Chicago 19, Ill.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

HAYDN SOCIETY RECORDS

ARE NOW AVAILABLE

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FROM COAST-TO-COAST

Send for current catalog

ESOTERIC, INCORPORATED

P. O. BOX 1799

HARTFORD, CONN.

National Distributors for

HAYDN SOCIETY RECORDS

when answering ads...

Say You Saw it
in Billboard

RECORD ACCESSORIES & DEALER FIXTURES

FREE-STANDING PEGBOARD UNITS?

Don’t waste money! See ART-PHYL’s new A Frame display. Study 2-sided A frame wall unit. Finds sales below all other units.

The most diversified record rack and display line.

ART-PHYL CREATIONS

5082 Freeland Ave.

Newark 14, N. J.

N.J.I. 76-1210 N.Y.: W-4265

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BILLBOARD’S "INTERNATIONAL MUSIC-RECORD DIRECTORY" & "BUYER'S GUIDE" packed with Pages & Pages of Names and Addresses of Leading U. S.

- Record Mfrs.
- Music Publishers
- Distributors
- Dealers
- Trade Magazines
- Trade Service

Every listing alphabetically and geographically by State.

Only Few Copies

Send request and payment by letter (no phone orders)

Joe Pace, Box S, Cincinnati, Ohio 45214

MISCELLANEOUS

FOR YOUR COPY OF

INTERNATIONAL COIN MACHINE DIRECTORY

Write to: Joe Pace

Dept. 525, Billboard

2160 Patterson St.

Cincinnati, Ohio, 45214

Price: $1.00 per copy

"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 Soundman and Performing Rights Societies.
- Starting Your Own Record Label.


TIMES SQUARE OFFICE SPACE

1560 Broadway

New York City

700 sq. ft. to 10,000 sq. ft. Air-conditioned, fully furnished, moderate rentals. Renting office on premises.

Phone: H.G. SHERIFF

at C5-8975

It’s a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard, . . . see what others are doing . . . then see what you should do to meet and beat the competition.

CLASSIFIED RATES

Penny Insertion

<table>
<thead>
<tr>
<th>No. In</th>
<th>Total</th>
<th>Each Additional Inch</th>
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<tr>
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<td>$9</td>
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<tr>
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<td>$18</td>
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<td>2&quot;</td>
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</tbody>
</table>

Manufacturers

Advertisers

$9

Distributors

$9

Number of inches to be inserted in line

Company Name

Authorized by

City

State

Address

Zip

Please insert the following ad...

Classified: [Insert classification]

Amount enclosed

Copy

Please enclose your payment. We do not bill for classified ads.

BROADCAST COMEDY--A FREE PUB-

lication available to broadcasting sta-

tion personnel. Write to: Y. BROOKS

2153 N. Sherwood St.

New York, N. Y., 10036

Hollywood, Calif., 90038

Chicago, Ill., 60601

The Company that

REALLY goes after

more business CAN

get more business...

by consistent

advertisements in

Billboard’s

Buyers and Sellers’

CLASSIFIED

MART

1520 S. 18th St.

New York N. Y., 10036

Hollywood, Calif., 90038

Chicago, Ill., 60601

It’s a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard, . . . see what others are doing . . . then see what you should do to meet and beat the competition.
MRS.’ COMMENT, NEW YORK

ABC’S NEWTON SEES ‘64 AS STRONG AS ITS PRODUCT

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

KAPP: NO SUBSTITUTE FOR IMAGINATION & CREATION

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

Epic’s Levy Calls for Return of Merchandising

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

Light’s Command Stresses ‘Show Business’ Aspects

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

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

London Will Divulge Outlook at Meet

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

UA’s Talmadge Sees ‘64 As A Tremendous Year

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

20th’s Weiser Sees ‘64 As Company’s Biggest Yet

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

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

Ertugen Forecasts Huge Year for Disk Industry

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

It Was a Mistake!

The Double-Page Advertisement That Appeared in Last Week’s Who’s Who Inadvertently Had the Record Company for The Four Seasons as Mercury Records!

The Four Seasons Are Exclusively on Vee-Jay Records

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

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

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

Adjustments Made

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

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

If the Eastland Bill is now a dead issue, the Celler Bill is still very much alive. For years, the national society lobby has been trying to lift the exceptions granted to automatic phonographs.

Celler Bill Progress

In the current Congress, the lobby made its greatest headway this year, a measure, which would allow ASCAP and BMI to collect performance royalties from juke box plays, was reported favorably out of the House Judiciary Committee and now in in the Senate Rules Committee. Never before has the measure come this close to success.

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

During 1963, multistate and local associations came forth and formed pressure groups. MOA plans to fight the Celler Bill until the day the bill is defeated. Thus, in the first attempt to keep it from being reported out of the Rules Committee, if that fails hitting it on the floor of the House, and if that is unsuccessful, repeating the process in the Senate.

With the number of locations diminishing due to urban renewal in the suburbs, the juke box operators are faced with the necessity of increasing collections on existing locations to compensate for the decrease in the number of machines.

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

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

New Keeny Pin Features "Magic Color Spot Device"

CHICAGO — Colorama, Keeny's new two-player pinball game, will be introduced at the American Radio History show tomorrow night. "Magic Color Spot," that Keeny President Art Weinand says has received some of the most outstanding test results in the firm's history.

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

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

Colorama also offers a match feature which is now standard in all Keeny pinball games. Other innovations include a brush nickel door, and satin finish metal legs. Colorama also incorporates the usual bagatelle ordinance that was designed to prohibit gambling on one-ball games.

Educational campaigns could show the city legislators that five-ball novelty pinball is no more harmful than games that are bowlers or baseball games, all of which are allowed in the city," Weinand notes.

The Keeny president points out that the various local government revenue and the legalizing of games could produce munificent revenue in the form of licensing fees.

Weinand says, however, that the legalizing of games should be accompanied by an independent standard set of standards for the operators to follow. "If legislators don't get greedy," he cautions.

A victory in a major city such as Chicago could serve as a precedent for the nation. The industry could then, if the legislators are willing, be legalizing the equipment in Chicago — and the city got so much in extra revenue and there were no problems, the same can work in your city," Weinand said.
BARGAINS FOR THE WEEK

BOWLERS
Un. Jumba or Royal, 14" $7.00
Un. Boris, 16" $10.00
Un. Playtimes, 16" $15.00
Un. Dexter, 14" $17.00
Un. Advance, 14" $20.00
Bally ABC Tournament... 73.00
These Bowlers are on 100% parts intact.
Almost all are preferably in quantities.
Prices do not include delivery.
Every two Bowlers for $30.00 or desired, $30.00 to $50.00 extra.
Write or Call Us Collect.
Main 1-3511
Write for Our Price List on Full Line of Coin-Operated Machines.

CENTRAL DISTRIBUTORS, INC.
2315 Olive St., St. Louis 3, Mo.
Phone Main 1-3511, Cable, Credit

VERSATILE NEW ROCK-OLA RHAPSODY II
100 play deluxe stereo-monaural phonograph wth new "12" Feature

Plus—these big new top profit features:
1. New plastic laminate "Cassette" finish
2. Full dimensioned stereo sound
3. Exclusive Rock-Ola Exterior Mechanism
4. New Automatic Rock-Ola "Money-Couter"

PET THIS PROFIT PROMOBER TO WORK FOR YOU NOW

Look to ROCK-OLA for advanced products for profit
ROCK-OLA Manufacturing Corporation 604 N. Kansas Ave., Chicago 11, Illinois

BUY! METAL TYPERS
VENDING ALUMINUM IDENTIFICATION DISC
WHY?
1. LITE HOUSE INFESTATION
2. TROUBLE-FREE OPERATION
3. ONLY 1" X 1"

STANDARD ARVARD METAL TYPERS, INC.
1356 N. WESTERN AVE. CHICAGO 22, II.

EXCLUSIVE CHICAGO AREA DISTRIBUTOR FOR
WURLITZER PHONOGRAPH AND PARTS

IMPORTERS
SEND FOR FREE LATEST CATALOG
64 Pages—Fully Illustrated

COIN MACHINE EXCHANGE, INC.
1710 W. NORTH AVE. CHICAGO 37, I L.

EUROPEAN NEWS BRIEFS

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

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

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

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

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

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

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

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

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

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

The trade group wants a bill

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

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

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

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

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

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

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

Your HEART FUND fights them all

HEART ATTACK
STROKE
HIGH BLOOD PRESSURE
RHEUMATIC HEART DISEASE

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.

Subscribe Today
BILeBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214
Please enter my subscription to BILLBOARDS for

1 YEAR $15 2 YEARS $30 3 NEW 4 REVIEW
5 Payment enclosed 6 EXTRA Issues for each $1.00 extra above
Above subscription rates are for Continental U. S. and
Canada only. Overseas rates on request.

Company:

Name:__________________________________________
Address:________________________________________
City:__________________________________________
Zone:State:____________________________________
Type of Business:_______________________________

Mr. Coin Man
Wisconsin Ops Elect Terris

MILWAUKEE—George Ter-
ris, vice-president of Stacy
Brothers here, was elected pre-
dent of the Wisconsin Automatic
Merchandising Corporation, who
stepped down following his elec-
tion as president of the Na-
tional Automatic Merchandising
Association.

Mike Rizzo, Kwir-Kafc, Ken-
osha, was named vice-president;
Hal Blotner, Dane County Auto-
nomies, Madison, treasurer.  Bert
Veldhuis, president of Veldhuisen
Vending Service, Wat-
terton, was retained as record-
keeper.

Cabinet now available in metal or solid oak
Improved mechanism
Write for Beautiful Illustrated
Circular and Prices.

H. B. Hutchinsion, Jr.
1744 E. 62nd Rd., M.
Philadelphia 40, Pa.

Scripto Pen
VENDORAMA

Say You Saw It in
Billboard

Registered U.S. Patent Office.

Cabinet now available in metal or solid oak
Improved mechanism
Write for Beautiful Illustrated
Circular and Prices.

Graff Vending
Supply Co., Inc.
3817 W. Davis St.
Dallas, Texas

Operators report fabulous earnings for
VENDORAMA® V2 25c & 50c
Capsule Vendor

Holdos 300 V2 Capsules

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.

VICTOR VENDING CORP.
3711 W. Grand Ave.
Chicago 29, Ill.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Com-Chains Vendor (as illustrated as well as other North-
western machines.

NAME.
COMPANY.
ADDRESS.
CITY.

Fill in coupon, clip and mail to:

KING & COMPANY
3700 W. Lawrence Av., Chicago 9, Ill.

We handle complete lines of machines, parts & supplies.

Canteen Reports Record Income of $258 Million

CHICAGO—Automatic Can-
teen Company of America re-
ports record domestic sales and
operating income for fiscal 1963,
with volume 10 per cent higher
than in fiscal 1962.

Sales and operating in-
come, including certain foreign
interests which are being in-
curred on a fully consolidated
basis for the first time, reached
$259,204,421, compared to a
"restated" consolidated figure
last year of $238,203,333.

Net earnings after taxes dropped
about 30 cents a share, including
10 cents per share of non-recurring
income from the sale of the
company's plastics division, com-
pared to $463,793, or 9 cents per
share.

Patrick I. O'Malley, pres-
ident, said every division of the
company produced increased
sales and profits during the year
and "our projections for 1964 cer-
tainly indicate a continuation of this trend."

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

ITALIAN RADIO SEG PLUGS JUKE BOX PLAY

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

K&K Sues On Pin Legislation

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

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

The suit alleges the law does not
classify pinball machines and that the city de-
prived the firm of its property
without due process of law, pass-
ing the ordinance as an emer-
cy measure.

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

Price Acquires Expansion Land

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

The firm this week released
its latest charm, a chattering
ski slope, the "Snowshoe," which
may be bought either capsule-
or in bulk, has movable

Also released by the firm this
week is the Lucky Mix, cap-
sule and desired for 10-cent
vending.

Terms of the mix include rab-
bit feet, horseshoes and various
voodoo symbols.

Buy OAK for your PROFIT LINE!

Manufacturing Company, Inc.
2171 Indianapolis Ave., Stickney, Illinois

Cabinet now available in metal or solid oak
Improved mechanism
Write for Beautiful Illustrated
Circular and Prices.

Birgman & Son
Member National Vending Machine Association
4711 E. 37th St., Kansas City 9, Mo.
Phone: WA 2-9900

Electric Money Maker
Famous ACME

Time proven favor-
ite to both hard and amuse-
ment. Electric vibration car-
net increased at will by player. One
dry cell battery and will
run 3,000 plays.

Sample
$28.13
2 and up
28.50
Floor Stand
$5.00

ORDER TODAY

1/2 Days, Ball, C.O.D. R.O., N. Y.

Member National Vending
Machine Distributors, Inc.

J. Schoenbach

Manufacturing Distributors of Ball and Ball, Inc., Kansas City, Mo.

Vending machines, accessories, and parts.

The following is a complete selection of vending machines available through the operation.

The number 32 BILLOID.

20 W. Scott St., Chicago 6, Ill.

The operation.

J. Schoenbach

715 Lincoln Place, BROOKLYN 16, N. Y.

February 1964

C.O.D.

Mfg. Valen

Vending"
W. German Government Issues Coin Machine Statistical Study

By OMER ANDERSON

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

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

West Germany’s total volume of coin machine trade in 1962 was DM 60.9 million (one Deutschmark equals 25 cents), with imports exceeding exports—DM 32.01 million versus DM 28.89 million.

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

Import Breakdown

Imports broke down as follows: Photographs, 50 percent; vending machines, 29 percent; games (including payouts), 21 percent; vending machines, 19 percent.

The U.S. was the largest supplier of West Germany’s coin machine imports, accounting for 83.2 percent of the total or DM 26,387,000. Far behind the U.S. came France, DM 1,888,000 (5.9 percent); England, DM 1,079,000 (3.4); Belgium and Luxembourg, DM 897,000 (2.8); Denmark, DM 610,000 (1.9); The Netherlands, DM 372,000 (1.2); Japan, DM 334,000 (1.0); Turkey, DM 200,000 (0.8); Switzerland, DM 180,000 (0.5); others, DM 59,000 (0.2).

Germany’s coin machine exports were well distributed among European countries. Significant for the export position in the trading bloc has been the existence of the European Common Market. Although the British desisted from European Free Trade Association (EFTA) or the Outer Seven, West Germany sent 42.6 percent of its coin machine exports to EFTA countries and 33.4 percent to its five Common Market partners.

Export Breakdown

German exports broke down: The Netherlands, DM 3,664,000 (12.6); Britain, DM 1,315,000 (4.7); Denmark, DM 1,074,000 (3.5); France, DM 2,708,000 (9.4); Italy, DM 2,578,000 (8.9); Japan, DM 2,255,000 (8.2); Belgium and Luxembourg, DM 1,892,000 (6.4); Italy, DM 1,800,000 (6.2); Sweden, DM 1,075,000 (3.7); Switzerland, DM 942,000 (3.2); Norway, DM 645,000 (2.2); Finland, DM 393,000 (1.4); Peru, DM 341,000 (1.2); Uruguay, DM 200,000 (1.0); others (including Mexico, Chile, Greece, Ireland, U.S.A., Kuwait, Malaysia, Turkey, Spain, Kenya and Venezuela), DM 1,177,000 (3.9).

West Germany imported photographe with a value of DM 16.15 million, compared with German photographs of DM 5.65 million. Imports gained in 1962 some 30 percent of what was sold in 1961, while exports declined by 44.2 percent. This situation was abnormal, however, and the 1963 figures will show that German exports recovered all the ground lost in 1962 while imports held steady at the 1962 figure.

The United States supplied a full 86 percent of all photographe imported by West Ger-
many in 1962; France supplied 11.1 percent; Belgium, 2.3 percent; and all others, 0.4 percent. France was Germany’s best customer for photographe, taking 18.4 percent of total German exports, followed by Belgium and Luxembourg, 16.7 percent; Italy, 14.6 percent; Switzerland, 9.1 percent; Austria, 8.6 percent; England, 8.1 percent; The Netherlands, 5.7 percent; Norway, 4.2 percent; Greece, 2.6 percent; Finland, 2.5 percent; Chile, 2.3 percent; Sweden, 1.2 percent; Denmark, 1.2 percent; and all others, 3.9 percent.

Thus, around 95 percent of German photographe exports went to European countries, 80 percent of which went to the five European Common Market countries and 33 percent to the EFTA countries. Canada is the leading market for West Germany’s coin machine exports, accounting for 24.8 percent of exports with total value of DM 2,578,600, followed by Japan, 22.5 percent.

Our Best Wishes
For A Very Healthy and Happy New Year

THE PENNY KING COMPANY
2534 Mission Street
Pittsburgh 3, Pa.
Kies Sees Commission Change Essential for Operator Welfare

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

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

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

Loans Are Problem

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

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

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

Earl Kies

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

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

Recent STEREO RELEASES
for Music Operators

- SEEBURG LITTLE LP's
- 3 Country Gentlemen
  RCA Victor

Pop Vocal

ARETHA FRANKLIN—Laughing on the Outside
Columbia

ARTHUR PRYSOCK—A Portrait of Arthur Prysock
Old Town

Pop Instrumental

HENRY MANCINI/AL HIRT/PEREZ PRADO—
3 Great Bands
RCA Victor

Jazz/Rhythm and Blues

JOHN COLTRANE/JOHNNY HARTMAN—
John Coltrane and Johnny Hartman...Impulse

Country and Western

HANK LOCKLIN/HANK SNOW/
PETER WAGNER
3 Country Gentlemen
RCA Victor

All titles listed are custom 2551 stereo singles packaged for the juke box operator, together with other packages or record companies that weekly furnish their product by sending releases to Juke Box Reviews, Billboard, 165 W. 44th Street, New York, N. Y. 10036.
chicago coin's NEW

FIRE CRACKER

2-PLAYER PIN GAME

New "Firecracker Zone" EXPLODES with Scoring Action!

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

Available Also in 2-Player Added Ball Model!

SEE AMERICA'S HOTTEST LINE OF COIN OPERATED GAMES

NEW OFFICIAL "SPARE-LITE"

6 PLAYER BOWLING GAME

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

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

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

THE HOTTEST LANIN ALBUM OF ALL TIME!

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

THE LESTER LANIN DANCE ALBUM

Lester Lanin and his Orchestra

A PERSONAL COLLECTION OF PERFECT TEMPO SONGS

BY THE MASTER OF AMERICAN DANCE MUSIC

IDEAL FOR PARTIES AND INSTRUCTION

DESCRIPTION NOTES BY EDMOND J. BORS, WORLD KNOWN DANCE ARRANGER AND INSTRUCTOR

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