Columbia in Global Artist Push

By PAUL ACKERMAN

NEW YORK—The international operation of Columbia Records, which is expected to gross $25,000,000 at the wholesale level for the year 1964 via the company’s subsidiaries, is headed for greater expansion in the immediate future—with the end in view toward securing maximum exploitation and sales for Columbia artists around the world.

This was spelled out last week by Harvey Schein, vice-president and general manager of CRI. Schein noted that the aspect of artist relations was paramount in Columbia’s planning; that more and more a recording artist had to be considered a “world artist;” and that the best way to implement these concepts was via an international structure which permits utmost control of the recorded product.

All the skins of Columbia’s planning tend toward this over-all control, and include the creation of additional foreign subsidiaries and the development of an extensive publishing operation permitting ownership of the basic song material and hence greater control of the finished product—the record.

(Continued on page 13)

Banner Year Seen Ending on Yule Upbeat

Industry Heads For Peak Sales; 10% Hike Seen

By MIKE CROSS and TOM NOONAN

NEW YORK — The record industry is heading to an all-time sales peak this year, and the final figures should register a 10 per cent increase over 1963. It was a year which had more than its share of hot artists, hot labels and a hot consumer fad which manifested itself in both the singles and album holiday selling.

To date, the year registered more million-selling singles than have been racked up in some time. The million-selling single had become a fairly rare item in late 1964 via both singles and albums through late 1963. From mid-July to mid-October, the industry sold about 20,000,000 singles a month, an all-time industry high. In August five different singles sold more than a million copies each.

These were by Dean Martin, the Beatles, the Beach Boys, the Supremes and the Four Seasons.

In the past month, however, single sales experienced a slight dip, although many individual

(Continued on page 4)

FCC Sets Payola Probe

By MILDRED HALL

WASHINGTON — The Federal Communications Commission has announced an inquiry into payola and plugola violations of its 1960 anti-payola amendments to Sec. 317 of the Broadcast Statute. The inquiry, which has grown out of complaints to the Commission that payola is becoming widespread, will not be a full-blown affair involving public hearings, unless later developments require it.

FCC Chairman E. William Henry has been delegated to look into the complaints, and has been given power to subpoena witnesses and all necessary records.

The FCC announcement does not mention any specific payola cases, but undoubtedly will look into the payola charges recently alleged against Los Angeles Station KFWB, West Coast record companies, distributors, promoters, deejays and station personnel.

FCC says the inquiry will be directed primarily at direct and indirect undisclosed payments by record companies and others to deejays and station personnel for playing or influencing the play of records, and undisclosed payments for the inclusion of matter intended for broadcast. Under Sec. 317 of the Communications Act, any payment resulting in special push for a record or other product on the air requires sponsorship identification in the form of announcement disclosing payment.

Material findings involving record companies, distributors or promoters could bring action by the Justice Department. The 1960 amendments—subject of lengthy hearings by the House Commerce Committee—make both payola and payee liable when any such payment is made to promote records on radio. Also, anyone knowing of such payments who is involved in the providing of program materials for radio broadcast, is obliged to inform station management. The law provides penalties of a year in jail and up to a $10,000 fine.

(Continued on page 4)
Elvis Sings Christmas Songs
ELVIS’ CHRISTMAS ALBUM
LPM/LSP—1951(e) NOW AVAILABLE FOR THE FIRST TIME IN STEREO®

BY POPULAR DEMAND: OVER 150,000 ALREADY SHIPPED!

ELVIS’ SINGLE “BLUE CHRISTMAS” #0720

DON’T FORGET TO ORDER BIG ON THESE BEST-SELLING E.P. HITS

“ELVIS SINGS CHRISTMAS SONGS” EPA-4108
“CHRISTMAS WITH ELVIS” EPA-4840

RCA VICTOR

www.americanradiohistory.com
NARAS ELECTS OFFICERS; N. ERTEGUN IS PRESIDENT

NEW YORK—Nesuhi Ertegun, vice-president of Atlantic Records, and N. Ertegun, 18 national trustees, Ertegun was formerly the president of the record Academy’s New York chapter. He takes over the reins from outgoing President John Scott Trotter who served during the past year.

The 18 national trustees also named three new national officers and re-elected a fourth for one-year terms. Francis Scott, III, of Capitol Records, was tabbed to continue as national treasurer. Joel Freedman, CBS, and Harry Shulman, Chet Atkins, RCA Victor artist and head of that label’s Nashville department, were named president of NARAS by the Nashville chapter, and William Trust, a veteran of the Chicago chapter as well as a creative executive with Seabury Records, was elected to the NARAS board.

Ertegun stated: "Naturally I consider it an honor to be elected to this very respected and responsible position. I am faced with the personal challenge, for we have already had three excellent national presidents in Paul Weston, Bob Yorke and John Scott Trotter, each of whom has served the Academy in a unique manner.

Of course, I too will seek and hope to receive the same fine cooperation from you people within our organization. For they, after all, are really NARAS."
NEW REQUIREMENTS FOR CHART STAR PERFORMER

The basic requirement for a "Star Performer" designation on Billboard's LP chart will be changed from nine to 15 weeks on the chart effective with this issue.

Any album receiving a "Star Performer" designation on the chart must have the following qualifications:
1. Fifteen weeks or less on the chart.
2. No more than 10 positions (2 through 21).
3. Move up five positions or more (21 through 40).
4. Move up 10 positions or more (31 through 60).
5. Move up 15 positions or more (101 through 140).

Any album making the chart at 140 or above for the first time requires representation on the cover of a magazine.

Any album hitting the chart for the first time at position 125 or below is listed as a "National Breakout" as well as a "Star Performer."

The requirements for a "Star Performer" designation on "Hot 100" LPs are:
1. An upward move of three positions or more (1 through 10).
2. An upward move of five positions or more (11 through 20).
3. An upward move of 10 positions or more (21 through 30).
4. An upward move of 15 positions or more (31 through 40).

Any album hitting the chart at position 90 or above receives a "Star Performer."

Any single making the chart at position 70 or above for the first time receives a "National Breakout" listing as well as a "Star Performer" designation. The 15 weeks or less requirement does not apply for the "Hot 100."

Three weeks ago the Record Industry Association of America (RIAA) seal of certification for a million selling single was introduced on the charts. This week RIAA single label was added to a single chart. The seal indicates one million dollars in sales and not one million units on the LP chart.

Industry Is Heading for Peak Sales; See 10% Hike

* Continued from page 1

hits continued to rack up impressive sales.

Album Sales

LP sales run-ning ahead of the previous year by about 8 per cent and indication is that September sales period may push this figure higher. Album sales took a slight down-turn in August, but in September, month, but this is traditional at this time of the year with a很正常 sur-

Probably the biggest spur to sales during the week was the Beatles and the British artists that entered this country. The British artists were also associated with the classic hit "A Hard Day's Night" by the Beatles, and as the sub-
total of 20,000 was recorded from 13 through 19 and many over the 20-year mark bought Beatles LP's.

The strong sales picture this year is a result of the two major recording artists, The Rolling Stones and The Beatles. There has been a coincide of both artists at this time of the year.

The sales picture has been tight for the past few years, but the sales are increasing because of the increase in the number of albums released. Some of the top albums include The Beatles, "A Hard Day's Night," The Rolling Stones, "some new Beatles," and The Who, "The Who's Second." The new albums include The Who's "The Who's Second," The Rolling Stones' "Some New Beatles," and The Beatles' "A Hard Day's Night."

With better distribution to their outlets, rockers' sales have been in a better position to take advantage of the many single and LP hits. The hits are in the latter stages of each record's development and sales, and they are in the top of the charts on each.

Predictable Pattern

The sales picture for the past year were noticeably different. In 1963, there were hot single hits on the charts but few new albums hit the charts. The past year has been characterized by the release of new albums by the Beatles, The Rolling Stones, and other top recording artists.

The Beatles, to date, have had 20 singles and 10 albums hit the "Hot 100" chart and six best selling LP's. In addition, they had 99 different singles on the Billboard charts. Labels such as Capitol, Columbia, Decca, Imperial, Philips, Laurie, London, Reprise, Cameo, Epic, World Artists, Parrot, Kapp, Reprise, and some others benefited substantially from the American record buyers for the British product.

During the hottest period of the Beatles' virtual monopoly of the charts, there was little competition among other artists. And that situation is now going to be the Beatles. Other disc jockeys now have a choice of albums and singles to play, but their total potential sales were stymied by the Beatles' dominance.

The Beatles phenomenon was also extraordinary in that it appealed to a wider age group at the consumer level than any other rock 'n' roll or teen idol favorites. There are few who fell for the Beatles, as did the sub-
total of 10,000 was recorded from 13 through 19 and many over the 20-year mark bought Beatles LP's.

The strong sales picture this year is a result of the two major recording artists, The Rolling Stones and The Beatles. There has been a coincide of both artists at this time of the year.

The sales picture has been tight for the past few years, but the sales are increasing because of the increase in the number of albums released. Some of the top albums include The Beatles, "A Hard Day's Night," The Rolling Stones, "some new Beatles," and The Who, "The Who's Second." The new albums include The Who's "The Who's Second," The Rolling Stones' "Some New Beatles," and The Beatles' "A Hard Day's Night."

With better distribution to their outlets, rockers' sales have been in a better position to take advantage of the many single and LP hits. The hits are in the latter stages of each record's development and sales, and they are in the top of the charts on each.

Predictable Pattern

The sales picture for the past year were noticeably different. In 1963, there were hot single hits on the charts but few new albums hit the charts. The past year has been characterized by the release of new albums by the Beatles, The Rolling Stones, and other top recording artists.

The Beatles, to date, have had 20 singles and 10 albums hit the "Hot 100" chart and six best selling LP's. In addition, they had 99 different singles on the Billboard charts. Labels such as Capitol, Columbia, Decca, Imperial, Philips, Laurie, London, Reprise, Cameo, Epic, World Artists, Parrot, Kapp, Reprise, and some others benefited substantially from the American record buyers for the British product.

During the hottest period of the Beatles' virtual monopoly of the charts, there was little competition among other artists. And that situation is now going to be the Beatles. Other disc jockeys now have a choice of albums and singles to play, but their total potential sales were stymied by the Beatles' dominance.

The Beatles phenomenon was also extraordinary in that it appealed to a wider age group at the consumer level than any other rock 'n' roll or teen idol favorites. There are few who fell for the Beatles, as did the sub-
total of 10,000 was recorded from 13 through 19 and many over the 20-year mark bought Beatles LP's.

The strong sales picture this year is a result of the two major recording artists, The Rolling Stones and The Beatles. There has been a coincide of both artists at this time of the year.

The sales picture has been tight for the past few years, but the sales are increasing because of the increase in the number of albums released. Some of the top albums include The Beatles, "A Hard Day's Night," The Rolling Stones, "some new Beatles," and The Who, "The Who's Second." The new albums include The Who's "The Who's Second," The Rolling Stones' "Some New Beatles," and The Beatles' "A Hard Day's Night."

With better distribution to their outlets, rockers' sales have been in a better position to take advantage of the many single and LP hits. The hits are in the latter stages of each record's development and sales, and they are in the top of the charts on each.

Predictable Pattern

The sales picture for the past year were noticeably different. In 1963, there were hot single hits on the charts but few new albums hit the charts. The past year has been characterized by the release of new albums by the Beatles, The Rolling Stones, and other top recording artists.

The Beatles, to date, have had 20 singles and 10 albums hit the "Hot 100" chart and six best selling LP's. In addition, they had 99 different singles on the Billboard charts. Labels such as Capitol, Columbia, Decca, Imperial, Philips, Laurie, London, Reprise, Cameo, Epic, World Artists, Parrot, Kapp, Reprise, and some others benefited substantially from the American record buyers for the British product.

During the hottest period of the Beatles' virtual monopoly of the charts, there was little competition among other artists. And that situation is now going to be the Beatles. Other disc jockeys now have a choice of albums and singles to play, but their total potential sales were stymied by the Beatles' dominance.

The Beatles phenomenon was also extraordinary in that it appealed to a wider age group at the consumer level than any other rock 'n' roll or teen idol favorites. There are few who fell for the Beatles, as did the sub-
total of 10,000 was recorded from 13 through 19 and many over the 20-year mark bought Beatles LP's.

The strong sales picture this year is a result of the two major recording artists, The Rolling Stones and The Beatles. There has been a coincide of both artists at this time of the year.

The sales picture has been tight for the past few years, but the sales are increasing because of the increase in the number of albums released. Some of the top albums include The Beatles, "A Hard Day's Night," The Rolling Stones, "some new Beatles," and The Who, "The Who's Second." The new albums include The Who's "The Who's Second," The Rolling Stones' "Some New Beatles," and The Beatles' "A Hard Day's Night."

With better distribution to their outlets, rockers' sales have been in a better position to take advantage of the many single and LP hits. The hits are in the latter stages of each record's development and sales, and they are in the top of the charts on each.

Predictable Pattern

The sales picture for the past year were noticeably different. In 1963, there were hot single hits on the charts but few new albums hit the charts. The past year has been characterized by the release of new albums by the Beatles, The Rolling Stones, and other top recording artists.

The Beatles, to date, have had 20 singles and 10 albums hit the "Hot 100" chart and six best selling LP's. In addition, they had 99 different singles on the Billboard charts. Labels such as Capitol, Columbia, Decca, Imperial, Philips, Laurie, London, Reprise, Cameo, Epic, World Artists, Parrot, Kapp, Reprise, and some others benefited substantially from the American record buyers for the British product.

During the hottest period of the Beatles' virtual monopoly of the charts, there was little competition among other artists. And that situation is now going to be the Beatles. Other disc jockeys now have a choice of albums and singles to play, but their total potential sales were stymied by the Beatles' dominance.

The Beatles phenomenon was also extraordinary in that it appealed to a wider age group at the consumer level than any other rock 'n' roll or teen idol favorites. There are few who fell for the Beatles, as did the sub-
total of 10,000 was recorded from 13 through 19 and many over the 20-year mark bought Beatles LP's.

The strong sales picture this year is a result of the two major recording artists, The Rolling Stones and The Beatles. There has been a coincide of both artists at this time of the year.

The sales picture has been tight for the past few years, but the sales are increasing because of the increase in the number of albums released. Some of the top albums include The Beatles, "A Hard Day's Night," The Rolling Stones, "some new Beatles," and The Who, "The Who's Second." The new albums include The Who's "The Who's Second," The Rolling Stones' "Some New Beatles," and The Beatles' "A Hard Day's Night."
Robert Goulet's phenomenal success with the single version of Italy's top pop song, 'My Love Forgive Me,' rates an even bigger and better selling showcase—and here it is! A Christmas Stocking Special on Columbia Records.
LOS ANGELES

• Continued from page 1

said Clyde Wallich, president of the four-store Sim's jazz chain. "Johnson will pump up the jazz this year." Wallich also noted that a "fight over the 1970 presidential election" has led to increases in the number of jazz buyers.

"Results of the election have tended to stabilize people's future plans," said Wallich, president of the four-store Sim's jazz chain. "People feel what ever economy we have now will continue; they also seem to feel more secure in their jobs."

Aside from politics, key dealers also expect a larger share of the holiday selling season because more people will be doing Christmas shopping this year. "The climate in the air is right," he said. "The average color price is down 10 per cent and a white theater units sell for $595.

Denny Harris, proprietor of the large Columbia store on Hollywood Boulevard, said the market is "going to be very good. It was already "terrific," he said. "It seems we will be in the black this year. All our opera packages are moving. We expect to have a 10 per cent over last year's figures." Harris said the deals on classical and jazz records are going well, and he was pleased with the way Columbia was doing business over-all.

Hoffman, head of the major jazz chain, said sales would be good because the country is doing "like a boom. "From what financial experts are predicting, Christmas will not occur until after the second half of next year."

Hoffman expects a spurt of early Christmas shopping and has been doing a record number of orders. He has ordered by Ramsey Lewis, Jimmy Smith and "Jingle Bell Jazz" on Columbia. He would be shooting for a 50 per cent increase over last year's holiday sales.

Hoffman said.

A discordant note was sounded by the new 16-store White Ford discount chain. Simms said he felt it would be "a tough year. There isn't any one major album drawing a lot of attention. Although there are a few steady selling products, he says, Sales are affected because of the situation at this moment it doesn't feel like record buying as it should be."

NEW YORK—Atco Records has purchased a master "The Girl From New Orleans" by Jerry Wester and Toots Sherrill made by Jerry Wester, executive producer of Atco, and record producer Frank Stabile. The disc came to Wester's attention as a result of exposure given to the record by New York disk jockey Clarence "Cannonball" WNNR.

Chicago

• Continued from page 1

last year, with many dealers predicting a 15 per cent increase in holiday sales.

According to the optimism is a general improvement in the area's economy, plus the lack of a majorastrological factor such as was the case with the Kennedy assassination last November.

Many dealers are playing it cautious, however, and holiday orders are generally conservative. But the trade is confident that this year's gift-giving will rapidly bring back "that old Christmas spirit." They are giving pitch they anticipate.

Business Split

In the product category, most of the major labels--though there is a slight split between old standards and evergreens--of years back and new albums, selling season shows this year's Christmas album sales to be rather healthy.

Record specialists at WLS, WIND and WMQ generally held off on holiday music until the last-minute buying at Christmas. In most cases, this is barely enough time to get a new Christmas album in stores.

Holiday 45's Moving

A few dealers with good teen traffic are, however, starting to move Holiday 45's, and a good example is Andy Anderson of Record Center.

Anderson hopes to finish well ahead of last year and says he expects to have a good Christmas.

He notes that on such holiday singles as "Hurry for Santa Claus," by Milton Deeg, "I'll Be Home for Christmas," by Four Corners; "Oh Bambino," by Bing's Merry Christmas; "Sings Christmas," by Sonny Chisolm; and "Do You Hear That a lot of post Christmas," by the Do Re Me Children's Choir, both on Kapp.

Most of Anderson's LP business is by such artists as Bing Crosby, Fred Waring and Andy Miller."All the old holiday favorites," he notes.

Another dealer doing good business is Rosie Radio, where Merrill Ross says he'll finish well ahead of last year.

Beats Still Good


Chadwick ran into a "lot of post Christmas," by the Do Re Me Children's Choir, both on Kapp.

As usual, the LP business is by such artists as Bing Crosby, Fred Waring and Andy Miller. "All the old holiday favorites," he notes.

Another dealer doing good business is Rosie Radio, where Merrill Ross says he'll finish well ahead of last year.

Beats Still Good

"The Beatles are still good," says one retailer. "And getting more Christmas merchandise slowly," Ross says. "Record dealers are awaiting new albums with renewed interest." They have the number of its own controlled outlets, business this year was running 30 per cent ahead of last year. "Serving so many clients, we do some with direct telephone calls to our store here, our increase in business can only indicate that they and we are experiencing an increase in business," he said.

Karol, King and Martin all reported Christmas sales running ahead of last year and the year before. Tories said they find that sales aren't really begin to show a big increase after Thanksgiving. They said they are able to base their sales activity and stock orders on the activity of other dealers, with their one stop operation, and as a rack jobber would base their sales on the number of racks they operate in sections of New York.

At Stern's department store, Christmas sales were already noticeable. Several customers were checking out with copies of the "Singing Nun" album. MGM chorus albums, priced at $1.00, were moving, and customers had been reported as buying them as gifts for others. Gifts for others, with their one stop operation, and as a rack jobber would base their sales on the number of racks they operate in sections of New York.

At Stern's department store, Christmas sales were already noticeable. Several customers were checking out with copies of the "Singing Nun" album. MGM chorus albums, priced at $1.00, were moving, and customers had been reported as buying them as gifts for others. Gifts for others, with their one stop operation, and as a rack jobber would base their sales on the number of racks they operate in sections of New York.

At Stern's department store, Christmas sales were already noticeable. Several customers were checking out with copies of the "Singing Nun" album. MGM chorus albums, priced at $1.00, were moving, and customers had been reported as buying them as gifts for others. Gifts for others, with their one stop operation, and as a rack jobber would base their sales on the number of racks they operate in sections of New York.

At Stern's department store, Christmas sales were already noticeable. Several customers were checking out with copies of the "Singing Nun" album. MGM chorus albums, priced at $1.00, were moving, and customers had been reported as buying them as gifts for others. Gifts for others, with their one stop operation, and as a rack jobber would base their sales on the number of racks they operate in sections of New York.

At Stern's department store, Christmas sales were already noticeable. Several customers were checking out with copies of the "Singing Nun" album. MGM chorus albums, priced at $1.00, were moving, and customers had been reported as buying them as gifts for others. Gifts for others, with their one stop operation, and as a rack jobber would base their sales on the number of racks they operate in sections of New York.

At Stern's department store, Christmas sales were already noticeable. Several customers were checking out with copies of the "Singing Nun" album. MGM chorus albums, priced at $1.00, were moving, and customers had been reported as buying them as gifts for others. Gifts for others, with their one stop operation, and as a rack jobber would base their sales on the number of racks they operate in sections of New York.

At Stern's department store, Christmas sales were already noticeable. Several customers were checking out with copies of the "Singing Nun" album. MGM chorus albums, priced at $1.00, were moving, and customers had been reported as buying them as gifts for others. Gifts for others, with their one stop operation, and as a rack jobber would base their sales on the number of racks they operate in sections of New York.
5 HOT ONES FOR THE HOLIDAYS...

BOBBY RYDELL
I Just Can't Say Goodbye
b/w Two is the Loneliest Number
His first Capitol single - a hit already!

KING CURTIS
Tanya
b/w Sister Sadie
As big a hit as "Soul Serenade"

NANCY WILSON
Take What I Have b/w And Satisfy
Fast-starting - a major-market smash a la "How Glad I Am"

SONNY JAMES
You're the Only World I Know
b/w Tying the Pieces Together
A CAW smash - now breaking pop charts!

DON HINSON and the RIGAMORTICIANS
Riboflavin-flavored, Non-carbonated,
Polyunsaturated Blood b/w Monster Jerk
The monster hit of the year

THE BEACH BOYS
The Man with All the Toys
b/w Blue Christmas
From their smash Christmas LP

AL MARTINO
You're All I Want for Christmas
b/w Silver Bells
A great artist sings two holiday favorites from his great Christmas LP

...PLUS 2 CHRISTMAS HITS TAKING OFF RIGHT NOW!

Make sure your order will handle the Christmas rush!
Breaking now in New York, Miami, Hartford; and more coming in fast.

**GO!**

This is the record that sold over 600,000 copies in Germany.

Now breaks wide open in Buffalo, Cleveland, Miami, New York, and San Francisco.

**GO!**

Coming up fast from Country & Western air play. Spreading by word of mouth. Strong operator sales. Now breaking wide open in Washington, Pittsburgh, Dallas, New Orleans, Chicago, Cleveland.

**GO!**

---

Love Potion Number Nine

**THE SEARCHERS**

KJB 27 (45 RPM Single)

HAWAII TATTOO

**THE WAIKIKIS**

KJB 30 (45 RPM Single)

ODE TO THE LITTLE BROWN SHACK OUT BACK

**BILLY EDD WHEELER**

K617 (45 RPM Single)
Out of this smash album.

GO!

Now in a smash album.

GO!

Now the smash album.

GO!
This Week's NEWSMAKERS Around the World

JIM MORAN, publicist-comedian who recently cut "Don't Make Waves" for London Records, and Walt Magazine, London Records executive, are properly startled as they get a view of Billboard's photo color separation techniques. The process—which is driving the competition wild—is being demonstrated by Paul Schless, the publication's lab technician.

"THE AMERICAN SOUND OF MUSIC," an exhibit of musical Americans, went on view last week at New York's Saks Fifth Ave. Attending a special preview at the department store are, left to right, composer Harold Arlen; ASCAP president Stanley Adams, and Adas Gimbel, president of Saks Fifth Ave.

CHAD AND JEREMY, the map-haired British boys, are flanked by Oarwee Co. executives, Jerry Brown, left, and Jerry Lewis, right, as they get ready to tape a performance of "Willow Weep For Me," their current hit on World Artists Records. The performance will be seen on "The Entertainers" (CBS-TV) on Dec. 4.

DEAN MARTIN, left, receives the Billboard Top Singles Award for his Reprise disk, "Everybody Loves Somebody," from the publication's Coast representative, Bill Wordlaw.

LES SURFS, Madison Avenue's current rock hit on the international best seller charts, are set up for another recording session by RCA Victor artists and repertoire staffer Joe O'Ban. Les Surfs' first Victor single, "Stap," backed with "Just for the Fun," was released nationally last week. In the background are Teisha Wilkens, arranger and conductor of the session, and Roger Marconi, who is representing Les Surfs.

TOF-RANKING Mexican vocalist and RCA Victor recording star Marco Antonio Muñiz appearing at Carlos Hilton Hotel, San Juan. Left to right: Tony Contreras, Billboard correspondent; Muñiz and Rafael Hernandez, Puerto Rican pop composer. Muñiz's album of Hernandez's songs is one of the top sellers in his collection of eight albums for the label.

THE BEACHBOYS, during their Paris appearances for the Musicorama Show at the Olympia Theater, visit Montmartre, where a sidewalk artist draws caricatures for them.

THE MESSYBEATS, new group from England on the Fontana label, surround Billboard's associate editor, Mike Gross, during their recent visit to New York for a round of disk jockey and press interviews.

THE ROLLALOOGS, English rock 'n' rollers on the Roulette label, rehearse at the antique harpsichord at the estate of their manager, Bill Fisher, owned John Chichester-Custable, lord Paramount-Holderness, whose title dates back to feudal times.
UP POPS A WINNER
BERNADETTE CASTRO SINGS
"GET RID OF HIM"

BY THE HITMAKERS — HOWARD GREENFIELD-HELEN MILLER
(They Wrote It and Produced It)

CP-759

© COLPIX RECORDS®
A DIVISION OF COLUMBIA PICTURES CORP.
Japanese Campaign to Meet Quoats

PYE LAUNCHES DOT PRODUCT

LONDON — Pye has issued its first batch of material on the D029, showing its acquisition of the United Kingdom's biggest agreement to market the product under its own mark. The first releases include albums by Pat Boone ("Boo-


Victor has just launched "In

Evination to RCA Victor Grand Staff, which will sell dealers which in success in achieving the highest sales against all competition. It began at August 21, 1964 to February 20, 1965. Sales outside the U.S.A. Quotas are figured out based on the average purchase price, for the first two months, several months, and range from $3,500 to $5,600. A party of 100 will receive awards for the first 100.

World News

The Wall Street on Performed Rights

WASHINGTON—American, European and Latin American talent unions and their counterparts in worldwide performance rights organizations have been agreeing on the terms of new deals. The Board of the American Federation of Television and Radio Artists, for instance, has reached the peak of its possibilities. The sale of its "Amore Scienza" is $15,000. The new contract with the Cartes has returned to its own organization, and has been negotiated by Al D. Harris, the famous Flemish singer, major of the famous Bellini, a musical group in Italy. Now, the famous singer who livi-

in Mexico City, and Stanley Peretz, President of American Federation of Television and Radio Artists, and Irving Brown, ITCU representative at the United Nations, have announced the following:

Union leaders from U.S. in-

culated the agreement of the Brotherhood of Electrical Work-

er, the American Federation of Musicians, and the Brotherhood of the Young Musicians. All will work for expansion of the International Secretariat of Entertainment Trade Unions.

In New York, the American Federation of Musicians has announced that it has reached an agreement with the ITCU in negotiations for the first time. The agreement will cover all of the United States and Canada, and is effective immediately.

(Wendy, with the love of our lives"

...Androme and Beachwood ob-

tain the "Fiicé button du Nord" for "La Nuit," the album of the hit song "We Are Young"

...Voltz, a hit song by the late artist...

...The Beatles, a hit song by the late artist...

...Gordy's Motown lineout, dis-

tinguished by its "Let's Get Back To Reality," is quite active during the past few months.

This week, due to the success of the hit song "Ain't No Mountain High Enough," a wonderful young band by such artists as Mary Wells, Marvin Gaye, Brenda Holloway, and The Mar-velous Deans.

...More news from Motown is the "Adella of Bonne Chance," the current No. 1 U.S. hit; "Baby Love," the single by the three girls, still climbing

the rhythm charts with their "Baby Love." "Our Love Can" can count now on two strong "in-

... "To Much Monkey Business" was issued on the Cher label, to fulfill the demand of his fans for old Chuck Berry material.

"The Robin and the Seven Hoodies," the first of a four-week series, is a couple of weeks...

...On Nio, 10 Adana received dis-

count for the fantastic sales of his records in Holland during 1964. "Famous Jazz Point" has been rising, and "Darren's Delicatessen" is ready to go on the market. "Darren's Delicatessen" is the hit by the famous Adana, who is known to the CBS people, records of Bargo and Stocoe are beginning to be popular. CBS, Belgium soon will publish "Darren's Delicatessen."

Jacky Dehorne. The four titles

...Quen 't de Dons Mes tris, "Pourquoi Ne Viens Tu Pas Chez Mes "Ne Perds Pas Ton Yoyo"

...The Beatles, a hit song by the late artist...

...Gordy's Motown lineout, dis-

tinguished by its "Let's Get Back To Reality," is quite active during the past few months.

This week, due to the success of the hit song "Ain't No Mountain High Enough," a wonderful young band by such artists as Mary Wells, Marvin Gaye, Brenda Holloway, and The Mar-velous Deans.

...More news from Motown is the "Adella of Bonne Chance," the current No. 1 U.S. hit; "Baby Love," the single by the three girls, still climbing

the rhythm charts with their "Baby Love." "Our Love Can" can count now on two strong "in-

... "To Much Monkey Business" was issued on the Cher label, to fulfill the demand of his fans for old Chuck Berry material.

"The Robin and the Seven Hoodies," the first of a four-week series, is a couple of weeks...

...On Nio, 10 Adana received dis-

count for the fantastic sales of his records in Holland during 1964. "Famous Jazz Point" has been rising, and "Darren's Delicatessen" is ready to go on the market. "Darren's Delicatessen" is the hit by the famous Adana, who is known to the CBS people, records of Bargo and Stocoe are beginning to be popular. CBS, Belgium soon will publish "Darren's Delicatessen."

Jacky Dehorne. The four titles

...Quen 't de Dons Mes tris, "Pourquoi Ne Viens Tu Pas Chez Mes "Ne Perds Pas Ton Yoyo"

...The Beatles, a hit song by the late artist...

...Gordy's Motown lineout, dis-

tinguished by its "Let's Get Back To Reality," is quite active during the past few months.

This week, due to the success of the hit song "Ain't No Mountain High Enough," a wonderful young band by such artists as Mary Wells, Marvin Gaye, Brenda Holloway, and The Mar-velous Deans.

...More news from Motown is the "Adella of Bonne Chance," the current No. 1 U.S. hit; "Baby Love," the single by the three girls, still climbing

the rhythm charts with their "Baby Love." "Our Love Can" can count now on two strong "in-

... "To Much Monkey Business" was issued on the Cher label, to fulfill the demand of his fans for old Chuck Berry material.

"The Robin and the Seven Hoodies," the first of a four-week series, is a couple of weeks...

...On Nio, 10 Adana received dis-

count for the fantastic sales of his records in Holland during 1964. "Famous Jazz Point" has been rising, and "Darren's Delicatessen" is ready to go on the market. "Darren's Delicatessen" is the hit by the famous Adana, who is known to the CBS people, records of Bargo and Stocoe are beginning to be popular. CBS, Belgium soon will publish "Darren's Delicatessen."

Jacky Dehorne. The four titles

...Quen 't de Dons Mes tris, "Pourquoi Ne Viens Tu Pas Chez Mes "Ne Perds Pas Ton Yoyo"

...The Beatles, a hit song by the late artist...

...Gordy's Motown lineout, dis-

tinguished by its "Let's Get Back To Reality," is quite active during the past few months.

This week, due to the success of the hit song "Ain't No Mountain High Enough," a wonderful young band by such artists as Mary Wells, Marvin Gaye, Brenda Holloway, and The Mar-velous Deans.

...More news from Motown is the "Adella of Bonne Chance," the current No. 1 U.S. hit; "Baby Love," the single by the three girls, still climbing

the rhythm charts with their "Baby Love." "Our Love Can" can count now on two strong "in-

... "To Much Monkey Business" was issued on the Cher label, to fulfill the demand of his fans for old Chuck Berry material.

"The Robin and the Seven Hoodies," the first of a four-week series, is a couple of weeks...

...On Nio, 10 Adana received dis-

count for the fantastic sales of his records in Holland during 1964. "Famous Jazz Point" has been rising, and "Darren's Delicatessen" is ready to go on the market. "Darren's Delicatessen" is the hit by the famous Adana, who is known to the CBS people, records of Bargo and Stocoe are beginning to be popular. CBS, Belgium soon will publish "Darren's Delicatessen."

Jacky Dehorne. The four titles

...Quen 't de Dons Mes tris, "Pourquoi Ne Viens Tu Pas Chez Mes "Ne Perds Pas Ton Yoyo"

...The Beatles, a hit song by the late artist...

...Gordy's Motown lineout, dis-

tinguished by its "Let's Get Back To Reality," is quite active during the past few months.

This week, due to the success of the hit song "Ain't No Mountain High Enough," a wonderful young band by such artists as Mary Wells, Marvin Gaye, Brenda Holloway, and The Mar-velous Deans.

...More news from Motown is the "Adella of Bonne Chance," the current No. 1 U.S. hit; "Baby Love," the single by the three girls, still climbing

the rhythm charts with their "Baby Love." "Our Love Can" can count now on two strong "in-

... "To Much Monkey Business" was issued on the Cher label, to fulfill the demand of his fans for old Chuck Berry material.

"The Robin and the Seven Hoodies," the first of a four-week series, is a couple of weeks...

...On Nio, 10 Adana received dis-

count for the fantastic sales of his records in Holland during 1964. "Famous Jazz Point" has been rising, and "Darren's Delicatessen" is ready to go on the market. "Darren's Delicatessen" is the hit by the famous Adana, who is known to the CBS people, records of Bargo and Stocoe are beginning to be popular. CBS, Belgium soon will publish "Darren's Delicatessen."

Jacky Dehorne. The four titles

...Quen 't de Dons Mes tris, "Pourquoi Ne Viens Tu Pas Chez Mes "Ne Perds Pas Ton Yoyo"

...The Beatles, a hit song by the late artist...
Here Comes....

"JAKE THE FLAKE"

A CHRISTMAS GREAT SUNG BY

BOBBY STAR

CA 575 A

ORDER NOW:

CONTINENTAL ARTS
RECORDS
1650 BROADWAY, NEW YORK, N.Y.
TEL. (212) CT 7-2159

b/w Jingle Bells
Vel-Mars

www.americanradiohistory.com
the Searchers, It from Louisiana). Reutter. "Flows" hit Brenda Lee by Polydor. "Is This Love" by Weep hit the label. The Bavaria Radio Network, a project scheduled featuring music of Hoagy Carmichael who celebrated his birthday. Among the selections will be old Hoagy records of the early 30s. The highlights include the "Piano Waltz," "Once upon a midnight," "Serenade," and "Sacred Cow," in different versions, among them the 1937 and 1960 versions by Tommy Dorsey (the second one with Frank Sinatra). A German version by Vinicius de Moraes and Antonio Carlos Jobim, "To Remember," was a big hit in the German charts again. Row Deškovic, also from Yugoslavia, is "Pretty Woman" on London. Carmen McRae's "I Love to Sing" with the German number "Ich Werd Vater Verlobt" on MGM. Paul McCartney and the Beatles release their hit again in Germany with their "A Hard Day's Night," "We Can Work It Out," "Carrie and the Leisure Suit," "Hey Jude," "Revolution," "The Long and Winding Road," "Hello Goodbye," and "Penny Lane."


The plans of a commercial radio station in Norway and Denmark, is the talk of the town among Norwegian listeners. The airings has not yet started, but a non-commercial quartet, the Hootenanny Singers, successfully toured and created a great sensation. Their records are now on the market in several countries. They will tour Norway this summer with "The Night Before Christmas," and "The Night Before the Christmas Festival." Sweden's Polydor has released a new version of "The Night Before Christmas," with "I Love to See the Stars," "The Night Before Christmas," and "The Night Before the Christmas Festival."

Victor Records completed a sample of small-sized acetate jibe boxes Model 18-15k, which can probably be sold for about 50 cents. The price is moderate, and it may be a good time to consider. As soon as a production line is set up, it will be put in manufacture of the same. All records of the latest Christmas records have been sold out. All records of the latest Christmas records have been sold out. All records of the latest Christmas records have been sold out.


This Week
1. **3 COLLEAS DE CABACOLAS**—(Courtesy Philips (CBS); Brasil)
2. **1 VESTIDA DE NOVIA**—(Courtesy Philips (CBS); Brasil)
3. **A HARD DAY'S NIGHT**—(Courtesy Philips (CBS); Brasil)
4. **4 RAILANDO MORO UNA Rumba**—(Courtesy Philips (CBS); Brasil)
5. **I GONFLANDO UM UMA PROFANITY**—(Courtesy Philips (CBS); Brasil)
6. **6 HE'S IN TOWN**—(Courtesy Philips (CBS); Brasil)
7. **7 OH, PRETTY WOMAN**—Roy Orbison (London; A&M)
8. **8 SING ME TO BED**—Mass (EMI-Blind)
9. **9 DON'T BRING ME DOWN**—Cassius. Southern Music... (EMI-Blind)
10. **10 TURTO MEDICO**—Herman Zapata (Polydor)
11. **11 REMEMBER WALKIN' IN THE RAIN**—The Searchers (EMI-Blind)
12. **12 LOVING ARM**—Bluegrass (Springfield (Philips))
13. **13 THERE'S A HEARTACHE FOLLOWING ME**—Jim Reeves (RCA-Burlington)
14. **14 AM I NOT THE ONE TO REMIND YOU**—(December Music)
15. **15 LA Ultimo Mano Malo**—Parados & Arriola (EMI-Blind)
16. **16 DOWNTOWN**—Dee Dee (EMI-Blind)
17. **17 GOOGLE EYE**—Nautilus (Ocean Music (Hnos. Leo Connelly))
18. **18 PRETTY FAY**—Orlando (London; A&M-Blank)
19. **19 THE WEDDING**—Jim Reeves (Polydor; RCA)
20. **20 THANX FOR YOUR LOVING**—Kathy West (Parlophone-EMI)
21. **21 WALK TALL**—Vil Donovan (Philips)
22. **22 HOW SOON**—Henry Manzini (EMI-Blind)
23. **23 BLACK GIRL**—Four Pennants (EMI-Blind)
24. **24 I UNDERSTAND**—Freddy (EMI-Blind)
25. **25 AM I NOT THE ONE TO REMIND YOU**—(EMI-Blind)
26. **26 TELL ME**—Vivian West (Parlophone-EMI)
27. **27 THE WILD SIDE OF LIFE**—The Four Pennants (EMI-Blind)
28. **28 WHERE CAN I FIND YOU**—The Four Pennants (EMI-Blind)
29. **29 GOLDFINGER**—Debbie (EMI-Blind)
30. **30 OH YEAH**—Cliff Bennett and the Rebel Brothers (EMI-Blind)
31. **31 NOW THAT I'M HERE**—Declan Johns (EMI-Blind)
32. **32 THE HOUSE OF THE RISING SUN**—Connie Francis (EMI-Blind)
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Week(s)</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Ringo</td>
<td>OH NO, NOT MY BABY</td>
<td>13</td>
<td>8</td>
</tr>
<tr>
<td>6</td>
<td>Mr. Lonely</td>
<td>OH PRETTY WOMAN</td>
<td>13</td>
<td>5</td>
</tr>
<tr>
<td>1</td>
<td>Leader of the Pack</td>
<td>THE DOGS ARE STILL OPEN TO MY HEART</td>
<td>8</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>She's Not There</td>
<td>SHE UNDERSTANDS ME</td>
<td>7</td>
<td>6</td>
</tr>
<tr>
<td>11</td>
<td>Baby Love</td>
<td>THE WEDDING</td>
<td>8</td>
<td>7</td>
</tr>
<tr>
<td>16</td>
<td>Right or Wrong</td>
<td>TOO MANY FISH IN THE SEA</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>19</td>
<td>I'm Coming Something Good</td>
<td>WHO CAN I TURN TO</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>22</td>
<td>I Feel Fine</td>
<td>WE COULD</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>26</td>
<td>Big Man in Town</td>
<td>SHAGGY DOG</td>
<td>9</td>
<td>11</td>
</tr>
<tr>
<td>28</td>
<td>Sheila, Sheila</td>
<td>SHAGGY DOG</td>
<td>9</td>
<td>12</td>
</tr>
<tr>
<td>30</td>
<td>Saturday Night at the Movies</td>
<td>DANCE, DANCE, DANCE</td>
<td>9</td>
<td>13</td>
</tr>
<tr>
<td>32</td>
<td>New Orleans</td>
<td>DON'T EVER LEAVE ME</td>
<td>9</td>
<td>14</td>
</tr>
<tr>
<td>33</td>
<td>Run, Run, Run</td>
<td>RUN, RUN, RUN</td>
<td>9</td>
<td>15</td>
</tr>
<tr>
<td>36</td>
<td>Everything's Alright</td>
<td>HOW SWEET IT IS</td>
<td>9</td>
<td>16</td>
</tr>
<tr>
<td>39</td>
<td>Don't Leave Me</td>
<td>AS TEARS GO BY</td>
<td>8</td>
<td>17</td>
</tr>
<tr>
<td>42</td>
<td>I Don't Care</td>
<td>WITHOUT YOU THE LOVER</td>
<td>8</td>
<td>18</td>
</tr>
<tr>
<td>43</td>
<td>I'm Not Right</td>
<td>DEAR HEART</td>
<td>8</td>
<td>19</td>
</tr>
<tr>
<td>44</td>
<td>Love Me</td>
<td>MORE TIME</td>
<td>8</td>
<td>20</td>
</tr>
<tr>
<td>45</td>
<td>Love Me</td>
<td>KEEP SEARCHING</td>
<td>8</td>
<td>21</td>
</tr>
<tr>
<td>46</td>
<td>Oh Yes, Oh Yes</td>
<td>S-W-I-M</td>
<td>8</td>
<td>22</td>
</tr>
<tr>
<td>47</td>
<td>Love Me</td>
<td>DEAR HEART</td>
<td>8</td>
<td>23</td>
</tr>
<tr>
<td>48</td>
<td>Ain't It Me, Babe</td>
<td>DON'T CARE</td>
<td>8</td>
<td>24</td>
</tr>
<tr>
<td>49</td>
<td>Doesn't Have to Steal</td>
<td>DEAR BABY</td>
<td>8</td>
<td>25</td>
</tr>
<tr>
<td>50</td>
<td>Needle in a Haystack</td>
<td>DEAR HEART</td>
<td>8</td>
<td>26</td>
</tr>
<tr>
<td>51</td>
<td>Love Potion Number Nine</td>
<td>WEAPONS</td>
<td>8</td>
<td>27</td>
</tr>
<tr>
<td>52</td>
<td>Walk Away</td>
<td>WALK AWAY</td>
<td>8</td>
<td>28</td>
</tr>
<tr>
<td>53</td>
<td>Wild One</td>
<td>WILD ONE</td>
<td>8</td>
<td>29</td>
</tr>
<tr>
<td>54</td>
<td>She's Not There</td>
<td>ONE MORE TEAR</td>
<td>8</td>
<td>30</td>
</tr>
<tr>
<td>55</td>
<td>I Feel Fine</td>
<td>SHE'S NOT THERE</td>
<td>8</td>
<td>31</td>
</tr>
<tr>
<td>56</td>
<td>Saturday Night at the Movies</td>
<td>I'M NOT RIGHT</td>
<td>8</td>
<td>32</td>
</tr>
<tr>
<td>57</td>
<td>Run, Run, Run</td>
<td>I'M NOT RIGHT</td>
<td>8</td>
<td>33</td>
</tr>
<tr>
<td>58</td>
<td>Everything's Alright</td>
<td>I'M NOT RIGHT</td>
<td>8</td>
<td>34</td>
</tr>
<tr>
<td>59</td>
<td>Don't Leave Me</td>
<td>I'M NOT RIGHT</td>
<td>8</td>
<td>35</td>
</tr>
<tr>
<td>60</td>
<td>I Don't Care</td>
<td>I'M NOT RIGHT</td>
<td>8</td>
<td>36</td>
</tr>
<tr>
<td>61</td>
<td>More Time</td>
<td>I'M NOT RIGHT</td>
<td>8</td>
<td>37</td>
</tr>
</tbody>
</table>

**HOT 100—A to Z (Publisher-License)**

---

**BUBBLING UNDER THE HOT 100**

---

*Compiled from national retail sales and radio stations display by the Music Popularity Dept. of Record Market Research, Billboard.*
Kai Winding
His Hit Single!
WOLVERTON MOUNTAIN
B/W DEAR HEART
VK-10355
From His New Album!
MODERN COUNTRY
Vervé Records is a division of Metro-Goldwyn-Mayer, Inc.
www.americanradiohistory.com
Columbia in Global Artist Push

- Continued from page 1

The figure of $25,000 income is conservative and applies only to monies accruing from Columbia's foreign subsidiaries. The gross from the affiliations throughout the world is likely to add another $25,000,000 to the total overseas sales for 1964, Schein stated.

Most of the recorded product which produced this income, Schein stated, was recorded in the United States. He noted, however, that a major facet of the Columbia overseas policy is the development of foreign artists, and the musical culture of their respective countries. Each Columbia subsidiary, Schein added, must in a sense be a reproduction of Columbia-U.S.A.; each subsidiary must assume the responsibility of cultivating the indigenous music; it must take upon itself the obligation of recording such packages even if the chances of recouping the investment are small. In brief, each subsidiary must reflect the policies President Guralnick has developed for the parent Columbia operation.

Columbia's overseas projects of a cultural nature are many—and include such diverse examples as a German original cast four-record set of 'Who's Afraid of Virginia Woolf?'; multi-lingual versions of 'My Fair Lady' such as those in Italian and Hebrew by the original foreign casts, etc.

Schein revealed that Columbia is now shipping overseas approximately 150 tapes and 150 metal parts per week—believed to be a greater amount than any other company. The product which is shipped to Schein points out, undergoes tests for quality, appearance, and presentations by Columbia's manufacturing specialists in the U.S. and is inspected to ensure that quality and quantity of product from other American companies, Schenks said. "It's looking to distribute material which will complement the Columbia product. We will not take on product merely to keep it from someone else."

Implementing the policy of overseas expansion and concert tours to as great an extent as possible, Columbia and a world image, the following was revealed:

1. Columbia, in two years, expects to be in almost every market of commerce in Europe. It is Columbia's desire to have their own company in every major market of the world within five years, Schein said.

2. Columbia will next establish its own firms in India and Columbia. The latter will further strengthen the firm's position in Latin America, where it has subsidiaries in Brazil and Argentina.

3. In the planning stage are the creation of six more subsidiaries in various markets.

4. Columbia is presently exploring ways and means of encouraging additional overseas bookings for its artists. The reason for this, Schein explained, lies in the fact that the positive relationship exists between record sales and personal appearances. Schein believes this type of promotion should be done on a regular basis. As one example Schein quoted the case of the New Christy Minstrels who will go overseas in January for an extensive tour. The act will be forced on the deal, because they could make more playing dates in the U.S. But Schein felt that the return is worthwhile. The tour will build the group's international image.

The need to increase artists' booking also ties in with the logic of creating more overseas subsidiaries, Schein noted.

Speaking of the company's obligation to its artists, Schein stated. "We have a duty to the artist—to get him to the world...our big concern is that American repertoire shall be released all over." The need to cultivate the local talent in each of the different nations cannot be overlooked, however; and in some instances there occurs a marriage of local and American talent and resources which is extremely gratifying. An example of this is a project Columbia is now conducting in France, where the cream of French songwriters are submitting material for a Barbier Freeland package.

Columbia sales overseas by American artists who have been cut 'as if American' have often been very large. Eddy Gorme's Spanish records, for example, which have sold 250,000 in Spain and Latin America and 100,000 in Italy. Other big ones have been cut by Steve Lawrence, Johnny Cash, Frank Laine, Dinah Shore, and Andy Williams, among others.

...In 1962, Sales Records has been beginning recording in foreign languages—for sales in both foreign and American markets...and to give our artists the best possible exposure worldwide...recording and publishing operations, effecting a coupling of these segments of the music business...we will build strong sales organizations, strong local artists, which in turn will permit the faster movement of American catalogues.

Columbia's Overseas Program

The Columbia Overseas Program was established in 1962 to support the development of the company's subsidiaries overseas. The program focused on promoting and distributing the company's music in foreign markets, with the goal of building a strong presence in each market. The program was led by President Guralnick and involved establishing subsidiaries in key international markets, such as India and Columbia. The program also included the establishment of joint ventures with local companies to help promote and distribute Columbia's music. The program was successful in expanding Columbia's reach and building its reputation as a global music company. Overall, the Columbia Overseas Program was a key factor in the company's success in the 1960s and beyond.
Tollie-Schmollie

THEY'RE IN THE GROOVES
AND THAT'S WHAT COUNTS

JIMMY HUGHES
* I'M GETTING BETTER & I WANT JUSTICE
fame RECORDS 6404
EXCLUSIVELY DISTRIBUTED BY TOLLIE RECORDS

RAY SMITH
* HERE COMES MY BABY BACK AGAIN & DID WE HAVE A PARTY
tollie RECORDS 9029

www.americanradiohistory.com
McFarland Is Moving Into The Field of Diversification

NEW YORK — New vistas are opening up for Gary McFarland, heretofore pigeonholed in the jazz groove, McFarland is now spreading his wings into such diverse areas as commercial, photographic, and the theater, film and ballet scores, and even independent disk productions.

It's an expansion of activity that has been some time in the planning but in only beginning to take definite shape now because of two factors: (1) The successful reception to his ballet, "Reflections in the Park," really opened the door to other theatrical ventures for him. The success of the ballet won him a contract with the Ashley-Famous Agency and he's now working on a theatrical project with them for Donald McKayle, who received a special prize earlier this season for his choreography of the Broadway musical, "Golden Boy." (2) In the pop songwriting area, McFarland is turning out songs with lyricists Gene Lees and Mayo Guryan. He's signed with MCA and has cut down in July of next year and after that he'll be free to negotiate with any music firm interested.

On the recording front, McFarland is preparing to set up his own independent production firm and is also preparing for the upcoming release on Verve of his album entitled "Soft Samba." The LP is a departure for him in that it includes 12 songs that run from between two-and-a-half to three minutes each. His jazz-oriented albums in the past contained about six songs that ran about five minutes each. The shorter running time of the songs in the "Soft Samba" album will, McFarland hopes, open up more pop radio programming opportunities for his recordings.

The repertory of the "Soft Samba" album runs the gamut from songs originated by the Beatles to "La Vie En Rose," which is as good an example as any to how far McFarland's musical message is expanding.

'Bajour' Misses, But Marks Makes Mark

NEW YORK — "Bajour," a Gypsy tale of love, doesn't come off. It is especially regrettable because this musical, which opened at the Shubert Theater here Nov. 23 has been developed into a sort of Royal variety of "Guys and Dolls." As it stands, though, it is just a mildly diverting entry that offers occasional pleasures, but not too many or too often.

The show does serve, however, as a kicking-off point for what appears to be a budding career as a Broadway composer for Walter Marks. His words and music, for the most part, are fresh and melodic, which should make Columbia's original cast album of the show a delight for the show score buffs. Marks has a flair for words and often gets carried away with his own fancy songs, but it's evident that a talent is at work and one that is sure to be scored for only more fully with more discipline.

His "Love Line," "Love Is a Chance" and "Most in Love" could make it in the pop field and develop into standard show song material, and some of his special material songs like "Where Is the Tribe for Me," "Words, Words, Words" and "I Can's" have verve and spark. Biggest drawback to "Bajour" is the book. Adapted by Ernest Kinoy from Joseph Mitchell's New Yorker magazine series, the story really never gets going. The story concerns a Gypsy plot to make a "bajour" or an innocent widow who also happens to be the mother of an egghead daughter studying the habits of the very same tribe. It has some colorful touches but the over-all picture comes out bland. There is also a classic sub-plot between the girl and a degenerate but only serves to slow things up and detracts from fast-paced gypsy sequences.

The plot is lively and energetic and makes the best of the material at hand. Chita Rivera, as a fetching Gypsy with a heart full of love and larncay, and Herschel Bernardi as the sophisticated king of the gypsy tribe, come across as lively song-and-dance performers. Nancy Dwan brings a bit of charm to the role of the innocent widow. Paul Stassini has the genial gypsy way of life and the detective. Robert Burr is serviceable as the Count.

Mae Questel, as the widow who is the mark for the "bajour," and Herbert Stempel as the leader of a rival gypsy tribe, get their laughs handily.

Peter Gennaro's choreography has his familiar dash but doesn't rise above the level of the average. The entire production never reaches any new heights, either, making it a musical with a good idea that remains unfulfilled.

Jazz at Swarthmore

PHILADELPHIA — With suburban Philadelphia's University already identified with a highly successful folk series and another suburban school moves in the same area. Swarthmore College in Swarthmore, Pa., sets up its Clothier Hall on campus for a jazz festival Dec. 4 and 5.

The Mose Allison Trio will open the Festival Dec. 4 with the modalist appearing for the first time in Philadelphia. Joe Pass will feature the second day. Also scheduled on Dec. 5 at 2 p.m. is a lecture on "Jazz Today," by Gunther Schuller.

PEOPLE AND PLACES

By MIKE GROSS

Columbia Records' Italian tenor Giuseppe di Stefano currently on a tour of Mexico, Canada and the U.S. He's also set to appear on a "The Ed Sullivan Hour" Dec. 1. Paul Jones, producer of the ABC-TV's "The Addams Family," set deal with RCA Victor for the single release of Vic Mizzy's theme music for the show.

David Lennon, who has appeared on Broadway in "Most Happy Fella," "Fiorello," "Milk and Honey" and most recently in "110 in the Shade," opens at the Ben Snow in Greenwich Village Dec. 8... Warner Bros. artist Freddie Common taped the ABC-TV's "Shindig" show last week and will appear on Dick Clark's "American Bandstand" Dec. 5. The Animals, MGM's British group, will make their second appearance on Ed Sullivan's CBS-TV show Jan. 24.

The popular Fats Domino, ABC-Fanueil's ABC-Paquot Group with their well known group, will make their first European tour in the spring... Jerry Butler, Vee Jay artist, being set by his personal manager Irv Nathan for a tour of Europe in early 1964. Jan Peerce will make his debut at the Festival of Vienna 1965 in "Luce di Lammermoor." Peerce has sung before but never in opera... Sammy Vargus, now with New Deal Records (distributors), promoting the new Melristream LP "With a Taste of Honey," by Morgana King. Vargus was formerly with Beta Distributors... Rich Little, Canada's Capitol recording artist, is starting to make the concert scene... The Zombies, British group scoring here with "She's Not There," are being booked for a U.K. tour by Universal Attractions. This marks the first English act to be handled here by Universal Attractions.

Edmund Hockridge, NBC Radio announcer, joins the NBC/ABC network schedule Dec. 1, joining the Dave Clark Five tour Dec. 21 and 22 in New Jersey and Buffalo. Peerce will be doing the music for the next Paramount Pictures animated TV series "Charleyke," which will be produced by Joe Cal Cagno. Joe is in the record business as a publisher and former manager of Ray Court. . . . Milne King has received promotion in the East for Rosemary Clooney's new Reprise single "Spoolful of Sugar" backed with "Stay Awake" from the "Mary Poppins" film... Canadian George Kirby guest on Jimmy Dean's ABC-TV show Dec. 15.
FRESH, NEW, VOLATILE SOUND!...THE KIND OF STYLE, MOOD AND MELODIC SUBSTANCE TO BUCK A TREND— OR START A NEW ONE! IS THIS THE SURPRISE SINGLE THAT MAY SET THE CHARTS ON ITS COLLECTIVE EAR?

PHYLLIS McGUIRE
TAKES A 2½ MINUTE LEAVE FROM THE NATION'S MOST ILLUSTRIous SISTER ACT

"I DON'T WANT TO WALK WITHOUT YOU" 0310

Another Single of Significance from REprise RECORDS
<table>
<thead>
<tr>
<th>No.</th>
<th>Title / Artist / Label</th>
<th>Sales Change</th>
<th>Weeks in Chart</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>DELICIOUS TOGETHER...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>THE MANFRED MANN ALBUM</td>
<td>6</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>PRAYER MEETING...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>INTRODUCING THE BEATLES</td>
<td>3</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>I CAN'T HELP MYSELF...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>THE BEATLES' SONG BOOK</td>
<td>3</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>A BIT OF LIVERPOOL</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>AMERICAN TOUR...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>THE PEOPLES CHOICE</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>CAMERON...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>I LOVE YOU MORE AND MORE...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>MOVING...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>DISCOCHIQUE DANCE DANCE...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>THE LAND OF GIANTS...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>THE CONCERT SOUND OF HENRY MANCINI...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>GERRY AND THE PACIFIC...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>Encore...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>JUMPIN' GENIE SIMMONS...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>DAYS OF WINE AND ROSES...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>DRACULA'S GREATEST HITS</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>SANDY NELSON LIVES IN LAS VEGAS...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>THE GREATEST LIVE SHOW ON EARTH...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>JACK JONES' WIVES AND LOVERS...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>G.T.O...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>BEE-GEES SECOND BAND...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>ROCKY'S GREAT ESCAPE...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>SONGS FOR LONELIES LOVERS...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>THE SLIGHTLY IRREVERENT MULLER THREE...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>DUSTY...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>ROD STEWART...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>THE BEE GEES...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>ALL FOR LOVE...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>THE SHADOWS...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>THE HOODLUMS...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>THE DAY THE MUSIC DIED...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>BRENTWOOD...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>THE ÔL' LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>I LOVE YOU...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>THE SONGS...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>THE TIMES...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>41</td>
<td>THE LEGENDARY COLLECTION...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>42</td>
<td>THE LUSTRE BAND...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>43</td>
<td>THE SONGS OF...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>44</td>
<td>THE MEMORY...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>45</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>46</td>
<td>THE WORLD...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>48</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>51</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>52</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>54</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>55</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>56</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>57</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>58</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>59</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>60</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>61</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>62</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>63</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>64</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>65</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>66</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>67</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>68</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>69</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>70</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>71</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>72</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>73</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>74</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>75</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>76</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>77</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>78</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>79</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>80</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>81</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>82</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>83</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>84</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>85</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>86</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>87</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>88</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>89</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>90</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>91</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>92</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>93</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>94</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>95</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>96</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>97</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>98</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>99</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>100</td>
<td>THE LONELY MAN...</td>
<td>1</td>
<td>10</td>
<td></td>
</tr>
</tbody>
</table>
you must have

“FAITH”

FAITH FROM THE NEW SMASH BROADWAY MUSICAL

I had A ball

LOUIS ARMSTRONG

The 1st hit single from Broadway's newest hit musical!

72371
ALBUM REVIEW POLICY

Every album sent to Billboard for review is held by Billboard's Review Panel, and its potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT

BY JUPITER & GIRL CRAZY

Johanna & Ray Kern. Roulette R 25278 (M)

George and Iris Sandler's "Girl Crazy" and Bing Crosby and Helen Donath's "The Best of Ella" have had individual success. The albums are not the same; however, they make much of the material that is full of periods and lyrical delights.

CLASSICAL SPECIAL MERIT

MUSIC OF MATTHEW LOCKE

Elizabethan Consort of Birds (Medallion) Golden Age Singers (Epic-Hyde). Westminster KYN 19028 (M); WST 17082 (S)

A fine addition to the long and forgotten recordings of the English composer, Locke, one of England's most disregarded composers, is well known for his contributions to the development of Baroque music and his incorporation of English dance music. The performances are excellent and would make a most interesting introduction to it all.

POP SPECIAL MERIT

THE ROMANTIC GUITAR OF VINCENTE GOMEZ

Declo DL 4558 (M); DL 74558 (S)

Some sensitive and expressionistic playing marks the LP, as does its usual fine record quality. It is an excellent album. It is the best of the many that have been issued.

CLASSICAL SPECIAL MERIT

HUMORESQUE

Leonard Desbordes RCA Victor LM 7271 (M); LSC 7271 (S)

A delightful collection of piano favorites in all styles: "Humoresque" in the versions by Brahms, Rachmaninoff and Rubinstein, and "Fandango" by Alkan, are among the many interesting arrangements.

COUNTRY SPECIAL MERIT

ORIgINAL SUN SOUND OF JOHNNY CASH

Sun LP 1275 (M)

Johnny Cash is well known for his ability to sing and play the guitar. He has a powerful voice and plays with great skill on this album.

JAZZ SPECIAL MERIT

PLAY DIAMOND

Joe Pass Pacific Jazz PJS 83 (M); SJ 83 (S)

Joe Pass and his group are known for their ability to create beautiful music. This album is no exception.

BEAT CITY

The Greatest Beat Club in the World where it all is happening!

Complete with its own Recording Studios and Organisation for the Production of Record Masters and Radio Programmes.

Top Artists and up-and-coming groups are welcome.

Beat City is only interested in booking the great artists.

BEAT CITY PROMOTIONS, LTD.

79 Oxford Street, London, W.1

Gerrard 2935

SEEM ALBUM REVIEWS ON BACK COVER

ALBUM REVIEWS (continued)
CHRISTMAS RECORDS

While dealers still report that it is a little early for Christmas product sales, certain LP’s and singles seem to be jumping out in front of others. It appears that Christmas LP’s do not require the radio exposure to do the singles and LP sales seem to be slightly ahead of singles sales to date. Below is a list of hard copy Christmas LP’s and singles to date, with other releases listed below, in alphabetical order, at the sales of Christmas LP’s and singles received to date. All the records of best selling Christmas LP’s and singles have been listed in order of product interest so that all the dealers of best selling Christmas LP’s and singles will have the opportunity to read of product reports on the most popular of Christmas LP’s and singles. The following is a list of various LP’s and singles. The following is a list of various LP’s of Christmas songs.

NOTES: It is very possible that many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP’s

<table>
<thead>
<tr>
<th>POL.</th>
<th>TITLE</th>
<th>ARTIST, LABEL, NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LITTLE DRUMMER BOY</td>
<td>Harry Simeone Chorale, 20th Century-Fox TFM 1030 (M); TFS 4100 (S)</td>
</tr>
<tr>
<td>2</td>
<td>ANDY WILLIAMS CHRISTMAS ALBUM</td>
<td>Columbia CL 2087 (M); CS 8887 (S)</td>
</tr>
<tr>
<td>3</td>
<td>JOHN GARY CHRISTMAS ALBUM</td>
<td>RCA Victor LPM 9240 (M); LSP 2940 (S)</td>
</tr>
<tr>
<td>4</td>
<td>ELVIS’ CHRISTMAS ALBUM</td>
<td>Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)</td>
</tr>
<tr>
<td>5</td>
<td>THIS CHRISTMAS I SPEND WITH YOU</td>
<td>Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)</td>
</tr>
<tr>
<td>6</td>
<td>BEACH BOYS’ CHRISTMAS ALBUM</td>
<td>Capitol T 2164 (M); ST 2164 (S)</td>
</tr>
<tr>
<td>7</td>
<td>SOUND OF CHRISTMAS</td>
<td>Ramsey Lewis Trio, Argo 687 (M); 687 (S)</td>
</tr>
<tr>
<td>8</td>
<td>CHRISTMAS ’64</td>
<td>Jimmy Smith, Verve V 8604 (M); V 6-8604 (S)</td>
</tr>
<tr>
<td>9</td>
<td>MERRY CHRISTMAS</td>
<td>Bing Crosby, Decca DL 8128 (M); DL 78128 (S)</td>
</tr>
<tr>
<td>10</td>
<td>MERRY CHRISTMAS</td>
<td>Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)</td>
</tr>
<tr>
<td>11</td>
<td>SOUNDS OF CHRISTMAS</td>
<td>Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)</td>
</tr>
<tr>
<td>12</td>
<td>CHRISTMAS SONG</td>
<td>Nat King Cole, Capitol W 1967 (M); SW 1967 (S)</td>
</tr>
</tbody>
</table>

13 A VERY MERRY CHRISTMAS, Bobby Vinton, Epic LN 24122 (M); BN 26122 (S) |
14 A MERRY CHRISTMAS, Al Martino, Capitol T 2165 (M); ST 2165 (S) |

OTHER CHRISTMAS LP’s RECORDING SALES
(Listed Alphabetically by Titles)

1. ROMANZA—CHRISTMAS ON THE PONDEROSA, Various Artists, RCA Victor LPM 2757 (M); LSP 2757 (S)
2. CHRISTMAS HYMNS AND CAROLS, Mario Lanza, RCA Camden CAL 777 (M); CAS 777 (S)
3. CHRISTMAS WITH MCGREGOR, Jimmy McGriff, Dee 1918 (M); (decca stereo)
4. HOLIDAY SING ALONG WITH MITCH, Mitch Miller & the Gang, Columbia CL 1011 (M); CS 6607 (S)
5. JOLLY CHRISTMAS WITH FRANK SINATRA, Capitol W 894 (M); DW 894 (S)
6. MERRY CHRISTMAS, Brenda Lee, Decca DL 4159 (M); DL 74983 (S)
7. PERCY COMO SINGS MERRY CHRISTMAS MUSIC, RCA Camden CAL 660 (M); CAS 660 (S)
8. STAR CAROL, Tennessee Ernie Ford, Capitol T 1011 (M); ST 1011 (S)
9. WE WISH YOU A MERRY CHRISTMAS, Ray Conniff Singers, Columbia CL 1892 (M); CS 5802 (S)

CHRISTMAS SINGLES

<table>
<thead>
<tr>
<th>POL.</th>
<th>TITLE</th>
<th>ARTIST, LABEL, NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BLUE CHRISTMAS</td>
<td>Elvis Presley, RCA Victor 0720</td>
</tr>
<tr>
<td>2</td>
<td>LITTLE DRUMMER BOY</td>
<td>Harry Simeone Chorale, 20th Century-Fox 429</td>
</tr>
<tr>
<td>3</td>
<td>MAN WITH ALL THE TOYS</td>
<td>Beach Boys, Capitol 5312</td>
</tr>
<tr>
<td>4</td>
<td>ROCKIN’ AROUND THE CHRISTMAS TREE</td>
<td>Brenda Lee, Decca 30776</td>
</tr>
<tr>
<td>5</td>
<td>PLEASE COME HOME FOR CHRISTMAS</td>
<td>Charles Brown, King 5405</td>
</tr>
</tbody>
</table>

OTHER CHRISTMAS SINGLES RECORDING SALES
(Listed Alphabetically by Titles)

1. CHIPMUNK SONG, David Seville & the Chipmunks, Liberty 53250
2. CHRISTMAS SONG, Nat King Cole, Capitol 5361
3. HOODAY FOR SANTA CLAUS, Al Hirt, RCA Victor 8058
4. LITTLE ST. NICK, Beach Boys, Capitol 5016
5. SILVER BELLS, Al Martino, Capitol 5311

INSTANT AIR-PLAY & SALES COAST TO COAST!

“WHENEVER A TEENAGER CRIES”

by

REPARATA & THE DELRONS

WA 1036

THANKS FENWAY DIST. for the BREAKOUT in Pittsburgh and the 10,000 Order

WORLD ARTISTS RECORDS
550 GRANT STREET, PITTSBURGH 19, PA.

December 5, 1964 BILLBOARD
IMPERIAL records know that albums have to spark for self-service sales, so they overwrap in Cryovac Y-Film. Crystal clear Y-Film shrinks to a skin-tight fit that brightens album covers, makes them stand out in the display racks. And this film is tough enough to stand up to the rough and tumble of self-service retailing. You can forget about rework problems with your albums! It's the surest way to wrap up self-service sales.

"overwrap albums with added sales appeal!"

**Cryovac**

the impulse package for self-service sales
W. R. GRACE & CO., CRYOVAC DIVISION, DUNN, S. C.

**RP Facts**

- Record Consumers
- Record Preview
- Record Consumers' Preferred Record Review
- Record Preview as check-list to make their own purchases

**NEW ALBUM RELEASES**

This form is designed to aid dealers in ordering and broadcasting in programming.

**Freshly engraved music, six**

**Mexican**

Continued

enough

**Rewrap**

have to

boxed

comment

Columbia's

display

C

stock

President

on

Chorus

sell

Lieberson,

AC

with

Nur

2260 (SI

RECORDS

FOR

an

DANCE

MAZURKAS

Brothers

Sw

MG

INTERNATIONAL

REVIEWED

7085

SACRED

POPULAR

FOR

an

DANCE

MAZURKAS

Brothers

Sw

MG

INTERNATIONAL

REVIEWED

7085

25611

51000

4270

49589

9589

A

GUITARS

OF

THE

LAWRENCE WELK

MOMS

CHUCK

CANNONBALL

Soul;

MGW

EERS

MGW

HAYDN:

Symphony

book;

8

la

Chorus

Fiorentino

Suisse

7395

7395

The

Multi 9

CLASSICAL

CHRISTMAS

a

CHRISTMAS

with

Philips

Gives

Pontiff
two

LP's as gift

VATICAN CITY—Pope Paul VI gave his blessing to a new religious record initiative undertaken by Philips on an international scale when he recently received executives of the company and its Italian branch, Phonogram, in a private audience.

J. J. A. Langenberg, president of Philips, presented the Pontiff with two LP's issued by the company in its religious series, "Discourses of the Popes." The first disc, entitled "Ecclesiastical Suav," was the first words of Pope Paul's first encyclical issued earlier this year, offers on one side the announcement of the encyclical in the five languages, Italian, French, Spanish, German and English, used by the Pope at the press conference on Aug. 5, 1964, and on the other a recording of the prologue and significant selections from the three main headings.

The second LP, "In Defense of the Jews," includes the words of Pope Paul XI in his 1957 encyclical addressed to the German bishops, "Pastorals Sorge" and a series of discourses by Pope Paul XI beginning with his first encyclical in October 1959 dealing with the Jewish theme. The Pope's reports from various members of the Papal staff on the activity of Pius XII in the nature of an answer to the current play, "The Deputy."
BROADCAST SINGLES

★ NATIONAL BREAKOUTS

I FEEL FINE
Beatles, Capitol 5337

SHE'S A WOMAN
Beatles, Capitol 5327

WILD ONE
Martha & the Vandellas, Gordy 7034

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major markets:

THE LUMBERJACK
Hal Wilson, Sims 207 (English, BMI) (Milwaukee, Memphis-Nashville)

MUSTANG 2 + 2
Cousins, Sound Stage 7 1534 (Rome-Couch & Foss, BMI) (Baltimore)

DEAR HEART
Henry Mancini's Orch. & Chorus, RCA Victor 8488 (Hampshire-Millwork, ASCAP) (San Francisco)

THE CRUSHER
Novak, Parrot 45003 (Geller, BMI) (Minneapolis-St. Paul)

PERCOLATIN'
Willie Mitchell, Hi 1083 (Jen, BMI) (Memphis-Nashville)

I'M THE LOVER MAN
Little Jerry Williams, Exo 3005 (Chislevy, BMI) (St. Louis)

TELL HER JOHNNY SAID
Goodbye
Harry Barker, Penn 4318 (Valley, BMI) (Philadelphia)

IT'S ALRIGHT
Adam Faith, Amy 913 (G/I, BMI) (Baltimore)

BBC Drops Top Radio, TV Shows

LONDON—The BBC has reflected the apparent decline in the big beat boom in Britain by dropping a top radio program and a major TV show. This seems to mark the end of the trend which has doubled the number of TV and radio exposures available to records here in little more than 12 months.

The radio show is "Top Gear," a marathon bonanza of beat music introduced to BBC Light program listeners earlier this year. The 10 p.m.-midnight show each Thursday was regarded by pluggers as being a major importance since it concentrated on giving the first airplay to new records.

And Britain's new third TV channel, BBC-2, will be without its all-Saturday-afternoon magazine show, "Open House," (which concentrated on pop) after Dec. 5.

The BBC has also postponed indefinitely its transmission of the "Hollywood Palace" TV series, which has bought and had planned to screen from Nov. 18.

CAPITOL OFFERS 'GREETING' LP

HOLLYWOOD—Capitol Records has prepared a special radio album offering congratulatory greetings by several of the label's top artists for birthdays, holidays and anniversaries. The programming aid features tracks by Nat King Cole, Nancy Wilson, Frank Sinatra, Ray Anthony, Kay Starr, Andy Griffin and the Beach Boys.

CRCI Elects Nash as V.P.

NEW YORK—Edward Nash has been elected vice-president and general manager of the Capitol Record Club. Nash, who was also named to the Capitol Record Club board of directors, will bear executive responsibilities for all of the club's activities, as well as for other CRCI mail-order operations.

Nash, who will report to Alan W. Livingston, Capitol Records president, joined CRCI four months ago as director of marketing for the club.

BILLY GOATTESS

December 5, 1964 BILLBOARD
Radio-TV
PROGRAMMING
• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

VOX JOX
By GIL FAGGEN

WNEW, New York City’s “Show Business Station” presented another in its series of live music spectacles on Thanksgiving Day. The star was Sarah Vaughan with Skitch Henderson and his 19-piece orchestra recorded live at Basin Street East during a “night club luncheon” for advertising agency broadcast buyers. Singing along with Sarah are left to right, Ted Brown and Gene Klavan (WNEW), Skitch Henderson (NBC’s “Tonight” show), John V. B. Sullivan, vice-president and general manager of the “Tonight” show; WNEW personalities Dee Fitch, Jim Lowe and Varner Paulsen, WNEW program director and producer of the special, Front and center with Sarah is WNEW’s William B. Williams who encored.

Randy & the Rainbows, whose current Ritz release, “Little Star” is receiving favorable reaction in the East, will be on hand Saturday, Dec. 5 for the WKNY sponsored Crete Paltery benefit in Kingston, N.Y. WKNY airmen Joe Shiler and Bob Millet will encore the show.

WCAU personality Bob Meneelee warns up with students from Bishop Newmann High School preliminary to the Third Annual WCAU Radio Thanksgiving Day High School Football Classic. The 50,000 watt CBS outlet in Philadelphia preempted programming on Turkey Day from 9:30-noon to air 12 area high school games by-play and live all at the same time! Bill Campbell served as anchorman and the station switched from game to game, picking up highlights and key plays at each game. Meneelee, Bob Rake, Ed Harvey, and others WCAU personalities handled the major at the various locations.

DEMAND IS HEAVY FOR FM OUTLETS

CHICAGO—The value of an FM outlet was underscored recently with the announced purchase of FM outlets by Metromedia in Los Angeles and McLendon Corporation in Chicago.

McLendon, which purchased WYNR two years ago and last month switched its call letters to Wenus and instituted a 24-hour all-news operation, purchased WFMQ for $400,000, the highest price ever paid for a Chicago FM station.

Metromedia snapped its KLAC FM outlet for leading FM station, KRHM, for a reported $400,000 in a move to give the company a more powerful AM-FM team. The FCC’s ruling that AM-FM stations must reduce simulcasting as of Jan. 1, 1965.

The $400,000 figures are believed to have been the highest tabs ever paid for FM radio stations anywhere.

McLendon will, upon FCC approval, change WFMO’s calls to Wenus FM and the station will be operated as an adjunct to its AM.

Gold Oldies Format Boon

NEW YORK—With radio stations more and more including “golden oldies” as a regular part of their daily programming the Magnetic “Golden Hits” Hit Series should prove a boon to programmers as well as the many thousands of record buyers who have “lived” the music its originally featured on their favorite radio stations.


The selections run the gamut from the earliest R&B to the more recent past. Included are such past smashes as “The Great Pretender,” by the Platters; “Crying in the Chapel,” the Orioles; “Sho-Boo,” the Crew; “I Wake Up Crying,” Chuck Jackson; “Bo Diddley,” Bo Diddley; “A Shanty in Old Shanty Town,” Johnny Long; “Gee Whiz,” Carla Thomas; “Do You Wanna Dance,” Bobby Freeman; “Tequila,” the Champs; “Green Onions,” Booker T. & the MG’s; and “Walk On By,” Leroy Van Dyke.

Beatle Promo

DES MOINES—KIOA radio has a new Beatle promotion under way. The security guard who guarded the Beatles on their Los Angeles appearances, was able to get four of the towels used by the Beatles. KIOA has them and they’re giving them away. Hal Moore, “Official Beatle leader” for Iowa, is in charge of the giveaway. All KIOA listeners have to do to win one towel is to prove they’re the biggest Beatle fan in Iowa.

SICK WITH A TWIST is the finale of KDKA-TV’s original musical revue, “Live On Tapes,” that was presented by the Pittsburgh station to invitation-only audiences of New York agency people at the Lambs Club Oct. 27-28. Left to right are Sterling Yates, Marcy Lynn, Paul Stratney, Betty Gillert, Barbara Mullins, Don Rigler, Josie Carey and Jimmy Vol. (This photo was made at a Pittsburgh presentation of the revue in the Pittsburghs Club Dec. 12.)

BILBOARDS, December 5, 1964
PORTLAND, ORE.

STATIONS BY FORMAT

PORTLAND, ORE. AREA: 33rd
radio studies 10-AM, 25 FM, 1
Pop/Contemporary: 3 Standard: 1
Country Western: 1
Religious: 2
KXL: 50,000 watts.

Love, West, etc.

The following stations broadcast as 11:30 p.m.

KWK: 10,000 watts.

Music format: Classic Hits.

KPSB: 50,000 watts.

Golden West Broadcasters.

Music format: Mainstream.

KUX: 1,000 watts.

KPLZ: 5,000 watts.

A Crown Station.

KUOC: 5,000 watts.

ยิ่ง(109,45),(895,936)
**Hysterical Thoughts for 1965**

**Stereophonic will be out! Someone will get the bright idea to charge a buck more for monaural discs . . . then just label them "Automatic Stereophonic" and they'll have it made!**

---

**Music Cliches**

"Common - knighted - David another guts.

**Stereophonic**

"No, I use sinker."

"Archie,"

"I don't love you anymore."

---

**KLEF-TV's Jazz Series**

_Austin, Tex._—A new series of each week at 8 p.m. on Channel 13, "New Orleans Jazz" has bowed on KLEF-TV and is being aired Thursdays at 9 p.m. The program will bring out many of the all-time great influences on the birth of jazz and its development as a social phenomenon. The series will bring the camera to churches and the honky-tongs, as well as to gospel singers, blues singers, and Dixieland bands.

The exploits of such well-known jazz immortals as Kid Ory, King Oliver, Jelly Roll Morton, Buddy Bowden, and Nick's greats will be described, at locations, either actual or reconstructed, where the jazzmen achieved their greatness.

Vera Cook, program director at WINS, New York, is in charge of the series. He will talk with many of the old time jazz musicians.

To be included are interviews with and biographical and musical highlights and with Jack Laine, Tom Albert, and Papa John, all now over 84, and probably the oldest of the era when jazz was actually born.

**All in Family**

Pittsburgh—Ragen, the young daughter of KDKA's deejay Clark Race, joins Linda, and other girls who have had songs written about them by national honor. "Ragen," a jazz instrument, will also join Bob Cruise, who has been released on the Parkway label by the Calliente Combo.

---

**STATIONS BY FORMAT**

**Continued from page 29**

Prog. dir., Melva M. Bailey, 1 copy of 45's and LP's should be sent to: KDKB.

*KDKB* 1,000 watts. Independent. Music format: Country & Western, "Great Oaks" 6-7 p.m., M-F, 2 min. news every half hour, 2 min. sports and 1 min. weather, 12:30 min. report, "Walt's Reports" at 7:30 a.m. Local high school football. Also air the Byron the Executive show during playing season. Sports dir., Guy Crater.

*KPSM* 5,000 watts. Independent. Music format: Classical. Simulcast with KMPL till midnight. Classical programming requests from midnight till 6 a.m. Personnel: same as KMPL.

*KNOX* 5,000 watts. Independent. Music format: Standard, Gen'l mgr., Bobby Wilson, 20 min. news every half hour, 2 min. music department under director of Don Kile. Remotes of a civic nature aired 6 to 8 times a year as the need arises. Auditors selected regularly. Gen'l mgr., Don Leno.

Prog. dir., Lloyd Yunker, Send 1 copy of LP's to Lloyd Yunker, Box 1230, Portland.

*KPFN* 5,000 watts. Independent. Music format: Contemporary. Simulcast with KMPL till noon. Classical programming requests from midnight till 6 a.m. Personnel: same as KMPL.

Clark's Guest

**Hollywood**—Al Martino, Martin Denny and Jerry Bath will be Dick Clark's impersonators on his "American Bandstand," Saturday, Dec. 5, on ABC-TV. Lass will also do a skit called "Trash Dog," and Martin will offer his best seller, "I Love You, Take Care." The show is called, "We Could." Clark's special guest will be 11-year-old Brian Russell, currently in a featured role in the Walt Disney picture "Emile and the Detective." The album soundtrack has also been released on the Disney label.


**Local Talent Air**

_Dallas_—Proving popular locally with the preg show and college dropouts on WFAA-TV is "The Group and Harriott," hosted by Irving Harriott, and featuring local talent drawn from the various universities in the area.

A favorite segment of each week's show is the sing-a-long portion of the program when the words are flashed on the television screen and the viewers are asked to join the group.

---

**KLEF-FM GOES ON AIR**

_Houston—KLEF-FM began broadcasting here Sunday at 9:45 on the FM dial, at the spot formerly occupied by KAKO-FM.

The station will feature classical music in FM-stereo from 3 a.m. to midnight, 7 days a week.

According to Ronald Schmidt, owner and general manager, the station will have some live music broadcasts and hopes to begin FM-classic in the future.

---

**CLARK'S GUEST**

**Frampton**

_Jimmie* Bailey,* manager, Universal Radio.

Johnny Holiday carefully considers the merits of the latest RSVP release "Tiger in the Tank," by the Charlots at the WINS (New York) studios.

"Keep Way" a complete Broadway show album presented Mon. 8 p.m. "Showtime." Broadway show hits. Thurs. 8 p.m. and "Honeymoon," Fri. 15 min. newscasts daily and 5 min. newscasts hourly. 2 min. music dept. under director of Don Kile. Remotes of a civic nature aired 6 to 8 times a year as the need arises. Auditors selected regularly. Gen'l mgr., Don Leno.

Prog. dir., Lloyd Yunker, Send 1 copy of LP's to Lloyd Yunker, Box 1230, Portland.

---

**JOX JOX**

_Hands Off—for Authorized Use Only.

---

**SEGUE**

Ken Garland, WJAR wakster (Providence, R.I.) for me on the WINS (New York) early morning trick replacing exciting Ed Howard and Kermit and WYBW (Detroit) deejay Joel Sebastian to his line-up for the noon-3 p.m. "Deejay" of the early next few weeks, will take theKFRE-FM (Fresno) to ship and program changes to come.

---

_VIP APPOINTMENTS_—Glen D. Lockhart and Ron Lyons appointed general manager and program director respectively of WNBK (Sacramento).---

**Chan-**...announces a new series of each week at 8 p.m. on Channel 13, "New Orleans Jazz" has bowed on KLEF-TV and is being aired Thursdays at 9 p.m. The program will bring out many of the all-time great influences on the birth of jazz and its development as a social phenomenon. The series will bring the camera to churches and the honky-tongs, as well as to gospel singers, blues singers, and Dixieland bands.

The exploits of such well-known jazz immortals as Kid Ory, King Oliver, Jelly Roll Morton, Buddy Bowden, and Nick's greats will be described, at locations, either actual or reconstructed, where the jazzmen achieved their greatness.

Vera Cook, program director at WINS, New York, is in charge of the series. He will talk with many of the old time jazz musicians.

To be included are interviews with and biographical and musical highlights and with Jack Laine, Tom Albert, and Papa John, all now over 84, and probably the oldest of the era when jazz was actually born.
CHUBBY CHECKER—THE WEEKEND’S HERE (Evanton, BMI) (2:28)—Powerful beat and dynamic vocal by Checker that should catapult him right into the charts. Flip: “Lovely, Lovely (Lovely, Lovely)” (Pietromonte, BMI) (2:27)—A catchy rocker that bears heavy similarities to Week 596.


Atco 6528

CHUCK BERRY—PROMISED LAND (Arc, BMI)—A true blue Berry rocker with plenty of get up and go. Rinky piano and wailing Berry electric guitar fills all in need of “Things That I Do” (Venice, BMI) (2:40).

Ches 1916


Mercy 72366


Tamla 51489

DUSTY SPRINGFIELD—LIVE IT UP (Merdona, BMI)—R&B rocker with Detroit beat, spotlighting wailin’ vocal by Dusty packed with plenty of feeling. Chorus and brass support. Flip: “Guess Who?” (Big Seven, BMI) (2:27).

Philips 40245

DAVE (BABY) CORTEZ—POMP & POPCORN (Contemporary-Unbelievable, BMI) (2:17)—Exciting driving beat-combining rock and gospel. Should be able to go real big, according to industry sources. The Questions” (Do You Love Me) (Contemporary-Unbelievable, BMI) (2:50).

Okeh 7208

RONNY AND THE DAYTONAS—BUCKET ‘T’ (Screen-Gramm/Coluda, BMI) (2:37)—Catchy driving beat-mixing rock and gospel. Should be able to go real big, according to industry sources. The Questions” (Do You Love Me) (Contemporary-Unbelievable, BMI) (2:50).

Mala 492


Dynavox 201

MICHAEL ALLEN—SHE (Saturday, ASCAP)—Good material well performed with dual-tracked drums. Ballad with guitar and cellos builds into a powerful production. Could be a monster! Flip: “People Forget So Fast” (Saturday, ASCAP) (2:45).

MGM 13361

NO GUEST PANELIST THIS WEEK

DUE TO THANKSGIVING

HOLIDAY

Each week a program director and/or editor is invited to sit in and help Killburn’s Review panel spotlight. When unable to come to the New York office, guest panels list and votes via special #103 long-distance telephone back-up. An opportunity is also given to the guest to publicize his own new or existing “Post of the Week.”


ROBERTA DAV—a (Day-There) ENGLISH-EXTRA (BMI) (2:20)—Effective teen-grown romantic ballad sung with feeling and effect by throaty. Lyrics are tender, set off by large instrumental backing. Loaded with chart potential. Flip: “Someday” (Unart, BMI) (2:23).

United Artists 792


Dot 7094

CHRISTMAS

THE DRIFTERS—THE CHRISTMAS SONG (Morrish, ASCAP) (2:52)—Sweet pop styling of the Torchells-Welsh evergreen. In good taste, the side is excellent holiday production by one of the hottest selling groups around today. Flip: “I Remember Christmas” (Conillion-Tedrow, BMI) (2:56).

Atlantic 2261

BOBBY VINTON—DEAREST SANTA (Famous, ASCAP) (2:49)—Culled from Bobby’s Christmas album, this sweetie will warm the hearts of all of the many little boy and girl fans of Bobby as daddy and mommie get treem in their cradles on Christmas Day. Flip: “The Bell That Couldn’t Jingle” (Rosewood-Bacharach-Twelve Stave, ASCAP) (2:29).

Epic 7941

CHART SPECIALS

(Bottom 50 Chart Potential & “Bubbling Under”)

HOT POP SPOTLIGHTS

MIKE CRICKFORD—Don’t Make Her Cry (Glackwood, BMI) (2:14)

UNITED ARTISTS 764

DONALD BERRY—Alot That Loan (Dream-Web, BMI) (2:07)—You Better Watch Out (Dream-Web, BMI) (2:18)

DON & ALLEYNE COLLE—Poor Fool (Large, ASCAP) (2:26)

FOLLE 108

BETTER END SINGERS—Hard Times (Afterglow, BMI) (2:44)

MERCURY 7258

ROOKER & THE MCGS—Can’t Be Still (Eve, BMI) (2:30)

STAN 141

P. J. Proby—You Are My Sunshine (Parrot, BMI) (2:03)—I’ll Be There (Unart, BMI) (2:26)

IMPERIAL 6079

ERICK KENEDY—The Man Who Just Wants A True (Screen-Gramm/Columbia, BMI) (2:18)

ON SALE

SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

Every single sent to Billboards is heard by Billboards music panel, and its programming and sales potential is rated within its category of music. Records are presented for spotlight only if listing is picked up of records reaching a Top 10 rating or better.

December 5, 1964 BILLBOARD

REVIEWED THIS WEEK, 168—LAST WEEK, 150
Bob Neal office, Nashville, has taken the booking reins on Johnny and June Money, Columbia Records pair, who continue to make their home in Ventura, Calif., where they operate their own night-club, the Bar... New on VP's talent roster is country singer Roy Richbourg. Roy is veteran country singer who started a new label called Nashville Records. Roy is branching out on "Half of This, Half of That." Shirley Hunter has signed to continue her affiliation with Salem: Records for another year. Her second release on the label is due out this week. DEWY may obtain a copy by writing on their station letterhead to Paul V. Great, Salem, Records, 111 Main Street, Salem, Va. William Nelson came up with a pair of accomplishments in November—he became a regular on "Grande Ole Opry" and signed a recording pact with RCA Victor. His first for the label is set for early release, according to William's publicity and promotion director, Walt Reedman, of Houston.

Rudolph is on the air Monday through Friday with a half-hour show on WRK, Randolf Valley, Ky. Red sings, plays guitar and emcees the proceedings. He also appears with John Pate's "Saturday Night Barn Dance" from Frankfort Valley, and is featured soloist on "Sunday Morning Gathering," carried by 24 radio stations across the country. Adrian Rodgers, of the Circle, has been signed by the new Continental Ballroom, Port Huron, Mich. (26). The Continental is under the management of Alvin Day, who is ever on the lookout for prime country talent.

"COUNTRY MUSIC" Corner

By Bill Sachs

Folk Talent & Tunes

KHEY-Radio is bringing a "Grand Ole Opry" show to Liberty Hall, El Paso, Tex., Dec. 11, comprising Marty Robbins, the Canadian Sweethearts, Neil Morris, Lucille Star, Don Winters, the Tradewinds, and the String of Pearls band. Joe Poovey and his new bride take up residence in Nashville, where Joe has taken a position with Nashville Sound. English Music in association with John Richbourg, of Nashville, will present the songs for the English and will, continue to record for Sims Records. His latest on Sims is "The Late and Great Me," which he wrote.

Back Owens and the Backwoods wrap up a three-week Texas tour this week and will spend the first full weekend of December on the West Coast taking off for a 10-day swing through Hawaii. The Bill Anderson group, along with Loretta Lynn, played to turnarounds business at the Audtorium, East Point, Ga., Nov. 13, to set a new house attendance mark. The following night, the show, which also featured Jimmy Day and the Fox Boys band, was part of a spectacular at the Charlotte, N. C., Coliseum, which drew over 13,000 country music fans. Kaw-Mark after a stand at the Ponderosa Club, near Des Moines, Iowa, as a drug-promoter Smokey Smith, made dates in North Carolina, Nov. 28-29, and then departed for California, where he set the stage for a performance mounted by Steve Stebbins, of the Americans Corporation. The...
By DON LIGHT

Fred Foster, Monument Records' president, will record a live album by the Kim Sisters at the Stardust Hotel, Las Vegas, early in December... Don Gibson will record a new RCA Victor album this week at the local RCA studio under the direction of Chet Atkins... Roy Acuff and the Smokey Mountain Boys will have Dec. 20 for a two-week USO tour of American bases in Germany and France...

Kentucky Gov. Ned R. Bevill recently commissioned Simsh Records' Roger Miller a Kentucky oiler... The Everly Brothers will record a new album for Warner Bros. this week at the Fred Foster sound studio under the direction of Wesley Rose... Claude Gray, Columbia recording artist, is currently on a 13-day tour of the West Coast, set by Joe Wheel... Dave Dudley was in Nashville last week confering with manager Jimmy Key and ad man Jerry Kennedy...

The Osborne Brothers, Decca recording artist, and newly signed members of "Grand Ole Opry" left last week for a 10-day tour of California, set by Smiley Wilson, of the Wil-Helm Agency... Faron Young is in New York taping the Jimmy Dean TV show this week. Husky just returned from a six-week big gasp hunt in Northern Colorado, where his party was successful in catching six dozer and two elk...

Over 11,000 cdw fans packed the Charlotte, N. C., Coliseum, Nov. 21, to see Bill Anderson, Faron Young, Carl and Pearl Bailey, Loretta Lynn, Jim and Jeannie and Ray Pillows. The show was packaged by Hubert Long Talent.

---

**HOT COUNTRY SINGLES**

Billboard SPECIAL SURVEY for Week Ending 12/5/64

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Artist, Label &amp; No.</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ONE WAY</td>
<td>11</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>I DON'T CARE</td>
<td>15</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>THE RACE IS ON</td>
<td>16</td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>CROSS THE BRIDGES NOT NACHO</td>
<td>6</td>
<td>4</td>
</tr>
<tr>
<td>9</td>
<td>I'M NOT ANGRY</td>
<td>6</td>
<td>5</td>
</tr>
<tr>
<td>14</td>
<td>THE LUMBERJACK</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>15</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>7</td>
</tr>
<tr>
<td>18</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>8</td>
</tr>
<tr>
<td>22</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>9</td>
</tr>
<tr>
<td>24</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>10</td>
</tr>
<tr>
<td>25</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>11</td>
</tr>
<tr>
<td>26</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>12</td>
</tr>
<tr>
<td>27</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>13</td>
</tr>
<tr>
<td>28</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>14</td>
</tr>
<tr>
<td>29</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>15</td>
</tr>
<tr>
<td>30</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>16</td>
</tr>
<tr>
<td>31</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>17</td>
</tr>
<tr>
<td>32</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>18</td>
</tr>
<tr>
<td>33</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>19</td>
</tr>
<tr>
<td>34</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>20</td>
</tr>
<tr>
<td>35</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>21</td>
</tr>
<tr>
<td>36</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>22</td>
</tr>
<tr>
<td>37</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>23</td>
</tr>
<tr>
<td>38</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>24</td>
</tr>
<tr>
<td>39</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>25</td>
</tr>
<tr>
<td>40</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>26</td>
</tr>
<tr>
<td>41</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>27</td>
</tr>
<tr>
<td>42</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>28</td>
</tr>
<tr>
<td>43</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>29</td>
</tr>
<tr>
<td>44</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>30</td>
</tr>
<tr>
<td>45</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>31</td>
</tr>
<tr>
<td>46</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>32</td>
</tr>
<tr>
<td>47</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>33</td>
</tr>
<tr>
<td>48</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>34</td>
</tr>
<tr>
<td>49</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>35</td>
</tr>
<tr>
<td>50</td>
<td>I'M GONNA DO YOU</td>
<td>5</td>
<td>36</td>
</tr>
</tbody>
</table>

---

**HOT COUNTRY ALBUMS**

This Week | Last Week | TITLE, Artist, Label & No. | Artist, Label & No. | Workmen on Chart | Week |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>TOGETHER AGAIN/HEART SHIPS</td>
<td>A &amp; R</td>
<td>14</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>FROM BUCK TO BUCK &amp; HIS BUCKING BARN</td>
<td>Capitol</td>
<td>20</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>THE BEST OF BUCK OWENS</td>
<td>Capitol</td>
<td>22</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>THE BEST OF JIM REEVES</td>
<td>RCA Victor</td>
<td>25</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>DANG ME/CHRIS LUG</td>
<td>Capitol</td>
<td>28</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>THE BEST OF JIM REEVES</td>
<td>RCA Victor</td>
<td>27</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>LOVE LIFE</td>
<td>Columbia</td>
<td>219</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>LITTLE FACES SING THE DICKENS</td>
<td>Capitol</td>
<td>236</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>9</td>
<td>I WALK THE LIME</td>
<td>Capitol</td>
<td>22</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>THANKS A LOT</td>
<td>Capitol</td>
<td>22</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>I DON'T CARE</td>
<td>Capitol</td>
<td>21</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>12</td>
<td>COUNTRY DANCE FAVORITES</td>
<td>Decca</td>
<td>21</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>13</td>
<td>MOONLIGHT AND ROSES</td>
<td>Decca</td>
<td>27</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>14</td>
<td>TRAVELIN' WITH DAVE DUDLEY</td>
<td>Mercury</td>
<td>234</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>15</td>
<td>YESTERDAY'S GONE</td>
<td>RCA Victor</td>
<td>250</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>16</td>
<td>I GET LONELY IN A HURRY</td>
<td>Capitol</td>
<td>229</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>SONGS OF TRAGEDY</td>
<td>Capitol</td>
<td>243</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>18</td>
<td>LIGHTENED AND BLUE</td>
<td>Columbia</td>
<td>218</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>19</td>
<td>ON THE BARSTAND</td>
<td>Columbia</td>
<td>219</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>20</td>
<td>COUNTRY MUSIC TIME</td>
<td>RCA Victor</td>
<td>240</td>
<td></td>
</tr>
</tbody>
</table>

---

**CHICAGO DISKS**

- Continued from page 32

**THE JIMMY DEAN SHOW**

Spots This Week

FARON YOUNG CHARLIE RICH

and special guest star EILEEN FARRELL

ABC-TV NETWORK, Thursday, Dec. 3, 10:00-11:00 P.M. EST

Whatever you do in the field of Country Music...

Compose it—perform it—publish it record it—promote it—program it or report it...

YOUR CONTRIBUTION CAN HAVE GREATER FORCE, MORE MEANING AND WIDER RECOGNITION THROUGH MEMBERSHIP IN THE COUNTRY MUSIC ASSOCIATION

CMA

The organization whose dynamic year-round efforts exist for you—work for you—and spread the sounds of country music throughout the world.

---

JOIN NOW...

Country Music Association
621 16th Avenue South
Nashville 3, Tenn.

Fees:

- Annual ($10)
- Lifetime ($180)

Name

Address

City, State & Zip Code

Signature

December 5, 1964 BILLBOARD
**R&B D.J. ROUNDUP**

The information below is reported weekly by leading R&B disk jockeys. The contributing editors are Karl Baldwin, Louise Jackson, Betty Oakes and others selected from various regions. This report is an alphabetical listing of all artists and titles played during the week ending October 14, 1964.

**REGIONAL BREAKOUTS** are those records breaking in one or more regions of the U.S. but not sufficient in number of dates to be considered national. Individual disk jockeys report those records that are new to them, or that are new to their area, or that have their first appearance in the local top 15 on the local charts, records to watch based on initial action in each market. **SOUTHERN AIRWAYS** is a new feature which will bring out the most exciting new artists from the South. 

---

**Paul (Pat Dadey) Johnson, P.D.**

**Soul Top 20**

1. UNCLE JAMES, EVANS
2. Melvin James, Evans
3. Flip Wilson, Evans
4. Johnnie Taylor, Evans
5. MAXINE WATERS, Evans
6. JAMES BROWN, Evans
7. THE MOONGLOWS, Evans
8. BILLY JOE WATERS, Evans
9. JIMMY CLIFF, Evans
10. FREDDIE SNELLING, Evans

---

**Breakout**

- **SOUTHERN AIRWAYS** is a new feature which will bring out the most exciting new artists from the South.

---

**Tony Quinn-Wizum, Pittsburg**

**Breakout**

1. FIRST APPEARANCE IN LOCAL TOP 10
   COME AND SEE ME-Superman, Pittsburgh
2. MORE THAN A WOMAN-Carl Thomas, Pittsburgh
3. FOR THE FIRST TIME IN THE SEA-Marlons, Pittsburgh
4. LISTEN AND SEE-Willie Davis, Pittsburgh
5. I BEAT IT-Mary Wilson, Detroit
6. I SWEETENED A FLOW-DeSanto, Detroit
7. GET YOUR CHOICE-Radney, Detroit
8. A WOMAN'S LOVE-Carolee Thomas, Detroit
9. LISTEN AND SEE-Mary Wilson, Detroit
10. I SWEETENED A FLOW-DeSanto, Detroit

---

**Larry Dallet, Charlie Brown, Bob Hudson-Winn, Cincinnati**

**Breakout**

1. FIRST APPEARANCE IN LOCAL TOP 10
   TONE ME-Louise Moore, Toledo
2. TAKE ME TO THE HEAVENS-Marvin Gaye, Toledo
3. LISTEN AND SEE-Willie Davis, Toledo
4. I SWEETENED A FLOW-DeSanto, Toledo
5. GET YOUR CHOICE-Radney, Toledo
6. A WOMAN'S LOVE-Carolee Thomas, Toledo
7. LISTEN AND SEE-Mary Wilson, Toledo
8. I SWEETENED A FLOW-DeSanto, Toledo
9. GET YOUR CHOICE-Radney, Toledo
10. A WOMAN'S LOVE-Carolee Thomas, Toledo

---

**Porky Chedwick-Washington, Pittsburgh**

**Breakout**

1. FIRST APPEARANCE IN LOCAL TOP 10
   TONE ME-Louise Moore, Pittsburgh
2. TAKE ME TO THE HEAVENS-Marvin Gaye, Pittsburgh
3. LISTEN AND SEE-Willie Davis, Pittsburgh
4. I SWEETENED A FLOW-DeSanto, Pittsburgh
5. GET YOUR CHOICE-Radney, Pittsburgh
6. A WOMAN'S LOVE-Carolee Thomas, Pittsburgh
7. LISTEN AND SEE-Mary Wilson, Pittsburgh
8. I SWEETENED A FLOW-DeSanto, Pittsburgh
9. GET YOUR CHOICE-Radney, Pittsburgh
10. A WOMAN'S LOVE-Carolee Thomas, Pittsburgh

---

**Bobby Vee-Metairie, Louisiana**

**Breakout**

1. FIRST APPEARANCE IN LOCAL TOP 10
   TONE ME-Louise Moore, Metairie
2. TAKE ME TO THE HEAVENS-Marvin Gaye, Metairie
3. LISTEN AND SEE-Willie Davis, Metairie
4. I SWEETENED A FLOW-DeSanto, Metairie
5. GET YOUR CHOICE-Radney, Metairie
6. A WOMAN'S LOVE-Carolee Thomas, Metairie
7. LISTEN AND SEE-Mary Wilson, Metairie
8. I SWEETENED A FLOW-DeSanto, Metairie
9. GET YOUR CHOICE-Radney, Metairie
10. A WOMAN'S LOVE-Carolee Thomas, Metairie

---

**Johnny WeeSee, Norfolk, Virginia**

**Breakout**

1. FIRST APPEARANCE IN LOCAL TOP 10
   TONE ME-Louise Moore, Norfolk
2. TAKE ME TO THE HEAVENS-Marvin Gaye, Norfolk
3. LISTEN AND SEE-Willie Davis, Norfolk
4. I SWEETENED A FLOW-DeSanto, Norfolk
5. GET YOUR CHOICE-Radney, Norfolk
6. A WOMAN'S LOVE-Carolee Thomas, Norfolk
7. LISTEN AND SEE-Mary Wilson, Norfolk
8. I SWEETENED A FLOW-DeSanto, Norfolk
9. GET YOUR CHOICE-Radney, Norfolk
10. A WOMAN'S LOVE-Carolee Thomas, Norfolk

---

**Lee Lomax, Brooklyn, New York**

**Breakout**

1. FIRST APPEARANCE IN LOCAL TOP 10
   TONE ME-Louise Moore, Brooklyn
2. TAKE ME TO THE HEAVENS-Marvin Gaye, Brooklyn
3. LISTEN AND SEE-Willie Davis, Brooklyn
4. I SWEETENED A FLOW-DeSanto, Brooklyn
5. GET YOUR CHOICE-Radney, Brooklyn
6. A WOMAN'S LOVE-Carolee Thomas, Brooklyn
7. LISTEN AND SEE-Mary Wilson, Brooklyn
8. I SWEETENED A FLOW-DeSanto, Brooklyn
9. GET YOUR CHOICE-Radney, Brooklyn
10. A WOMAN'S LOVE-Carolee Thomas, Brooklyn

---

**Dick (Cane) Cole, Winston-Salem, North Carolina**

**Breakout**

1. FIRST APPEARANCE IN LOCAL TOP 10
   TONE ME-Louise Moore, Winston-Salem
2. TAKE ME TO THE HEAVENS-Marvin Gaye, Winston-Salem
3. LISTEN AND SEE-Willie Davis, Winston-Salem
4. I SWEETENED A FLOW-DeSanto, Winston-Salem
5. GET YOUR CHOICE-Radney, Winston-Salem
6. A WOMAN'S LOVE-Carolee Thomas, Winston-Salem
7. LISTEN AND SEE-Mary Wilson, Winston-Salem
8. I SWEETENED A FLOW-DeSanto, Winston-Salem
9. GET YOUR CHOICE-Radney, Winston-Salem
10. A WOMAN'S LOVE-Carolee Thomas, Winston-Salem

---

**Hodes Back From Europe**

**New York**

Lennie Hodes, head of Spectr um Music Corp., a division of Capitol Records, Inc., has returned from a European trip, where he strengthened international operations by acquiring U.S. rights for songs and masters from independent publishers and record companies.

He acquired four songs in Paris from Jacques Plante, Edith Piaf and the team that recorded by Edith Piaf just prior to her death. Additional songs being prepared for the songs which, with original lyrics, will be released.

In London, he concluded arrangements with Dick James, Bunny Lewis, Fred Pozer and Richard Armitage. Material he obtained will be available on Interphon/Decca/London/Reprise/Kapp, Amy, Rust, Capitol and Four Corners.

---

**ROULETTE DISK SOAKED UP FAST**

**New York**

Roulette Records purchased a master, mailed out about 2000 copies before the tape could make its way to full deejay mailings, the record had gotten some play on the West Coast. Retail: 70000 advance orders. Roulette's president, Morris Levy, expected that the first time the company jumped off, the next 10 or 15 shipments would be completed.

The record is titled, "Leader of the Pack," subtitled as a spoof on the current hit, "Leader of the Pack." Writer is Paul Vance and Lee Pockriss. The artists are aptly called the "Bills Family."
Everest Expands Classical Program; to Release 20 LP's

By ELIOT TIEGEL

HOLLYWOOD — Everest Records is on a classical expansion program, planning 15-20 albums for release by the end of January, President Bernie Solomon reports.

As part of this expansion, the company has secured the old Artist Records series which went out of existence in the late 1940's. Solomon says the eight-volume series features Warner Jansen with the Symphony of Los Angeles. The first of these albums issued on the Everest logo are "Four American Landscapes," featuring compositions by Copland-Ives-Gilbert-Cowell, and Beethoven's "Wellsington's Victory March/King Stephen's Overture."

These reissued albums carry a regular LP price.

"Initial sales orders for these albums have totaled several thousand copies," revealed Solomon. The executive said products like these are of great historical significance, are eagerly sought after in the educational field.

Solomon further revealed he is in the process of recording the complete 18 box volumes by the Fine Arts Quartet in Everest's own studios in Wilmette, Ill. The complete works will total 12 albums, he estimates. Price for the project will be about $24, he said, "less than half the price of the competition."

The Beethoven quartets have been released by Deutsche Grammophon Gesellschaft and Columbia, the latter offering the Budapest Quartet.

The Fine Arts Quartet also figures prominently in a new world premiere edition of Bloch's "Quartet for Piano and Strings." Everest will also record the three encore concertos of Bartok in a series of five albums featuring pianist Leonard Stein. This project will be a three-record set and the world premiere recording of "The Swing of the Sixties," released in January.

Solomon said a Beethoven expert, lecturing on the composer at the college level, according to Solomon.

A second three-record set will be Handel's "Samson" recorded in Germany for release in December.

Heebner Waxes 30 Piano Rolls

NEW YORK — Despite the continuing influx of young rock 'n roll groups from England, that venerable British Import, Mantovani, is more than holding his ground in the U.S. as the London Records maestro wound up his most successful American tour at New York's Philharmonic Hall Nov. 29. In turn, his current London LP, "Incomparable Mantovani," has developed into a current best seller and, simultaneously, his LP catalog has been moving along at a steady sales pace.

Mantovani, who makes frequent concert tours of the U.S., began his current trek on Sept. 26 and played 56 dates through the Philharmonic Hall windup. The tour was conducted under the auspices of Columbia Artists Management. Mantovani, who has been on London release here since 1950,

Naples Fest Runs Till Dec. 6

NAPLES — While the entire European musical festival schedule is completed between April and June, Naples has extended its Seventh Musical Autunm with three major events finished their Termo's Dec. 6.

Now backed by Rainbow, which has altered its new auditorium in Naples to accommodate larger operas, the 16th program includes a program of three one-act operas by Giuseppe Verdi, Gaetano Donizetti and Maestro Donizetti. The three operas are "I Capuleti e i Montecchi," "La Favorita" and "La Gazza Ladra." The latter will be performed Dec. 1 in a world premiere, in New York. Words and music: Raffaello Mancini and Giuseppe Verdi.

BARBERIAN IN JFK ELEGY

MILAN — Kathy Barberian left here Nov. 21 for New York to begin rehearsals with the Igor Stravinsky's "Elegy for John F. Kennedy" performed Dec. 6 in a world premiere in New York. Words and music: Raffaello Mancini and Giuseppe Verdi.

BURLINGTON TO TALK AT USC

NEW YORK — Robert B. Burlington, °adman of Columbia Mufi- sic, Inc. (BMI), will speak on "The Composer and His Performing Rights" on Dec. 2 at the School of Music, University of Southern California. His lecture is part of the continuing series supported by a grant from the Rockefeller Foundation and is as special project for the training of music publishers.

www.americanradiohistory.com

Copyrighted material
EQUIPMENT NEWSLETTER

False Notions About TV Tape

By DAVID LACHENBRUCH

How about putting home video tape in its proper perspective? I’ve been following the trade publications in the electronics field, and I find there are many attitudes (and misconceptions) a little bit surprising. Steady readers of this column might share these misconceptions, but misstatements have been repeated with such frequency that it’s the record that should be forgotten about these them.

MISCONCEPTION NO. 1: That low-priced home video tape recorders will appear on the market within a few months. This one actually started some time late in 1963, with the wild and widely accepted reports that the Telcan recorder would be on the market at $160 in time for Christmas 1963. The source of this statement was Telcan itself, and the incredible fact is that it was a statement without question by many who should know better.

As a good rule of thumb, you can assume that it would take a manufacturer about 20 years to get a radical new product such as a video recorder to market—two years, that is, from the time the manufacturer was satisfied that he had a perfect design. There’s many a slip—many a manufacturer—between one hand-tooled prototype sample and mass-production of tens of thousands at a price, say, below $300.

Before such an item can be mass-produced, the manufacturer’s engineers must analyze every circuit, every component, revise and refine, devise production techniques, develop or modify production equipment, locate materials and contracts, find plant space (and this is no little trick in these days of soaring real estate prices). Every piece of material, every component, every manufacturing process must be “costed out.” There are elaborate tests to be performed and met. Here are some of the jokey redesigned with an eye to foolproof operation by the consumer.

The first models will probably be quite expensive, and prices will decline gradually with consumer acceptance and further production and product simplification. The first color sets, in 1954, cost $1,000, and the first 1-inch screen size today’s large sterEOS are still at $1,500 and up. This is the type of progress you can expect for some time. For the first “home” units may list from $600 to $2,000, perhaps within a year—too high for the mass market. And so the consumer can be patient.

That home video recorders will be competitors of audio tape recorders. This is true, but not at all that color TV is a competitor of stereo components—they will both compete for the home entertainment dollar. The home video recorder actually will appeal to a different segment of the home entertainment market. The tape recorder hobbyist is largely a music-lover. The home video recorder owner will be a moving-picture lover. A home video recorder and an audio tape recorder will have about as much in common as radio has with television. There will always be audio home recorders, and it’s a pretty good guess that they’ll be separate and distinct from home video recorders.

Long ago there was the prediction that the radio as a separate entity, would disappear, and the radio of the future would merely be one knob on a TV set. Obviously, things just didn’t happen this way. The aural and visual media are separate and distinct. By the same token, the only thing that audio and home video recorders have in common is that they both use tape.

MISCONCEPTION NO. 2: That today’s audio dealer will somehow be the guy who wins video deals. This is pure wishful thinking. The audio dealer and the record dealer both had a tremendous opportunity to become major home entertainment retailers in TV’s early days, but many decided to stay out (or were forced out when TV became a high-volume, low-margin item). When home video recording leaves the hobby stage and becomes a mass market, the TV dealer—and the home entertainment dealer—will take it over. The audio dealer could become a part of this business, and those who sell TV as well as audio will be in just the right market. But video recording is a adjunct to TV, and it’s phony logic to think that aggressive TV dealers won’t latch on to this market and try to wrap it up. The mass manufacturers, who undoubtedly will dominate the home video recorder market, want volume—and they’ll go to the guys who have been giving them the volume in the TV business.

However, aggressive camera dealers could collude some of this business too—but probably only if they’re willing to move into the TV business. Some of them are already showing willingness.

When the home video recorder comes, there’ll be another big business along with it—video reels, or prerecorded video cassettes. The record dealer probably will be able to get part of this business—just as he often now sells records but not phonographs. It will be completely “pluribus” business—and big, and eventually cut-rate—and both TV and camera dealers can be expected to put up a big fight for it.

Home video recorders are coming—probably on tape, but perhaps in some other form. It will be a big business—the biggest home entertainment field since color TV. It will be a good business to have, but it won’t be even remotely resemble the audiophile hi-fi business or today’s tape recorder business.

It’s not too early to start thinking about this. It’s sure to come along. It will probably affect the audio equipment market the way or another, but neither will it be a half-hearted attempt at the tape recorder department. It will open a tremendous new field, and volume TV dealers will have the inside track.

PEOPLE

Joseph Y. Renick, founder and board chairman of Channel Master Corporation, today announced the completion of the company’s new aluminum and aluminnum factory, which has been elected to Congress from the 35th Congressional District in Illinois.

MISCONCEPTION NO. 2: That Telcan was the newly created post of national high fidelity sales manager. He has been with Ed Grigsby, Western sales manager, and will handle the newly created post of national high fidelity sales manager.

Charles E. Beck, controller of Channel Master Corporation, has been elected president of the newly created post of national high fidelity sales manager.

NEW PRODUCTS

Michelangelo Meets Cellini

Olympic’s Michelangelo (top) and Cellini (below) feature 21-inch all-channel color TV with 20-watt AM-FM-Stereo radio with solid state frequency control and a 3-speed phono graphic with retractable "no scratch" diamond stylus. Olympic’s sound control center has master and remote switch so it’s possible to play TV, radio and high fidelity in separate rooms simultaneously. Both models are in contemporary oil rubbed walnut cabinets. The Cellini is 44 inches long and includes a six-speaker system. The Michelangelo is 36 inches long and has an eight-speaker system.

Stereo Phonos

By Emerson

Among three new stereo phonographs by Emerson—each with 20-watt solid state amplifiers—are the Danish contemporary-styled 3200G model with a list of $329.95. Visual tuning eye, six-speaker sound system and Garrard changer are among the features. All three models have stereo FM-AM tuners with built-in multiplex and stereo monitor lights.

Another Sylvania HaloVision TV

Another in Sylvania’s line of HaloVision TV sets is this contemporary model (2F7105) with enameled brown metal cabinet. Features include a beaded shield picture tube, transistorized UHF tuner, and crossover network which makes possible VHF and UHF reception with one antenna. Set lists for $199.02, sold-in base is optional at $10.

Color Model

By Sylvania

Color Model is new from Sylvania. The new line is the firm’s 21L3CH, a 21-inch color TV set contemporary looking in mahogany or walnut finishes. The set has the firm’s color bonus chassis, preset volume, and illuminated channel window, transistorized ultrasonic high-frequency tuner and two six-speaker systems. Manufacturer’s list price is $499.55 for the mahogany model $511 for the walnut version.

RCA Shows New Dealer Display

Designed to display RCA Victor’s new stereo components is the firm’s three-tiered “Sound-stage.” Lights emphasize which of the three systems is being used. The unit is available to RCA Victor dealers.

BILBOOB, December 5, 1964
Sony Bows Tape

Sony is introducing its PR-150 professional recording tape through franchised dealers. Also being shown is a discount coupon booklet promotion. All holders of Sony recorder warranty cards are being supplied with a 12-coupon booklet offering tape discounts. The coupon booklet and a Sony tape brochure are being packed with every tape machine shipped under the Sony Superscope factory in San Valley, Cliff. Russ Molley, manager of the tape division, said the new tape was the forerunner for additional consumer and professional tape products from Sony.

Concord Develops Automatic Recorder

Concord Electronics has developed a tape machine with an electronic memory device enabling the owner to program the machine for continuous play. Howard Ladd, Concord president, says the 994 priced at $399.50 (list). The electronic memory enables the user to program pre-recorded tapes in single fashion, with automatic reverse for continuous play. Howard Ladd, Concord president, says the 994 will overcome the "family-inconvenience" of playing tape and changing reels every 15 minutes. The machine has automatic threading, reverse, spin-on sound stereo recording and a step-at-a-point feature.

Fender Adds New Guitar

Fender Sales will debut a 12-string electric guitar, a five-string electric bass and an electric piano after the first of the year. Price has yet to be set. Fender will also introduce two celeste piano models, each with a variety of keyboard sizes, ranging in price from $195 to $1,200.

Zenith Broadens Parts Line

As a major step in broadening its parts and accessories program, Zenith is marketing a full line of high-efficiency universal loudspeakers, heavy-duty speakers and pack cassettes for VHF and UHF TV transmission lines, antennas, loudspeakers, microphones and cables. John Adams, parts division general manager, said the addition permits any Zenith dealer to become the No. 1 source of supply for his area.

BEST SELLING

PHOTOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets only that also sell photographs, radios and/or tape recorders. A different report 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 gathered from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING UNDER $30

<table>
<thead>
<tr>
<th>POSITION</th>
<th>THIS WEEK 1964</th>
<th>LAST WEEK 1964</th>
<th>BRAND</th>
<th>% OF TOTAL POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>2</td>
<td>Masterwork</td>
<td>31.4</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>1</td>
<td>Decca</td>
<td>21.5</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>5</td>
<td>RCA Victor</td>
<td>11.7</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>3</td>
<td>Capitol</td>
<td>10.0</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>8</td>
<td>Zenith</td>
<td>4.9</td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>4</td>
<td>Symphonik</td>
<td>3.9</td>
</tr>
<tr>
<td>7</td>
<td>5</td>
<td>7</td>
<td>Others</td>
<td>1.23</td>
</tr>
</tbody>
</table>

9/2/64 Issue: All brands represented in current chart.

PHONOS LISTING BETWEEN $31 and $50

<table>
<thead>
<tr>
<th>POSITION</th>
<th>THIS WEEK 1964</th>
<th>LAST WEEK 1964</th>
<th>BRAND</th>
<th>% OF TOTAL POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>Deco</td>
<td>25.5</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>2</td>
<td>Masterwork</td>
<td>18.3</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>4</td>
<td>RCA Victor</td>
<td>6.3</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>6</td>
<td>Symphonik</td>
<td>5.5</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>7</td>
<td>Capitol</td>
<td>5.3</td>
</tr>
<tr>
<td>6</td>
<td>8</td>
<td>9</td>
<td>General Electric</td>
<td>4.8</td>
</tr>
</tbody>
</table>

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

December 5, 1964 BILLBOARD
LAUD CBVA RETARDED CHILDREN PROGRAM; ASSN. ALTERS NAME

By Ray Brack

CHARLOTTE, N. C.—"It's Empty Again, the Gum-Ball Machine Needs to the Lopsided Loveseat," is the name of an annual ad campaign soon to appear in London's West End.

On the other hand, a heart-warming gum-ball drive that makes absolute sense has been unfolding at the past three years in North Carolina, South Carolina and Tennessee. It is the Carolinas Bulk Vendors Association's sponsorship program which during the past three years has realized nearly $60,000 for retarded children's societies.

An area journalist aptly entitled the effort, "Twenty-Seven Million Gumballs of Love."

Civic Leaders

Civic leaders and representatives of retarded children's agencies paid tribute to the trade's sponsorship drive during the CBVA's annual convention held last month in Charlotte. The CBVA at turn presented checks totaling $2,000 to three State representatives of retarded children societies.

Present at the banquet meeting, presided over by Lee Smith, president of the CBVA and a National Vending Association director, were some 100 vending operators, representing 75 per cent of the bulk vending businesses in the region.

Influential guests at the meeting were North Carolina Gov. and Mrs. Scotty McRae, Dr. Robert E. Brown of Spartanburg, Jr., Director of the American Association for Retarded Children, and James B. Vogler of Mecklenburg County, State and Rep. Raymond C. Eubanks of Spartanburg County, South Carolina.

Trade Reps

Trade representatives attending were Margaret Kelly of the Penny King Company, Pittsburgh; Herbert S. Goldstein, director of sales and marketing for the Oak Manufacturing Company, Los Angeles; Leo Leary of Leaf Brands, a director of the National Vendors Association and a member of the executive board of the Southeast Bulk Vending Association, who conducted the move that will encourage the affiliation of Kentucky, Georgia and South Carolina.

The status of the proposed coordination of bulk vending items such as toys, rings and trinkets as excise-taxable jewelry was stated by Smith during the business meeting.

The Southeast Bulk Vendors Association has been actively fighting this proposal and has forestalled its adoption," he told the operators.

"The CBVA's sponsorship program is a first, which marks, "our industry is in a good position because of the strong potential for support for the retarded children's programs."

Two of the normally unusual heroes—the men of the association—were honored at the meeting. Mrs. Lee Smith and Mrs. Jack Thompson, wife of the association's secretary-treasurer, were presented plaques from the State group and certificates of recognition from the National Vendors Association.

The Story of Sponsorship

CHARLOTTE, N. C.—The bulk industry's retarded children sponsoring program now reaches over 24,000 machines totaling from 26,000 children in 24 States.

The operator most extensively involved in sponsorship is Lee Smith, who with partner Jack Thompson, has more than 9,000 machines located in the area under the program.

There is a reason for Smith's involvement. A retarded child was born to Smith and his wife Blanche several years ago. At that time he recalled a sponsoring idea outlined to him by Leo Leary, a veteran bulk industry figure, some 10 years before.

"You should call Leo Leary the father of sponsorship," Smith says.

The program started in 1961 under the auspices of United Vending Corporation. Donations to retarded children's agencies were suggested during the first few months, an idea that Smith swelling each year. The donation for October alone totaled more than $2,000.

The entire 24-State program has yielded over $25,000 during the past three years and within the next five years, Smith predicts, will be raising in excess of $50,000. Many of the States have just initiated the program.

On Oct. 14, Fourteen per cent of the

NAMA Issues Summary of Sanitation Regulations

CHICAGO—A summary of State, federal and local vending sanitation regulations was issued last month by the National Automatic Merchandising Association.

Exhibit Shows

New Machine

CHICAGO—A new plastic laminates vending machine designed for mounting on bulk vending machines is to be shown for the first time by Exhibit Supply Company, a member of the National Automatic Merchandising Association.

Titled "Sanitation Regulations Concerning the Vending Industry," the 15-page lists codes and provisions for vending issued by 17 State governments and local regulations in 21 different States. It also lists federal regulations and those of each military service.

The summary specifies the nature of each regulation, date of adoption, agency with whom the U. S. Public Health Service Code, provisions for permits or licenses and exempt machine categories.

Copies are free to NAMA members, $1.50 to non-members.

VICTOR'S NEW TOPPER "66" Now Vends Capsules $15.50 LOW, LOW PRICE

The ever popular machine is now a Showroom display. New and attractive design. Views "66" capsules at 5c, 10c or 25c. Also available in "66" Capsules: Banana, Gumballs, Rainbow, Turtles, Novelties. Machines specially designed to accommodate new view, attractive display panel. New CASH BOX. Easy to fill and easy to clean. Comb top optional. Write for full information.

VICTOR INTRODUCES A BRAND-NEW ALL-NEW FEATURE: Capsules can now be sold in capsules of different sizes. This is a unique feature.

H. B. KENTUCK, JR. Southeast Distributor for Victor

1784 N. Decatur Rd., N.E., Atlanta 7, Ga. D.7 4300

NAMA Issues Summary of Sanitation Regulations

CHICAGO—A summary of State, federal and local vending sanitation regulations was issued last month by the National Automatic Merchandising Association.

Exhibit Shows New Machine

CHICAGO—A new plastic laminates vending machine designed for mounting on bulk vending machines is to be shown for the first time by Exhibit Supply Company, a member of the National Automatic Merchandising Association.

Titled "Sanitation Regulations Concerning the Vending Industry," the 15-page lists codes and provisions for vending issued by 17 State governments and local regulations in 21 different States. It also lists federal regulations and those of each military service.

The summary specifies the nature of each regulation, date of adoption, agency with whom the U. S. Public Health Service Code, provisions for permits or licenses and exempt machine categories.

Copies are free to NAMA members, $1.50 to non-members.

VICTOR'S NEW TOPPER "66" Now Vends Capsules $15.50 LOW, LOW PRICE

The ever popular machine is now a Showroom display. New and attractive design. Views "66" capsules at 5c, 10c or 25c. Also available in "66" Capsules: Banana, Gumballs, Rainbow, Turtles, Novelties. Machines specially designed to accommodate new view, attractive display panel. New CASH BOX. Easy to fill and easy to clean. Comb top optional. Write for full information.

VICTOR INTRODUCES A BRAND-NEW ALL-NEW FEATURE: Capsules can now be sold in capsules of different sizes. This is a unique feature.

H. B. KENTUCK, JR. Southeast Distributor for Victor

1784 N. Decatur Rd., N.E., Atlanta 7, Ga. D.7 4300
Neatness Is Key To Denver Route

DENVER—A formula center-uptering eye appeal has helped Don Akin and Rob Rothberg, of Continental Music Company here, to successfully diversify into bulk vending through 35 area Safeway stores. The partners are reported as the only major music operators in the area to have so diversified and it is reported they have definite opinions about the business.

In their six-head multiple stands located in most music stores at a choice high traffic spot among the checkout stands, Rothberg and Akin vend bands, fill ball guns, candy mixers and charmers. Machines are split equally between 1 and 5-cent units.

Two Continental employees

You count more with OAK!

www.americanradiohistory.com

Announcing the first and newest
NORTHERNWEST

New ready for immediate delivery.
Hold's 1,000 individually wrapped
FEEDER DUREL BUBBLE TAB GUM.

The most popular is bubble gum.
Wrappers include comics, fortunes and premium redemption. Bulk loading. Other products soon available.

BIRMINGHAM VENDING COMPANY

220 Second Ave., North
Birmingham, Alabama

Phone:744-4756

See Retail Revolution

DENVER—Concerted action against the duplicate $10 city tax and $10 state tax levied by each of the bulk vending operators pay on each machine may be the result of a joint efforts being prepared by Andy Anderson, of State Vending Company here.

Anderson, dean of the Denver bulk vending industry for decades, has been writing manufacturers, distributors, as well as the State legislature, to point out the double duty both the tax which a Juke box operator pays on a machine in this city, and the rate assessed on inexpensive bulk vending machines.

The tax in both instances is $10, at least from the city standpoint, which means that an operator pays a $15 state machine for $15 and puts it on location pays exactly the same for this privilege as he would for a $2,000 phonograph.

Anderson, who has written at least 25 letters to the subject, feels that the high tax on bulk vending makes the X-ray chief in attempting to expose the Denver area. He admitted that he had not had spectacular success with bringing this problem to the attention of State senators and representatives in the State legislature, who are inclined to pass the correspondence along to tax commissions and boards of equalization, where the problem apparently "dies in transit."

Not giving an inch, however, Anderson is continuing to plug for an adjustment of the bulk vending tax to place it more in line with the amount assessed on juke boxes.

Op Fights Colorado, City, State Leves

DENVER—Concerted action against the duplicate $10 city tax and $10 state tax levied by each of the bulk vending operators pay on each machine may be the result of a joint efforts being prepared by Andy Anderson, of State Vending Company here.

Anderson, dean of the Denver bulk vending industry for decades, has been writing manufacturers, distributors, as well as the State legislature, to point out the double duty both the tax which a Juke box operator pays on a machine in this city, and the rate assessed on inexpensive bulk vending machines.

The tax in both instances is $10, at least from the city standpoint, which means that an operator pays a $15 state machine for $15 and puts it on location pays exactly the same for this privilege as he would for a $2,000 phonograph.

Anderson, who has written at least 25 letters to the subject, feels that the high tax on bulk vending makes the X-ray chief in attempting to expose the Denver area. He admitted that he had not had spectacular success with bringing this problem to the attention of State senators and representatives in the State legislature, who are inclined to pass the correspondence along to tax commissions and boards of equalization, where the problem apparently "dies in transit."

Not giving an inch, however, Anderson is continuing to plug for an adjustment of the bulk vending tax to place it more in line with the amount assessed on juke boxes.

Oak Displays New Vendor

CHARLOTTE, N. C.—Oak Manufacturing Company unveiled its new cabinet model Vending Machine at the recent Southeastern operators at the convention of the Carolinas Bulk Vending Association here last week.

According to Herbert G.Goldstein, director of sales and marketing for Oak, the new model features a built-in carrying handle with a side panel and which can be made to order at minimum and 15-minute servicing.

This machine will revolution-ize the vending business, said Lee Smith of Southern Acon Sales, director of vending division.

"It can be shipped without glass, which is a tremendous advance, for all that is a big problem for the operator. Most operators can see their way to buy this machine," Smith said.

See You Saw It in Billboard

ACORN "300 VISTA" BULK VENDOR

Write for descriptive literature on the Vista and the complete Oak line. A full line of 5c and 10c capsules, gum, nuts, charmers, sanitary goods and other supplies.

PEN-MAR DISTRIBUTING

P. O. Box 1145
Hagerstown, Md.

Authorized Factory Distributors

MANUFACTURING COMPANY, INC.

600 South Avenue 21
Los Angeles, Calif.

Two Continental employees

Extends 35 years of Safeway service.

VICTOR'S NEW TOPPER "66" $15.00

Now Vends Capsules

The smallest and most desirable machine ever built. New and improved design. Easy "S" style at 5c, 10c or 25c. Also vend 25c and 50c sizes. Outline:Designed to accommodate new attractive "Victor" display panel. High quality construction. New, standard aim is being made fast and easy. Ends sold only in two-color box, optional. 10c also.

NEW VICTOR CAPSULES: Victor features a brand new standard all-cap size. Instantaneous. Place on shelf with the Victor display front, and in each of the capsules, victors are to the left of the tray for easy covering.

VICTOR DISPLAY FRONT (without manufacturer) for new Victor.

19 GRAFF VENDING SUPPLY CO., INC.

2202 E. 10th St.
Cincinnati, Ohio

Phone: 744-7556

MANUFACTURING COMPANY, INC.

600 South Avenue 21
Los Angeles, Calif.

Two Continental employees

Extends 35 years of Safeway service.

VICTOR'S NEW TOPPER "66" $15.00

Now Vends Capsules

The smallest and most desirable machine ever built. New and improved design. Easy "S" style at 5c, 10c or 25c. Also vend 25c and 50c sizes. Outline:Designed to accommodate new attractive "Victor" display panel. High quality construction. New, standard aim is being made fast and easy. Ends sold only in two-color box, optional. 10c also.

NEW VICTOR CAPSULES: Victor features a brand new standard all-cap size. Instantaneous. Place on shelf with the Victor display front, and in each of the capsules, victors are to the left of the tray for easy covering.

VICTOR DISPLAY FRONT (without manufacturer) for new Victor.

19 GRAFF VENDING SUPPLY CO., INC.

2202 E. 10th St.
Cincinnati, Ohio

Phone: 744-7556

MANUFACTURING COMPANY, INC.

600 South Avenue 21
Los Angeles, Calif.

Two Continental employees

Extends 35 years of Safeway service.

VICTOR'S NEW TOPPER "66" $15.00

Now Vends Capsules

The smallest and most desirable machine ever built. New and improved design. Easy "S" style at 5c, 10c or 25c. Also vend 25c and 50c sizes. Outline:Designed to accommodate new attractive "Victor" display panel. High quality construction. New, standard aim is being made fast and easy. Ends sold only in two-color box, optional. 10c also.

NEW VICTOR CAPSULES: Victor features a brand new standard all-cap size. Instantaneous. Place on shelf with the Victor display front, and in each of the capsules, victors are to the left of the tray for easy covering.

VICTOR DISPLAY FRONT (without manufacturer) for new Victor.

19 GRAFF VENDING SUPPLY CO., INC.

2202 E. 10th St.
Cincinnati, Ohio

Phone: 744-7556

MANUFACTURING COMPANY, INC.

600 South Avenue 21
Los Angeles, Calif.

Two Continental employees

Extends 35 years of Safeway service.

VICTOR'S NEW TOPPER "66" $15.00

Now Vends Capsules

The smallest and most desirable machine ever built. New and improved design. Easy "S" style at 5c, 10c or 25c. Also vend 25c and 50c sizes. Outline:Designed to accommodate new attractive "Victor" display panel. High quality construction. New, standard aim is being made fast and easy. Ends sold only in two-color box, optional. 10c also.

NEW VICTOR CAPSULES: Victor features a brand new standard all-cap size. Instantaneous. Place on shelf with the Victor display front, and in each of the capsules, victors are to the left of the tray for easy covering.

VICTOR DISPLAY FRONT (without manufacturer) for new Victor.

19 GRAFF VENDING SUPPLY CO., INC.

2202 E. 10th St.
Cincinnati, Ohio

Phone: 744-7556

MANUFACTURING COMPANY, INC.

600 South Avenue 21
Los Angeles, Calif.

Two Continental employees

Extends 35 years of Safeway service.
YOU HAVEN'T HEARD THE HALF OF IT!

The full story of the extra earning power of the Wurlitzer Ten Top Tunes for Fifty Cents feature is still being told... in thousands of locations... to hundreds of music operators... on collection days.

It's a real thriller.

Want to hear more of it... and how you can share it?

Stop in at your Wurlitzer Distributor's.

WURLITZER 2800
THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.
Growing Carolina Assn. Marks Its Second Year

COLUMBIA, S. C.—Despite competing attractions such as a regional Shrine convention and the annual "big game" between old rivals Clemson and South Carolina, the South Carolina Coin Operators Association pulled a record crowd to its annual convention here this past weekend (21-22).

This obvious indicator of the health of the young association brought compliments from guest speakers Fred Granger, managing director of the Music Operators of America, and Rep. Peter Hyman, State legislator from Florence County, South Carolina. Details of Granger's speech are elsewhere in this issue.

"You have enrolled 50 per cent of the operators of this State in your trade association," declared Hyman. "I urge you to work for 100 per cent membership."

The solemn reminded the South Carolina group that prior to the existence of their trade association the spirit of competition had, to great disadvantage, then apart.

**Conclusion Interests**

"Because you have common interests and common enemies you have done well to join forces for a better climate for your business in this State," the speaker said.

"You may not realize it, but you are responsible for more State tax revenue than all the banks or all the retail food stores in South Carolina," the representative asserted. "You are big business and should expect and demand the legislative interest that is your due."

The theme of the convention was highlighted by the announcement that a Music Operators of America grant, Headlining the entertainers on Saturday evening were Epic's new dancealingues, Stan Hichick of Nashville, and a team of Fred Astaire dancers. The award was emceed by John L. Kaiser, a former South Carolina operator.

**Door Prize**

A door prize drawing was conducted at the following meeting on Sunday, with H. C. Keel of RCA Music, Company receiving a U. S. Billiards pool table presented by Art Daddies and Ralph Gouldberg of Lever Brothers, Inc.

Virginia Trade Meets; Maps Fight for Tax Exemption

By RAY BRACK

RICHMOND, Va.—Any report on the sixth annual convention of the Music Operators of Virginia is strange in that some 300 trade representatives clouded themselves in the Marriott Hotel Nov. 20 and 21 for nothing but serious discussion of business problems that would be greatly misleading.

Our readers know better. When Dominion State operators and their trade colleagues held a convention—they swung! Be that as it may, however, several serious trade questions of import far outside the borders of Virginia underlay the MOV's fun and games here last week.

*Item: Sales Tax*

One of the undercurrents matters is the proposed sales tax in this State, a measure which MOV observers now conclude is in- evitable.

REGISTRATION of Bucky Buchman and his wife Mary of Redrico One-Stop in Baltimore, is handled by Mr. John Cameron of Richmond, Va., and George Rolle, of Newport News, Va.

Recognizing this, guest speaker William A. (Bill) Anderson, a member of the West Virginia Legislature and past president of the West Virginia Music and Vending Association, urged MOV members to launch a unified effort to contact their legislative representatives in order to obtain a tax exemption favoring the industry.

"Now is the time for this action," Anderson warned. "Work for an excise tax of 25-cent purchases. If you don't achieve it before the tax becomes law, it is virtually impossible to remove it."

He tells his home State's sales tax law, passed in 1932, which only exempts 5-cent purchases. "With the exemption this law, the operator winds up paying the sales tax himself," Anderson de- clared.

At the close of the State convention, Anderson said.

**PR at the Grass Roots—The Red Wallace Formula**

RICHMOND, Va.—"I don't suppose you will apply to anyone here at this convention," said a deep-voiced speaker who dwarfed the podium.

"It does fit some people we know here in Virginia," said John Wallace, president of the West Virginia Music and Vending Association and secretary of Music Operators of America, went on to deliver a speech that won spontaneous applause from operators attending the sixth annual Music Operators of Virginia convention here last week.

A close friend and supporter of the Virginia day of the same since its inception, the rugged West Virginia voice carried his audience and their problems as few speakers do. He also was the master of his speech topic: "Your Image — Public Relations."

"Past public relations efforts in this industry have had brief good results but soon had to be dropped because of expense."

**N.Y. Music Ops Hold Annual Parley**

By FRANK LUPPINO

NEW YORK—The first meeting of the Music Operators of New York (MONY) since June 16 was held Tuesday, Nov. 24, at the Holiday Inn with Albert Denver, president, presiding. Members among the heavy turnout of about 100 not only participated in the annual election of officers but members also were program a presentation of speakers that spoke on new laws, new interpretations of existing laws and new association projects to aid members in the operation of their business.

Among the guests introduced were Carl Faves, president.

**Billboard's Brack is Man on the Go**

CHICAGO—Billboard's own "Man on the Go" last week was Ray Brack, who attended three State association conventions and traveled some 2,000 miles within four days. Ray took off from Chicago last Thursday (19) to get to Richmond, Va., in time for the kick-off of the Music Operators of Virginia meeting. On Saturday (20) morning, he flew into Charlotte, N. C., for the full convention of the South- east Bulk Vending Association. The following morning, at the Grand Hotel, Ray flew down (by private plane yet) to Colum- bia, S. C., for the South Caro- lina Coin Operators Association meeting. His reports of all three sessions appear in this issue. Additional photos of the three meetings will appear next week.
**Growing Carolina Assn. Observes Its Second Year**

- **Continued from page 4**

Orangeburg Music Company copping a $50 cash prize. The exhibitors in the Wade Hampton Hotel drew the praise and patronage of operators up to the closing hour of the convention.

Operators’ wives commented on the tasteful and attractive manner in which equipment was displayed. Several operators were heard to comment favorably on the new Excoms from the Columbia Chamber of Commerce dressed in Hawaiian costumes who added color to the exhibit hall.

**Exhibits Booths**

Featured in the LeSueurouge Distributing Company booth were the Rock-Ola Princess Royal and Grand Prize phonographs and the Rock-Ola Caravelle cigarette vending machine. Present at the booth were Lee LeSueurouge, company president, Oscar Hendrick, L. E. Holier, Charles Fischer and Les Riek, representing Rock-Ola Manufacturing Company.

Peach State Trading Company, of Columbia, was represented by Manager Jim Facik, Dyke Hawes and A. J. Hawkins.

Displayed by the distributor were Bally’s Big Day, and All the Way, Williams’ Whoopee, Chilled Out, Tootsie Roll, the Smoke Shop vender and the Wurlitzer 2000 pool table.

The Southeast Distributing Company of Charlotte, N. C., was represented by John Al, Abbo, Walter Campbell, Mrs. Iris Campbell and James Ashford. On display were the Seeburg Console and Console phonograph equipment, the Seeburg cigarette vending machine, Happy Clown pin game and the All-Tech pool table.

**More Exhibits**

Sparks Specialty Company of Columbia, featuring Cameo phonograph, U. S. Bilharz regular and b domino pool tables.

United Orbit bowler and the Rowe Riveria cigarette vender. Sparks personnel on hand were Mr. and Mrs. D. H. Fischer, H. H. Hasker, John Cole, and Johnny Rowley of Atlanta.

Representing record suppliers at the convention were Ken Kaplan of Ponderosa Distributors, Inc., Columbia, and Harvey Campbell of Mobile Record Service Company, Pittsburgh.

---

**The 1964 ROCK-OLA GRAND PRIX...**

the prestige phonograph for all locations

intermixes 7" LPs, singles, 33 1/3s, 45's... plus unexcelled stereophonic reproduction

Look to ROCK-OLA for advanced products for profit

---

**BUY Bally for TOP EARNINGS**

Every type of location everywhere

---

**GILBERT BAILEY,** MOV president, welcomes operators and their business colleagues during opening session of the convention.


William Colgate, Chase City; M. L. Holland, Roanoke; Harry Lubman, Petersburg, and George Rollo of Newport News were named two-year directors.

Named three-year directors were Hy Lessick, Richmond; Robert H. Minor, Richmond; W. M. Showalter, Harrisonburg; Claude Smith, Roanoke; F. D. Colbert, Danville, and Charles Holbrook, Lynchburg.

**Va Ops Map Exemption Fight**

- **Continued from page 4**

MOV president will ensure that their representatives clearly understand the great damage to the industry which would accrue from a tax on nickels, dimes and quarters dropped into the coin slot.

"Because it now appears certain that the sales tax will be adopted," remarked MOV veteran Jack Brown, "the most significant thing accomplished at this meeting is our agreement on how to deal with the tax."

**Guest Speakers**

Additional questions of trade significance were the subjects of guest speakers Fred Granger, manager of the Music Operators of America; Nick Allen, MGA, legal advisor, and John Wallace, president of the West Virginia Music and Vending Association and secretary of M.O.A. (Editor’s note: Reports of their addresses are elsewhere in this issue.)

MOV president, Gilbert Bailey, Cooperstown, was pleased with the level of participation by all trade segments in the meeting.

"A high percentage of our operators are here, and they are enthusiastic enough about our association to actively solicit BAILEY members throughout the year," Bailey said.

During the convention the MOV board of directors voted to prepare permanent wall plaques for presentation to current and new members.

**Exhibits**

The special exhibit hall of the hotel afforded the trade several displays of contributors and suppliers to the trade.

The Diamond Coin Machine Exchange, Norfolk, featured the Wurlitzer 2850 phonograph and the new Bally “Harvest pin” game. Present at the booth were Mr. and Mrs. Jim Donned and Jimmy Capps of Diamond and Ranker pool, the Wurlitzer service division.

At the Eastern Distributing Company booth were the Baltimore firm’s Virginia sales representative, John Cameron, and Bob Zeising, of the Seeburg Field Service Division in Lancaster, Pa. South of Eastern were the Seeburg Console and Consoleequot phonograph equipment and a fully outfitted cut-away model of the Console.

Mobile Record Service, a Pinball and Disk Jockey company, with offices operating a door-to-door record service and located in the Northeast, was represented by Harvey Campbell and Richard Williams, Virginia salesmen.

George Findlay, official representative of Baltimore, in cooperation with Sales Fashions, exhibited the Rock-Ola Grand Prix, Princess Royal and Phonograph phonograph equipment of the Fletcher Emperor pool table, the Rock-Ola Caravelle cigarette vending machine and the “Happy Clown” pin game. 昨日清晨—” Leaves Blumenfeld, president, Harry Hoffman, vice-president, Irv Block, Jerry Harris, Virginia-West Virginia sales representative, and Herbert Goertzen, Baltimore-Washington salesman.

Pat Cohen of Richmond, owner of the Scandinavian Phonograph Company, issued a helpful list of “Ten Commandments for Operators” in his exhibit.

Jack Bass, chairman of the board, and Harry Moseley, president of the Rock-Ola vending Exchange, Richmond, displayed the Rock-Ola AMI phonograph, Rowe Riveria cigarette vendor, Rowe doll bill changer, Williams "Touchdown" and "Whoopee" games, the Midway "Rocket" pin game, Chicago Coin's new "Mustang" and the Irving Kaye "Elaborado Mark III." I" pool table.

Harry Fake, the colorful 1st vice-president of MOV from Gloucester, remarked as he viewed the exhibits: "There's a lot of equipment offered here, but the activities of the MOV are absolutely necessary today to give this fine equipment the most earning potential."

Officers Returned

Cognizant of this fact, the MOV retained its slate of officers for another term. Harry Fake and Bailey and Fare, Robert H. Minor of Richmond will continue as secretary-treasurer and Dick Lumphkin of Ashland will serve another year as assistant vice-president.

Directors for the coming year were also named during the convention. One-year directors are:
**Bankers Plan Coin Shortage Campaign**

NEW YORK—Although the Treasury Department is setting new records for the circulation of coins, there is still a shortage. A survey by the American Bankers Association during the Thanksgiving week revealed that when coins were most crucial to everyday transactions, a shortage existed. The Association has reported that there are nearly 300 million coins unaccounted for during the Thanksgiving week.

**Grass Roots PR**

*Continued from page 41*

As reported last week, I urge you to consider the need for new forms of public relations, a form of public good that is more than just giving your names in the press. A mode of PR that can be handled by the individual operator.

The kind of good publicity I'm suggesting is continued, "is doing a quality job." Begin with aFive office—clean the place up—a coat of paint need never hurt anybody.

You are a businessperson, doing an important service for your community. Be proud. Open up an office on Main Street.

*Put your service personnel in uniform. The sight of those vehicles. See that they're lettered adequately.*

*Keep your equipment clean and in working order. After all, it has your name on it and it gives you either good or bad publicity all week long.*

And he passed for breath... But as I said, you people here are good in the PR practice. The proof of it is—we're a member of MOV. Most of the officers are not among us. When most of the people in our industry start doing these things, however, we're well on our way to good public relations and we can spend a lot of dollars for money and keep it.*

**National Coin New Wurlitzer Distrib**

CHICAGO—New Wurlitzer distributors are changing the northern tip of Indiana is National Coin Machine Distributing Company, long-time game distributor headed by Joe and Edward Schwartz and Morris Levinson. National is formally a sub-distributor of Wurlitzer Distributing Company, Indianapolis, its present distributor. The Chicago firm will function as a separate outlet.

National has been in business here some 32 years. The firm also handles the Gottlieb line.

**Auto Racing Inspires Tenn. Promo Game**

NASHVILLE—The Electronics Division of the American Bankers Association sponsored the Auto Racing game at the annual convention of America in Chicago last month.

According to company General Manager Jim Jameson Jr., the two-plug unit had won several races prior to the show with good results. The one-plug unit was built just in time for the MOA.

Players can regulate the speed of the sticky wireless by sliding the control up and down in a figure-eight track. If speed is excessive on the curve, the car "wrecks," causing the player to lose points. Repeated "wrecking" is prevented by the player's desire to acquire the competition necessary to accelerate on the straightaways and slow down on the curves.

**Atlas to Host Yule Soiree**

CHICAGO—Christmas will be celebrated in high, swinging fashion at Atlas Music Company here.

Ed Ginsburg is taking his expense account on an evening of cocktails, dinner and dancing at the plush Blackstone Hotel. The celebration, to be held Dec. 31, will be the 30th for Atlas. Nearly 50 guests will be in attendance.

---

**Granger On the Go With Dynamic Trade Theme**

By RAY BRACK

EN ROUTE WITH FRED GRANGER—The theme of a "bigger and broader" Music Operators of America soundout by Fred Granger, Richmond, Ind., last week (see Billboard, Nov. 21) was "operating" with variations by the national association's managing director in making the case for the South Carolina trade groups this past weekend. Speaking before the Music Operators of Virginia on Saturday (21) at its sixth annual convention in Richmond, and on Sunday in Columbia at the second anniversary meeting of the South Carolina Coin Operators Association, Granger gave an unembellished progress report on MOA during the 10 months he has been director, outlining the expanding role and membership he envisions for the association and stressing the vital and mutually advantageous interrelation of the state and national associations maintained between the national, State and local coin machine trade groups.

"The recent MOA convention in Richmond has been described to me as the most successful in recent years," Granger declared in his progress report. The job of building a successful convention centered in Richmond was given top priority when he took the job as managing director.

"In laying the groundwork for the 1964 convention, Granger, in working with a staff limited to one secretary, contacted every segment of the industry."

Finding that record companies complained of a growing detachment from operators, Granger worked for the participation of the Retailers, Manufacturers and Operators in the convention. With ROSA in the fold, 12 record companies attended MOA's meeting.

"Gaining the record companies' cooperation," Granger said, "in addition to the four juke box manufacturers, was fundamental to the success of the convention. The publicity we gained was tremendous."

Also of great value in terms of publicity, he remarked, was the trade journal.

Looking toward next year's convention at the Pick-Congress Hotel in Chicago, Granger promised improvement in three areas which elicited complaint in a recent survey of opinion on the 1964 convention conducted by his office.

"The 1965 convention will provide increased and more conveniently arranged exhibit space; greater emphasis will be placed upon technical seminars; and the exhibit periods will be arranged," Granger said.

A change in coin machine businesses here in the economic and expanding Southeast has formed trade groups among the most active in the country, Granger called upon area columnists to support the national association with equal vigor.

Need State Backing

"MOA would withdraw on the vine without the backing and participation of State associations," he said. "We must build more grass-roots operator support, and in this task the State and local associations can greatly help."

We now have 840 members in MOA; we should have twice that number," the managing director commented.

At both conventions, Granger excited his audiences to favorable comparisons with his vision of the new MOA.

**UniCity Industry**

"The philosophy of MOA should be to unify the industry, bringing the whole unit area together," he explained. He named the eight segments listed in his South Bound speech (the operation, juke box manufacturer, game manufacturer, distributor/ jobber, record manufacturer, one-step, allied industries and State associations) and suggested that perhaps a ninth group should be included under "umbrella of the national association—the disk industry."

When the obvious question arose in Richmond about the possibility of adding a ninth division to the national association name to embrace the disk industry, Granger commented that such a move is a possibility.

Numerous coin machine businessmen in both Richmond and Columbia were well pleased after hearing Granger speak to express satisfaction with the unexploited and vigorous manner in which he presented the trade association challenge.

It was a rigorous week for Fred Granger and his lovely wife, who presided over three conventions and over a thousand miles in less than five days. It was his first trip through the Southeast for them, and both told this reporter that the warmth and charm of the welcome extended to them by the Virginia and South Carolina officials exceeded their highest expectations.

Both said they must have forgotten some fatigue they might have felt when they arrived in Richmond after a long drive with Granger to surprise him at his home with a public reception.

"We need State Backing,

"The philosophy of MOA should be to unify the industry, bringing the whole unit area together," he explained. He named the eight segments listed in his South Bound speech (the operation, juke box manufacturer, game manufacturer, distributor jobber, record manufacturer, one-step, allied industries and State associations) and suggested that perhaps a ninth group should be included under "umbrella of the national association—the disk industry."

When the obvious question arose in Richmond about the possibility of adding a ninth division to the national association name to embrace the disk industry, Granger commented that such a move is a possibility.

Numerous coin machine businessmen in both Richmond and Columbia were well pleased after hearing Granger speak to express satisfaction with the unexploited and vigorous manner in which he presented the trade association challenge.

It was a rigorous week for Fred Granger and his lovely wife, who presided over three conventions and over a thousand miles in less than five days. It was his first trip through the Southeast for them, and both told this reporter that the warmth and charm of the welcome extended to them by the Virginia and South Carolina officials exceeded their highest expectations.

Both said they must have forgotten some fatigue they might have felt when they arrived in Richmond after a long drive with Granger to surprise him at his home with a public reception.
Route Purchase Not Always
Without Tax Complications

By FRANK LUPPINO

NEW YORK—Operators at the Music Operators of New York meeting held Tuesday (24) at the Holiday Inn (see separate story) were startled to learn the concept of "mass assets," applicable to the acquisition of routes, introduced by the Tax Court. The speaker, who commanded the undivided attention of the group of 100, was Mortimer L. Merkel, C.P.A. and member of the Abrams, Merkleman & Company, certified public accountant firm.

While the position of the Internal Revenue Service's stance has been noted by Merkel in conjunction with his firm's clients who operate cigarette routes, it appears that music operators may also be facing a major problem.

Merkel pointed out that the point of contention "affects your industry in relation to the write-off of the amounts paid for routes in excess of market value of the route, the courts do not always purchase a business in a single transaction. You usually purchase several or many machines on location to add to a route already in existence and in determining the price to be paid for the location or route, several factors are taken into consideration, each having a difference tax impact."

"These factors, according to Merkel, are: (1) personal income; (2) equipment and machines, their age and condition; (3) the time the location contracts are to run and the possibility of renewal; (4) covenant not to compete. In addition, Merkel said operators may also acquire "(5) trucks; (6) inventory.

Merkel pointed out that except for trucks and inventory, although considered individually in making up the price of the location, for contract purposes, the above factors are thrown into a pot like many ingredients, the ultimate mixture is the dollar value placed on and paid for the location.

Merkel added, "Thus, in considering rates, it is taken into consideration so much per cent for average weekly sales of the machine and so many times the equipment and the machine plus the market value of the equipment. The contract of the location is based on the cost to the location in a aggregate as a unit. The contract rates are locationually adjusted on location.

As a result of such treatment, Merkel pointed out "the Tax Court feels an operator is not a new and unique concept, new to the vending machine industry, into the tax law, and appears to the courts, that for so many locations lost, the deduction should be: a continuity of the entity which does not lend itself to amortization deduction. Operators will want to investigate the matter with their own counsel and accountants. That was the advice of MONY presentation. Merkel cited two important cases for such investigation. Merkel noted the Thrifticheck Corporation 33 TC 117, decided March 30, 1960, in which case "the taxpayer acquired the assets of a going business in New York City and represented by 200 contracts in a single transaction. The court denied the amortization deductions for the contracts held that the taxpayer did not buy individual contracts but rather a single asset consisting of an interest in a going business, and this asset did not have a limited use."

Another case cited by Merkel involved Sam Sclaff et al. TC Memo 1962-46 decided March 6, 1962. In this particular case, the issue involved the ad

VETERAN NEW YORK COIN MACHINE distributor Abe Lipsky (right) is particularly pleased with Louis Prima’s new "Mary Poppins" release on the Prima label. The artist and the coin veteran are long-time friends. Lipsky shows Billboard's Frank Luppino a copy of the disk.

Took You Home—I Feel Good All Over

Recent Stereo Releases for Music Operators

\[ Seeburg Little LP’s \]

\[ Pop Vocal \]


\[ Pop Instrumental \]

FLOYD CRAMER—Crammer at the Console—RCA Victor World Smiles With You—Hello Betty—Close Your Eyes—Shinny phosphorescent.

Jazz


Rhythm & Blues


Copyrighted material
Copyright Law
A Threat: Allen

RICHMOND, Va.—A new threat to the coin-operated phonograph play royalty exemption was identified by Nicholas Allen, general counsel for the Music Operators of America, during a speech before the annual convention of the Music Operators of Virginia here last week. "The industry must establish a close watch on the proposed General Revision of the Copyright Law," Allen warned. "This measure has been under consideration for five years and has now been drawn up in bill form. It will be introduced in the next session of Congress and could make its appearance in either body."

A provision in the revision measure would effect the same changes in the juke box play royalty exemption that are sought in the now-side tracked Celler Bill.

Need Good Relations
"We must have representatives in Congress seeking to alter the General Revision of the Copyright Law as it has been drawn up," Allen declared, "and our plan places much dependence upon State associations and individual operators to maintain good relationships with their representatives."

"Every major thrust on the Legislative front must begin at the grass roots level," the attorney emphasized, "and you people here in Virginia will play a big role in combating adverse national legislation now proposed."

Allen pointed to the fact that two Virginia congressmen now serve on the powerful House Judiciary Committee. "It is, therefore, within your power to carry much of the legislative fight in Washington," he said. "Virginia has been right on top in its support of the royalty exemption fight," Allen added.

Concerted Effort
He expressed the belief that with concerted effort the profit-crippling part of the Copyright Law could be changed. "After all," Allen asserted, "numbers are on our side. We represent many thousands of people, while our opponents seeking royalties on juke box play speak for a small group."

"As for the Celler Bill," Allen reported that it died in the Rules Committee of the House when the last session of Congress ended. For the measure to be revised, he said, it must be re-introduced and made its way through the channels required of all legislative measures.

Copyright Law
A Threat: Allen

Nicholas Allen

New York Music Ops' Parley

Coming Soon:
Dec. 6—North Carolina Music Operators Association meeting, Charlotte, N. C.
Dec. 6—Music and Vendor Association of South Dakota meeting, Pierre, S. D.

Speller's Service Men's Club would shortly be conducting an annual solicitation and urged members to be generous to this facility that has served servicemen for 23 years. Bodkin also paid high tribute to Al Denver's more than 22 years of service to coin machine operators, not only on the local level through the Music Operators of New York organization but through his contributions as a member and officer of the Music Operators of America. Denver's tribute to Bodkin was followed by unanimous applause and cheers of approval from the crowd.

Denver reminded members that locations receiving loans are required to file notice of such loans with the State Liquor Authority if they exceed a certain amount or if they are less than that amount ($1,000) and are obtained from an "interested party" to which description an operator doing business on the location qualifies if he provides a loan to the location.

William Suess informed members of a fire insurance policy that he was utilizing to protect himself with his equipment on location.

The meeting, which began at 8 p.m. following a dinner, was adjourned at 11 p.m. by the president.

Valley
the Standard of Quality and Craftsmanship

Introducing models
765, 865, 935, 1025
Chicago Ops

CHICAGO—Marjorie Robinson and Moses Proffitt, owner and president, respectively, of the South Central Novelty Company, have announced the opening of Seaway Novelty, a full service banking facility located in every city in Chicago. Both Robinson and Proffitt will serve on the bank's board.

Detroit Coin

DETROIT—Henry C. Lemke, one of the best coin machine operators and distributors in Detroit for nearly four decades, died Nov. 12. Lemke was in the business in the 1920's, operating a great diversity of amusement games and vending equipment, and had one of the major distributing firms here for years.

At one time he was in partnership with Ben Marshall in Marshall-Lemke, Inc. He also conducted his own business, Lemke Coin Machine Company, in the Detroit area. He was a major game operator, including the big arcade formerly known as Chicago Square, and also had considerable interests in bulk vending and in pop vending equipment.

In recent years he had been in ill health, and sold out his business to Lynn Amusement Company in 1960, but retained active contacts in the field until recently.

His wife, Mary R. Lemke, who was active as manager of the company for him with some years, preceded him in death.

Interment was at Lakeside Cemetery, Port Huron, Mich.

Pick Drew Canale Nephew For Blue-Gray Bowl Game

MEMPHIS—Justin Canale, offensive right guard for Mississippi State University and nephew of the late Drew Canale, has been named coin machine operator, was selected last week to play in the Blue-Gray Bowl. The game was Dec. 26 at Montgomery, Ala.

The annual Blue-Gray game pits the champions of the SEC and the Southern Conference against each other in an all-star game.

Justin Canale is one of the top players on the Blue-Gray team. He played a season with the University of California at Berkeley but is expected to return to the University of California at Berkeley after the game. His brother, Drew, was a star offensive tackle for the University of California at Berkeley and was named to the All-American team in 1969.
most sensational money-making feature ever introduced in the history of the coin-phonograph industry!

new
It's Seeburg's great new play-exciting Spot-lighted Album Award* feature. Proved in the field to earn more money for operators and locations than any other phonograph feature ever manufactured. You have to see it operate to appreciate what it can mean to you. Have your Seeburg Distributor show you how this sensational feature works. THEN . . . ask any operator who has the Seeburg LP Console/480 on location.

new
Thrilling cascade of stereo sound! Seeburg's great new 3-Way Audio feature! Six matched speakers for the most dramatic stereo ever. Super hi-fi tweeters and middle-voice ellipticals at the top . . . brilliant bass speakers below. There has never been a sound to match it!

new
- Display of 15 Additional Albums
- Stereo Album Merchandising Panel
- Illuminated Personalized Panel

Seeburg
SPOTLIGHTED ALBUM AWARD*
with the industry's only complete Income Totalizer
*Patent Pending
Marie, Chuck, easy to the single.

**POP SPOTLIGHT**

**THE BEATLES' STORY** (3-12"
Capitol TRK 2222 (M); 5760 2223 (S)

Fascinating album which contains the entire story of the Beatles from its inception to the moment when Paul McCartney left the group. The album includes interviews with the band, performances, and a look at the making of their albums. This volume features interviews with all four band members, as well as performances from their early days to their most recent recordings.

**POP SPOTLIGHT**

**WHO CAN I TURN TO**

Tony Bennett, Columbia CL 2385 (M); CS 9065 (S)

Featuring his latest hit single, "Oh How She Loves," Tony Bennett's latest album includes a mix of standards and original compositions. The album showcases the crooner's unique vocal style and his ability to convey emotion in his performances.

**POP SPOTLIGHT**

**FROM HELLO DOLLY TO GOODBYE CHARLIE**

Bobbi Orr, Capitol T 2194 (M), ST 2194 (S)

The great "Black and Blue" style of Bobbi Orr is back with this new recording. The album features a mix of Standards and original compositions, including renditions of "I've Got Rhythm," "Someday My Prince Will Come," and "Don't Be That Way."

**POP SPOTLIGHT**

**HELLO BROADWAY**

Carole Goyce, Tommy 355 (M)

Smooth and mellow vocalist in the style of the day. Goyce, a powerful artist on recent recordings of "Someday My Prince Will Come," "I've Got Rhythm," and "Someday," has returned to the studio with a new recording that captures the essence of the Broadway era.

**POP SPOTLIGHT**

**ST. LOUIS TO LIVERPOOL**

Chuck Berry, Chess LP 1488 (M)

Chuck Berry's second studio album, "St. Louis to Liverpool," is an electric khoản of the great American rock and roll tradition. The album includes a mix of originals and covers, including renditions of "Roll Over Beethoven," "Sweet Little Sixteen," and "Johnny B. Goode." Berry's unique guitar style and vocals are on full display throughout the album.

**POP SPOTLIGHT**

**NOBODY ELSE BUT ME**

Tommy Leonard, RCA Victor VPL 2462 (M); VPL 2462 (S)

For Tommy Leonard's latest album, "Nobody Else But Me," the crooner has once again turned to the songs of the great American songwriters. The album includes renditions of "I've Got Rhythm," "Someday My Prince Will Come," and "Don't Be That Way."

**POP SPOTLIGHT**

**RUNNIN' OUT OF FOOLS**

Alphonso Franklin, Franklin CL 2281 (M); CS 9201 (S)

Anita Franklin is among the few singers who can truly pull off a pop-rock arrangement. The album features a mix of Standards and original compositions, including renditions of "I've Got Rhythm," "Someday My Prince Will Come," and "Don't Be That Way."

**POP SPOTLIGHT**

**ST. LOUIS TO LIVERPOOL**

Chuck Berry, Chess LP 1488 (M)

Chuck Berry's second studio album, "St. Louis to Liverpool," is an electric khoản of the great American rock and roll tradition. The album includes a mix of originals and covers, including renditions of "Roll Over Beethoven," "Sweet Little Sixteen," and "Johnny B. Goode." Berry's unique guitar style and vocals are on full display throughout the album.

**POP SPOTLIGHT**

**NOBODY ELSE BUT ME**

Tommy Leonard, RCA Victor VPL 2462 (M); VPL 2462 (S)

For Tommy Leonard's latest album, "Nobody Else But Me," the crooner has once again turned to the songs of the great American songwriters. The album includes renditions of "I've Got Rhythm," "Someday My Prince Will Come," and "Don't Be That Way."

**POP SPOTLIGHT**

**RUNNIN' OUT OF FOOLS**

Alphonso Franklin, Franklin CL 2281 (M); CS 9201 (S)

Anita Franklin is among the few singers who can truly pull off a pop-rock arrangement. The album features a mix of Standards and original compositions, including renditions of "I've Got Rhythm," "Someday My Prince Will Come," and "Don't Be That Way."