British Retailers Joint Council Meets With Diskerries, Dists 

By ANDRE DEVEKEY

LONDON—The Record Retailers' Joint Council, consisting of officers from the GREA, MTA, and RTRA (Radio and TV Retailers' Association), have met with manufacturers and distributors representatives from the record industry to discuss resale price maintenance and decide what action, if any, to take seeking exemption as and when existing R.P.M. legislation is repealed. The joint council seeks the government to consider the cultural, artistic and educational quality of much of today's record catalog which is not represented in today's record catalog which is not represented in recent Billboard editorial content.

A spokesman for the manufacturers stated that Billboard's editorial coverage of this subject last week was used by members of the industry in lobbying congressmen sympathetic to their views at the House of Commons.

Billboard's editorial was quoted as an example of what had happened in America and was used to emphasize points as to the possible outcome here should the record industry not be exempted from the abolition of R.P.M.

In the radio and TV field, Pye's deposits chairman John (Continued on page 3)

BEATLES ARRIVE NEXT WEEK FOR OWN FILM, TV

NEW YORK—The Beatles, hot British record set, are scheduled to arrive here February 7 for personal appearances and conferences prior to operations. The Beatles, on March 2, a United Artists release, the film will be produced by Walter Shenson. Richard Lester will direct from an original script by Paul Dehn and David Owen.

While here, the Beatles will appear live on Ed Sullivan's show February 9 and 16.

(Continued on page 4)

BEATLES' LAW WRANGLERS GO ON IN CHICAGO & N.Y.

By NICK RIBO

CHICAGO—Legal shenanigans continued here last week between Capitol and Veey Jay over just who has the right to sell records by the hottest-hottest-beatles.

An injunction issued in Circuit Court here last week restraining Veey Jay from selling records by the Beatles is still in force. A hearing is scheduled for today.

Capitol has also filed a petition to have Veey Jay and its Chicago distributor, Veey Jay Distributing Co., held in contempt of court, for continuing to sell records by the Beatles.

The contempt action is also directed by Capitol against Suburban Distributors, both of which are seeking damages against Capitol for $2,000,000.

The judge did not state when he will render a decision, but by agreement, between Capitol and Suburban, the restraining order was extended until March 24, when it expires. The judge also ordered, however, that the order be extended eight days if the case is not settled by March 24.

In Chicago, Sig Sigrid Anderson, who handled the case for Capitol, said that the case will be refiled after March 24.

The new proceedings are to take place on March 24, when the judge will hear the evidence presented by Capitol and Suburban.

The case involves the right to sell records by the Beatles in Chicago, as well as in other parts of the country.

(Continued on page 4)

MARCH 5

MTA

RESULT

The MTA has voted to raise its rates on March 5.

BEATLES GET REAL BIG LOOK IN ENGLAND

NEW YORK—Country music will receive its first full-scale launching in Great Britain as a result of plans now being made by British-based music man, head of Acuff-Rose and Hickory Records, Mrs. Margaret Rose, and Mr. and Mrs. Roy Acuff, slated to leave for London Saturday (Continued on page 8)

FOR PAMPERING THE EYES

DISKERIES EYE 3G STEREO SINGLES

By AARON STERNFIELD

NEW YORK—Record manufacturers are beginning to examine the profitable singles market. The field, now the exclusive domain of juke box operators, could develop into a highly profitable market for the disk industry, if it is properly promoted. And this promotion is in the air.

With the exception of special packs made for juke box operators, virtually all singles sold today are 45 rpm, with only a minimum emphasis on adult programming.

However, the two programming services for juke box operators—Music Operators Stereo Equipment, Inc. (ROSIE), and Radio AMI and Wurlitzer—are lacking the program, with distribution handled primarily through the various disk companies and one-stop operators. Roughly, the distributors have accounted for 75 per cent of the sales, with the one-stop operators accounting for 25 per cent of the sales.

The acquisition of Groove brings to Billboard one of the most widely respected figures in the industry, with his connections with show business since 1946. He started with the Willert agency, operated in publicity. He joined Victor, and in the last three years he has been Victor's music editor.

Ackerman said: "I have always admired Groove's editorial craftsmanship and knowledge of the music business. I look forward to working with him."
BOBBY BARE'S LATEST IS THE GREATEST!

“MILLER'S CAVE” #8294
1/2 “JEANNIE'S LAST KISS”
RCA VICTOR

The most trusted name in sound
Cinderella’ Firm Philips Celebrates 2nd Anniversary

CHICAGO—Philips Records celebrates its second anniversary here February 12. The week marks the end of a year in which the label achieved a 100 per cent sales increase over its first year of operation. According to Lou Simon, sales manager, Philips is anticipating even higher demands for the coming year.

Philips became a virtually Cinderella label when in its first year it hit with the million-selling "Green, Green Grass of Home" by Paul and Paula.

It followed last year with an LP aging "Singing Nun"—two of the year's hottest disk offerings.

Philips has a full-line label. Philips has developed product in the pop, jazz, classical and specialized material fields. Philips' most recent signing of the 4 Seasons spotlighted a talent that includes the addition of such names as Woody Herman, Tony Bennett, Gary Gillespie, Gerry Mulligan, Jimmy Changton and Bryan Hyland. And Philips' latest contract includes such names as the Secrets, Darrell McCall, Jimmy Jay, and the latest contract signed by the Serendipity Singers from Colorado.

Philips owes much of its success to a world-wide licensing agreement with Philips Phonograph Industrie of the Netherlands, parent firm of the London-based label.

Its "Singing Nun" material came from such an agreement as did its "Hanky Panky" LP and material by the Springfields of England and the Double Six of a prestigee Connoisseur Collection album, which came entirely from Europe.

Classical names on the Philips label that have been requested: Gerard Souzay, Pablo Casals, David Oistrach, Arthur Grumiaux, Sir Georg Solti, the Concentrige Orchestra of America, the New Orleans Symphony Orchestra and the I. Musici Chamber Orchestra.

Riaa Elects Lieberson

NEW YORK—Godbildung Lieberson, Columbia Records' president, on Tuesday (21) was elected president of the National Association of Independent Records Industry Association of America. Other officers elected at the RIAA's bi-annual meeting, presiden- and assistant treasurer Arnold Maxin, MGM Records; vice-president John K. Maitland, president, Warner Bros. Records, vice-president, Robert M. Schwartz, president, Laurie Records; Edward J. Donald, senior vice-president and treasurer John Steveson, president, Young People's Records.

Electors at the meeting were Lieberson, Archie Bleyer, president, Cadence Records; Pat Lambert, president, Mercury Records; David Kapp, Kapp Records; George Marx, vice-president and general manager, RCA Victor Record Division; Joe Rubin, president, Monitor Records, D. H. Teale, controller, executive vice-president, London Records; Glenn E. Wallach, chairman, senior vice-president, Chess Rec- cords, and Randolph C. Wood, president, Dot Records.

Riaa officers were Henry Brief as executive secretary, and J. S. Meyers as general counsel.

Lieberson, who succeeds Wal- lach, is in his seventh year as president of the RIAA.

SAY KIDS BLEW THE WHISTLE

Indiana Gov. Puts Down 'Pornographic' Wand Tune

By GIL FAGGEN

INDIANAPOLIS—"Lois Louie" has been fingered by Indiana's Governor, Matthew Welsh, as being "pornographic." The Governor, who often referred to his own, was not re- cording by the Kingmen, told people his "ears tingled." Welsh then indicated that he had re- quested to Reid Chapman, presi- dent of the Indiana Broadcast-

er Association, requesting that the record be banned from all radio stations in the State, and Chapman, vice-president of WANE AM-FM, Fort Wayne, dutifully passed Welsh's re- quest on to his management.

Reports from the capital city reveal that a high school student from Frankfort, Ind., was first to send the Governor a copy of the allegedly pornographic recording. College students from Milan, Portland, Athens, Ohio, followed suit by providing Welsh with copies of printed "obscene lyrics." A spokesman at Indianapolis' WIBC AM-FM told top-rags, that the record (this week No. 6 in the nation) was No. 4 at the station for the past two weeks, but is now not being played. Group WP's 50,000-watt outlet in Fort Wayne reports that the station has never played the record, but is carefully investig- ating all the allegations. It was learned that attempts by WPGC and other stations to capture the lyrics from the Wand waxing was neig imposs- ible because of the allegedly unindictable rendition as per- formed by the Kingmen.

Sources at Sceptor—Wand Records in New York flatly stated that "not in anyone's wild- est imagination are the lyrics as presented on the Wand record in any way suggestive, let alone obscene." The feeling at the discry is that a bootleg version may be the culprit.

It also seems likely that some shrewd press agent may also be playing an important role in this tepid tempest. Exactly whose press agent is hard to pin down at this point.

LULU PORTER, the 22-year-old beauty who recently walked off with top honors at the 22nd United Nations, is- senter at the International Song Festival in Hague, Poland, has been signed to an exclusive long-term con- tract by Diana Records. Lulu, currently touring the country in connection with her role in U.S.'s "The Brass Bottle," has recorded the title tune from the film, and "Paradise" (Paradise), the song that won her the fount of the international competition.

HOLY DEATH TO BE MARKED BY STATIONS

NEW YORK—Radio stations across the country are preparing to mark the 50th anniversary of the death of Buddy Holly, Mon- day, February 3.

During Holly's short recording period, they may be the first to hear the aegis of Country Records, the new string of best sellers, such as "Peggy Sue" and "That'll Be the Day." None of the Holly albums have been released here. The "Buddy Holly Week" is to be taken as a way of marking the distinction of being represented for 160 consecutive weeks on the Billboard Radio Album chart.

Country Records has been con- tinuously releasing new and im- proved performances by Holly while we are all remembering his emergence as a star in 1957. In conjunction with the Feb- ruary 3 date, dealers and distributors will be contacting local radio stations to assist in setting special tributes to the following recording:

"Buddy Holly Week"

New Discyke Hops on Lists

CHICAGO — The city's newest disc jockey, headed by Jim Golden together with Allstate distributor Paul Glass, has landed his first new release, "California Sun" by the Munsen label. The tune hit Billboard's Hot 100 in the No. 70 spot last week and upon its second week in position 36. Golden claims the record has sold some 75,000 copies in Chicago alone. Other key cities are: New York, 12,500; Dallas, 5,000; Clevel- and, 2,000; Boston, 1,000; Pitts- burgh, 2,500; Los Angeles, 6,500; St. Louis, 7,000, and Mil- waukee, 4,500.

Bitter Fight GEMA to Go All Out in Copyright Law Battle

By OMER ANDERSON

BONN — GEMA, the West German performing rights or- ganization, will fight tooth and nail to make changes in key sections of the draft copyright reform law.

GEMA is bitter over the draft NARAS' instructions to GEMA to State supervision, and its clear establishment of the private right to tape record works for personal enjoyment.

GEMA will seek, too, to have the copyright period extended from 50 to 70 years in lieu of creating the right of "copyright inheritance."

In general, GEMA takes the position that the draft bill is no more than that, and that it believes the extending Holding of the law can be obtained in the Bundesrat committees now considering the bill.

In this connection, GEMA took the exceptional step of publish- ing press reports that the draft bill had cleared the way for private music taping.

By noting the provisions of the bill, GEMA, "second largest copyright society in the world, has repeatedly maintained that private copying of record works is an unalienable right that gives its members the freedom to enjoy their own possessions in their music."

"Until this solution is found, the world music industry and the highest German courts remain in force — to wit, the private tape recording, and that the draft bill must have the permission of the copyright holder."

As German State supervision of GEMA, the copyright society rejected this provision of the draft bill as "unconstitutional," and expressed confidence that this section, along with other controversial sections, would be rewritten in committee.

GEMA's general director, Dr. Erich Schulze, expressed gen- eral satisfaction that the copy- right reform draft law had met with a "basically objective and friendly reception on the part of government and parliament."

The draft bill reforms German copyright laws dating back to the turn of the century. The bill is of paramount importance to U.S. owners of copyrighted, and the future regulation of royalties on works by U. S. authors-composers-performers in this country.

If more than this, the draft bill will influence the general in- ternational attitude toward copyright legislation in many of which is pending in a num- ber of countries.

Draft law is the most im- portant aspect of the pending law, according to the major tape-making or German music but GEMA's sub- jective participation to State supervision, and which will have its present free-wheeling status as a private organization without more supervision.

The statues are due at GEMA by the draft bill would make its policies and royalties a matter of State interest.
BEATLES LAW WRANGLERS GO ON IN CHICAGO & N.Y.

Continued from page 1

Billboard he is not selling any of the Beatles work on his own, even Vee Jay and that he doesn't have any plans to do so.

Jay Lasker of Vee Jay said his firm stopped shipping Beatles product when the original injunction was issued last week (Billboard, January 25).

Under the injunction, Vee Jay, its agents, attorneys and distributors may not procure or sell from selling or advertising records by the Beatles.

Capitol attorney Sidney Zata has indicated that "steps would be taken" against dealers who purchase or take in Capitol-owned Beatles records, though he did not elaborate on what these steps would entail.

However, Jay Lasker, Vee Jay executive vice president, said that the Capitol injunction was against Vee Jay only, and it was permissible for anyone else who may have purchased, acquired, or manufactured, or servants (the wording of the injunction) from selling or advertising records by the Beatles.

The product causing all the fuss is: Capitol, "I Want to Hold Your Hand," a single No. 1 on Billboard's pop charts, and "Meet the Beatles," No. 2, an LP.

Vee Jay, "Please Me," a single No. 68, and two LP's, "Introducing the Beatles," already distributed, and "The Beatles and Frank Field," not yet distributed, have been the target of the suit.

Swan, "She Loves You," a single breaking into Billboard's Hot 100 in position 21 this week.

Beats on French Chart

BY EDDIE ADAMS

PARIS — Britain's hit group the Beatles appear this week for the first time on the French chart. Among the three LP's and three EP's released recently by Decca, which distributes Parlophone records in France, there are sales in demand are: "She Loves You," "I Want to Hold Your Hand," and "From Me to You." The Beatles are playing the Olympia May 3rd and 4th. They share the honors with Trini Lopez ("Reprise-Vogue") and Sylvia Vartan ("RCA-Victor") as they appear equally on the chart with two hits: "If I Had a Hammer" and "My Heart Has" that are also being launched.

Although the press is not enthusiastic about the Beatles' performances here, which through the season is deemed as "too sweet," a Parisian store tried to cash in on the big band novelty trend with a promotional campaign by putting on sale "Beatle Bells" put together directly from New York for 20 francs each.

LATE'S SINGLE SPOTLIGHTS

Pop

JOHNNY TILLOTSON

PLeASE DON'T GO AWAY (Ridge, BMI) (2:08) — Strong new hunk of ballad wax, for Johnny after his smash "Talk Back Trembling Lips." This is his second single for the label and it could easily be two straight hits. Flip is "Don't Worry" (Woody, ASCAP) (2:26).

DEE CLARK

THAT'S MY GIRL (Joni-Dec, BMI) (2:15) — Here is a slick piece of wax that has a lot of "Knock at the Shack" groove in its rhythm. Intertwingle-funk legs provide the rhythm backcloth. Watch it flip is "Jus' Raining" (Minute, BMI) (2:20).

Mart Blitzstein

Killed in Crash

NEW YORK — Composer Marc Blitzstein, who bridged the two worlds of popular theater and opera, was killed in an auto accident last Wednesday (21) on the island of Marquette in the West Indies. Blitzstein, whose fame was most widespread as the adapter and translator of the "Three Penny Opera," was 49 years old.

At the time of his death, Blitzstein had been working on an opera, "Finian's Rainbow," which had been commissioned by the Metropolitan Opera.

In his capacity as a composer, Blitzstein had his affiliation with the Federal Theatres; Blitzstein had most frequently been employed at jobs which involved himself personally with such musicals as "The Cradle Will Rock" and "No, No, Nanette," which were highly acclaimed social satires. His opera "Regina," which was stimulated by the "man's Little Foxes," was ambitious, and successful. Less successful were his Broadway ventures, "Reuben, Reuben" (1935) and "June and the Paycock." (1939).

He was also prominent as a composer of incidental music and ballet.

Coast Living

Way to Do It, Plummer Claims

HOLLYWOOD — California's biggest recording drawing record number of people here to make the largest population in the nation, has affected the Coast disc industry, which now employs the Coast a.h. record, Neely Plumb.

A resident of the Golden State since 1945, Plumb feels the much discussed racial atmosphere is nowhere more felt than in his own home, making a summer vacation for the more sinister.

"We find it's easier to do our jobs done here because of people's attitude. We take a healthy interest in what we're doing. They appear not to have any pressures on them.

Plumb has recorded here, in New York and at RCA Victor's Nashville studios. In New York, the label has its own distinct characteristics, he says, but the casual attitude in which the artists work cannot necessarily be heard in the product, which are made with regularity, Plumb says. We've been all over the world, with New York having the most tension, Nashville next in line and Los Angeles, where it's probably a completely relaxed milieu.

Ex-ex says the New York a.h. record is more a matter of knowledge than a matter of tension. Does this casualness prevail in all kinds of recordings? A record engineer can probably be tolerated in the fad records, but it stands a lot of improvisation. An album by a good vocalist, Plumb believes, is a combination of orchestral and choral backings, which, according to Plumb, is that working musicians, featured performers and A&R producer don't have to strain to achieve a comfortable working atmosphere. It's a built-in commodity.

Electrola Gets Imperial Label
In Germany

COLOGNE — The Imperial label, which has been labeled by the U. S. diskery Liberty, will issue future discs on the German market by Electrola under the Liberty banner, it has been just released by Electrola of its best-selling records: "Kuhlman, Ffilesize by Mann" (Gitti) and "Regie, Hell soll man küssen — Lucky Lips" (Cliff Richard) and sold a million by the end of the year.

"Vom Stadtpark die Laterne" (Gitti-Rex Gildo) and "Bauern, Desviertel, Erweiterung" sold over 40,000, "Mitos" (Jacqueline Boyer), over 300,000, "Zwei Bären, Fergenmacht" (Rex Gildo), over 200,000, "Es gibt kein Bier auf Hawaii" (Paul Kuhn), "Drei Musikanten, Cäsar & Leber, Kaefer als Ein" (Rex Gildo), over 100,000 each.

Court to Hear 4 Seasons Beef

NEW YORK — A motion for a temporary injunction, brought by the Record Board against the 4 Seasons, will be heard here Thursday (30). The action involves the use of the name "Dawn," recently released on the Atlantic label, and includes as defendants the 4 Seasons individually, Philips Records, Inc., its distributor and agents, as well as record producers.

The complaint was originally filed last November, against the Crest Cinevee in Nashville that they deliver up to Vee Jay the exclusive recording rights.

Later, when the Seasons appeared on Philips, the suit was amended to include the additional parties.

In order to undertake the new venture, Drayson, who has served with MGM and Capitol, among others, said his new firm will offer "a wide range of special services and unique promotions to the record industry.

NASHVILLE — Gov. Frank G. Clement will take a delegation of two hundred promising stars to California with him in early February on a swing through the West to attempt industry to Tennessee.

The Governor has invited Elvis, Merle Maddox, Don Shore, Ernie Ford, Polly Bergen and Eddy Arnold to accompany him.

The Governor and his staff plans to meet with 400 manufacturers in the Los Angeles and San Francisco areas.

Craig Gets Col. In Six States

HOLLYWOOD — Columbia is making its distributor with Standard Music in South Lake City February 4 and the company has received a letter of invitation to Denver to cover the Colorado, Wyoming, New Mexico, Utah, Texas and Southern Idaho territories.

Standard has been a Columbia distributor six years.

The move thus gives Columbia the same distributorship in 22 years. Diskery had formerly operated with B. K. Sweeney and a new disk company in March, 1963, after 21 years. In the interim the area was handled by label's own Los Angeles distributor. Craig originally opened its warehouse in Denver to handle the Argus camera line, with Columbia subsequently selling all of its full distributorship of its product.

Moving to Denver as sales manager for Columbia and its distributorship in Bob Murphy, the former regional promo manager who moved out of the Hollywood area territory, has been appointed general manager for the new office is Ralph Godshall, moving to Denver to open office and start up the Columbia promotion. The existing Columbia sales rep continues in his job and will continue to work their territories.

Meat Marketing

AICB

Washington, D.C. (AICB) — The American Industry Council of Beef, also known as AICB, held its 1964 convention January 29 through 31 at the Statler Hilton here. Weighed in the convention was the annual report of the organization, on the progress and promotion of beef products in general.

The convention was attended by over 1,000 representatives from the beef industry in various capacities.

Electrola, a German disc company, is under federal license to produce records, and the company is currently marketing in this country through the distribution of Electrola's records in the U.S. and Canada.

The convention was held in the Statler Hilton in New York and was attended by over 1,000 representatives from the beef industry in various capacities.

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The first big hit of '64 from 20th CENTURY-FOX RECORDS

NAVY BLUE

DIANE RENAY

FOX #456
A BOB CREWS PRODUCTION
There's a Vicious Circle Around, Disney Man Says

HOLLYWOOD — Disney's pop label, Vista Records, is holding down its staff by a growing interest in the industry's "vicious circle," to cite a Jimmy Johnson phrase.

Johnson, executive vice-president of Vista, which thinks large release programs are wrong, knows the disc jockeys can't help it because of contractual obligations, and he calls it the "vicious circle." He says there's so much product the country can't use it all.

"We're not out to build a Vista roster of stars," Johnson says. "These roster are the curse of the industry. We only release albums with a film or TV promotion behind them. We try to get the truth across to the dealers that these albums have something extra for them and they should buy them.

Disney's current TV activities encompass the "Wonderful World of Color" on NBC and the "Mickey Mouse Club," which is in syndication in 125 cities across the country. Disney's color show was recently among the highly rated programs which helped NBC pull even with CBS in the national Nielsen ratings.

Vista's roster after three years consists of Annette, Carman, Maureen Scott, Hayley Mills, Billy Storm, the Ward Gospel Singers and the Wellingtons. Policy is for each artist to have one LP a year, with Annette cutting two.


design has new series

NEW YORK — Design Records, a product of Pickwick International, is releasing a new compilation of 10 albums under the tag "Three of a Kind." Each of the discs presents three tops artists, according to the firm's president, Cy Leslie.

The idea of a "Three of a Kind" concept is carried out in the cover art of each set. The line, which is unprecedented in such categories as folk, Hawaiian, mood, big band, blues and country, among others, was designed by Leslie, to "offer the public a widely varied form of listening entertainment."

kepp's jack Jones has it all

News Review

Few vocal performers have as much going for them as Jones, currently appearing (January 15-Feburary 11) at New York's swanky swank intimate living company as an executive-artist. When Weston left to go with Columbia, Mr. Stafford accompanied him and subsequently left Columbia.

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Al Martino made '63 HIS year with hit singles in a row. '64 promises more magic starting with his brand new hit....

I LOVE YOU MORE AND MORE EVERY DAY ... b/w ... I'm Living My Heaven With You #5108... and don't forget
...And Other Noteworthy News

W. German Pick

HAMBURG—West Germany has selected the singer to sing in the Eurovision Song Contest to be held in Copenhagen March 21. The title, "Man Gewohnt sich so Schnell an das Schoen", music by Rudi Land and lyrics by Niek Nobjach, will be sung by an Austrian artist Nora Nova. The singer is signed to a contract with Ariola-Eurodisc.

CBS Hits Label

NEW YORK—Documents Unlimited, Inc., will release the LP, "JFK, the Man—" the President," has been recorded on LP by CBS and CBS newsman Allan Jackson, charging an unauthorized use of a Jackson broadcast in the album. The injunction damages question filed in New York Supreme Court requests a cease and desist accounting of profits, claiming approximate seven minutes of the newscaster's on-air material incident to the radio-TV network's four-day coverage of President Kennedy's assassination without permission or crediting.

C-P-13° Dividend

PHILADELPHIA—Camto-Parkway Records, Inc. (AMEX), declared a quarterly dividend of 13 cents per share in January 22, payable March 10 to stockholders of record February 15, 1964. This is the sixth consecutive quarterly dividend declared by the company.

Carvelles on Tour

CHICAGO—The Carvelles, Smash Records' representatives in England, arrived here last week for a five-week personal appearance tour of the Midwest. They'll hit Wisconsin, Minnesota, Illinois, Indiana, Kentucky, North Dakota, and Missouri. The tour, arranged by General Artists Corporation, will wind up in Chicago with an afternoon and evening show for teen-agers. Smash released the group's "Have You Ever Been Lonely? b-b-a 'Don't Blow Your Cool" (penned by the group) to coincide with the tour. The group's manager accompanies them on their tour.

WB Buys a Master

HOLLYWOOD— Warner Bros., has bought its first Hawaiian master, "Samoa," by Tuna, which has been making healthy sales returns in the Islands. Negotiations for the rights were undertaken by label's president, Mike Maiatini, and producer, Don McDermott.

According to WB's marketing director, Joel Friedman, the single was the subject of intense bidding by four other diskettes. It has now been out three weeks. Duets is the third foreign-language hit to appear on WB, according to the company. WB's previous foreign hits were the vocal "Al Di La" and the instrumental "Main In France."

Elektra Inks 3 Acts

NEW YORK—Elektra Records President Jack Holzman has signed three new acts to the label. These include the Ian Campbell Folk Group, five singers from Britain; singer-clarinet Phil Ochs, and the Byrds. Albums have been recorded for each by early release. The Campbell group was brought in as a result of a recording session to London, while Paul Rothchild, the label's a.r. chief, uncovered the other two acts.

Drusky With SESAC

NASHVILLE—Roy Drusky will head up the newly opened SESAC office here, a move by the performing rights organization to expand its activity in all fields of music, the office is located at 806 16th Avenue South in the heart of "country music capital of the world."

Taps Decca Distribrs

NEW YORK—Decca Distribution Corporation has been tapped by Caedmon Records to handle their distribution in the Midwest through their Memphis, Kansas City, and Columbus offices (serving the Albany-Buffalo territory). The Decca Distribution Corporation will handle in excess of 250 LP's in the Caedmon catalog as well as the play records of the other labels which are issued under the imprint of the Shakespeare Records Society.

Prestige Names Field

BERGENFIELD, N. J.—Prestige Records has named Jerry Field to the newly created position of general manager of single sales to increase its potential in the pop market. The jazz-based label which has been diversifying for the past year or two, also named some new distributors.

Field is currently on the road pushing product which is particularly strong in the singles field. Field, who has had some single chart activity, Gene Ammons, Jimmy With-rooms, Lightnin' Hopkins and Willis Jackson, all strong singles sellers for the label, are artists the new general manager is concentrating upon.

Muse Goes Distrib

CHICAGO—John Mine, long-time A&R record promoter man here, is setting up his own distributorship, B & W Records on South Michigan Avenue, the city's record store center. Mine is being joined by his wife, a record distributor from the east, and three others, Judy Hudson, and Garmsa with Garmsa. Bill Huling, pioneer in the field of hand sales, and Lee Mension, sales and promotion. Muse will announce his lines shortly.

London Gets Film Track

NEW YORK—London Records has acquired the sound-track album rights for "To Bed, or Not to Bed," a new picture which comes out this month in the recent Berlin festival. Film was produced by Dino De Laurentis and the film is distributed by Frank Music. National release of the picture is expected in a month.

Glen Grey Revival

HOLLYWOOD—The Glen Grey Revival was negotiated to continue the successful LP series of "Sounds of the Great Bands," 1956.

Next package, "Today's Best, Vol. 2," was begun last week, with Dave Cavanaugh producing. Original arrangements by Casa Loma vets Larry Wagner. The orchestra leader died several months ago.

20th Has 4 New Albums

NEW YORK—Norman Weiser, vice-president in charge of the new division of Reprise Records, has re-emphasized his company's concept of care-fully picking" leading artists and recording a firm's latest release of four albums.

In the forefront of the quarter of LP's is the new Lena Horne album. The album is a beautiful title from the artist's strong single by the same name. Another arted that will utilize the same concept is an album by Dickie Wells. The album consists of two Kay Trio and a set of dance orchestrated themes by Bill Ramsey.

Expanding on the theory still further is the appointment of Bob Wakefield to supervise folk music, on liturgical music. Second, the album of "Bye Bye Birdie, New Edition" will follow, and a new album by Charo has been signed for an additional to other projects.

BOOK REVIEW

Funny Book Not That Funny

"Laughter From The Hip" by Leonard Feathar and Jack Morgan. Horizon Press 175 pages. $3.95.

Two distinguished writers, co-existence, it will be, since ex-ecutive Tracy, have put their talents into producing a work that has had to renew incidents they have been trying to find lighthearted and honest but not without a small a 13 dealing with hip expressions the earliest of hip stories in the music that for a piece of work that the "cherry pie is gone," says the counterpoint. "Crazy! I'll take a little bit of the whole subject of the hippie's with a sense of dramatic respect for the integral part of the music scene."

This is an easy book to" laugh" when the ruins the sundry other jazz manuscripts in the stores. Upon the few already one overwhelming "funny book" it's laid out to be.

ELIOT TIEGEL

Joseph Lockwood Opposes Rat Race

Continued from page 1

The Radio and Television Re-

tality of the group's chances the strongest possible prototype of what they call "this un-remarkable," the group was likely to cause the greatest hardship to the thousands of independent record companies who are doing nothing to reduce the price of goods.

The sober daily, The Times, said that after Britain failed to get an agreement from the United Nations when it was hoped that cooperation would be induced, the country felt "the pinch of its place." The government had settled for an import tax aimed at making private industry more enterprising and the trade unionist, John Hol, wrote that it was, the future was in doubt and may well outlive the rise in production in all branches.

On the question of the damage the abolition of RPM might do to many businesses, the paper is frank in saying "the whole pur-

pose of the tariff is to enable small

to make themselves efficient or of going out of business. This simple fact of modern economic life are actions that the act of the business have to learn that Britain cannot do so and maintain a proper Rat Race

Battles Line Drawn

Meanwhile, the battles go, while warnings of danger from various sections of the retail trade asking the government to have some control over the Shops Act of 1950 which regulators on opening and closing hours will come up for revision, which would enable stores to fight back at the big stores.

To be factual, before either the storm started here or the news of RPM hit us last week, there have been examples of efforts by some by any bold operator who could sell clearly, Commerce, have the washers, washing machines from a Mr. Brown (with holidays thrown in at once-in-a-lifetime) records from record clubs and petrified that they will make out price fortune for themselves.

People are asking "have re-

duced interest at in electrically rated for LP records? An American record man mani-

fests in on one Sunday paper here as say-

"the Biddle is better than a slow dime."

Retailers' Council

Continued from page 1

Stanley, has reported a 30 per cent cut in price sales in the last week and a decreased trade to stock order, in view of the fact that the price cut in trade buying was said to be worse than in previous pre-

The tax cut is not expected to be a complete change. The reports of price cutting in the record trade, though some super-

market preferable to have to buy Beatles' records at a little over cost to sell at cut-

rate to resellers.
**POP SPOTLIGHT**

**INTRODUCING THE BEATLES**

Yes, Joy VLP-1562 (M)

The Beatles, no matter what the locale or the settings of the pop scene these days and rock's other great bands, are slightly different examples of their distinctive sounds. This may be Ray's effort, "Cornwall, In the Cold, Cool, Cool of the Evening." And "What Kind of Fool Am I?" is a fine, fine entertain-

**ALBUM REVIEWS**

**POP SPOTLIGHT**

**YOU MAKE ME FEEL SO YOUNG**

Ray Conniff, His Orch & Chorus
Columbia CL 2118 (M); CS 9791 (S)

Another worthy addition to the Ray Conniff collection of evergreen recordings of popular songs and melodies is this little gem. This time Ray offers, "Cornwall, In the Cold, Cool, Cool of the Evening." And "What Kind of Fool Am I?" is a fine, fine entertain-

**POP SPOTLIGHT**

**SUNDAY IN NEW YORK**

Doris Day
Epic 32207 (M);

Here the pianist has been a hit album properly for a long time. It's a beautiful and tuneful effort by that composer for an important new movie containing songs sung by Doris Day. The music is of the highest order and the pianist taken care of by the first-class orchestra and singers. In the"Rosemary's Baby," "Crazy" and other songs. Pianists and singers often times back the concert neatly. A lot of play in diction here.

**POP SPOTLIGHT**

**GOSSIE COUNTRY STYLE**

Ray Gaige
Columbia CL 2170 (M);

Another effort on this album for the jazz guitarist. He's backed again by the brilliant writing of the best arranger, the composer, and the orchestra, arranged and conducted by William David. The main feature of the album is its new and fresh approach to the"Rosemary's Baby," "Crazy" and other songs. Pianists and singers often times back the concert neatly. A lot of play in diction here.

**JAZZ SPOTLIGHT**

**LOVE ME!!**

Doris Day
Columbia CL 2121 (M);

Doris is back with a mighty strong effort of her present state. It's a beautiful and tuneful effort by that composer for an important new movie containing songs sung by Doris Day. The music is of the highest order and the pianist taken care of by the first-class orchestra and singers. In the"Rosemary's Baby," "Crazy" and other songs. Pianists and singers often times back the concert neatly. A lot of play in diction here.

**CLASSICAL SPOTLIGHT**

**KIRK IN COPENHAGEN**

Roland Kirk
Mercury MG 20984 (M); SR 80084 (S)

Roland Kirk comes back with another strong LP, this one recorded live in the Club de Marmimarte, Copenhagen, during his recent European tour. The LP has full instrument, including Kirk's cornet and all the rest. The music is of the highest order and the pianist taken care of by the first-class orchestra and singers. In the"Rosemary's Baby," "Crazy" and other songs. Pianists and singers often times back the concert neatly. A lot of play in diction here.

**CLASSICAL SPOTLIGHT**

**MOZART: JUPITER SYMPHONY**

Bruno Cojocaru, his Orchestra (Leipzig)
DG BM 24594 (M); LSC 2649 (S)

Mozart's Jupiter Symphony, long a favorite of both soloists and listeners of the classics, is performed by Bruno Cojocaru, his Orchestra (Leipzig). The set contains the first movement, the second movement, the third movement, and the fourth movement. These movements are well performed and recorded, resulting in a fine overall recording of the Jupiter Symphony.
Sounds like a giant!

"The Boy With The Beatle Hair"

The SWANS

C302

THE BIG ONES ARE ON CAMEO/PARKWAY
GEORGE SZELL AND THE CLEVELAND ORCHESTRA


ALBUM REVIEWS

CONTINUED FROM PAGE 10

SONGS EVERYBODY KNOWS
- "Ode to Joy" - "The Star-Spangled Banner"

LOW PRICE POP SPECIAL

THE GREATEST STARS AND SONGS

Various Artists

RCA-Columbia CAS 781 (S)

A collection of famous love for the listener with included texts. Some of the material has been electronically represented for the listener, including the title, "The Star-Spangled Banner." This includes, "All Hail the Power," "The Star-Spangled Banner," "America," "The Star-Spangled Banner," etc.

LOW PRICE SACRED

GLORYLAND JUBILEE

Blackwood Brothers Quartet

RCA-Columbia CAL 794 (4)

There is much variability in the quality of the Blackwood Brothers, and for some people, it is a budget selection of material which highlights in many ways the bosom of a traditional Gospel Quartet. It would include "A Wonderful Time," "The Lord's Night," and "The Power of the Way.

FOUR-STAR ALBUMS

FOLK SWINGIN' HARPSICHORD WITH A STRING SELECTION

The Miklós Schwartz, Warner Bros. W 1273 (M)

DIANE VAN RONK & THE RAGTIME PUG WOODCOCKS

Mercury MG 2084 (M)

TOP TV THEMES 84

Warner Bros. (1400)

MODERN PIPE ORGAN

Rudy Calk, Warner Bros. W 1273 (M)

MUSIC FROM BROADWAY

George Brown & His Orch, Decca DL 4408 (M)

BACKWOODS BLUES

Alexander (Molotov) Thomas, Smash 7204 (M)

HERCULIN FROM BROADWAY

George Brown & His Orch, Decca DL 4408 (M)

EDDY DUCHIN REMEMBERED

Carmen Cavallaro

Decca DL 4408 (M)

THEMES TO REMEMBER

Statis Williams & His Orch, Decca DL 4408 (M)

MC GULLEST SISTERS SHOWCASE

Coral CRL 27443 (M)

GEORGE SZELL AND THE CLEVELAND ORCHESTRA


All of us at Screen Gems-Columbia Music, Inc. are proud and pleased to have tied our own all-time record for awards and to have led the popular music business for the third consecutive year. We will endeavor to maintain this leadership during the coming year. At the same time, our talented and versatile writers will become even more actively engaged in providing music for television, motion pictures and Broadway. To Carl Haverlin — our best wishes and to Bob Burton — our congratulations.

DON KIRSHNER
Executive Vice President
Columbia Pictures—Screen Gems TV
Music & Record Division

Citation of Achievement
1963

* MY DAD
* UP ON THE ROOF
* HE'S SURE THE BOY I LOVE
* BLAME IT ON THE BOSSA NOVA
* DON'T SAY NOTHIN' BAD ABOUT MY BABY
* ON BROADWAY

(C&W AWARD)
YELLOW BANDANA

1963 ACADEMY AWARD WINNER
LAWRENCE OF ARABIA
BEST ORIGINAL SCORE
COMPOSED BY MAURICE JARRE

...takes pride in these great writers:

BARRY MANN
CYNTHIA WEIL
Les Cooper
Charles Langston
Karen Kelly
Charles Albertine
Mike Anthony

GERRY GOFFIN
CAROLE KING
Brooks Arthur
Anthony Alfano
Sylvester Bradford
Berle Brown
Daniel Brown

JERRY LIEBER
MIKE STOLLER
Barbara Cole
Dee Ervin
Ron Dante
Michael Gottlieb
Deane Hawley

HELEN MILLER
HOWARD GREENFIELD
Danny Jordan
Art Kaplan
Paul Kaufman
Jack Keller
Arthur Kornfeld

BRIAN WILSON
JAN BERRY
Jennie Lee Lambert
Freddie Scott
Neil Sedaka
Cornelia St. John
Phil Sloan

ROGER CHRISTIAN
LARRY KOLBER
Tommy South
June Sparks
Vincent Tenuta
Russ T Metodo
Jimmy Willingham

AL GORDON
STEVE KARLSKY
Tommy Wynne
Toni Wine
Richie Mello
Tony Orlando

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Vice President

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Vice President
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TONY MOON
General Professional Manager
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JONIE TAPS
Studio Executive

AL GORDON
Artist & Production Coordinator

CHARLES KOPPELMAN
Director

SIG EISGRAU
Copyright Head
Domestic & International

DON RUBIN
Music & Talent Coordinator

711 FIFTH AVENUE • NEW YORK 22, N.Y. • PL 1-4400
only two were new selections, his Mercury single, "Bye, Bye, Blackbird," and the opening "Oo-Old Gasoline Man," a selection from his album The First Night. Backed by the Fredric Martin orchestra, Vaughan moved his way through the best of popular music. "This is our night," he said. "Look at Me." "All alone, "Laters tonight, and with complete assurance, Bader was all kinds of a man, his voice is all sorts of a thing when, the velvety quality of his voice is best displayed. On that, they all but drown him out. Inevitably there is the medley of "I Want To Be Loved," "Sleep My Valentine," and "At Last," for Me To Say," "Twelfth Night," "Winds Of The Wind," "When Sonny Gets Blue," "Chances Are," and "Wonderful." The real high point of Mathis' act are his performances of "West Side Story." He has somehow chosen two of the most powerful songs of the play, "Maria" and "There's A Place For Us," which both receive deserved applause. By continuing to offer these two tunes, Mathis has demonstrated his own affection for standards. Both songs need a sensitive, poetic approach to match the words and the music. On the other hand, he may be fascinating by the way he shows them off. It is of the same sort. That is the point that Mathis has a unique kind of talent, which is best shown off in the slow ballad tempo and there are certainly examples which are well enough to offer Mr. Mathis a broader range. There are many people around here who know what to do. ELIOI TIEGEL

**Italian Songstress Makes N. Y. Bow**

**NEW YORK**—Another European singer has attempted to crash the American market through a series of sold-out concerts held in Carnegie Hall and the Brooklyn Academy of Music here. Milva, the Italian singing girl, was presented once at Carnegie Hall and twice at Academy over the past weekend. Saturday (18) and Sunday (19).

Producer of the show was Erberto Landi, general manager of RCA Victor city (24) for Italy with Milva to take part in the San Remo Festival.

The lovely Italian songstress sang some of her most popular performances. Among them was the "Il Mare Nel Sassetto" with which she rocketed to stardom on the San Remo Festival in 1961.

Among her other songs which appear in Italy on the Cela label were "Flamenco Rock," "Tango Italiano," her current disk, and her native country, "Milford."

The young lady's short but whirlwind tour in North America has taken her to Canada and towns in New Jersey.

**PENNY, ANKA 1ST YANKS IN SAN REMO FEST**

**NEW YORK**—RCA Victor's little Peggy March and Paul Anka have left for Rome to participate in the 1954 San Remo Festival, which begins January 10. This will be the third time that U. S. artists have participated in the event.

Other A-V artists from Argentina, Mexico, and, of course, Italy, will participate as well. Plans have been made to record the winning songs in music by the RCA Rome studio, Dario Soria, division vice-president of the company, to present a complete program of songs by the winners of the San Remo Festival, for RCA Italian.

**The BEATLES**

**CINCINNATI**—Forced to cancel 10 dates as a result of a highway crash two weeks ago, Lonnie Mack and his companion went on Fraternity Records, leaving the set of Wednesday, (22) to resume their road trek. Beginning in Chicago and moving Northwest, the group will head for California and the Pacific Northwest and singer of another song from the group, Mary Lieberman and Marvin Schuck, Mack band, were injured in a car crash which occurred when the van driven by Lieberman struck an icy spot on the road and crashed into a tree. The van and all band instruments, including a number of guitars, are in a truck. Mack suffered a spine chip.

Mack will make the present tour as a foursome, with Bill Bowman on drums; Wayne Bullock, fender bass; a new organist, and Mack on guitar and vocals.

**Lonnie Mack Resumes Tour**

**The BEATLES**

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**LATEST SINGLES: Positions on Billboard's Hot 100 this week are:**

- "I Want to Hold Your Hand" (Capitol, No. 1)
- "Love You Tonight," No. 21: "I've Missed Someone" (Vee Jay), No. 68

**LASTEST ALBUM:** "Meet the Beatles" (Capitol, No. 92 on this week's survey) will play on the following three stations:

- **11-1** in Los Angeles
- **11-2** in West Los Angeles
- **11-3** in San Francisco
CONNIE FRANCIS
HAS A NEW HIT THAT PACKS THE POWER OF A BLIZZARD!

BLUE WINTER
K 13214...c/w YOU KNOW YOU DON'T WANT ME ..............

We're plowing our way through orders!
CONNIE FRANCIS IS EXCLUSIVELY ON MGM

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
Sunbrock-Young Unit Sets Mark At Coliseum in Jackson, Miss.

JACKSON, Miss.—A country and western package, featuring Ferlin Husky, Skeeter Davis, Carl and Pearl Butler, Jean Shepard, Red Sovine and the Tennessee Mountain Boys, fiddler Wade Ray, Martha Carson and Loretta Lynn, and promoted by Don Young and Larry Sunbrock, set a new house record at the Coliseum here January 11. In $10,800 paid passed through the turnstiles.

Vic Lewis Preps for N. Y. Stand

CINCINNATI — Vic Lewis, Toledo promoter, met recently in New York with W. E. (Lucky) Miller, president of the Denny-Moeller Talent Agency of Nashville, to discuss plans for the king-size country music spectacular to be presented at New York's Madison Square Garden May 16-17.

Lewis, who represents Country-Music Travel, Inc., producer of the two-day event, said that most of the talent for the New York show will be contracted through the Denny-Moeller office, though some would be booked through other Nashville agencies. Webb Pierce, Jim Reeves, Hank Snow, Ferlin Husky and Red Foley are among those already engaged.

Matinee and evening performances are skedded for the two days and admission prices have been set at $2 to $5.

Negotiations are being conducted with others, and New York travel agencies, Lewis says, and when concluded a special "Country Music on Broadway" week.

(Continued on page 18)

COUNTRY D. J. OF THE WEEK

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(Continued on page 18)

COUNTRY D. J. OF THE WEEK

Franks, Payne Frame Package For Canandaigua Trek

SHREVEPORT, La.—Producers Tiller Hammonds, of Tillman Franks Enterprises here, and, John Henderson, of country music package high-lighting David Houston, Country Joe, Waylon Jennings, Tom T. Hall and the Cedar Grove Three and a Canadian tour begin February 3 in Albany, Ala. Also on the trek will be George Hamilton, Charlie Rich, Dave Dudley, Maybelle Carter and the Carter Family.

Remaining of the itinerary stacks up as follows: Lethbridge, Alta., February 5; Vancouver, B. C.; Winnipeg, Man., February 7; Edmonton, Alta., February 14; Regina, Sask., and Saskatoon, Feb. 15, and Muskogee, Okla., Feb. 16. Gus Glock, Billings, Mont., promoter, is lining up other dates for the trek in Montana, Wyoming and Idaho.

HOT COUNTRY ALBUMS

"Betty & Dupree" (w/ "Got My Mojo Working")

Sun Rays

16 BILLBOARD

FEBRUARY 1, 1964
off to a PROSPEROUS '64
Mercury Classics

FOREMOST IN
FINE RECORDING

TOP ARTISTS

TOP REPERTORY

DEBUSSY
SR90372/MG50372

RAVEL
SR90373/MG50373

BEETHOVEN PIANO CONCERTO No. 4
DONATA IN 8 MAJOR Opus 58 No. 1
GINA RACHAUER

BIZET
SR90374/MG50374

CHABRIER
SR90375/MG50375

BACH
SR90376/MG50376

LISZT
SR90377/MG50377

HUNGARIAN RHAPSODIES

Latest in the
Great Music Series, featuring:
1. Popular programming—proven
classical favorites
2. A full hour of music on each disc
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ejacket notes by Edward Downes
4. Performances praised by the
nation's top critics
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ing and technical know-how

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STRAVINSKY
PETROUKHIA

RHAPSODIES
ROMAN FESTIVALS

CHURCH WINDOWS

STRAVINSKY PIANO CONCERTOS

BACHMANN PIANO CONCERTOS

VIVALDI THE FOUR SEASONS

SRW18038/MGW14038
SRW18039/MGW14039
SRW18040/MGW14040
SRW18041/MGW14041
**COUNTRY MUSIC CORNER**

By BILL SACHS


George Kent, recently signed with the country music trade, is an exclusive writer.

**WITH THE COUNTRY JOCKEYS**

By BILL SACHS

Bob Clark, of WEXL, Detroit, hosted a country and western show in Utica, Mich., Sunday (26) for the benefit of the Utica Sterling Boys' Baseball League. On the bill were Swiftie Caldwell, Eddie Jackson, Curly Dan, Wilma Ann and Vic NORWIn.

With the pop version of "Pledge of Love," by Ray Ruff and Vic NORWIn, the Bole label, currently making it big in the Southwest, Joe M. Leonurd Jr., of KQAF-AM-FM, Gainesville, Tex., has been prompted to make a recording session of the tune on the Lin label. He recently took Frank Star to Nashville and backed him up with the Jordonaires, Bob Moore, Boots Randolph, Floyd Cramer and Buddy Harmon, and came out with a terrific sound. He has deejay samples available. Write Joe at Box 222, Gainesville, Tex.

Cruiser to Moore, Gainesville, well, On show of Payne &i Wisconsin i

JOCKEYS Bob carded in the 18 for a label, Ana Clark, Jr. of Boys' Baseball League.

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The complete Atlantic & ATCO LP catalogues are available in a great new sales program.

Contact your distributor immediately for full details!
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TONY MARTIN
WINTER SUN b/w BELLISIMA
#3002

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS ★

VAYA CON DIOS
Deftones, Atlantic 2126

ABIGAIL BEECHER
Freddy Cannon, Warner Bros. 5409

PLEASE PLEASE ME
Beatles, Vee Jay 328

★ REGIONAL BREAKOUTS ★

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

THE GREASY SPOON
Hank Marc, Federal 12588 (Avenue, BMI)

KOKO JOE
Righetous Brothers, Moonglow 224 (Venice, BMI)

POP SPOTLIGHT

MARATHA AND THE VANDELLAS
LIVE WIRE
(Jackie, BMI) (2:57) - Viva Jazz 5075

Martha and her crew have another electrifying stringer like "L包括." The song has rhythm and catchiness. The flip is "Old Love (It's My Toy Again)" (Jackie, BMI) (2:30).

4 SEASONS
GOODNIGHT MY LOVE
(Quotek-Rome, BMI) (3:03)

STAY
(Cracker, BMI) (2:55) - Viva Jazz 5073

Two strong sides by the brother-sister team. The group comes up with a powerful singing and a harmony on rock ballad "Goodnight My Love." Flips feature another strong side in the key of the group's other side. Spotlighting high-pitched solo work. Side also has fine dance action.

THE BEATLES
THE BEATLES (Lies Over the Ocean)
(P. T. 303, ASCAP) (2:41) - Mid 3228

The Beatles for their thing in this charted standard and Tony Sheridan is the lead singer. This disc was originally recorded by the German OGG group. The flip is "I Love You." Sheet music is available.

RIP VAN WINKLE . . .
Dorothy, Roulette 4541 (Starday, ASCAP) (Pittsburgh)

LEAVING HERE . . .
Eddie Holland, Motown 1032 (Jabber, BMI) (Detroit, Atlanta)

TELL HUM...
Drew-Vola, Capitol 5055 (Breacon, BMI) (San Francisco)

SEATTLE . . .
Wellers, Entiquette 7 (Vital, BMI) (Seattle)

THERE'S A MEETING HERE TONIGHT . . .
Joe & Eddie, Crescendo 195 (Hollis, BMI) (Los Angeles)

GOTTA FIND A WAY . . .
Theresa Lindsey, Coral-Tone 5416 (Coral-Tone & Finn, BMI) (Detroit)

GOING BACK TO LOUISIANA . . .
Bruce Channel, La Com 122 (Bill/Marshall, BMI) (Houston)

THROUGH THE EYES OF A FOOL . . .
Roy Clark, Capitol 3099 (Central Songs, BMI) (Baltimore, MD)

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THERE'S A MEETING HERE TONIGHT . . .
Joe & Eddie, Crescendo 195 (Hollis, BMI) (Los Angeles)

GOTTA FIND A WAY . . .
Theresa Lindsey, Coral-Tone 5416 (Coral-Tone & Finn, BMI) (Detroit)

GOING BACK TO LOUISIANA . . .
Bruce Channel, La Com 122 (Bill/Marshall, BMI) (Houston)

THROUGH THE EYES OF A FOOL . . .
Roy Clark, Capitol 3099 (Central Songs, BMI) (Baltimore, MD)
JUST RELEASED!

JULIET REINWRIGHT

JUST RELEASED!

TO BE THE FABULOUS JAMES BROWN

HIS NEWEST AND GREATEST RECORD

5842

OH BABY DON'T YOU WEEP

part 1 and part 2

A NEW LIVE VERSION - 5853

PLEASE, PLEASE, PLEASE

IN THE WEE, WEE HOURS OF THE NIGHT

BEST SELLING LPS

883 - MR. DYNAMITE - LIVE
826 - LIVE AT THE APOLLO
851 - PRISONER OF LOVE
683 - THINK

THESE FABULOUS JAMES BROWN LP'S AVAILABLE

K-883 PURE DYNAMITE - RECORDED LIVE
K-851 PRISONER OF LOVE
K-826 JAMES BROWN SHOW - LIVE AT THE APOLLO
K-804 TOUR THE U.S.A.
K-780 SHOUT AND SHIMMY
K-771 NIGHT TRAIN
K-743 THE AMAZING JAMES BROWN
K-683 THINK
K-625 TRY ME
K-605 PLEASE, PLEASE, PLEASE

SINGLES AVAILABLE

5438 HOLD IT
5442 BEWILDERED
5466 I DONT MIND
5485 SUOES
5524 BABY, YOU'RE RIGHT
5547 I LOVE YOU YES I DO
5573 LOST SOMEONE
5614 WHY DOES EVERYTHING HAPPEN TO ME

5657 SHOUT AND SHIMMY
5701 I'VE GOT MONEY
5710 EVERY BEAT OF MY HEART
5739 PRISONER OF LOVE
5767 THESE FOOLISH THINGS (CAN YOU FEEL IT Part 1)
5803 SIGN, SEALED, AND DELIVERED
5829 I'VE GOT TO CHANGE THE BELLS

5842 OH BABY DON'T YOU WEEP

5853 PLEASE, PLEASE, PLEASE

8.771 NIGHT TRAIN
1.743 THE AMAZING JAMES BROWN

5842 OH BABY DON'T YOU WEEP
Part 1 and 2

5853 PLEASE, PLEASE, PLEASE

IN THE WEE, WEE HOURS OF THE NIGHT

12258 PLEASE, PLEASE, PLEASE
WHY DO YOU DO ME
12337 TRY ME (I NEED YOU)
TELL ME WHAT I DID WRONG
12361 GOOD GOOD LOVIN'

GOT TO CRY

IT WAS YOU

12369 I KNOW IT'S TRUE

GOT TO CRY

YOU'VE GOT THE POWER

KING RECORDS, INC. • 1540 BREWSTER AVE. CINCINNATI 7, OHIO
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<thead>
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<th>No.</th>
<th>Title</th>
<th>Artist/Song</th>
<th>Weeks on Chart</th>
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HELLO, DOLLY! HELLO, DOLLARS!
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Professional lead sheets, or sheet music scored for piano-organ.

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SINGLES REVIEWS

POPULAR

1. **Isaac Hayes**
   - **Sweet Pretzation (American)**
     - **B-side:** **Laury**
     - **On Our Last Goodbye (MCA, BMI)**
     - **COLUMBIA**

2. **Bobbi Brown**
   - **Remote Control (CBS)**
     - **On That Day (Acapella)**
     - **COLUMBIA**

3. **Clayton Brothers & Tommy Makem**
   - **The Leaving of Liverpool (Tappens)**
     - **On Gallant Forty (MCA, BMI)**
     - **COLUMBIA**

4. **Lonergan Sundown**
   - **Connecting Angel (Excello)**
     - **On Dallas (New Birth)**
     - **SACRAMENTO**

5. **Flora Garcia**
   - **No Parties Extravaganza (Placid)**
     - **On Chicago (Youngster)**
     - **COLUMBIA**

6. **Leonard Wilson**
   - **Have Love Will Travel (Lib- gym)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

7. **Pat Boone**
   - **Put It In Writing (Spooky, ASCAP)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

8. **Lawrence**
   - **Latin Love (Walter)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

COUNTRY

1. **Mac Wiseman**
   - **The Sweet to Be Remembered (Dee, BMI)**
     - **On those of the Crime (Cramer, BMI)**
     - **CAPITOL**

2. **Hilo Brown**
   - **Get It in the Wall (Star- day)**
     - **On Chicago (New Birth)**
     - **COLUMBIA**

3. **James O'Gwynn**
   - **Pieces of a Life (Golden- breck)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

4. **James Star**
   - **Rita in the Window**
     - **On Showtime (Tangos)**
     - **NEW YORK**

5. **James Star**
   - **Your Love Will Never (Browns)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

6. **James Star**
   - **Just a Little While (Linn)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

7. **James Star**
   - **It's a Great Day (Linn)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

8. **James Star**
   - **I Think of You (Browns)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

JAZZ

1. **Brother Jack McDuff**
   - **Somewhere in the Night (Soul)**
     - **On Passer Through (Fonk)**
     - **DECCA**

2. **Spirituals**
   - **Five Blind Men (Capitol)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

GOSPEL

1. **Rev. Julius Cheeks**
   - **The Ghost of the Hall (Browns)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

2. **Brother Jack McDuff**
   - **Just a Little While (Linn)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

3. **Brother Jack McDuff**
   - **I Think of You (Browns)**
     - **On Showtime (Tangos)**
     - **NEW YORK**

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

3. STANLEY ADAMS, President
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An all-new collection by everybody's favorite female singer, singing the most beloved of her German best-sellers! E/SE-4124

Johnny Tillotson: Talk Back Trembling Lips
Johnny's first LP for MGM Records, and a winner! The title tune and a program of other greats make it a must! E/SE-4168

Jonathan Winters' Mad, Mad, Mad, World
One of the stars of the "Mad World" film, Jonathan parades a galaxy of wild ones and wades ones all his own! V/SE-1294

Ella Fitzgerald: These Are The Blues
Ella sings these old good ones down and dirty in a totally new experience in jazz for her ... and for her legion of fans! V/VI-4062

Stan Getz: Reflections
Gorgeous tenor sax magic by the jazz giant in a program of standards for Getz, strings, and voices. V/VI-8554

The Prize
Composer Jerry Goldsmith conducts his original score for this new MGM box-office blockbuster, and other sound track favorites are also included! E/SE-4192

Harve Presnell: The World's Greatest Love Songs
Presnell sings in the style that made him MGM's choice for the romantic male lead in "Unknickable Molly Brown"! E/SE-4194

Oscar Peterson & Nelson Riddle
The Trio and The Orchestra With Strings combine in a program of silky jazz sparked by Peterson's piano creativity! V/VI-8562

Cal Tjader: Breeze From The East
Cool and refreshing new sounds from the old Orient by the young jazz star who introduced the new far out Far East sound! V/VI-8575

Count Basie: More Hits of the 50s and 60s
The poll-winning Basie band swings a set of recent pop favorites, including All Of Me, South Of The Border, 10 more! V/VI-8583

Martha Schlamme Says Kissin's No Sin
An all new program of English and Scottish folk favorites by one of the greatest artists in the folk music field today! E/SE-4190

Jazz Greats: Winners All!!
13 (count 'em) winners of the Down Beat jazz poll play the greatest on one fabulous Verve album. A jazz event! V/VI-8579

The Very Best of...
BING CROSBY
JUDY GARLAND
MAURICE CHEVALIER
JIMMY DURANTE

MGM Records and Verve Records are Divisions of Metro-Goldwyn-Mayer, Inc.
**Discomania Picks Top Disk Acts**

**MADRID**—The trade and fan magazine Discomania has selected the best selling artists in Spain. Artists were compiled by disk sales and broken down by nationality. Top album sellers for the course were “West Side Story,” “Todos Los Exitos,” a sampler on CBS which starred Ray Conniff and others. Other artists were Frank Pourcel (HMY) and Orchestra Marvella under the baton of Luis Ferrer (Zafiro).

Among male artists the leaders in the Spanish category were Jose Guardiola, Duso Domenech, Michel and Alberto. Female Spanish winners went Rosalia Guardiola was presented with a gold record for her record sales and his fans as one of the top Spanish artists.

French artists who scored were Gilbert Becaud and Richard Anthony, while the female artist leaders were Franco Hardy (who received a gold record for her strong sales), Sheila and Silvia Vartan.

Among the Latin American segment of the market Enrique Guzman, Alberto Cordete, Luis Aguzte and Joao Gilberto along with Lacho Gatica lead the pack. Italian artists who scored this year were led by Rita Pavone, Ennio Sassagoula, Donicco, Modugno and Adriano Celentano. Paula Clark and Cliff Richards were the only strong British Thinifiers, with the Beatles coming in for a share of the votes.

Among the Americans the Eyckers, Eydie Gorme, Lulu, Peggy March, the Cascades and Chubby Checker were leaders.

**Beetles Boom Cues Others**

**LONDON**—The astonishing success of the Beatles’ first Capitol single in America has excited the British industry for, in addition to establishing the group in the U.S., it is also regarded as a possible break-through for all the other groups who have name here in 1963.

The Beatles’ disc, “I Want to Hold Your Hand,” has sold 1,500,000 copies in Britain alone and the one before it—“She Loves You”—remains a hot seller and is the approach that figure. American reports indicate that “Hand” might sell two million there making it Capitol’s biggest since “Sixteen Tons” nearly 10 years ago.

The group has big international plans for 1964. As previously reported it has New York for three Ed Sullivan show dates (Feb. 9, 16 and another on tape) after its current stint at Paris Olympia.

After completing their first picture for United Artists the Beatles pay a short visit to Europe early in May for appearances in Belgium, Holland and Germany. They spend a fortnight in Australia in June, and a tour of Israel is being fixed for September and South Africa is set for them in November. The group’s recording manager, George Martin, will accompany the foursome on their American visit.

**Pamela Firm Gets Mary Rose Bruce**

**HOLLYWOOD**—Pamela Records, three-year-old diskSy, has signed through Mary Rose Bruce and has released a country and western single, “Front Porch Light.”

By **GEORGE HILDER**

**SYDNEY**—The Australian music industry has at last grown to a maturity where locally recorded ten songs are an important factor in current hit lists.

There are 16 Australian compositions currently appearing on charts and there is no question of success with songs like “London Boy Lost,” “Tell Me Kangaroo Down Sport,” “The Pub With No Beer” and “I’ve Been Everywhere,” but never have we reached the over-all success enjoyed at this time by popular composers.

The local instrumental group, the Atlantis, look like they have a second No. 1 hit in a row with “The Crusher” to follow on “Bombora” which is still going strong. High on most charts at the moment is Jimmy Little’s “Royal Telephone” with a local arrangement of this out-of-copyright song. Riding high is Johnny Devlin’s current writing success "Stomp the Tumburumba." "The White Rabbit" by two New Zealand composers is featured big in most charts as is "Hangin’ Five," another success record by the Dentelons, written by Sydney policeman-life...
Britons Put Yanks in the Horsecollar

By CHRIS HUTCHINS
LONDON—1963 ended in Britain without a single American disk having topped the charts. This is one of the staggering facts which emerge from the annual review of the "New Musical Express" charts. The Beatles—who first rose to fame here last spring—won the points table championship with a total of 1,741 points, the highest ever accumulated.

Lopez Really Big in France

By EDDIE ADAMIS
PARIS—Trini Lopez is undoubtedly the American singer who scored the biggest success in France in 1963. The issuing by Vogue on the Reprise label of "If I Had a Hammer" has resulted in other labels putting out all the available product by the U. S. vocalist.

To name a few records, Vogue has two additional Lopezes titled "Trini Lopez at PJ 6th" and "London" and 2. London has another LP titled "Surf and C." while Columbia issued an EP, "If I Had a Hammer" has had more than a dozen local cover versions, vocal and orchestral, and, as usual, when a bit is covered by strong local talent, the sales of the local singer outstrip those of the foreign artist.

Trini Lopez' success has been a major factor in launching the surf fad which is now the favorite dance of teenagers while the hula gully remains second best. Lopez is appearing at the Olympia Theater through February 2.

Oops!

NEW YORK—Apologies for a slip in the January 18 issue of Billboard on the Jerry Wallace story. Our Headline read "Challenge Signs Jerry Wallace," while in fact Wallace has been signed to a long-term contact with Mercury.

Elmore White Dies at 75

NEW YORK—Elmore White, music business executive, songwriter and vaudeville performer died January 15 at the Jacobs Low Foundation Hospital in Brooklyn. He was 75 years of age. At the time of his death, White was a member of the writer and publisher division of Broadcast M. Inc., here.

During the past 35 years, he was general professional manager of many other well-known music firms. Among the songs with which he was closely associated in that capacity were "Sonny Boy," "Among My Souvenirs," "Thanks for the Memory," "Together," "I'll Get By," "You're the Cream in My Coffee," "Keep Your Sunny Side Up" and "Button Up Your Overcoat."

WHAT MAKES HARRY RUN?

Hot singles. Hot albums. We're giving him both right now. Harry's our distributor in Philadelphia.* Harry's starting the new year right: Running around trying to keep our hits in stock. But remember, when Harry runs, he runs smiling.

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*Harry Rosen, David Rosen, Inc.

W/WS 1537 "Out of Limits" The Marketts
5391 "Out of Limits" The Marketts
5410 "Hello Young Lovers" Jimmy Durante
5409 "Abigail Beecher" Freddie Cannon
5311 "All My Trials" Dick & Dee Dee
5312 "Sushi" Ohta-San
6040 (Valiant) "Roberta" Barry and the Tamerlanes

WARNER BROS. RECORDS
AUSTRALIA

(Courtesy Music Makers, Sydney)

This Week
1. I WANT TO HOLD YOUR HAND—The Beatles—Mercury
2. PLEASE—The Beatles—Parlophone
3. Twist and Shout—The Beatles—Parlophone
4. Help—The Beatles—Parlophone
5. She Loves You—The Beatles—Parlophone
6. Vaya Con Dios—The Beach Boys—RCA
7. Please Please Please—The Beatles—Parlophone
8. I Want To Hold Your Hand—The Beatles—Parlophone
10. Beautiful Dreamer—The Shadows—Columbia
11. Don't Talk To Him—Chet Richard—Columbia
12. Glad All Over—Dave Clark Five—Deca
13. Hang On, Sloopy—The Hy-Dees—MGM
14. Tell Her—The Troggs—Pye
15. Beach Ball—Jimmy Hamilton—RCA

BRITAIN

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

This Week
1. GLAD ALL OVER—Dave Clark Five
2.itta—The Shadows
3. Hang On, Sloopy—The Hy-Dees
4. Tell Her—The Troggs
5. Beach Ball—Jimmy Hamilton
6. ONLY I WANT TO BE WITH YOU—Springfield
7. Scandal—Skeeter Song—Northern Songs, Ltd.
8. Twenty Four Hours From Tulsa—Gene Pitney—United Artists, London
9. DOMINO—Singing Nuns—Philips
10. NO MORE—Brooke Benton and the Royal Showband
11. I WANT TO HOLD YOUR HAND—Beatles—Parlophone
12. WE ARE IN LOVE—Adam Faith—Fontana
13. SECRET LOVE—Kathy Kirby—Horn-Winnack
14. DON'T BLAME ME—Frank Fidler—Columbia
15. I'M THE ONE—Gerri Beal and the Face
16. YOU MEAN EVERYTHING TO ME—Johnny Shines
17. AS USUAL—Breathless Lee
18. My World—Breathless Lee
19. Never Never Never—Garbo/
20. Needle and Pins—Dave Swift
21. I'M IN LOVE—Four Most (Parlophone)—Northern Songs
22. BABY I LOVE YOU—Beatles—Parlophone
23. Twist and Shout—The Beatles

HOLLAND

(Courtesy Platenhandels, Amsterdam)

This Week
1. SPIEGELSBEELD—Willeke Alberti
2. IF—Freddie Mercury—Decca
3. LIETEN AF—Trini Lopez—Reprise
4. EEN HUISMET—Jonny Hepner—Triton
5. LES GARCONS EN-LES FILLES—Jacques Brel—Amsterdam
6. IK HEB REDIGEER MAREN—Rolf Helmert—Triton
7. LASS MEEN HEER NICK—Joke Mets (EMI)
8. THE DAVE CLARK FIVE—Mercury
9. THE SINGING HAND—The Beatles—Parlophone

IRELAND

(Courtesy Irish Times Ltd., Dublin)

This Week
1. I'LL ALWAYS ME—The Dickie Rock and the Miami Showband—Parlophone
2. WANT TO HOLD YOUR HAND—Beatles—Parlophone
3. DOMINO—Singing Nuns—Philips
4. NO MORE—Brooke Benton and the Royal Showband
5. IT'S ONLY YOU—I Want To—Springfield
6. YOUNG BABY—Fred and the Golden Darkness
7. MARIA ELINA—Lo Indio Tabalunas—RCA
8. GERONIMO—Shadows—Columbia
9. THE BEATLES—The Beatles—Parlophone

FLEMISH BELGIUM

(Courtesy Janssens, Antwerp)

This Week
1. IF I HAD A HAMMER—Trini Lopez
2. BOSSA NOVA BABY—Bossa Nova—Philips
3. ALLEEN—Ann Larry (Polydor)
4. TOME LA NERBE—Admire
5. ALLEEN DOOR JUNGEN—Bobby Beattie—Nova
6. BLUE BAYOU—Ray Orbison
7. DON'T TALK TO HIM—Beatles—Parlophone
8. THIS LAND IS YOUR LAND—Trini Lopez
9. I KEJ IN JE OGEN—Lucie Poth (Monogram)

FRANCE

This Week
1. LA MAMMA—Composants (Polydor)
2. SHLL YOU WANT TO HOLD—Beatles (Polydor)
3. LES GARCONS EN-LES FILLES—Jacques Brel (Parlophone)
4. EEN HUISMET—Jonny Hepner (Triton)
5. THE DAVE CLARK FIVE—Mercury
6. THE SINGING HAND—The Beatles—Parlophone
7. THE SINGING HAND—The Beatles—Parlophone
8. LA MARIE JOCONDE/ELLE SAIT CHAPER—Alain Barriere (RCA)

HONG KONG

(All disks on the Quality label)

This Week
1. THE GREAT ESCAPE—March-Mitch Miller
2. THE SAVAGE—The Ventures
3. MARIA ELINA—Lo Indio Tabalunas—Columbia
4. DON'T FORGET—Bobby Dee
5. GERONIMO—The Shadows
6. WONDROUS ARE THE LOVE OF—Anka (RCA Victor)
7. I WANT TO HOLD YOUR HAND—The Beatles—Parlophone
8. THE IMPOSSIBLE—Little Paych (RCA Victor)

HUNGARY

(Courtesy Music Sales, London)

This Week
1. MINDEN ORZAG VAROSA—Label Memphis
2. NOSZI—Label Memphis
3. LEIERSTRAUSS—Velta Tihany
4. A JABO SZOEVA—Monika (Philips)
5. KELYEZ—Jen Boys—Edito
6. MAGYAR KURCS—Kantavas (Philips)
7. VELEKED—Edito
8. AN ETA—Edito
9. ROMANTIKU POTKA—Edito
10. MAVA—Edito

ITALY

(Courtesy Music Sales, London)

This Week
1. MOIG SIGNORE—Eduardo Vianello (RCA)
2. L'ETTA DIAMANTE—Francise Hardy (Vogue)
3. ROSA—Columbia
4. BABY—Peppe Di Capri (Philips)
5. LA VENDIEMMA DELL'ALTA VALL—(Festival)
6. PERO QUBERTA VOLTA—Richard Anthony
7. DAME UN MARTELLO—Sandro Costa
8. SARATTA TRISTE—Carlo Catrom
9. LAMORNA—Tina Modotti (Decca)
10. CATHERGINE—Catherine Stuck (Columbia)
11. GLI AMICI E IL FULMINI—Anka (RCA)
12. LETTERA DA MILANO—Soldato (Domenico Modugno)
13. TI CERCHERO—(JapCl)
14. CITTA VUOTA—(Al Fai)

JAPAN

(Countly Ultimate, Tokkyo)

This Week
1. WASHINGTON SQUARE—The Village Stoopers (Columbia)
2. KONNICHWA AKACHAN—ROB BARRIE (Polydor)
3. LAN—The Last (London)
4. YUIGI NO OKA—Nishkura (Columbia)
5. BROOKLYN—Rico (Triton)
6. STARSHIP—The Bakers Four (Columbia)
7. LUDWIG BEETHOVEN—Robert Mone (Soviet Union, Polydor)
8. ANTHEM—Insecure (Bremen, Polydor)
9. LAST OF MY HEART—Express, Express (Philips)
10. ANAPOLA—The Spotnicks

NEW ZEALAND

(Countly Ultimate, Auckland)

This Week
1. I DON'T WANT TO HOLD—You and the Hand—Beatles—Philips
2. DOMINIQUE—The Singing Shadows—Decca
3. I'M LEAVING IT UP TO YOU—Bobby Hamilton—Columbia
4. DON'T HOLD ME—Ray Orbison—RCA
5. I WANT TO HOLD YOUR HAND—Beatles—Parlophone

PERU

(Courtesy La Prensa, Lima)

This Week
1. SI TUVERGA UN MARTILLO—Juan Rivas—Lima
2. NO ME HACIA RIO—Trini Lopez—Lima
3. MUY BALANCEADO—Eduardo Vianello (Columbia)
4. DESPENADA—Monte (Philips)
5. LA PANCHANGA DEL BOTE—Rico (Triton)
6. MIfriend—La Banda (Polydor)
7. ROMANTICA—Pink (Philips)
8. EL RARO DEL LADROMIL—Bobby Hamilton—Columbia
9. SOLO DESAMOR LUBAR—Rico (Philips)
10. TEEN HE KISSED ME—The Shadows (Columbia)

PHILIPPINES

(Countly Ultimate, Manila)

This Week
1. WHAT KIND OF FOOL AM I—Andy Williams
2. I LEFT MY HEART IN SAN FRANCISCO—Perry Como
3. CARMEN PEARL—Carmen McRae (Philips)
4. BOOGIE WOOGIE—Lana (Philips)
5. YOU AND I—Joe Orton—RCA
6. QUE ME LLAMAS—Rita Moreno—Philips
7. DEAD MAN-G. Winter (Challenger)

THE GEMS

(Check No. 1882)

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CHESS PRODUCING CORP.

"HII-HEEL SNEAKERS"

Tommy Tucker

Checker #1067
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UA 672

CHART HIT!

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"That Girl Belongs To Yesterday"
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Musicor 1036

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DANNY WILLIAMS
"WHITE ON WHITE"
English Boy Recorded in America. Result, Hit No. 1
UA 685

STARTING TO MOVE!

DEBBIE ROLLINS
"HE REALLY LOVES ME"
This Is It! Breaking in Top Markets!
Ascot 2148

STARTING TO MOVE!

ISLEY BROTHERS
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Starting to Smoke! Watch It Burn!
UA 659

STARTING TO MOVE!

THE EXCITERS
"DO WAH DIDDY"
Growing by Leaps and Bounds!
UA 662
**CINCINNATI**
Fraternity Records pressy, Harry Carlton, and wife Louise off to Chicago this week (20) to master eight sides by Lonnie Mack from the Charmin's at the RCA Studio. Des Moines hubbubing as if this is the last of their career. Anyway, they departed Chicago last night. Harry is to appear in front of his Delmar dad and other home folk in Funk, Neb. Carlton received a personal letter and Derry Mack's recent recording release. New version was released last week and early reaction has been nothing but Harry reports.

... Peter, Paul and Mary set for many weeks at Mel Herman's Living Room, and mems1acks off a three-weeker here March 2, and follows for a similar period starting March 9. The Three Sounds return to the Herman house for a second week or two, and follow with a maniacal tour and beginning June 15. Fred. and Fiorella were in from Soul Helper, promotion manager at King Records, was married recently to Miss Roberta VN, Va. Fred. is active in his record shop downtown.

... Jack Wells, RCA Victor's record chief, is in town assisted by his right bower, Julie Godfrey, plus Mama帖,誰Wednesday (22) at a cocktail party at the Terrace Lounge, honoring Red Kelly and label's new canary. Miss Ennis regaled the crowd with a 25-minute concert of selections from her new album. Jazz great George Lewis at the new Toot Hall, Ro Shaun, piano; Emanuel Sylas, bass; Boppa John Joseph, Joe Hone, trombone; and Lewis橡胶, tenor, and Lewis Johnson make the local scene February 21 at the Mill Magie's Castle Farm sponsored by the YMCA of the Cincinnati College of Business Administration.

Hugh Dallas, Columbia's field president for the Midwest, Detroit, Minn., and another 10-watt, 21st (22) on one of his periodic trips around the circuit, to hang paper on the labels. Among the honorees was Johnny Cahn's "Under Your Moon," Edye Gorme's "Friendship," My Home Town," Bruce and Terry's "Custon Machine," and Patty of Adore You."... Merrill J. Schmidt, veteran song plugger, formerly with Witmark and Villa More, died recently at the age of 57. Nat "King" Cole was employed at the Sonora Room in the town's leading record emporium.

**ROCHESTER**

... Former VP Heinz Gerlach has sold his record shop downtown to Harry Sullivan, who first hit the music business in the Olds days. Heinz will go into the retail clothing business.

**BROOKLYN**

... Jerry Vale's new TV show is being telecast on a daily basis of the Brooklyn Chamber of Commerce.

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OSLO

Two of Norway's best selling disk artists start the new year with new issues: The Salhus Quintet Okahibane recorded "Joketamba" b/w "Heinever Loven" and the Sivert Myrhe "Jeg Gar Jo Pa Skot" (Free) b/w "Ja. Ja.

Norwegian Phenomenon plans a "Flytende Salle" (floating hall), issuing the best of the French pop artists like Dalida, Zizi Jeanmaire, Claude Nougaro, Johnny Halliday and others.


There's also three current singles by Bobbi Holly ("What To Do On Coral), Gene Pitney ("24 Hours a Day" on United) and Henry on Decca.

From Warner Bros comes the latest issues by the Marketers, Dick and Deekee, and Peter, Paul and Mary. Nor Parlophone starts the new years with a list on CBS Records, including "Pillow Talk" and "The Gay" by Duke Ellington, E. Y. and Gorme, Johnny Horton, Percy Faith and Lovie Fields. The LP "Dominique" as also out, as is "Jao Roes" in Concert. The first one on Philips, the latter on Amado.

ESPIN ERIKSEN

ARGENTINA

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GFRMANY

PAUL SLOTO, EDITOR; HOLGER WITLINSKI, ASSOCIATE EDITOR; JAMES LEA, CONTRIBUTING EDITOR.

Greece

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Yours sincerely,

[Your Name]

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Mr. Mario de Luigi, Publisher
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SAY YOU SAW IT IN BILLBOARD INTERNATIONAL EXCHANGE
KDKA, Very 1st Station, Doesn't Let Grass Grow Under Feet

By Gil Faggan

PITTSBURGH — Forty-three years ago (November 2, 1920) KDKA made its first broadcast. During the early days of radio when "firsts" were automatic, the pioneer station was credited with the first regularly scheduled church broadcast (a remote), the first broadcast from a theater, the first outdoor pickup, and the first play-by-play sports event—to name just a few.

Today with thousands of stations on the air, firsts are hard to come by and the qualities of leadership within the industry is not always clearly discerned. KDKA radio, however, displays today the same degree of initiative that characterized its leadership as it did way back in the 1920's. The result places KDKA among the "top three" radio stations in the U. S. for sales and personality.

Foremost among the reasons for this outstanding success picture are the people, especially the management, who have been a part of KDKA's success. KDKA in this area has not only kept up with the times but has also tried to keep ahead. Its 87-year record sheet reflects most of the important pop hits and new releases according to local and national sales. New records are selected for play by committee, and voting takes place by secret ballot.

"Loose Formula" Music programming on each show is done by a "loose formula" of 50 percent current and 25 percent "other" (which includes the choice of LP's and past hits).

Though program director Fred Spellman uses a pre-selected program segments regularly, each station engineer is available for picking the records from the playlist and programs according to local preferences.

In close match with the modern sound and community image, the station personifies itself as a vital and active part of the community. The station personnel is nearly all of whom are as well known to Pittsburghers as to the University of Pittsburgh watching the Pitt Panthers turn over (a plague at many stations), or as well known to KDKA employees Rege Cordie, Art Pallan, Bob Tracey and Clark Race have become an integral part of the community. The same holds true for the other station news and sports voices led in seniority by Ed Schauchey, 30 years; Art Pallan, 20 years; Paul Long and Jim Westover, 20-year KDKA airmen; Jim Steinbach, 8 years; Tom Bender, 9 years; Mike Lelina, 8 years, and Jim Clark, 3 years, are some of the older stations.

Small Staff Turnover

It is not a bad thing to have hand- some salaries that keep so de-

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**Radio Music Director—Vital Post**

**By BILL GAVIN**

**Contributing Editor**

**THE MUSIC DIRECTOR deserves much credit for his station's ratings. He may also be primarily responsible for his station's decline if the rating struggle. (We'll contract his name as the music director as he, even though of the nation's top music directors...**

No two stations are quite alike in assigning the authority and responsibility of the music director. At one extreme is the station that assigns a full-time, record librarian, the new records and catalogs them according to the station's music policy. In such cases, the disk jockeys, and often the program manager, make the final determination of what is to be played. Another example is the music director who selects the new material for submission to a program committee, usually made up of the disk jockeys and the p.d. A majority vote of the group is required to place any request on the playlist. At the other end of the authority spectrum is the music director who wields sole and final authority over the playlist. He determines what is to be played. Only one music director is required to be programed. He is responsible for the weekly "key" of the station. No record sales, or whatever basis of determining receipts is used to determine the week's "picking order" of the current hits.

**IN A GREAT MANY STATIONS, of course, the program director, or himself, is the music director...**

Several better music stations, while permitting the program director considerable latitude in the selection of LPs, make a game of a set of singles which all d.j.s must program at regular intervals. Another music director who selects the singles for maximum exposure thus exercises control over the station's musical appeal to a broadly based audience.

**THE MUSIC DIRECTOR of a top 40 station is subject to a constant evaluation of his judgments in terms of the number of records which actually become hits. If too many new additions to the playlist blows, the program manager may start looking for a new music director. And if he does well, he is doing a good job. If his hits three out of four times, he is doing a poor job.**

No one that I know about has ever set a flat percentage as for judging the music director's efficiency. It is an item of interest (and profitable) endeavor for a manager to keep personal opinion, unless at least 50 percent of the stations within a six-week period play a similar recommendation, the music director is not doing a job. This percentage, of course, must be considered in the relationship of the number of new records added to the playlist week by week. Many music directors have established a rule of thumb that the number of picks each week on the playlist CDs is more, no less—than the number of new additions to the list by top 40. The figure varies considerably from week to week, ranging from three or four to eight or nine. As a general rule, the larger the market, the slower the average turnover of the survey.

**THERE ARE A GREAT MANY music directors who make their picks in relation to the把握—of the market.**

He determines the "key" of the station. He reads the "key" of the station, which is based on record sales, or whatever basis of determining receipts is used to determine the week's "picking order" of the current hits.

**2 Collegiate Radio Players Scheduled for New York**

NEW YORK—Collegians interested in broadcasting will be offered ample opportunity to explore the field during two collegiate conferences scheduled in February and March under the aegis of the International Radio & Television Society.

The first annual college confere...ow Feb 20...March 19 and 20 at the Roswell Hotel. Conference chairman...

**YESTERDAY'S HITS**

Change-of-pace programming from your favorite artists, featuring the disks that are on the "Way Out" charts one year ago. Here's a look at how they rank in Billboard's chart at that time.

**POP—5 YEARS AGO**

February 2, 1959

1. Immortal Son in Your Eyes, Platters, Mercury
2. All American Boy, D. Barrera, Decca
3. Donea, A. Velas, Del-Fi
4. Lonesome Foolin', Chuck, Decca
5. Way Out West, Del-Fi
6. I Fell For You, Lenny Welch Cadet Cadenza 1439
7. It's All Over, Lenny Welch Cadet Cadenza 1439
8. Young Lady, You're My Ranch, J. Wilson, Hollywood 4470
9. You're the One, Jerry Lewis, Epic 5280
10. Sittin' In A Blue Moon, The Platters, Mercury

**POP—10 YEARS AGO**

January 30, 1954

1. Oh, My Papa, E. Fisk, RCA Victor
2. Sweetheart Of The Rodeo, Bob Wills, Columbia
3. Stranger In Paradise, T. Bennett, Columbia
4. Dance Together, P. Pascal, Mercury
5. Happiness Is A Thing Called Joe, Dot
6. Sittin' In A Blue Moon, The Platters, Columbia
7. Secret Love, D. Day, Columbia
8. Heart of My Heart, Four Aces, Decca
9. Drunken Again, T. Martin, RCA Victor
MISCELLANEOUS

HAYDN SOCIETY RECORDS

RECORD DISTRIBUTORS

WANTED—TO BUY

SITUATIONS WANTED

Record for Sale

FOR SALE—50 VICTORY BABY GRAND


PUBLICITY BUY, CONCERTS, ETC.

MISSISSIPPI

MISSOURI

MISSOURI

NEW YORK, N. Y.

FOR SALE—50 VICTORY BABY GRAND

Specials. Good condition. Send address.

Music dealers, record companies, etc. P. O. Box 2663, Talkeetna, Alaska.

F. S. CAIPE, 264-16 Hubbell Ave., New York, N. Y.

FOR SALE—100 pcs. of 2004 new releases on all labels. $1.00 per pc.

FOR SELL—2004 NEW RELEASES ON ALL LABELS.

MISSISSIPPI

WANTED ITEMS

MISSOURI

MISSISSIPPI

MISSOURI

October 1, 1964

Billboard Buyers & Sellers

DISTRIBUTING SERVICES

INTERNATIONAL PROFITS YOUR future increases as you grow. Call your local Billboard representative. Always growing. Always wide by large. Always the record for largest audience in the world.

MISSOURI

MISSISSIPPI

MISSOURI

MISSISSIPPI

HAYDN SOCIETY RECORDS

HAYDN SOCIETY RECORDS

RECORD DISTRIBUTORS

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Phono-Tape Merchandising

CAUSE & EFFECT?

RCA Sales Soar 49% After Record Ad Spurt

NEW YORK—Results of an ad and brochure campaign for home entertainment goods figured in the news last week. RCA Sales Company announced an increase in sales of 49 per cent during a period last week when 5,000,000 lines of newspaper advertising were placed.

At the same time, RCA's largest record and tape dealer in the quarter ad campaign in the history of the tape recorder field. The RCA model 302, a gold-plated, two-speed, transistorized tape recorder with one- inch heads, also known as Model T-4PN6S (shown above), is a completely-featured portable, designed for separate speaker enclosures which close to the top of a telephone to provide natural mids on all transistor cassette and Garrard changer. List price for the unit is $250. RCA also included in the line are two mono portables, another stereo unit and a four-speed automatic mono unit with an open list.

Concord Adds 3 Tape Models

HOLLYWOOD—Concord Electronics has introduced three transistorized tape models to its current line, capped by the fully automatic model 330. Each model features automatic voice operation, start and stop, slide advance, move sync and threading operation. The new models are the 884 and 446, both with chip to offer professional sound engineers the option to use the new tape recorder in more applications for the first time as well as to loyalists and transistorized preamps.

Playback Both Ways

HOLLYWOOD—Concord has introduced the Model 801 tape machine which features Revere stereo record-playback in both directions. Retailing at $395.95, the machine is a state-of-the-art system, providing for automatic two directional tape playback. Six tape heads are used, three for each direction.

FIVE NEW UNITS comprise the phono drop-in line announced features of Symphonics Radio & Electronic Corporation during the Chicago Furniture & Housewares Show. A key package, known as Model T-4PN6S (shown above), is a completely-featured portable, designed for separate speaker enclosures which close to the top of a telephone to provide natural mids on all transistor cassette and Garrard changer. List price for the unit is $250. RCA also included in the line are two mono portables, another stereo unit and a four-speed automatic mono unit with an open list.

Recorder Guarantees Put Customer at Ease

OGDEN, Utah—Offering customers an across-the-board guarantee of five years on every tape feature we could possibly offer, a Utah company is Allen-Inkley Company of Ogden.

Ronald Inkley, store head, was high in tape dealership with tape recorder sales before he took the job upon this plan. Now, recorders available at a wide variety of specialty stores have as many as 40 repairmen on their staff, each qualified for repairmen in all facets of electronics, and fully capable of keeping even the most complex recorder in tip-top condition. By adopting a one man maintenance in parts, tools, and test equipment, the Utah dealer said, "Our customers expect the best, and we give it to them."

We find this to be the case. The Joie of source is resistance is with the system connected, and the only repairmen that are more than our accustomed is finding the system in the repair shops in Ogden is the sales is the repair," the company said.

News Briefs...

Hoffman Electronics moved its offices to El Monte, Calif. At the same time, the store company said it has retained Thomas J. Dempsey as public relations manager. W. C. Sullivan has been named sales training manager for Sylvania Home and Commercial Products Corporation. He'll be responsible for sales personnel in TV, stereo phones and radio area and the concern's television training center.

Three component dealers have won all-expense-paid vacations to Las Vegas in Piling Radio's "Think Mink" promotion. Dean Clark (a sales manager of Plasma components during the promotion season) was drawn a drawing to determine winner. A dealer winner was selected from each of the three sales regions. The winners: Boyd Wynn Hi-Fi, Shop, Valley Center, Calif.; Dimension Stereo, El Monte, Calif.; Hoffman Electronics, El Monte, Calif. (Continued on page 41)

(Continued on page 41)
"OY! did I miss the boat IN '63"

So Quit Moaning—this is...like...1964 and you've got another chance!

Mercury Phonographs in 1963 were what the boys in show business might call an "UNQUALIFIED SMASH"... they were on target! The quality was great... the service problems were not big enough to irritate a gnat's eye-ball and fellas... they were PROFITABLE! Who's in business for glory? Not us... not you and Philips of Holland has glory to burn... and they're rich too! Because they're successful and they make Mercury phonographs.

Now here's a little inside scuttle-butt. There are...new features in store for '64 on the models you know and they'll be "home run". There will be new products to broaden the line and add to your sales and profit. You must remember that we do not brag or boast. That's windy kid stuff. What we have told you in the past has been gospel and that's the way we'll play it all the way. Honest! Get with Mercury phonographs in '64... '64 that is!

Here's a portable with a capital P! Can be taken anywhere because it's all-transistorized, weighs a scant 4½ lbs... it plays anywhere because it's miraculously full-powered by 6 ordinary flashlight batteries—gives months of normal playing; plays everything because it handles 7", 10" and 12" records... 33 1/3, 45 and 78 R.P.M. stereo & mono. And it's Mercury quality all the way! With automatic turn-off, detachable 4" Ticonal speaker. Model AG 4900. $3995

Deluxe all-transistor portable—weighs only 8 lbs, yet includes a detachable 7" Ticonal speaker that delivers big-set, distortion free sound! Plays on 6 ordinary flashlight batteries for real take-along convenience in school, rec. room, patio and car... or plugs into any AC outlet. With automatic turn-off, diamond stereo cartridge... plays all size records at all 4 speeds... includes stereo jack for playing through radio or tv. Model AG 4130. AC Converter Extra $5995

It's stereo... and it's portable... and it's so fine in sound and quality that it is basic home stereo equipment—yet in a flash it packs up into a neat 24 lb. phono for on-the-go pleasure! Detachable twin Ticonal speakers give crisp, full, room-filling sound... with automatic start and shut-off... separate bass and treble control, fine wood cabinet. Plays all size records, all speeds. Model AG 8115. $13995

FOR MORE DETAILS... WRITE OR PHONE PERRY WINOKUR, PHONOGRAPH DIVISION,
MERCUry RECORD CORP., 35 E. Wacker Drive, CHICAGO 1, ILLINOIS. Phone: DE 2-5788
A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown are offers by specific dealers which are timed to coincide with advertising dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.


**LIBERTY**—Expires February 15, 1964. Started January 14, 1964. Special terms and dating to qualified dealers, covering new releases and entire catalog of Imperial, Phoenix, Decca and Delton L.


**NEW DEALER PRODUCTS**

Amherst, Ohio: Moff's Music, Raleigh N. C.: Channel Master has introduced a new 16-inch portable TV which boasts three i.f. stages for visual and audio response. Ross D. Siragusa has been named marketing manager and vice-president for Admiral Corporation, according to President Vinnie Rache. He was sales vice-president for the company prior to his new appointment.

George S. Brown has been appointed director of operations for the Home Products Division of Packard-Bell, according to K. J. Butts, president. The division provides sales and product service for Packard-Bell Industries. The division provides sales and product service for Packard-Bell Industries. The division provides sales and product service for Packard-Bell Industries.

Charles E. Ewen has been named plant manager for Windor Products Division of Wetherington Industries. The division provides sales and product service for Packard-Bell Industries.

Three M's has started production at its plastic products plant in Camarillo, Calif. The 125,000-square-foot plant produces a full range of video and instrumentation tape.

Exhibitors have signed up for an average of 13.3 per cent more space than in the past for the upcoming national trade show in Chicago next June. The show, sponsored annually by the National Association of Music Merchants, marks its third year from the Palmer House. The show will include a considerable increase in space availability.

Three former regional sales managers for RCA Sales Corporation, a subsidiary of RCA, has been appointed responsible for marketing RCA home entertainment equipment, which has been named commercial relations manager. They are Alex K, Atlanta region; Fred Rock, San Francisco region, and W. B. Roberts, Jr., New York region.

**BEST SELLING PRE-RECORDED TAPE**

Below is a list of the best selling pre-recorded tapes. This chart is compiled from pre-recorded tape dealer reports. Mail questionnaire is used to obtain the dealers' reports. In the case of two tapes of the same type, one tape will be reported on these pages with emphasis on popular music.

**POPULAR REELS**

<table>
<thead>
<tr>
<th>POSITION</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>NO.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>West Side Story</td>
<td>Frank</td>
<td>Columbia</td>
<td>417</td>
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<tr>
<td>2.</td>
<td>Belafonte at Carnegie Hall</td>
<td>Harry Seidler</td>
<td>RCA Victor</td>
<td>6000</td>
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<tr>
<td>3.</td>
<td>My Fair Lady</td>
<td>Mel Brooks</td>
<td>Decca</td>
<td>210</td>
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<tr>
<td>5.</td>
<td>Oklahoma!</td>
<td>Sound Track</td>
<td>MCA Victor</td>
<td>6900</td>
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<td>6.</td>
<td>I Left My Heart in San Francisco</td>
<td>Ray Anthony</td>
<td>Mercury</td>
<td>2089</td>
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<tr>
<td>7.</td>
<td>Cameolet</td>
<td>Original Cast</td>
<td>Columbia</td>
<td>364</td>
</tr>
<tr>
<td>8.</td>
<td>South Pacific</td>
<td>Sound Track</td>
<td>RCA Victor</td>
<td>5000</td>
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<td>9.</td>
<td>Time Out</td>
<td>Steve Brody</td>
<td>Mercury</td>
<td>437</td>
</tr>
<tr>
<td>10.</td>
<td>Sound of Music</td>
<td>Original Cast</td>
<td>Columbia</td>
<td>211</td>
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**PHONORJNS LISTING BETWEEN $31 and $60**

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**PHONES LISTING BETWEEN $31 and $60**

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**BEST SELLING PHONORJNS, RECORDS & TAPE RECORDERS**

These are the nation's best sellers by manufacturers based on results of a month-long mail questionnaire. Prominent interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. The data is placed in an easily usable group is published in the space each week. Each category appears approximately every 14 weeks.

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

**GUARANTEES PUT CUSTOMERS AT EASE**

- Continued from page 38
BOBBY VEE
With
that new hit sound!

“I’LL MAKE YOU MINE”
AND
“She’s Sorry”
#55670

LIBERTY RECORDS

LIBERTY RECORDS INC.
LOS ANGELES 28, CALIFORNIA
Chicago coin's

More Action!
More Scoring Thrills!

New

chicago coin's

CADILLAC
BIG BALL BOWLER

- IT'S GOT SPARE-LITE! Directional Arrow on Playfield "LIGHTS-UP"—Showing Player Where to Aim to Pick-up Every Spare!

- IT'S GOT SHADOW-BOWL! Game Plays Without any Visible Pins, as the Pros do. Ball is Rolled in Strike Zone. If Strike is Not Made, Spare Lite on Playfield Indicates Where to Roll Second Ball.

- IT'S GOT STEP-UP! High Scoring Feature! The Strike and Spare scores ADVANCE and CHANGE IN VALUE by frames!

"SWING-AWAY" CABINET
Provides 10 Second SERVICING, ANYWHERE!
New Design now permits all location installation—in corner, against wall!
No pulling game away from wall for servicing!

SEE AMERICA'S HOTTEST LINE OF COIN OPERATED GAMES

FIRE CRACKER
2-PLAYER PIN GAME
NEW EXCLUSIVE "LIFT-OUT" SELF-LOCKING PLAYFIELD!

NEW SPOTLITE PUCK BOWLER
with Spare-Lite Feature

Plus
- ADD-A-FRAME!
- DUAL-FLASH!
- FLASH-O-MATIC!
- AND REGULATION SCORING!
- BRIGHT NEW COLOR COMBINATION!
- NEW! SUPER-QUIET, COMPLETELY CORK INSULATED, RUBBER-MOUNTED PLAYFIELD!
- AVAILABLE IN 13', 16' AND 21' LENGTHS!
- AVAILABLE IN 10¢, 2 for 25¢ and 50¢ MODELS!
- NEW! RECESSED RUBBER SHIN GUARD!

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS
FEBRUARY 1, 1964  BILBOARD  43

MOA Names Fred Granger Director

CHICAGO—Music Operators of America has named a new managing director, Fred Granger, 46, a former trade association official, advertising executive and foreign service and public relations officer with the U.S. government.

Granger's appointment was made last Saturday (18) following MOA's board of directors meeting at Chicago's Sherman House. He assumed his post immediately.

The new MOA chief listed membership recruiting and public relations as two immediate projects on his agenda. He said other programs would be developed as time goes on.

"My immediate goal is to get as familiar as possible with the problems of MOA and the coin machine industry," Granger told Billboard.

Baptism of Fire

Granger will receive his baptism of fire when he goes with Lou Casola, MOA president, to address the newly formed Illinois Coin Machine Operators Association in Springfield, Ill., this weekend.

Granger said that much of his work with MOA was expected to be with State and local associations around the country. He said he felt this to be an important aspect of his new job.

Discussing public relations, Granger said he was under the impression that the coin machine industry was a "misunderstood industry," and that a great deal could be done to improve this.

The MOA executive said that he was very much impressed with the dedication of the industry members he had met to date. He noted that the practice of directors coming to a semi-annual meeting at their own expense was particularly impressive. He said he knew of few industries where this was done.

Fired Relations

Granger described public relations as "largely a matter of helping those who deserve a good reputation to gain the reputation they deserve."

MOA's new managing director was for the past six years executive director of the Speciality Advertising Industries of America in Washington and his last assignment was as executive with a Washington advertising agency.

From 1950 to 1932 he served as U.S. foreign service officer in the China area and before that served for four years in various public relations capacities with the U.S. Naval Service.

TRADE GATHERS for UK Coin Show

TRADE EXHIBITORS

A.T.E. Exhibitors

Book No.

126-127 Ainsworth Consolidated Industries (G.B.), 178 The Im Rd., W.C.1.


117 Amusement, Ltd., 33, East St., Wigan.

105-106 Aster, Syril, Photonat (London), Ltd., Cefndy Trading Estate Rbly, Flint.

A (Dais) Automatical Forster, Lunge Strasse 87, Furt/ Bay, West Germany.


5-6 Auto-Slot (Sales), Ltd., 69 London Rd., Croydon, Surrey.

28 Beacon Signs, Ltd., 52 Balld St., Northampton.

99-99 Bellfruit Ltd., Leen Gate, Nottingham.

61-62 Bryans Works, Kegworth, Derby.

Entrance Hall


83 Crompton & Bates, Ltd., 166 High St., Ramsgate, Kent.

84-85 Crompton Patent Machine Co., 45 King St., Ramsgate, Kent.


52-53 Coughtry's Auto Supplies, Ltd., 93 City Rd., Dun- kirk, Nottingham.

E (Dais) County Auto M's, Ltd., Enterprise Hse., Abbey Foreshore, Shrewsbury, Wileges.

12-13 Daimler Parts (Liverpool), Ltd., 126 Islington, Liverpool 3.


17 Filbin Equipment, Ltd., 54 Creek St., W.1.

15 Friedman Group of Companies, 200 King's Rd., Reading Berks. (ELTEC)

125 G. B. Cutlery Co., Ltd., 52 Uppingham Ave., Stap- more, Midddx.

(C)ONTINUED ON PAGE 54.

A Tale of Tales

The "Java" is having a mighty tale told in the Coin Machine Industry with its new executive director and its new Managing Director, Fred Granger.

Granger, who hails from the U.S., was appointed to the post on Saturday (18) after a board meeting of the Music Operators of America (MOA).

The "Java" has had a long tradition of excellence in the coin machine industry, having been in operation for over 50 years. It has been a leader in the development of coin-operated machines, particularly in the area of jukebox sales.

Granger's appointment is seen as a significant step in the continued growth and development of the "Java" as a leading force in the industry.

Java Classics

The "Java" is proud to announce the release of its latest album, featuring classic hits from the '60s and '70s.

The album includes hits from popular artists such as The Beatles, The Rolling Stones, and The Bee Gees. The album is a must-have for any fan of classic rock and roll.

The "Java" has a long history of releasing high-quality albums, and this latest release is no exception. The production value is top-notch, and the overall sound is crisp and clear.

Now available at record stores nationwide, the "Java" Classic Album is a perfect addition to any music collection. Don't miss out on this opportunity to own a piece of music history. Purchase your copy today!
The 20th Annual
AMUSEMENT TRADES EXHIBITION
Europe's Most Important Coin Machine Show
New Royal Horticultural Hall, London, England
January 28-30, 1964

VISIT SEEBURG'S NEW LONDON HEADQUARTERS
Seeburg (Great Britain) Ltd. have recently moved to new premises at:
430, Edgware Road, W.2.
Tel.: PADdington 1808

VISITORS TO LONDON DURING THE A.T.E. SHOW SHOULD NOT FAIL TO CALL AND SEE THE SEEBURG PRODUCTS AT THEIR NEW OFFICES AND SHOWROOMS

OPEN HOUSE AT SEEBURG!

PHONOGRAPHIC EQUIPMENT CO. LTD.
BRITAIN'S LARGEST DISTRIBUTORS
AND IMPORTERS
OF NEW & USED EQUIPMENT
PHONOGRAPHIC HOUSE
EXMOOR STREET OFF EARLBY RD.
LONDON W. 10

Thanks To All EUROPEAN BUYERS
from the
ROSEN BROTHERS
for your wonderful hospitality—and your orders, too—when we visited you personally as the EXPORT SALES REPRESENTATIVES for

DAVID ROSEN, INC.
America's Leading Export Distributors

LOOK TO ROSEN FOR MORE IN 1964

We Are Prepared To Handle All Your Orders
* * FAST DELIVERY
Send for COMPLETE LISTS

David Rosen

VISITED (from World Port
OF BOSTON)
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1005-07 E. BALTIMORE ST.
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PRICED FOR EXPORT
*** SHUFFLE ALLEYS ***
United NAIGARA : $125.00
United LINE UP : 425.00
United 3 WAY : 315.00
United FLASH : 350.00
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United CLIPPER : 75.00
United LIGHTNING : 75.00
United TOP NOTCH : 75.00
United TANK : 275.00
United CYCLONE : 95.00
United BOWLING ALLEYS:
United JUNIOR (16) : $250.00
United BONUS (16) : 350.00
United LEAGUE (16) : 375.00
United TIP TOP (16) : 395.00
United TEAM MAKER (16) : 475.00
United CARAVAN : 395.00
United QUEEN : 340.00
United CLASSIC R. L. : 375.00

EXPORT SPECIALS
Complete Reconditioned
GOTTLIB 4-PLAYERS
GAUCHO $495
OKLAHOMA $365

Complete Reconditioned
GOTTLIB
1-PLAYERS
QUIDEN OF DIAMONDS $135
HIGH SIDGE $130
LIGHTNING BALL $130
UNIVERSAL $155
WORLD RECORD $175
HOT ROD $185
EAGLE $185
SUNDER $185
TRAPIC ISLE $185
OLYMPIA $185
SWEETHEARTS $295
SMALLS $345

2-PLAYERS
SEVEN STAR $315
CAPT. KID $325
MISSING LINK $325
LANCEER $325
EASY CASH $325
PREVIEW $325
SWING ALONG $325

WORLD WIDE—Export Specialists
for Over 25 Years!

SPECIALS!—AS IS—CLEAN—COMPLETE
CHICAGO COIN ROCKET SHUFFLE
$35
UNION SMALL BALL BOWLERS 75
UNION 13-FT. SIMPLEX 95
UNION 13-FT. 16-FT. JUNIOR BOWLER 125
BALLY 14-FT. CHALLENGER 195
BALLY SMALL BALL BOWLERS 75
BALLY Spinner 95

LIMITED NUMBER GOTTLIB 5-BALLS AVAILABLE...

National Coin Machine Exchange
431-43 Los Angeles, Chicago, Ill.
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Cables: "MACHINEx" Chicago

Billboard is #1...
Internationally!!

RUFtLLER & WALKER
LIMITED
CLAPHAM JUNCT., LONDON S.W.11.
SOLE U.K. IMPORTERS AND DISTRIBUTORS OF

ROCK-OLA

... FOR RELIABILITY
AND MAIN U.K. DISTRIBUTORS
SEGA FRUIT MACHINES
WE ALSO CARRY A FULL RANGE OF
JENNINGS KEENEY GAMES, INC.
GOTTLIB CHICAGO COIN
AND MANY OTHER PRODUCTS

WORLD WIDE Distributors
2730 WEST FULLERTON AVE., CHICAGO 47, ILL.
Everyglade 4-2300
CABLE: GAMES—CHICAGO

30 Years' Experience in EXPORT

JUKE BOXES
ROCK-OLA
SEEBURG
WURLITZER

SEND FOR COMPLETE CATALOGS
AND PRICE LIST

VENDING MACHINES
COFFEE
CIGARETTE
CANDY
SODA POP

PIN GAMES
BALLY
GOTTLIB
WILLIAMS

Send for Complete Illustrated Circular

ATLAS MUSIC COMPANY
Established 1924
2122 N. WESTERN AVE., CHICAGO 47, ILL.
ARMITAGE 6-5005
Exclusive Chicago Area Distributor for WURLITZER PHONOGRAPH and PARTS

FIRST
COIN MACHINE EXCHANGE, INC.
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dicks 2-0500

Billboard
The World's Foremost Business Publication
Reporting All International Activities in the
Automatic Industry. Music-Records, and Gramophones
JET FLOWN TO EUROPE EACH WEEK

NEW, EXPANDED COIN NEWS COVERAGE

"Music Machine Programming" Section
European News Briefs
Coinmen in the News
Bulk Vending • Trade Association News
Latest Legal Maneuvers, Legislation and Tax Rulings

All this valuable information can be right at your
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52 WEEKLY ISSUES—JET FLOWN TO THE CONTINENT—ONLY $26

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WE SUPPLY YOUR NEEDS FROM OUR 6 U.S.A. OFFICES—WE SHIP THROUGHOUT THE WORLD

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• VENDING EQUIPMENT

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Exclusive Distributors

ROWE
AMI
BALLY

when answering ads...

SAY YOU SAW IT IN BILLBOARD

when answering ads...

SAY YOU SAW IT IN BILLBOARD
MILWAUKEE — The old Beale Sales Building, located at 165 East Wisconsin Avenue, is being converted into a new home for the new style Beale Sales, according to one person who was there. The building is being used as a showroom for new and used juke boxes, juke box parts, and other merchandise.

On hand to greet the guests were Beale Kaufman, president; Glenn Toth, vice-president; Mrs. Bessie Kaufman, manager; and Mrs. Bessie Toth, assistant sales manager. A few minutes later, they were joined by John H. West, manager of the new Beale Sales, and a representative of the American Radio History Foundation.

The new Beale Sales is expected to be in operation by the end of the year.

— By JIM BOWLING
Presenting the second

ROCK-OLA

33 1/3 LITTLE LP ALBUM RELEASE

for Music Operators with the

greatest possible selection versatility

for adult music programming

RING OF FIRE—
THE BEST OF JOHNNY CASH
CS 8853
Artist: Johnny Cash
Label: Columbia
1. I'd Still Be There
2. What Do I Care
3. Forty Shades of Green
4. Remember the Alamo
5. Tennessee Flat-Top Box
6. Peace in the Valley

THE SONGS I LOVE
LSP 2078
Artist: Perry Como
Label: RCA Victor
1. Fly Me To the Moon
2. When I Lost You
3. I Wanna Be Around
4. The Songs I Love

I CAN'T STOP LOVING YOU
THIS TIME BY BASIE
R9-6070
Artist: Count Basie & His Orch.
Label: Columbia
1. This Could Be The Start of Something Big
2. I Left My Heart In San Francisco
3. The Swingin’ Shepherd Blues
4. One Mint Julep

THEME FROM THE VICTORS
CP 518
Artist: Original Soundtrack
Label: Colpix
1. Theme From The VICTORS
   (My Special Dream)
2. No Other Man

Look to
ROCK-OLA

for advanced products

for profit

Now... increase your "take" opportunities with the new profit-making Rock-Ola Little LP Album Program. Here's a complete musical package that Music Operators can give their locations to satisfy every customer's individual taste in sound, looks and music. This package includes everything for customer listening satisfaction: The Rock-Ola Rhapsody Model 418-SA phonograph AND the new Rock-Ola Little LP Albums. Sound really comes alive on these Little LP Stereo recordings and the Rock-Ola Full Dimensional Sound System.

Your local Rock-Ola Distributor now has these new albums available. With every Rock-Ola musical package you get a complete "extra play promoter" program, miniature album cover reproductions and the display panel to hold them, and special color title strips.

See your local Rock-Ola Distributor today for the first 1964 release of the new profit-making Little LP Album Program. Watch your trade magazines for information on additional Rock-Ola Little LP Albums to be released soon.

IN THE WIND
WS 1507
Artist: Peter, Paul and Mary
Label: Warner Bros.
1. Very Last Day
2. Tell It on The Mountain
3. Freight Train
4. Rocky Road
5. Out Your Leaddown Ways
6. Stewball

THIS TIME BY BASIE
R9-6070
Artist: Count Basie & His Orch.
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1. This Could Be The Start of Something Big
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THEME FROM THE VICTORS
CP 518
Artist: Original Soundtrack
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1. Theme From The VICTORS
   (My Special Dream)
2. No Other Man

ROCK-Ola MANUFACTURING CORPORATION, 800 N. KEDZIE AVENUE, CHICAGO 51, ILLINOIS
SPECIAL ADVANCE ANNOUNCEMENT
to coincide with the Amusement Trades Exhibition!

Billboard
1964 INTERNATIONAL
COIN MACHINE DIRECTORY

PRICE: $1.00
FEATURING:
WHO'S WHO
IN THE
COIN MACHINE WORLD
ANNUAL
MUSIC MACHINE SURVEY

Because of its interest
to International Coin Machine influencers,
currently attending the
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London, England,
Billboard is pleased to announce:

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1964
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Another Industry Service From
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Date of Issue:
MAY 16, 1964

Advertising Deadline:
APRIL 20, 1964

Early space reservations
recommended.
Advertising deadline is for all
material in New York.
Offset Printed; No Plates
Required!

★ A Separate Publication
★ To Be Published May 16, 1964, by Billboard
★ An International Directory of Countries,
Companies, People and Places including:
- Manufacturers
- Distributors
- Exporters
- Importers
- Trade Organizations
★ The Ultimate Buying Guide and Reference
for the Coin Machine Industry—Internationally
★ Handy 8½” x 11” Size
★ Designed for Easy Reference
★ Printed on Quality Paper
American's "IMPERIAL" Pays . . .

The exciting IMPERIAL attracts new and familiar customers because it is designed to work with man and machine.

Handsome and sturdy construction, its many new features include: Devlin Bump Lock, Control, Pin Gate Control (even when electricity is off), beautiful, easy-to-read scoreboard, and bright, efficient lighting.

For a game that will consistently earn high profits for you, year after year, own it yourself distributor or write for our free color brochure.
BULK VENDING

JACK NELSON SEES:

Multiple Units Spurring Growth

CHICAGO—This will be the greatest year the bulk vending industry has ever experienced, according to Jack Nelson, head of Logan Distributing Company here and one of the founders of the National Coin Machine Distributors Association. Nelson bases his prediction on two major premises: (1) The increase in multiple installation vending, (2) the continued growth in popularity of dime and quarter capsule vending.

"A lot of dime and quarter machines were put into use during 1963," Nelson said. "During 1964, they'll have a full earning year. In addition, operators will be putting more such machines out." Nelson said that in 1963, operators were doing a lot of experimentation. This turned out to be very successful, and in 1964 we'll see more and more of the same, he said.

Another thing," said Nelson, "we've seen more dime and quarter merchandise available. During 1961 and 1962 it was a struggle getting the right end. Now, the charm manufacturers have new merchandise in abundance.

No Stopping Now—Schaef

Harry J. Schaefer, president of Vendors Corporation and one of the development engineering geniuses of the bulk industry, sees 1964 as a "better year than last," both for the bulk industry and the company.

Schaef predicts that the bulk industry growth will continue unabated for many years. He sees the bulk industry today as "the most profitable business." Schaef plans to introduce several new pieces of equipment during the year—a couple of which are already being field-tested.

The equipment will utilize "new display techniques" which are becoming a necessary part of the industry today. Schaef noted that the day of the

(Continued on page 54)

During 1964, operators will begin to realize the fruits of these experiments.

About Trends for 1964, Nelson sees an increased awareness in society of the bulk machine. This will include innovations such as display fronts for machines, better utilization of various combinations of items, and attractive combinations of machines.

Nelson termed the new display fronts for the machines as one of the most promising merchandising innovations in years. He said it was especially helpful in attracting the attention of the 14-and-younger-ear-olds in the nickel and penny machines.

Oak's Goldstein Off on Sales Promotion Tour

LOS ANGELES—Herb Goldstein, director of sales-marketing-merchandising for Oak Manufacturing Company, Culver City, has left on an extended sales promotion tour that will take him to 71 states the next two months to contact Oak distributors.

The tremendous increase in sales activity during the past several months and our anticipated expansion plans make this tour a very logical part of our marketing and merchandising plan for 1964," Sid Bloom, Oak executive, said.

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Seattle Bulk Ops Sell 1-Cent Peanut Units Out

Seattle—Once-cent peanut vendors are on the way out here, as local bulk operators, faced with rising peanut prices and operating costs, switch to the nickel-size portion.

A. M. Miller, bulk operator who covers the Seattle-Tacoma area, primarily in service stations and garages, has only five 1-cent machines left, where more than 300 were in operation two years ago. In their place, Miller has stepped up merchandising efforts by offering Spanish peanuts, American salted peanuts, cashews, and a nut mix, all vended at a nickel, through a variety of machines.

Miller has even converted several tab gum machines over to vending peanuts and finds that profits are about the same but that service calls, averaging once every two weeks instead of once a week, have been cut sharply.

The Seattle operator has considerably upped his over-all peanut volume in new locations along the waterfront where sailors who come in after long tours abroad buy peanuts of every description.

Several operators are beginning to drop peanuts, as they are likely to drop in several nickels for at least the first few days whenever they find a peanut machine.

Capitalizing on the fact, Miller has installed 5-cent machines in dozens of service stations and offices, able-seamen hiring halls, on docks, passenger terminals, and wherever large quantities of seamen congregate. "Now I think I could get along with just the garage and service station machines, plus the sailors market," Miller summed up.

YEAR OF CHANGE

Arizona Ops Tell of Change

PHOENIX — The year past was "a year of change" for bulk operators in Arizona.

Most operators reported profit from 5 to 15 percent above those of 1962, but pointed out that this situation is considerably tied from the switch from 1-cent machines to nickel machines, on which most operators took. In Phoenix, operators who retained the usual balance between the 1-cent and 2-cent machines found profits down substantially. Where operators have switched entirely to 2-cent machines, profits were up. "It was as simple as that," one operator reported.

Another major development during 1963 was the tremendous change in the popularity of various items, in favor of new items. Varieties of charms and rings became extremely important.

Hutch Lauds Trade Growth

ATLANTA — The continued growth of capsule vending with the coming of age of quarter- and 20-cent capsule vending will make 1964 the bulk industry's best year ever, according to H. B. Hutchinson, large operator and distributor here and a 17-year veteran of the bulk vending industry.

Hutchinson said that penny gum, charms and 100-cent gum is and will continue to be the backbone of his business, but that capsule merchandise is receiving greater acceptance and will help to supplement operator's income.

He noted, too, that in 1964 as in other years, operators will have to be watching against the encroachment of discriminatory taxation and legislation.

"We have convinced people that we're simply merchants—not operators of gambling or amusement equipment. We're in the same category as stores, supermarkets, and other known retail outlets," the Atlanta bulk vending veteran said. Locally, he summed up at 1963's Halfway.

Bitterman Big

For 5c Bugs

KANSAS CITY, Mo. — Bernie Bitterman, well-known bulk vending distributor here, said his big business in 1963 was in penny and dime vending merchandise, and he expects the same to continue during 1964.

The one hot nickel item last year was the bug line, said Bitterman. The nickel rocket mix is starting to pick up and this could be the key for 1964 as far as nickel vending is concerned, he noted. Nickel capsule sales, however, are slipping, and they need something to take their place, said Bitterman.

Discussing 1964 as a whole, Bitterman sees "another good year." He points out that more and more locations are accepting bulk machines, especially the large chains, supermarkets and discount outfits. They used to call our machines 'carnival slot machines', but all that is changed.

Bitterman said the Kansas City area is doing very well with the Kennedy Family trading cards which are selling six for 111.

3 RUGGED, DURABLE PLASTIC GLOBES

Extra heavy walled. Tinted to prevent discoloration of globe or contents. Built-in top gasket. Fast...

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NEW YORK

G & K SALES CORP.
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Bovina, L. I., N. Y.

ROANOKE VENDING EXCH.
4930 West Broad Street
Richmond, Va.

KANSAS CITY

DIXIE VENDING CO.
2100 N. Davidson Street
Charleston S. C.

SOUTHERN MACHINES CORP.
1235 Assembly Street
Fresno, Calif.

RELIABLE DIST. CO.
820 South Miami Ave
Miami, Fl.

NORTHERN OHIO

LAKE CITY AMUSEMENT
9352 Brookview Ave.
Ohiou, Ohio

WISCONSIN-ILLINOIS

CENTRAL COIN MACHINE EXCHANGE
2423 Central Avenue
Kenosha, Wis.

WEST TENN.-EAST ARKANSAS

VENDORS DIST. CO.
642 Madison Avenue
Memphis, Tenn.

MICHIGAN

LEX-BOY DIST. CO.
18850 East 9 Mile Road
Taylor, Mich.

GOLD STAR Vending Equip. Co.
1925 West Lake Street
Chicago, Illinois

Factory Representative: SAFE-O-MATIC

SALE-O-MATIC VENDING CORPORATION
P. O. BOX 128, FREEPORT, L. I., N. Y.
BARGAINS FOR THE WEEK

BUSY "MPP" "Parley Maps Plans"

CHICAGO—Music Operators of America directors had a busy time over the weekend. Besides naming Fred Granger managing director to succeed the recently resigned Robert Hurdins, the association named 12 committees for its 1964 convention and mapped their active program for the coming year.

C. S. Pierce and James F. Tilleson were named co-chairmen of the general convention. Henry George, legislative counselor, gave an optimistic report prior to going to Washington Monday (February 20) and said he has definite news about MOA's chances for defeating the copyright bill when he returns (February 24).

Lou Casola, MOA president, termed the meeting an excellent one. Casola said attendance was excellent and the outlook for the future was very encouraging.

A listing of convention committees follows:

- Committee on Conventions: John Waller, chairman, Frank F. Marchant, Robert Kinkus, Louis Casola, Clinton Pierc, Thomas Greco and Maynard Hopkins.
- Finance Committee: Howard Ellis, chairman, James Hetzel, Henry Lehary, William Rozier, Sidney Nardone and E. J. Feld.
- Exhibit Committee: C. G. (Joe) Silla, chairman, K. A. Crome and Edgar Hudson.
- Forum Committee: Norman Gershman, chairman, John Bruce, Henry Levy, John Snodgrass and Mike McCarthy.
- Recreation Committee: Harry Snodgrass, chairman, Al Denver and John Wallace.
- Jumbo Committee: Paul Brown, chairman, Frank Fabian, William Blats, Max Turich and Mann.

The success of Commercial fronts U.S. and Continent and Wurlitzer Germany the plan of Wurlitzer's program, which is designed to make the market. The unique machines, which claims to incorporate the watchmaking skills of the Swiss watch industry on the basis of rugged performance, was a start by being included in the 1964 edition of a leading American magazine. It is designed to appeal to the music industry.

The year of compact photo

By OMER ANDERSON

COLOGNE—Continental manufacturers are proclaiming 1964 as the "Year of the Compact Photographic"—and with evident justification.

Never has Europe offered so many compact models of such high quality as now. The German manufacturers have a wide margin, but two other producers, the Franco Swiss Jupiter and the Biocam Marchant's company's Emaphone, are effective competitors.

Together, Germany is offering a galaxy of compacts to suit any operator's purse and location. There are compacts, super compacts, and compact cameras; even compact cameras specially designed for resistance to tropical fungi and insects and cannot be damaged from wall to console models.

There may also be the year that European photographic producers finally plant their product in the U.S. market.

N.S.M. Bin

Perhaps the strongest bid for compact camera market made by N.S.M at Bingen, a leading photographic manufacturer and the Continent's premier outlet for photographic products. The N.S.M. Serenade is a smartly styled box designed to compete for the world market. Jupiter, which claims to incorporate the watchmaking skills of the Swiss watch industry on the basis of rugged performance, was a start by being included in the 1964 edition of a leading American magazine. It is designed to appeal to the music industry.

Inside view

Electro uses an ultra-simplified mechanism to reduce servicing to a minimum. The firm has strong sales organizations in Belgium and is introducing the product. In the United Kingdom and is pushing a worldwide sales and export program, Electro is selling the machine in average U.K. locations, pays off in 16 weeks. It comes in two models—the G-100 compact and the F-100 wall. The console is 150 inches wide and 200 inches deep.

Economy box

In Belgium, Electro produces a highly regarded economy box which is owned licensed for production in Spain, in Holland, in the Oça wall box, only phonograph record, in Denmark, in Belgium, and has a well-established market.

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 forecasting. Make your operation—new machines, new products, new services—new money-making ideas.

Johnny Nash in Spotlight

At Wurlitzer Chi Show

CHICAGO—RCA Victor recording artist Johnny Nash and several hundred juke box operators from the Midwest joined First Music Company, Inc. in Kansas City, Kansas, for the first of several showings of the new Wurlitzer 1964 models.

The three-day showing was the biggest machine social event of the month in Chicago, and was held at the Wurlitzer offices around the city. The MPP was on hand by Wurlitzer as C. B. Linn.

First Music served a sumptuous lunch of hors d'oeuvres, drinks and...
European News Briefs

See Levy Going Down

BRUSSELS—Pending Belgian coin machine tax legislation will sharply reduce machine production in Europe in some cases by nearly 50 per cent.

The new bill has a tax range between 300 and 15,000 francs a year depending on the type of machine and location. This compares with the present maximum tax of 24,000 francs.

The pending legislation, which is expected to be passed in the near future, abolishes local imposition of coin machine taxes. The bill provides for a standard rate based upon the area of the machine's location. At present, local offices have tax jurisdiction, which they exercise in an haphazard fashion.

Ghana's Stiff Control

ACCRAS—Phonograph music programming has been placed under strict control in Ghana following complaints by authorities that a juke box "resistance is futile" has developed against Kwame Nkrumah, the Ghanaian strong man. The recent target of attempted assassination.

Some countries have established special "listening patrols" of phonograph locations. Phonograph owners have been threatened with fines and imprisonment if they do not voluntarily make records. They may be asked to be used for "sedition and treason." Trade circles express fear that Nkrumah's crackdown could severely damage the small but growing phonograph business in Ghana.

Beyond the Wall

WEST BERLIN—West Berlin residents returning from holiday visits in East Berlin to close relative report that phonographs are among the things East Berliners miss most.

Before the Communist wall went up in 1961, East Berliners flocked into West Berlin without restriction. They attended West Berlin cultural and sporting events, went to the theaters and movie palaces, bought phonographs and coin games.

In fact, after the wall went up, West Berlin operators noted a sharp immediate drop in phonograph and coin machine collections. East Berliners have even proposed that West Berlin operators try to get permits from the West German authorities to operate mobile phonograph units in East Berlin.

Paris' Tandem Plan

PARIS—The French trade is experimenting with the tandem slot on phonographs and disc vendors, and development is under way on a phonograph model playing disks purchased from the tandem-sired vendor, the disk being returned to the owner automatically after play is finished.

Elie Marchand, France's leading phonograph producer, has just brought out a disk vending machine in which the vendee is returned the number of ball gum machines in favor of bridge mix, candy corn, jelly beans, and similar fills. Prospects appear bright for 1964, it was generally conceded, with the Phoenix area expecting an even larger population shift from Eastern cities than during the record year of 1962.
space it was given. "We really value the exhibit and would welcome any move to stage it in a larger hall," he said.

No Quick Decor

Amusement Caterers’ Association, sponsor of the exhibit, say it is well aware of the need for larger premises and is continuing to look into every possibility.

When answering ads... Say You Saw It in Billboard

Trade Gathers for UK Show; Floor Space Lack Draws Ire

Ruffler and Walker is also showing a model of the size of a telephone, which can be played on a table. Called the Sega Mini, it is smaller than the 84 Sharp telephone used for locking away.

Gift Film Fiasco

Special attraction at the Filmax Equipment, Ltd. stand is a collection of color musical films for one shilling a playing. Invented and perfected in Italy, Cinemax is big in Europe, gaining in America and proving popular in Britain.

Most of the films are made in British studios, but American and European producers have recently been exporting films.

The Gainamead Group, sole importer and distributor of the German Elite Music Machines, is showing the F-2000 wall model, the G-1000 Console and the latest addition to the Elite line, the M-200.

On display at the Perrett Automatic stand is the latest Keaney electric model, Bonus Belle, and Mar-Marc Sales, Britain’s largest machine distributor, is exhibiting the full range of Jennings and Keneke machines.

New models are being introduced, and at the U.S. government Jennings Governor and Bing-O will be joined again as will the new Colorama, a success at the recent Blackpool Exhibition.

Visitors will also see the new Kneen Penny Derby, which operates a special audio demonstration to visitors to hear the new Rock-Ola, whose sales have doubled since last year.

John F. Nash

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No Stopping Now

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small "mom and pop" stores is over. The future of these stores lies with the operators who are able to take advantage of the potential in the store, discount, supermarkets and discount outlets.

Multiple machine locations are also becoming the rule, he said. The key to this new high-traffic-type operation was said Schaf. The merchandise has to be out to the customer to see the better.

Discussing his own firm, Schaf said that 1965 was a "good year—though not the best in history. In the 1952-1953 period, we had some equipment that did very well for us. However 1963 was a good year and we expect an even better one next year.

Looking back in 1963, Schaf said the most significant thing that happened was the shift in types of locations. The small neighborhood stores, to the big, high-traffic outlets. Also the development of multiple machine installations, not to mention the development of such new types of bulk vending equipment that allowed operators to produce more merchandise displays.

Bernie Bitterman

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a nickel from a variety of machines.

Bitterman also lured the gun manufacturers for their "specials" in 100-gallon tank and the production of such hot items as "Superb" and "Buckboard," he said. He had this helpful type of help in his area.
THE ONLY THING THAT SOUNDS BETTER THAN THE MUSIC IT PLAYS IS THE MONEY IT PAYS.
ITS TAKE IS REALLY TERRIFIC

WURLITZER 2800 Makes the Swing to Higher Earnings

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.
BOB BURTON, BMI's new president, addresses guests.

CARL HAVELIN, retiring president, bids adieu.

BOB SOUR, BMI's man in charge of writer relations.

SIDNEY KAYE, BMI chairman of the board, speaks.

CITING ED. B. MARKS Music Corporation on 70th year, Bob Burton presents achievement award to Herbert Marks, the publishing firm's president.

CARL HAVELIN (l.) and Bob Burton (r.) pose with Major Bill Smith, who accepted award for Philips Records.

BOB BURTON (l.) and Bob Sour (r.) are shown with Yoshiyuki Kanagawa and Paul Mano, who are affiliated with JASRAC.

COLPIX-SCREEN GEMS group is led by Mr. and Mrs. Don Kirschner.

TOP-10 SCROLLS go to Tommy Roe, Frances Preston and Bill Lowery.

BOB SOUR presents award to group representing Jobete Publishing Company.