**RCA Victor to Keep R&B Within Its Pop Operation**

By MIKE GROSS

NEW YORK—RCA Victor's pitch into the rhythm and blues field will continue through its regular pop operation. According to Victor's ad executives, the so-called r&b-oriented disks belong to the over-all r&b record concepts and there's no need to categorize or separate any pop efforts.

This position is running against the tide of recent moves made by several record companies to get into the r&b groove via subsidiary labels, or by making a separate drive into that area with independent producers and/or master purchases. Decca, for example, has mapped out a campaign to assert itself more strongly in the r&b market and has already latched on to a number of indie producers and is auditioning all comers.

**THE DRIFTERS:** Johnny Terry, Gene Pearson, Johnny Moore and Charles Thomas. This great Atlantic group has an unending list of top-selling singles and albums, including their current smash, "Saturday Night at the Movies." Some past hits are "Under the Boardwalk," "Up on the Roof," "On Broadway," "Save the Last Dance for Me" and "There Goes My Baby." (Continued on page 10)

**Columbia Gets Rights to Do 'Luv' Caster**

NEW YORK—Columbia Records is continuing its drive into the non-musical Broadway field with the announcement that a locally based, independent theatrical company has produced a Broadway show, "Luv," and that Columbia has sued the producers for an infringement of Columbia's first (Continued on page 10)

**Decca Swings Into High Gear With Wide Range of Projects**

NEW YORK—Decca Records is moving out on all fronts. It's a wide-ranged frontal attack that's geared to all phases of the show business spectrum and even includes the teen beat and everything from such diversified areas as the West Coast and England.

To cash in on the rash of Redcoat records that have been scooting on this side of the Atlantic, Decca has latched on to a young English disk producer Shel Talmy, and to further strengthen its grip on the "Coast Sound," it brought 25-year-old Gary Usher into its A&R production stable last week.

**Dot Tightens Distrib Setup**

HOLLYWOOD—Dot Records has consolidated its North Carolina distribution by replacing its Charlotte outlet with a local rep and shipping merchandise from its company-owned Nashville branch. Eliminated in Herb Wiseman's Mangement Distributors, which handled Dot since 1949, Namadot Charlotte representative is Charles Hartley, former branch manager for King Records' Charlotte operation. He was (Continued on page 10)

**Redcoats Wane in U.S. Cause B. O. Drain; Promoters Whine**

LOS ANGELES—Concert promoters are taking a second look at the British rock 'n' roll invaders as financial reports indicate that the romance between the long-haired lads and their adolescent admirers may be cooling—at least at the box office.

Ironically, America's Top 40 radio stations are playing the British groups with dominating force, indicating that what happens in the concert field has no relation to what makes a station's playlist.

In a recent Las Vegas gig, the Dave Clark Five drew around 3,000 fans in the 8,000-seat Convention Center for an $8,000 gross, causing the Thunderbird Hotel and Station KENO to suffer an unexpected loss. The same group grossed $10,000 in Minneapolis but local promoter Ray Colman lost $4,000 on the date. He paid the Britishers $25,000 for two dates, one in Des Moines. It's also reported Colman lost a larger sum promoting a concert with the Rolling Stones earlier.

The Rolling Stones cost Chicago promoter Ed Pazdur $5,000 when they bombed in Cleveland early in November. The group had been booked into the 11,000-seat Public Auditorium with a $44,000 top gross potential. The final take was a reported $5,000.

The Rolling Stones show was in trouble when city fathers took exception to the news that two young girls had withdrawn their savings from a bank and flown to England to visit the Beatles. Cleveland's Mayor Ralph Loecher decreed that r&r contributed nothing to the city, casting the Rolling Stones show in a bad light. Pazdur has the Dave Clark Five booked Dec. 17.

Other reports have been along the same downbeat mood. A British rock show in Ottawa, Ont., fell on its face when the unit only drew 1,957 paid admissions in the 6,000-seat YMCA Auditorium. This group was headed by Billy J. Kramer and the Dakotas and included Gerry and the Pacemakers.

(Continued on page 36)

**Sippel to Head Mercury PR**

CHICAGO—John Sippel, veteran record company executive and trade journalist, has resigned his post as director of marketing for Monument Records to become director of public relations for the Mercury Records Corporation. The appointment is effective Jan. 1.

Sippel will be in charge of all publicity for Mercury and its subsidiary labels—Phillips, Blue Rock, Smush, Limelight, Cumberland, Fontana and Wink.

Mercury Executive Vice-President Irwin Steinberg said the move is in line with Mercury's policy of making the home office self-sustaining in executive personnel. Prior to the appointment, the label relied on outside public relations.

This will be Sippel's second tour of duty with Mercury. In 1958 he had been its package goods sales manager.

Sippel's career has been a blending of editorial and advertising assignments with Billboard and executive stints with record companies.

After his graduation from Marquette University, he joined the Milwaukee staff of the Associated Press and later joined Billboard's Chicago office.

He worked in Billboard's Chicago and New York offices as a reporter and advertising space salesman. His Billboard tour of duty was interrupted by a stint at Mercury.

Sippel left Billboard three years ago to head the marketing division of Monument Records. In his new post, Sippel will set up a publicity department for both U. S. and overseas artists.
THE BOSTON POPS & ARTHUR FIEDLER play
"CHIM CHIM CHER-EE"
From "Mary Poppins"
c/w "Get Me to the Church on Time" #8473

JOHN GARY sings
"SUNRISE SUNSET"
From "Fiddler on the Roof"
c/w "The Bell Rings" #8479

TWO NEW HIT SINGLES ON RCA VICTOR

www.americanradiohistory.com
Yule Ad Program Is Launched By Capitol

HOLLYWOOD—Six exclusive multi-record albums designed expressly for Christmas sales plus a shopping list of best sellers have launched Capitol Record's holiday sales program through two-page ads in Life and Town & Country.

The ads placed in the Dec. 4 Life and the Dec. 5 Look, reaching a potential record buyer audience on the peak week of sales, are under the title of "Christmas in color" and will be supplemented with displays in music stores through the week of Dec. 11 and the week before Christmas. The ads, drawn by the art director, John Brown, are part of Capitol's merchandising vice-president.

Merlin has hit the market, in the "excess of $100,000," in the "most expensive Christmas project in the company's history," Mess's said. In support of the promotional effort, two singles have been reproduced as ad regalia, listing all the product plus an exclusive Santa Claus flyer, the whole customer and explaining the "Out of Time. Buy Records" ad which will be mailed to the students of the New York in "Christmas in color".

Happening now is the release of a "Democratic Cheer" single, "Red, White and Blue," by thes.

The annual convention dates for the American Record Merchants and Distributors Association (ARMADA) will be from Nov. 1-3, 10 days after the first day of the, according to Ed Jones, executive secretary.

LEONARD LEVY looks to new vistas

Leeds Music Has Best Year Ever

By PAUL ACKERMAN

NEW YORK — LEONARD LEVY, Leeds Music president, who last week sold his firm to Music Corporation of America (MCA), has opened a new chapter in his business with the help of MCA's promotional and distribution force.

"There has been a tremendous increase in the volume of sales," Mr. Levy said. "We are now selling more records than ever before."

Mr. Levy, who became the president of Leeds in 1957, has been selling records for more than 20 years. Leeds is now publishing more than 100 new recordings each month.

"We are very pleased with the way in which the business is growing," Mr. Levy said. "We have a number of new artists who are doing very well."

"We are also expanding our distribution network," Mr. Levy said. "We are now selling records in more than 100 countries around the world."

Mr. Levy said that the company's success is due in large part to the hard work of its employees. "We have a dedicated group of people who work very hard," Mr. Levy said. "They are the backbone of our business."
Husky Atty. Asks Open Hearings

LOS ANGELES—News of the FCC’s announced investigation into payola in radio elicited enthusiastic comments from Al Husky’s attorney Richard Hirsh, who added he hoped the government would make the hearings open to the public.

“We’re encouraged and happy about the investigation,” said Hirsh, whose client filed an explosive lawsuit last April, charging payola activities in Southern California.

The attorney said an old maxim of law which applies to the payola situation is “He who takes the benefits must take the burdens.”

“The FCC has said the hearings would be closed unless the public was invited to attend,” Hirsh said. “But you can’t keep things like this private. There will be leaks and people within the record and radio industries will know who’s transgressing behind those closed doors. It would be better if there were public hearings since payola affects everybody in the country. It’s especially important for the youth of the nation that will be the ultimate beneficiary of these hearings to learn about the dishonest, perverted and deceptive practices that are involved in payola.”

Hirsh added that as far as the investigation relates to the Husky case, his client’s suit was the only legal action mentioned by the FCC in Washington.

Husky Concerned

Hirsh admitted concern over the impending investigation, explaining there have been numerous complaints to the FCC in the past, but the FCC merely made inquiries to the stations which answered with replies satisfying to the regulating body.

The attorney gently chided the FCC for dropping matters in the past. This action has “caused people in the record industry to become concerned because of the FCC’s lack of action,” he pointed out.

“It is clear the industry has been led to believe that the FCC has not been fully behind them in its efforts to stop the illegal payola charges,” Hirsh said.

What is significant to Hirsh is that the FCC investigation follows the government has made any public statements or taken any initiatives since the Harris Committee’s investigations and the passage of federal legislation against payola.

The implication was that the FCC’s Friday bomb blast, between Thanksgiving and the weekend, was done in the public as little public disturbance as possible, is felt by Hirsh. Had the FCC made the announcement a week ago, the emphasis would have been greater, the attorney feels.

Yule Product Is Showing Strong Early Sales Trend in Nashville

NASHVILLE — A survey of music merchants here last week revealed an already brisk business for the Christmas product with optimistic predictions for healthy December sales from present year’s experience.

Unlike 1963 — the year of “The First Family” and “1964, the year of “The Singing Nun” — an early peep at the consumers’ purchases fails to turn up a single LP that is close to a runaway sales lead.

The record department at Harvey’s, the mid-South’s largest department store, has had unusually busy sales since Thanksgiving, according to the store’s record department manager.

Mrs. Moore said, “If any one album is taking the sales lead it is probably ‘My Fair Lady,’” but she doesn’t necessarily see the LP walking away with the gilt-giving honors.

From the distributor angle, Hutch Carlock at Music City Distributors, anticipates a strong Christmas market. He said buying has been very heavy. Among country items he lists Christmas albums by Johnny Mathis, Jack Jones and Bobby Solo.

Carlock said this year’s buyers seem to be more selective. He said the customer is buying less marginal product than ever before and seems to be limiting his purchases to top-name, hit material.

Record department managers at Sam’s, Lear, W. T. Grant and the Cataldo Stores, and the record department manager, echoed the optimistic feeling that the weekend million will receive gift records this Christmas season as ever before.

Sears and Caim-Sloan said they were experiencing heavier-than-usual sales, while Grants reported sales thus far this Christmas season as “good but not necessarily better than at this time last year.”

Two of Nashville’s leading record dealers, C. I. Alexander & Son’s and Patty’s Record Shop, are part of the management teams as the record merchants, whose operations are department store situations. Nicholson’s said their gift sales usually begin in December. Early album sales at the department store were attributed to heavy pre-Thanks- giving promotions to the Christmas which, while not necessarily pushing records, provided the traffic which resulted in customers for the record department managers.

Patty Warner, owner of Patty’s Record Shop, located in the Opryland complex, said the Christmas shopping village, said the bulk of the gift buying is being done the last two weeks before Christmas.

Asked about 1964 gross sales as compared to 1963, all but one retailer said that sales were up. Mrs. Moore at Harvey’s record department (which has a truckload of inventory with Buckley’s Records here) said the best album was “an exceedingly good summer” and that this will assure her operation a very good December, which attributed the upswing in business to the Beatles, pointing out that they are the album in the records which produced sales for other product.

Sam H. Stept Dieson Coast

HOLLYWOOD — Sam H. Stept, 67, composer and author, died Tuesday (2), at the Cedars of Lebanon Hospital here. He leaves such standards as “That’s My Weakness Now,” “Don’t Bring Me Any Flowers, Mr. Apple Tree,” “I’ll Always Be in Love With You” and “Please Don’t Talk About Me When I’m Gone.”

A New Yorker, he had gone to California to appear in Marlene Dietrich’s Club Mercury to tribute to ASCAP. He died after the afternoon of the program, Nov. 20, he was stricken with tuberculosis and taken to the hospital. During the 1930’s he wrote musicals for Warner Bros. films.

Advance Sales Pointing to SRO for Clark 5 in Tenn.

MEMPHIS — All reserved seat tickets for Clark’s upcoming Five Show, one of the first acts since the opening of the new $4,700,000 Coliseum on Nov. 24, have been sold and the local box office is reporting a full house.

A sellout would produce $42,000, of which the combo would receive $21,000. The remaining balance, a WHBP disk jockey serving as the show’s emcee, and the Spotlight Productions, Inc. of New York, said more than a full house would be possible through Nov. 23. Setting on a seating capacity of 12,600.

This was more than the combined gross advance sales in Dallas and St. Louis, where the combo appeared.

Clark already believes the better advance is due to the fact that no other big British act had been to Memphis, whereas the Beatles had played several times in New York City.

MEMPHIS — The sale of reserved seat tickets for Missy Clark’s upcoming Five Show, one of the first acts since the opening of the new $4,700,000 Coliseum on Nov. 24, have been sold and the local box office is reporting a full house.

A sellout would produce $42,000, of which the combo would receive $21,000. The remaining balance, a WHBP disk jockey serving as the show’s emcee, and the Spotlight Productions, Inc. of New York, said more than a full house would be possible through Nov. 23. Setting on a seating capacity of 12,600.

This was more than the combined gross advance sales in Dallas and St. Louis, where the combo appeared.

Clark already believes the better advance is due to the fact that no other big British act had been to Memphis, whereas the Beatles had played several times in New York City.

It is predicted the annual show will net the city $25,000, giving the city a profit of $15,000. The show is expected to draw a full house of 12,600, which is more than the combined advance gross for the past two shows in the city.

Since the show is expected to draw a full house of 12,600, which is more than the combined advance gross for the past two shows in the city.
'BAJOUR' IS BROADWAY'S BIG NEW SPARKLING HIT OF THE CHRISTMAS SEASON!

"A brightly painted, saucily conceived new musical." Kerr, Herald Tribune

"Lively and entertaining."—Taubman, Times

"Stunning tuneful musical! Has fun, speed and style. 'Bajour' is here to stay!" McCalin, Journal-American

"Some of the most riotous, inventive, colorful music and choreography in town. These laughing, crying, stomping gypsies know how to entertain you."—Lewis, Cue

"A colorful spree of song and dance, splashy winning addition to the fun parade. Headlong flow of jolly music and stomping choreography."—Glover, Associated Press

"A tuneful and rollicking musical which gives a welcome lift to the season." Gaver, United Press International

THE ORIGINAL CAST ALBUM NOW AVAILABLE ON COLUMBIA RECORDS

See Your Columbia Representative Today!
WB-Reprieve to Devote Rest Of the Year to Promotions

HOLLYWOOD — Warner Bros.-Reprieve has concluded all releasing schedules for the remainder of the year except for a small number of features which are concentrating on promoting its holiday releases and items during the holiday season.

Instead of developing a national advertising campaign, the label is concentrating on promoting its holiday releases and items during the holiday season. The label has told its distributors that it is not releasing new items for the remainder of the year except for a small number of features which are concentrating on promoting its holiday releases and items during the holiday season.

For the holiday season, the label is releasing new items for the remainder of the year except for a small number of features which are concentrating on promoting its holiday releases and items during the holiday season. The label has told its distributors that it is not releasing new items for the remainder of the year except for a small number of features which are concentrating on promoting its holiday releases and items during the holiday season.

BB CHART AIDS RACK JOBBERS’ SALES IN CHI

CHICAGO — A point-of-sale display, featuring prominent reprints of the Billboard LP chart, has boosted sales 25 per cent for Hit Records, rack jobber in 80 Jewel Food and 40 Oke drugstores in the greater Chicago area.

Then, at exhibitions about six months ago," reports Hit Records’ Earl Phillips, "and although we feature only the Top 40 LP’s, the promotion has stimulated sales in the classical, pop, and R&B fields, as well."

The board’s familiar logo and type faces are reproduced faithfully on glossy cardboard. A display version of the board line-up is distributed to every location weekly and mounted atop one of the record racks. Care is taken to stock an ample supply of each album appearing in the Top 40, Phillips said.

Hit Records is owned and managed by Charles Simpson.

FIVE MEMBERS of the record industry participated in a discussion of the record and music business on the "Long John Nebel Show" over Station WNBC, New York. Left to right: Henry B. Nia, Dreadnought director; Archie Bleyer, Cadence Records; Dee Anthony, artist relations manager and concert promotion director for RCA Victor Records; host Long John Nebel, and David Dachs, author of "Anything Goes: The World of Popular Music."

A&M Inks Pye as Outlet In UK, S.A.; Wait on Italy

HOLLYWOOD—A&M Records has signed with Pye for distribution in England and South Africa but is adopting a wait-and-see policy in the Italian market.

In explaining the new distribution deal, the label with Herb Alpert, said the feeling in Italy during his recent visit was that the country’s political situation was uncertain and it was not advisable for him to commit his money. He echoed the fact that retail record sales were down this year and that the economic climate would not be improving in the middle of 1965 when the situation would improve in their government.

Before signing with Pye, A&M worked on a record basis with EMI and British Decca. The label is waiting for conclusion of several other European projects. A&M’s other licenses are Nippon Victor in Japan, Quality in Canada and Festival in Australia.

Mark’s Having Merry Yule

NEW YORK—This Christmas season John O’Malley, manager of St. Nicholas Music, Inc., hired a new artist. He is a former leading Band leader. The writer of "Rudolph the Red-Nosed Reindeer," composer等活动, color spectacular of the same title produced by Vocodex, in three-dimensional animation for the General Electric Co. It was shown for the first time in the U. S. and Canada Sunday, Dec. 12. The film was shown worldwide at 200 theaters and was shown in 200 theaters throughout the United States, Canada, and Mexico. The film will be shown in 200 theaters worldwide.

The writer of "Rudolph the Red-Nosed Reindeer," composer等活动, color spectacular of the same title produced by Vocodex, in three-dimensional animation for the General Electric Co. It was shown for the first time in the U. S. and Canada Sunday, Dec. 12. The film was shown worldwide at 200 theaters and was shown in 200 theaters throughout the United States, Canada, and Mexico. The film will be shown in 200 theaters worldwide.

The writer of "Rudolph the Red-Nosed Reindeer," composer等活动, color spectacular of the same title produced by Vocodex, in three-dimensional animation for the General Electric Co. It was shown for the first time in the U. S. and Canada Sunday, Dec. 12. The film was shown worldwide at 200 theaters and was shown in 200 theaters throughout the United States, Canada, and Mexico. The film will be shown in 200 theaters worldwide.
Chart Sound

CHART BOUND!

THE McGUIRE SISTERS

"DEAR HEART"

b/w

"CANDY HEART"

0330

Another Single of Significance from reprise records
Jerry Lee Lewis Files Counterclaim Vs. Mgr.

By ELTON WHISENHUNT

MEMPHIS—Jerry Lee Lewis, Smash Records artist, sued Frank Casone, his agent and manager, for $210,000 in an answer and cross bill filed last week in Chancery Court. Lewis charged that Casone had induced him by "trickery and misrepresentations" to sign a contract on July 1, 1963. The contract provided Casone would receive 25 percent of all monies received for recording, fees, royalties and personal appearances and 50 percent of music sales.

Casone sued Lewis six months ago, charging that prior to that contract, Chancellor Charles A. Rond issued a temporary injunction requiring 10 percent of all recording and showing fees received by Lewis be kept in a separate fund until trial of the case on merits.

The injunction is binding on Lewis and Ray Brown of National Artists Attractions, Inc., of Memphis, which has been booking dates for Lewis since fall of 1963. Lewis charged in his suit, filed by attorney Alan A. Magliara, that Casone breached the contract and not Lewis because Casone "lost all interest" in Lewis and for a long period of time "failed to devote his time, skill, labor and attention to Lewis as promised in the contract."

The Lewis answer stated in part:

"That the July 1, 1963, contract provides that at the option of Jerry Lewis Casone and manager contract will become null and void if Lewis does not gross $250,000 within a two-year period; thus the suit is premature."

Casone further damaged Lewis by directing that Lewis should not and could not United Artists Names Lawrence

NEW YORK — Benjie Lawrence has been named to the newly created post of national co-coordinator of promotion and sales for United Artists Records. He will report to St. Mel, vice-president and general manager.

Lawrence has served as general manager of Canadian American Records and of Apollo Records. He also held executive positions with Tommy Valando's music publishing company.

Lawrence will headquarter here and leave immediately on a cross-country trip to meet UA distributors.

Angel Ad Drive On Promenade

HOLLYWOOD—Angel Records which has recently launched an aggressive magazine advertising campaign expecting for its Promenade series, with placements scheduled this month in Harper's New Yorker, Atlantic, Esquire, Hi Fi Fidelity, Hi Fi Stereo Review, The Reporter, The Saturday Review, Look, and House Beautiful.


Sandra Berger To Mark Music

NEW YORK—Sandra Berger has been named director of advertising and promotion for the Edward B. Marks Music Corporation. Her first project will be to assist Arnold Shaw, general manager, on the musical exploitation of the "Biker Street," a musical which opens in Boston, then plays Toronto, and then comes to Broadway in mid-February.

She will be in charge of the exposure of the film music of "Malamud," "Beto's Girl," "Blondie," and "Women of the World." Miss Berger had been with New York's Channel 13, Mercury Records and Arista-Parlaiment, all in public relations capacities.

LaViola Joins Col.-SG Staff

NEW YORK—Emil LaViola, formerly general manager of Shapiro-Bernstein and vice-president of The Desert Music, has been appointed to the professional department of Columbus Records. He will head the Music Division. He will report to Don Kirschner, president.

Kirschner said LaViola will work with writers currently under contract, develop new writers, create new songs and get recordings of new and standard material.

Catalano With Kapp

NEW YORK—Tom Catalano has joined Kapp Records as an ad director. He had been merchandising manager of singles for Columbia and also helped Columbia's Aplik-Blackwood publishing firm.

DON'T BE CRUEL—PLEA FAILS TO SHAKE COURT

MEMPHIS—James Hoffman owned some land on undeveloped Highway 51 S, about 10 miles from downtown Memphis. He held it, he testified, to contemplate a movie theater.

Finally, it did. A singer bought a big mansion diagonally across the highway, the only structure for several hundred yards in either direction.

Things began to pick up. People began coming from all over the country to see the singer's home and maybe catch a glimpse of him.

A whole new subdivision of homes went up nearby, then another. Hoffman said he had been induced to sell the property before a service station on Hoffman's land for many times the amount he had paid.

But now by the many residents of the highly developed area protected against zoning by the Planning Commission for rezoning the service station.

The residency appeal was heard. Last week Circuit Judge W. Edward Quick upheld the rezoning and the service station will go in diagonally across the highway from Elvis Presley's home.

BANNER RECORDS

Yiddish Disks Good Listening

NEW YORK—Devotees of Yiddish humor and cantorial standards have a welcome change in the quality of value in the six records released here this week.

The disks run the gamut from the liturgical performances of the famous Cantor of the Temple, Oyster, Leibel Waldman, Majer, Storin, Schybel and Sholom Katz—all charac- ter greats—use their voices as previously unimagined to proclaim the word of God. "Mother, Father Sings" has the cantor doing liturgical and Yiddish folk songs.

"Franz Music" is happy Yiddish music—the kind played at Bar-Mitzvahs and weddings. "Tustine's Yiddish Humor" features Jewish-American comedians who appeal to both Yid- dish and non-Yiddish-speaking audiences.

Another album is by Menuhin Skulnick and Michel Rosenberg, presenters of the "sung recital" of Jewishaton and Avenue theater. Their brand of humor is broad enough to reach people not familiar with Yiddish. The legend on the back of each album reads: "The original purpose of this LP was consigned to oblivion and only recently discovered to bring to life the miracle of modern day electronics and the said greatness of Yiddish resources."

The quality of the recordings won't win any audio awards, but the material was well worth retrieving and the listening is rewarding.

A.S.

FRATLACH MUSIC

BABA-1001

Moish Oysher Sings

BABA-1002

Singing Jewish Moments

BABA-1003

The Yiddish Humor

BABA-1004

Michel Rosenberg

BABA-1005

Singing Blocks of Time

SESSIONS TO BE HELD BY SESAC

NEW YORK—SESAC plans to hold select workshop ses- sions with representatives of record companies, the trade and the recording industry, music publishers, retail record shops and distributors. Bob Thompson, the SESAC's public relations director, said the sessions will be announced shortly.

BILLBOARD, December 12, 1964
TAKE IT FROM THE GUY WHO WORKS FOR SANTA CLAUS

THE COMPETITION

THE CHRISTMAS HIT IS ON CHESS

‘LOVE FOR CHRISTMAS’

THE GEMS

Chess 1917

YOU WON’T BELIEVE YOUR EARS!

CHESS producing corp.
**RCA Victor to Keep R&B Within Its Pop Operation**

*Continued from page 1*

who have the right touch. And, the past few weeks, Dot Records has established a subsidiary label, Planetary Records, which will be devoted to R&B releases, as did Mercury Records with its Blue Rock label.

**Pop-Treated Equally**

At the same time, RCA Victor, leading to Steve Sholes, division vice-president in charge of pop and gay department, has increased the size of the pop and gay department, all pop and gay, a section equally and the ad department does not try to protect its releases for recent pop disk jockeys. "We have no separate radio station lists," said Rosen, "and all out releases go out to all jockeys alike."

This non-discriminatory practice applies to the promotion of on all stations with all releases, "The key to radio exposure," Rosen asserted, "is constant service with something you've got and you don't know with what type of record will take off on any given station or in any given area."

Vocal groups of repetitive pop policy is apparently paying off. RCA Victor, riding high with a wide chart representation with a variety of artists. An example of Victor's pop diversification is the current hits by such different-styled performers as Peter and Gordon, with "Ringo," Elvis Presley with "Ask Me," and "Ain't That Loving Baby," Bobby Bare with "Four Strong Winds," Gale Garrett pointed out that the company has been promoting men in the field and its radio-TV representatives call the Victor desks as well. Rosen

with "Lovin' Place," the follow-up to her hit, "We'll Sing in the Sunshine," Henry Martin's "Dreadful," "Everything You're Thinking," "I Won't Forget You" and Connie Smith's "You're So Bad."" The Victor pop ad attitude is "we try to concentrate on what's happening in the music industry and labeling any specific style." One of the major reasons is that RCA Victor depends on the size of Victor's pop diversification for a specific pop vocational line.

To compete on this level, Victor has been developing an all-around artist. In the RCA operation, the company has Joe Rene, Jim Foglestein, Andy Wassell, Jack Scater and Heyman Diaz, in charge of special projects; Ethel Gabriel handling the Camden line; Brad McCoom, in charge of reissues, assisted by Mike Lipkin, and Joe Linn, in charge of the Broadway scene. In Nashville the company has Chet Atkins in the top spot, with Bob Ferguson and Anna Kerr assisting, and in the New York office has Neely Plumb in charge assisted by Al Schmidt, Joe Reiner and Darel Rice. Rosen also revealed that the company is about to pick up masters from independent producers, but two factors are always a consideration of such acquisitions: (1) Is it better than any thing we've released, and (2) Does it conflict with anything we've got to release?"

**Decca in High Gear With Varied Projects**

*Continued from page 1*

staff that consists of Charles (Bud) Dani and William Boone. Usher's clothes will encompass records, television, movies as well as signing and developing new acts. Ex-Golden Gate, supervised by Usher is the L.A. Teens, whose first release will be out in January.

On the British front, Decca is cutting out this week with a single by a singer, who is a member of the Jive boys. The single is a coupling of "I Can't Explain" and "Bald Headed Woman." The Decca has made a deal with Bobby Sherman, who is regularly on ABC TV's popular "Shindig" show. In the same vein, the company has wrapped up deals with Randy Boone and Robert Shenton, known as "The Virginians," Lloyd Thaxton, who has a syndicated teen-oriented series, and has developed a group called the Munsters, to run with the TV series of the same name. For its current film push, Decca has picked up a new singer, Douglas Wolfe, who sings on the soundtrack of the Universal release "Father Goose," a Carry Grant picture. Wolfe's first single for Decca is "Pass Me By" and "Little Girl Don't Cry." He sings both songs in the film.

**Audition Properties**

As far as the original Broadway cast album field is con- cerned, Decca is continually auditioning new properties. Its scouting in this area, according to Decca executives Sydney Goldberg and Martin Salkin, is based on three factors: (1) story, (2) music, and (3) artist.

The Decca executives use the same measuring mark is deciding whether to ride along with the theater, TV, teen, beat etc. It's simple, "Will it sell?"

**Strings' Wax Songbook, LP**

**HOLLYWOOD—**The Holly- wood String Quartet has completed an Elvis Presley songbook and a second Beatles album which will be released in January and February. The new packages will be the fourth and fifth for the Stu Phillips-produced series, which has become one of Capitol Records' surprise sensations. The Beatles' latest LP songbook has sold 200,000 copies, according to the label, the Beach Boys recording, which also has Hollywood songbooks for the Beach Boys and Four Seasons.

**Columbia Gets Rights to Do 'Luv Caster'**

*Continued from page 1*

straight play entry for the current season. Last year the label recorded Richard Burton's "Hamlet," which starred Alec Guinness, and the British Columbia's recent dramatic work was "Who's Afraid of Virginia Woolf." The label is involved in the production of "Strange Interlude." In the musical area, Columbia is hitting the market this week with the original cast album of "Bajourd" and the off-Broadway musical "The Wiz" by Harold and Ewart Matt." On Columbia's agenda for original cast albums of L. M. Kell by Chas and Edgar Lawrence, "Do You Want to Walk?" by Richard Rodgers and Stempson.

**Kenton Forms L.A. Orchestra**

HOLLYWOOD—Stan Kenton has formed the Los Angeles Neighborhoods 1968, which is an independent organization to perform works by contemporary composers. The orchestra is sponsored by the newly formed non-profit International Society of Contemporary Music.

Four concert dates have set at the Paramount Theater. Concerts will be on Monday nights, the initial offering Jan. 4, with the concluding Feb. 1, March 1 and 29. The Music Center is the temporary home. So far no recording plans have been announced. The orchestra is firmly rooted with Capitol. The organization announces that works that have been commissioned must be roots by members from such as Maxine Harris, Robert Cath, Richard Hambly and Johnny Richards, Montanero, Lalo Shifrin and Frederick Guida. The orchestra will have a hard core nucleus of 25 men for the works demand.

For similar set-up has been in operation in New York under John Lewis' direction called the Orchestra 1960, which is recorded by Columbia.

**Elections Are Held by AGAC**

NEW YORK—The American Guild of Authors and Composers recently held its new council member, Stephen Sondheim, six composers were elected. They are: Abel Bauer, Walter Bishop, Edward Eliscu, Alex Kapp and Joseph Meyer.

The new council members were: Burton Lane, president; Leonold White, executive vice-president; Harry Warren, and Harold Spina, vice-presidents; and Alton Marks, secretary, and Adaui, chairman of the board.

On Dec. 11, AGAC will move to new headquarters at 50 W. 57th Street.
DOUBLE DECKER

CHUBBY CHECKER

BACK WITH A SMASH

LOVELY, LOVELY

(LOVERLY, LOVERLY) P-936

B/W

THE WEEKEND'S HERE

THE BIG ONES ARE ON CAMEO/PARKWAY
LONDON—Britain's top pop personalities, Harry Dawson and the Kempy Impresarios Guild—may introduce some new faces to the pop scene. This is the latest move in their fight against the Beatles, whose success has cost them thousands of pounds in tour losses this fall.

The Kempy guild are Tito Burns and Larry Barnes. The vice chairman is Harry Dawson. Through the activities of the Kempy Impresarios Guild they are planning tours so that the visits of major shows are restricted to British performers.

A warning that British groups may be exhausting their welcome among the fans is one of America's top agents when he arrived in London on Monday. He is president of the massive General Artists Corporation, said, "There are too many of your groups socializing and making plans tours so that the visits of major shows are restricted to the British ones have done.

Several London and southern circuit owners have also banded together to form an association which will aim at keeping entertainers from touring. They say that the fees have risen out of proportion and favor the promoters over the artists. They say that they want to see groups, in particular. The promoters are also discussed on the attractions of a percentage of the money taken in for each performance.

Epstein to Host NBC-TV Series

LONDON — Beatles' manager Brian Epstein will host the British segment in a new U.S. television series, "Hallucinations," which NBC will telecast weekly beginning in January. The first NBC show will probably be recorded in London when the Beatles have an incident on beat music.

One British act will be included in the series. Tonight's show has agreed to introduce the act. The segment will be taped before a live audience in London — probably six at a time.

The show has been packaged by Brian Epstein, British music manager, and vice-president, Lester Gottlieb. The show is being developed by NBC's music composer, Ralph David, and will be produced by Brian Epstein.

Producer Gary Smith has also arrived in London to discuss the British acts, which will be booked jointly by Epstein and GAC's British representative Vic Lewis.

Mrs. Morris on Overseas Trek

LONDON — Mrs. David Morris (the former Mrs. Ralph Wilson) is the new manager of the Southern Music Publishing Group of worldwide companies.

The Morrises started their continental trip recently, visiting their Hamburg companies, Peer Music (theodore Seeger) and Editions March (Mrs. Bormann) and then their Paris company, Sermi (Dr. Markot).

They have spent two weeks in Italy and have not set as they have to return for a quick visit to London before the opening of the new Los Angeles office. Mrs. Morris is a founder member of GAC's British label.

She returned to London for a longer stay is planned early in the new year.

U. K. Producer, Atlantic in Label Talks

LONDON — British independent producer, Andrew Liss, is also in the U.S. completing arrangements with Atlantic Records in New York. He has a label he is launching here and abroad. In the U.S. the label will be based in New York and is called Impact. The label was designed to pioneer the Jamaican ska and rhythm and blues music here on the Island.

Liss is also a producer of the new label Small to Britain and America.

Columbia in Global Artist Push

See Front Cover for Story

BILLYARDS, December 12, 1964
BILLY GAVIN: "...this is one of the greatest records I've heard all year!"

FENWAY REPORTER: FOUR STAR SPECIAL, "...will score just as big in the U.S. as it is doing in England!"

BRITAIN'S NME: UP TO 7TH...and climbing!

PETULA CLARK'S SURGING SINGLE

"DOWNTOWN"
5494

A WINNER!
CHICAGO RECORD EXECUTIVES recently attending the initial meeting of the Midwestern Music Men's Association were, left, Robert Kiddier, engineer at Universal Recording Studio; Chicago; Jim Felix, chief engineer at Columbia Recording Studio; Carl Davis, A&R producer, Okeh Records in Chicago; Bill Mitchell, Renee Records; Bill Thompson, engineer at Columbia Recording Studio; Richard Hutter Columbia Productions, Chicago; Richard Parker, A&R staff for Vee Jay Records in Chicago; Ray Brack, standing, Billboard, Charles Borkdale, Vee Jay Recording Artist; Ewart G. Ahner (standing), president Constellation Records; Carl Proctor, national promotion man for Mercury Records; Paul Wyart, national studio sales manager for Columbia Records; Ralph Bass, free-lance promotion man; George Leener, One-Derful & M-Pac Records; Johnny Pate, A&R producer for ABC-Paramount Records; Esmond Edwards, Chess Producing Corp., and Billy Davis, Chess Producing Corp.

MGM Records welcomed its new distributor in New York, Metro Records, with a gala cocktail party at Hotel Plaza. Among guests were, left to right, Vaughn Meador, Arnold Maxjin, president of MGM Records, and Shelley Berman.

**Col. International Pitch Scores Heavily in 5 Areas**

NEW YORK — Columbia Records, global operations scored on various fronts last week. The CBS Records activities touched bases in South Africa, Australia, Israel, Holland and Vienna.

In South Africa, the record industry awarded trophies to CBS artists Dana Vally and Charles Jobie at its annual national record festival. At a gala function held in Johannesburg, awards called "saris" were presented to Miss Vally for the "Best Female Singer of 1964" and to Jobie for the "Best Country and Western Singer of 1964." In addition, the South African Record Industry announced plans for a big advertising promotion campaign concurrent with the forthcoming release of the Warner Bros. film, "My Fair Lady." The original Broadway cast album has sold over 100,000 LP's in South Africa and the soundtrack package is expected to become one of the all-time best selling LP's there. Arrangements also have been made to release the Hebrew cast version of "My Fair Lady" to coincide with the showing of the film here.

On the Australian front, Harvey Schein, vice-president-general manager of CBS Records, Columbia’s international label, has initiated a major campaign to promote the original Broadway cast album of "Camelot." The Australian stage production of "Camelot" premiered at Her Majesty's Theatre in Sydney in October. To coincide with the show, all major city windows have displays which advertise the availability of the album. "Camelot," the Alan Jay Lerner-Frederick Loewe musical, has already been staged in the Australian cities of Adelaide, Melbourne and Victoria.

Schein also reports that the Hebrew version of the "My Fair Lady" album has gone over the 12,000 mark in Israel. The activity in Holland and Vienna is centered on conductor George Sorel. The maestro, who recently returned to the Columbia label, has performed seven concerts at the Concertgebouw in Amsterdam, and on Dec. 17 and Dec. 18, he will conduct two concerts at Vienna's Congress House.

---

**EMI Staging Huge Push on 'Poppins' Film**

LONDON—One of the biggest promotion campaigns ever launched by a record company behind a film is being staged this week by EMI in connection with Walt Disney's "Mary Poppins" film.

The soundtrack album was released last week and the film has a Royal premiere — attended by Princess Margaret — at London's Leicester Square Theater on Dec. 17. It will be premiered in other major cities at Easter and released to the provinces next week.

On its HMV label EMI has also issued a single from the album coupling Julie Andrews' "A Spoon Full of Sugar" with Dick Van Dyke's "Chim Chim Cheree."

EMI has already launched its huge pointer of point-of-sale campaign and will time its nationwide boost to coincide with the film's play dates.

---

**GRAND PRIX AWARDS TO RCA VICTOR**

PARIS — RCA Victor won three Grand Prix awards from the Academie du Disque Francais. Pianist Arthur Rubinstein won the Grand Prix de President de la Republique for his recording, "A French Program," in which he performs works by French composers Faure, Poulenc, Chabrier and Ravel. The album, just released in the U.S., was released in France earlier this year. Mrs. Rubinstein was in Paris to accept the award for her husband.

Miriam Makeba's recordings for Victor were grouped together to win her the Grand Prix in the folk singing category. The Victor recording of Verdi's "Falstaff" was selected as the finest operatic recording of the year and won the Grand Prix Charles Gros. The opera stars Germaine Elias, Ilva Ligabue, Giulietta Simionato, Alfredo Kraus, George Solti conducted the RCA Italiana Orchestra and Chorus.

George Auric and Darius Milhaud, French composers, were co-judges in the competition.

---

**DJ to London To Talk 'Live' With Beatles**

LONDON—Paul Drew, disk jockey and air personality of WQXI in Atlanta, will forgo Christmas in the U.S. He will visit here and give the station's listeners first-hand reports, interviews and divers information about the Beatles and England at Yaletime.

Drew is expected here Dec. 21 and returns the day after Christmas. He'll feed the station direct via pre-arranged telephone contact. Drew said that trans-Atlantic circuits are almost impossible to obtain at the holidays because of the heavy schedule of calls being made by relatives between North America and Europe. "However," he told Billboard, "the station has been able to reserve the time needed, and we won't disappoint our listeners who are looking for the latest information."

The station got the idea for Drew's trip when it became apparent there would be no Christmas records from the Beatles. He thought it would please their listeners and Beatles' fans in the Atlanta area if someone went to London to get Christmas interviews with the mopeds.

---

**Ringo's Revenge**

SHE has to avenge the death of Ringo with...

**ROBIN GARRETT**

**Pinto's Revenge**

**MUTUAL RECORDS—HODGE PODGE ENTERPRISES, 1697 B'WAY, SUITE 806 (212) LT 1-6206**
VITALITY AND YOUTH
FORGING AHEAD WITH SPIRIT!
They reflect their own times.
They are respectful of the past;
involved with the present, hopeful
for the future.
They carry on the old traditions
of folk music;
they are part of the new tradition
they helped to make.
Ahead of them is continued recognition.

THE MITCHELL TRIO

Their touching Christmas single
of last year re-issued

SINGIN' OUR MIND
Four Strong Winds; The Marvelous
Toy; Twelve Days, and 8 others.
MG 20838/SR 60838

REFLECTING
Barry's Boys; Tell Old Bill; In The
Summer Of His Years, and 9 others.
MG 20891/SR 60891

SLIGHTLY IRREVERENT
A Dying Business; Stewball And
Griselda; I Can't Help But Wonder,
and 9 others.
MG 20944/SR 60944

www.americanradiohistory.com
Festival to Debut Album Of South African Prisoner

SYDNEY—Festival Records will release a documentary album, "Why Am I Ready to Die?" by Nelson Mandela. The album was originally released in England by Ember Records and was subject to a most unusual and powerful promotional drive by the British Defense Fund of Christian Action led by churchman Canon Coll ties.

The album features part of the five-hour defense speech of Nelson Mandela, who is now serving a life term in prison. It is narrated by actor Peter Finch. Side two of the album features African freedom songs including the proposed new Africa Congress National Anthem, "Nkosi Sikelel' Afrika." The album sleeve notes contain personal messages and pledges of support from His Holiness the Pope, Sir Laurence Olivier, Harold Wilson, U. Thant and many other public figures. Mandela is the African Negro leader who was sentenced to life imprisonment by the South African government for acts of sabotage against the state. The acts were never denied by Nelson Mandela whose defense was that they were justified by the action of Dr. Verwoerd's apartheid policy.

RCA's Canada Label Strong

MONTREAL — Just two weeks after the recording launch of its new Canada-International label, RCA Victor reports considerable activity on the new line, featuring both Canadian and international distribution and international product for Canadian release.

Initial order from the U.S. was for 2,500 LPS. RCA Victor's International Record sales manager in New York, Lee Schapiro, said the order was "the first of many."

The Canada-International label scored the U.S. with the first release in North America of RCA Italiano's single, Giunzi-Morandini's "In Giocco Da Ta," just now slipping after months as No. 1 in Italy.

The Danish RCA affiliate has requested rights for a Danish recording of "Toi Mon Bonheur," written by the Canadian company's French artists, and Italian artists, Leo Jorola, which is the flip side of the Jorola's "Hello, Dolly!" released in Denmark.

Tober Clicks In Songfest

AMSTERDAM—Dutch born, American educated Konny Tober placed in the Dutch team for the finale of the Eurovision song festival.

Konny, who emigrated to the U.S. with his parents when he was three years old, recently returned to Holland, and lives here with his grandfather in Bussum. Although still in his teens, he has appeared in a Perry Como show, Shortly after his return from the U.S., he was back on Dutch TV and after that in a show in the Amsterdam Concertgebouw with considerable success. Photogram immediately signed him to a record contract. The four colleagues with whom he has to compete for a place at the Eurovision Songfestival are Shirley Zwerus, Gert Timmerman, Conny vd. Bosch and Trea Dobbs.

Kruger, UA Set Deal

NEW YORK — Jeff Kruger, head of Ember Records in England, has set a deal with United Artists Records. The agreement, which was set last week, gives UA, first refusal on all Ember Records material for release in the U.S. and Canada. The agreement runs for three years.

The deal, however, does not include Chad and Jeremy. The click duo has been renewed by World Records here for another three years.

Tommy Collins shows the fine points of playing a guitar to Dan McPherson, president of KSON, left, and Clarence Vaughan, vice-president of the Coca-Cola Bottling Co. in San Diego, following a presentation on country music at the San Diego Advertising and Sales Club. Collins was the main speaker at the program, which featured the growth and development of country music.
**NEWS OF THE WORLD**

*Continued from page 12*

Staar... Inca Marlin's new LP, "Four Leaf Clover," will be cut soon. The singer entered the Top 10 with "Harlekin" in the meantime... Nine compact composer and orchestra leader Malandu, often called "King Tango" (Due Gua), left Holland to do an extensive tour of Japan, scheduled on eight performances a day. This Phile-organized trip will last four weeks and includes color TV and radio broadcasts. Malandu's LP's are selling in Japan at a rate of 30,000 a month.

A new work under the "Imperial Moeloes" has been released by Phonogram, covering arias from "The Monogram Garden" and Von Gymnich's "Le Chant des Ronces". The retail price will be $10.00.

Dutch jazz quintet, the Monogram Five, winner of the Edison Award in 1962, made its first LP as Fontana label... "Capitolo albums." "Fairy Girl" (Barbara Stroeven) and "My Fair Lady" (Nat King Cole).

Last week Bowes released Pete Seeger's Folksong LP on its U.S. label. As an introduction to "Rock & Roll's "LP, "I Don't Care."... The Gramophone reports that the label's Swiss-made special "Studer" tape recorder, which enables it to produce a wide range of top-of-the-line records, is now available in the United States. The Kellermann of Delts Records told Billboard that he has a big top with "Rock & Roll". The Pin-Up Parfume-Silke released the new Bovema LP, "Fucking Cats!," with a new album just released by CBS featuring the Louis Armstrong and his quartet and has established itself a top classification. The LP, which made its first LP as a visitor on CBS in Holland will be released in Japan on Dec. 16. "Hymn's folk song trio, the Shekroop, now very much in vogue on the Continent, will have some new programs do a TV show... Adam's son in London, a man featuring 12 songs, will hit the Dutch and Norwegian charts with "Bovema's Atlantic" and "b.e. lingle," the Drifter. Raymond Dobbe.

**LONDON**

William Sargant, president of Electronicon, has been here setting up British release of his "Who Do You Love." The LP features the Rolling Stones, Gerry and the Pacemakers, and the Kinks. In New York, Sargant, the Supremes, Chuck Berry, the Yardbirds, and the Rolling Stones are playing London. Sargant had hoped of setting up with a distributor for the Rank Organization to show the film on its nationwide circuit dates for the Rolling Stones. The Rolling Stones have had a big hit with the powerful BBC Broadcasting Corporation. They failed to turn in to the recording of the songs of which 10,000 had to be taken. The LP will be offered to the British and the U.S. market.

EMI hosted a reception honoring DF's and present men for the latest Twin-Omotron series of gramophones... Tito Burns is now considering a rival offer for the Searchers tour in America this spring after being offered top billing for them on the Dick Clark Show. Burns was approached by another producer.

**MILAN**

Recordi Records has started the nationwide distribution of a new type of classical LP's selling at $3, a price which is far lower than the standard price for such records in Italy. Recordi's commercial manager, is sure that this new initiative will help considerably in opening new sales fields to the classical music production. In fact, this new LP line has some very interesting sales, besides the low-price factor, which may make it appealing to a wider section of the market.

The selections listed in the records are not limited to best sellers such as Beethoven's symphonies (of which No. 3, and No. 6 are presented) but also includes pieces not often found on popular priced lines, such as Pergolesi's "Stabat Mater" and J. S. Bach's "Brandenburg Concertos." This could appeal to collectors of classical LP's who were previously not interested in low-price lines because of the fundamentally too popular character of the selections included.

Such an appealing catalog is coupled to an interesting supplementary device, consisting in gift certificates enclosed in every record, 10 of which gives the buyer the right of receiving LP's. These gift certificates have gift certificates as well, so that the buyer gets more free records by buying only eight. So far, Recordi has published the first 24 records of this series, which they have appropriately named "Classical Magic," but much more will follow after a few months.

His Master's Voice has made an addition to its roster of international classical artists-a young Polish pianist, Jacek Wysocki, who has already recorded his first LP for the French label "Raymond Carre- "Nobles sensibles" by Ravol and "Divita pieces de Piotrino" by Stravinsky, Weissenberger, who seems to come to Italy for concerts and will be back in February to play in Milan with the Italian Radio orchestra.

His Master's Voice has bowed the new recording of the "Travando" a few weeks ago at the Opera of Rome. The recording has seen an exceptional performance by Franco Corelli, who has the role of Manrico. Other articles in this context include Robert Merelli. Gladischa Syndone, Domenico Iovine, and Gabriele Puccio. The Rome Opera Orchestra was conducted by Thomas Schippers.

PIETRO A. MALASPINA

**OSLO**

The American label, Staiside, has had its first LP in Norway with the Supreme where "Died In Love Do." The label is represented this week in Oslo with the same of the same label, "The Baby's Love." The label is also represented in a Scottish publishing firm, Iselin, which usually takes care of all Elvis Presley records, have bought the new Norwegian version of "I Don't Care." The label is also represented in a Belgian publishing firm of "Liederenke" which sold $70,000 in Germany.

Norck Phonogram, Det norske Filmystraker, and the Norwegian Gramophone have arranged a tour here to promote the second UN Refugee Record. In the package are Ray Adams, Hootenanny Singers and Others, and also local Phonogram artists in the various towns where the tour visits... Another newcomer to the Norwegian diskland is Jen Erk Bogstad, signing up for a trod label, "LP sales are increasing in Norway, says Hoff Mikkelsen, and Trevor Aas. Last year's total exceeded 100,000 copies... Norck Phonogram's John Newman has been playing Germany... Soundgates, Wenshe Myrthen is raising money for a hospital in Gaza, Egypt... Difficulties in getting concert halls for foreign artists visiting Norway may lead to cancelling the tours of the Searchers and the Zombies, while Millie Small will be giving a performance on the TV.

**PARIS**

Francis Wolf of Blue Note Records, New York, arrived in Paris with a view to business discussions with Arteco, who disc jockey, he has been visiting various record shops to familiar with his product. "The Sidewinder," by Lee Ritz, who is his star, is the theme of the French radio program "Raysois Diffusion" (Parisian). "Jazz Dias in Nuit" (Jazz in the Night). If the song follows the pattern of previous records, such an appealing catalog is coupled to an interesting supplementary device, consisting in gift certificates enclosed in every record, 10 of which gives the buyer the right of receiving LP's. These gift certificates have gift certificates as well, so that the buyer gets more free records by buying only eight. So far, Recordi has published the first 24 records of this series, which they have appropriately named "Classical Magic," but much more will follow after a few months.

His Master's Voice has made an addition to its roster of international classical artists-a young Polish pianist, Jacek Wysocki, who has already recorded his first LP for the French label "Raymond Carre- "Nobles sensibles" by Ravol and "Divita pieces de Piotrino" by Stravinsky, Weissenberger, who seems to come to Italy for concerts and will be back in February to play in Milan with the Italian Radio orchestra.

His Master's Voice has bowed the new recording of the "Travando" a few weeks ago at the Opera of Rome. The recording has seen an exceptional performance by Franco Corelli, who has the role of Manrico. Other articles in this context include Robert Merelli. Gladischa Syndone, Domenico Iovine, and Gabriele Puccio. The Rome Opera Orchestra was conducted by Thomas Schippers.
**NEWS OF THE WORLD**

**HITS GALORE**

**KISS AND RUN**

**Barbara Lynn**

**IT'S BETTER TO HAVE**

**Bobby Skelton**

**COME OUT**

**Barbara Mason**

**SYDNEY**

**SYDNEY**

**With the coming of December comes the eagerly awaited film premier of "Fair Lady."** Just prior to this opening, Victor Recording Company, Limited, will release the C.B.S. soundtrack. Also under the A.M.S. label, the same release will be the Trio brothers, Andi and Teddy, with their "My Fair Lady" album. And another album, "How to Succeed in Business Without Really Trying," with the original cast of the play, is now to be released by Capitol Records. However, this release has been delayed by the Supreme Court.

Linda Armstrong probably appears on more labels than anyone else. Her recent recording, "Ladies Dance," is on his own Signature, while "Deca," "Guidone," "Back door," and "Victoria" round out her repertoire. RCA has released several children's disks for Christmas in the form of lullabies, prayers and carols. Visu Ratio, on the other hand, has bowed traditional Neapolitan Christmas melodies... RCA introduced Faller's new disc...
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label/Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BOOM BOOM</td>
<td>Billy Stewart</td>
<td>MGM 1299</td>
</tr>
<tr>
<td>2</td>
<td>FOUR STRONG WINDS</td>
<td>Billy Stewart</td>
<td>MGM 1299</td>
</tr>
<tr>
<td>3</td>
<td>HAWAIIAN TATTOO</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>4</td>
<td>YOU'RE NOT BOTHERED</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>5</td>
<td>FOLLIES LIKE ME</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>6</td>
<td>DONT BE AFRAID</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>7</td>
<td>I FEEL LIKE MAKING LOVE</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>8</td>
<td>SWEET LADY</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>9</td>
<td>THE PAPER THING</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>10</td>
<td>LONG TIME LOVE YOU</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>11</td>
<td>DON'T KNOCK ON MY DOOR</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>12</td>
<td>MADLY IN LOVE</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>13</td>
<td>LOVE IS HERE</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>14</td>
<td>DONT ASK ME HOW</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>15</td>
<td>AINT THAT LOVELY BABY</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>16</td>
<td>I'M TAKING CARE OF MYSELF</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>17</td>
<td>SHEER HARMONY</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>18</td>
<td>DONT BE AFRAID</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>19</td>
<td>TWO STRINGS</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>20</td>
<td>I'M YOURS</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>21</td>
<td>YOUR LIPS HAVE SEEN BETTER</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
<tr>
<td>22</td>
<td>DON'T CARE WHO</td>
<td>Jerry Lewis</td>
<td>RCA Victor 4030</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio station playby by the Music Popularity Dept. of Record Market Research, Billboard.
Take a look into the future...
THESE ARE YOUR '65 CHART ITEMS...

1965

Minneapolis breakout... and s-p-r-e-a-d-i-n-g
The Novas
THE CRUSHER
#45005
PARROT

Action Coast-to-Coast
Lulu
I'LL COME RUNNING
#9714
PARROT

No. 7 on British Charts
Val Doonican
WALK TALL
#9717

Round Robin
I
KNOW
#1406
DOMAIN

Spence James
GET IT OVER
#952
CIRCLE

Clarence "Frogman" Henry
HAVE YOU EVER BEEN LONELY?
#45004
PARROT

London Records
THE AMERICAN London GROUP

www.americanradiohistory.com
CHRISTMAS RECORDS

CHRISTMAS LP's

Pos.  Title, Artist, Label, No.
1  ANDY WILLIAMS CHRISTMAS ALBUM, Columbia CL 9087 (M); CS 8867 (S)
2  LITTLE DRUMMER BOY, Harry Simonne Chorale, 20th Century-Fox TFM 3100 (M); TFS (S) 4100
3  ELVIS' CHRISTMAS ALBUM, Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
4  MERRY CHRISTMAS, Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
5  JOHN GARY CHRISTMAS ALBUM, RCA Victor LPM 2940 (M); LSP 2940 (S)
6  MERRY CHRISTMAS, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
7  BEACH BOYS' CHRISTMAS ALBUM, Capitol T 2164 (M); ST 2164 (S)
8  SOUNDS OF CHRISTMAS, Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
9  SONG OF CHRISTMAS, Ramsey Lewis Trio, Argo 687 (M); 687 (S)
10 A MERRY CHRISTMAS, Al Martino, Capitol T 2165 (M); ST 2165 (S)
11 12 SONGS OF CHRISTMAS, Bing Crosby, Frank Sinatra, Fred Waring & the Pennsylvanians, Reprise F 2022 (M); FS 2022 (S)
12 THIS CHRISTMAS I SPEND WITH YOU, Robert Goulet, Columbia CL 2076 (M); CS 8376 (S)
13 CHRISTMAS SONG, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
14 A VERY MERRY CHRISTMAS, Bobby Vinton, Epic LP 24122 (M); BN 24122 (S)

CHRISTMAS SINGLES

Pos.  Title, Artist, Label, No.
1  LITTLE DRUMMER BOY, Harry Simonne Chorale, 20th Century-Fox 429
2  BLUE CHRISTMAS, Elvis Presley, RCA Victor 0729
3  PLEASE COME HOME FOR CHRISTMAS, Charles Brown, King 5405
4  WHITE CHRISTMAS, Drifters, Atlantic 1048
5  MAN WITH ALL THE TOYS, Beach Boys, Capitol 5312
6  WHITE CHRISTMAS, Bing Crosby, Decca 23778
7  CHRISTMAS SONG, Nat King Cole, Capitol 3561
8  MERRY CHRISTMAS BABY, Charles Brown, Imperial 5002
9  DEAREST SANTA, Bobby Vinton, Epic 9741
10 ROCKIN' AROUND THE CHRISTMAS TREE, Brenda Lee, Decca 30776
11 HOORAY FOR SANTA CLAUS, Al Hirt, RCA Victor 26478

SMASH HIT—Coast to Coast

Harold Betters Great Single

"DO ANYTHING YOU WANNA"

Parts 1 & 2

from Harold Betters hit album "Do Anything You Wanna"

GATEWAY RECORDINGS, INC.
234 Forbes Ave. Pittsburgh, Pa. 15222
IF ALL YOU WANT ARE ALBUMS, ANYTHING WILL DO.
IF YOU WANT GREAT MONEY MAKERS... GO ARGO!

RAMSEY LEWIS TRIO
More Sounds Of Christmas
LP & LPS 745

AHMAD JAMAL
Naked City Theme
LP & LPS 733

JOHNNY NASH
Composer's Choice
LP & LPS 4036

ETTA JAMES
Queen Of Soul
LP & LPS 4040

JEAN DuSHON
Make Way For Jean DuShon
LP & LPS 4039

ILLINOIS Jacquet
w/STRINGS
Bosses Of The Ballad
LP & LPS 746

There's a World of Excitement on ArGO Records Chicago, Ill. 60616
NATIONAL BREAKOUTS
THE BEATLES' STORY
Capebl TBO 2322 (M); STDO 2222 (S)

NEW ACTION LP's
These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales either by retailers or fans.
MY FAIR LADY
A Tri-Band Mkt Quartet, Columbia CL 2195 (M); CS 8953 (S)

TOPKAPI
Soundtrack, United Artists UAL 4118 (M); UAS 5118 (S)

TOUR DE FARCE AMERICA
HISTORY AND OTHER UNRELATED SUBJECTS
Smothers Brothers, Mercury MG 20480 (M); SM 0948 (S)

GOLDEN BOY
Original Cast, Capitol VAS 2314 (M); CVS 2124 (S)

ALFRED APAPA SINGS SAMARKAND DANCES OF THE MUNSTERS, Decca DL 4571 (M); DL 7587 (S)

PECOLLA PEPER
CIL 1974 (M); WS 1734 (S)

JEET SET DANCE BISCUITIQUE, Vol. 4
Muzik-Audio Fidelti DFS 3021 (M); DFS 7052 (S)

MUSIC TO REMEMBER
Clint & His Orchestra, King 2957 (S)

LATIN SPECIAL ALBERT
LA PERLA PERLA
Selva Records SEL 408 (M); SE 2521 (S)

SONGS FROM THE PSALMS
Lutheran Hour Choir (Schol). Word W-4035 (M)

FOLK SPECIAL ALBERT
THE COUNTRY BLUES, VOLUME TWO
Various Artists BBF 9

ROGER MILLER
RCA Camden Cal 851 (M); CAS 851 (S)

LOW PRICE COUNTRY & WESTERN SPECIAL ALBERT

THE BIGGEST OF MONES & PIGEON, VOL. 1
Mona MacBird & Pigemton Markham, Chess LP 1487 (M)

COMEDY SPECIAL ALBERT

THE ULTIMATE BUCKING/GOLDLOCKS AND THE THREE BEARS
Various Artists, MGM CH 512 (M)

SACRED SPECIAL ALBERT

FOUR-STAR ALBUMS
Anne Murray, BY 3572; MCI 3335 (S)

SOME BLUE-EYED SOUL
Rhythm Brothers, Moonlight MLP 110

HAROLD ROBERTS' GALLERY
Various Artists, Columbia KL 6901 (M); KS 6801 (S)

PLAYING THE ABSOLUTELY FABULOUS RONNETTES FEATURES VERONICA
Phillip Phil 4006 (M); (No Stereo)

YOUR CHEATIN' HEART
Soundtrack/Hank Williams Jr., MGM E 4420 (M); SE 4340 (S)

GETZ AU GO GO
Stu Dorf, Verve V 6600 (M); VL 4660 (S)

MAN FROM TWO WORLDS
Chico Hamilton, Impulse A 59 (M)

WHISTLE STOPPING WITH JONATHAN WINTERS
Verve V 15037 (M); (No Stereo)

BEN FRANKLIN IN PARIS
Original Cast, Capitol VAS 2191 (M); SYAS 2191 (S)

HERE ARE THE HONEYCOMBS
Interplan IN 8001 (M); IN-8 8001 (S)

THE GREAT HITS OF 1964 AND SOME GOLDEN OLDIES
Various Artists, Vespy VJ 1112 (M); (No Stereo)

PRESENTING THE ABSOLUTELY FABULOUS RONNETTES Featuring Veronica...

ALBUM REVIEWS (continued)

MOUTSOURSISKI RAYAL: PICTURES AT AN EXHIBITION; STRAVINSKY: FIREBIRD SUITE
Cleveland Orchestra (S).epic LC 2909 (M)

Melchior debut to the Philharmonic. His performance of the Firebird suite is a striking demonstration of his technical command.

A Special Merit Pick

CLASSICAL SPOTLIGHT
HAYDN: QUARTETS, OP. 55 (Complete)
Allegri String Quartet, Westminster WSN 10094 (M); WST 1204 (S)

This is the first recording by the Allegri String Quartet. Their ensemble work is excellent, and the technical command is superb.

A Special Merit Pick

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.

THE ROBYN ORISON SONGBOOK
Sunset Strings, Liberty LSP 3395 (M); LST 7295 (S)

This package follows the correct trend of dialing up high instrumental versions of songs popular by the Beatles. The songs are well done, and the ensemble work is excellent.

A Special Merit Pick

CLASSICAL SPECIAL MERIT
WAGNER AND SCHUMANN DUTS
Kathleen Hugelhoffer, Lucille Wehler, Lotte Lehmann, RCA Victor LG 2793 (M)


A Special Merit Pick

SPECIAL MERIT PICKS
FOUR SAINTS IN THREE ACTS
Various Artists, RCA Victor LG 2756 (M)

This recording originally made in 1947, shows the brilliance of these artists, and the quality of the recording is excellent. The orchestra is well conducted.

A Special Merit Pick

SEE ALBUM REVIEWS ON BACK COVER

THE CIWELLYS' URGES
Capitol TBO 2322 (M); STDO 2222 (S)

THE SINGING CHURCHMEN
W 3290-125 LP (M)

OLD TESTAMENT HEROES
Arnold Newman, Word W-3390-125 LP (M)

SPOKEN WORD
WOMEN--BE WOMEN
Get Rich Records, Word W-3419-125 LP (M)

INTERNATIONAL
DALLAS Flip Finland 1015
HI FI TANBURELTA
Vocalia Tobacco, London K7 9013 (S)

GOLDEN VOICE TANBURELTA
Vocalia Tobacco, London K7 9013 (S)

BANAC TANAZ
Jive Master, World-Pacific WP 1341 (S)

GERMAN FOLK SONGS OF YESTERDAY AND TODAY
Various Artists, Chephya Record Co. BM 8015 (S)

THREE-STAR ALBUMS
The albums are recommended because they have outstanding sales potential within each record's music category.

POPPULAR
MUSIC FOR LOVE SONGS, MONSTERS, MARRIAGES AND OTHER TV TUNES
Calendar's, Sire S-5335 (S)

IF YOU WANT THIS LOVE
Billboard Records, M.F. 1960 (S)

THE GOLDEN "YAP! YAP!" LP
Chart 1016 (S)

CHRISTMAS
CAROLED AT CHRISTMAS
Various Artists, Capitol ST 7006 (S)

A POLKA CHRISTMAS WITH LYTLE
Janis Joplin, Capitol ST 7007 (S)

THE IRON MUSE
Various Artists, Elektra EKL 379 (M)

JAZZ
BRICKL THE CHORDS, BRICK A POLKA, BLUE NOTES, 2658 (S)

LATIN
THE BEST OF GIUSEPPI MONNIS WITH THE PIAZZA & O JUNIORS
Two LP 1157 (M); WLP 1117 (S)

INTERNATIONAL
HAPPY TAMBURITZA DEBUTS
Various Artists, United Artists UAL 2856 (M); UAL 2857 (S)

THE MOST BEAUTIFUL SWEDISH SONGS
Various Artists, RCA Victor VG 2097 (S)

THE BEST OF MOTHER'S CHURCH AND ORK.
Various Artists, Vespy VS 7335 (S)

THE BEST OF OURADIES' CHURCH AND ORK.
Various Artists, Vespy VS 7335 (S)

THE BEST OF OURADIES' CHURCH AND ORK.
Various Artists, Vespy VS 7335 (S)
Bob Crewe PRESENTS . . .

dynoVoX records

THE LABEL THAT HAD TO HAPPEN!!!

our first release is already happening "Over There!"

DISTRIBUTED by BELL RECORDS

DISTRIBUTORS OF AMY-- mala

1776 Broadway, N.Y.C., N.Y.

d---V-X CORPORATION
<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist</th>
<th>Label</th>
<th>Rank</th>
<th>Previous Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE BEACH BOYS CONCERT</td>
<td>Capitol</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>2</td>
<td>PEOPLE</td>
<td>Columbia</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>THE ROLLING STONES 12 X 5</td>
<td>Decca</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>GREAT SONGS FROM THE FAIR LADY AND OTHER BROADWAY HITS</td>
<td>RCA Victor</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>MY FAIR LADY</td>
<td>Capitol</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>WHERE DID OUR LOVE GO</td>
<td>Motown</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>THE BEATLES—A HARD DAY'S NIGHT</td>
<td>Parlophone</td>
<td>7</td>
<td>9</td>
</tr>
<tr>
<td>8</td>
<td>EVERYBODY LOVES SOMEBODY</td>
<td>RCA Victor</td>
<td>8</td>
<td>11</td>
</tr>
<tr>
<td>9</td>
<td>SOMETHING NEW</td>
<td>Parlophone</td>
<td>9</td>
<td>13</td>
</tr>
<tr>
<td>10</td>
<td>HOW GLAD I AM</td>
<td>Columbia</td>
<td>10</td>
<td>15</td>
</tr>
<tr>
<td>11</td>
<td>THE CAT</td>
<td>Columbia</td>
<td>11</td>
<td>17</td>
</tr>
<tr>
<td>12</td>
<td>HELLO, DOLLY!</td>
<td>Decca</td>
<td>12</td>
<td>19</td>
</tr>
<tr>
<td>13</td>
<td>MARY POPPINS</td>
<td>United Artists</td>
<td>13</td>
<td>21</td>
</tr>
<tr>
<td>14</td>
<td>PETER, PAUL &amp; MARY IN CONCERT</td>
<td>Vanguard</td>
<td>14</td>
<td>23</td>
</tr>
<tr>
<td>15</td>
<td>THE DOOR IS STILL OPEN TO MY HEART</td>
<td>Columbia</td>
<td>15</td>
<td>25</td>
</tr>
<tr>
<td>16</td>
<td>WALK, DON'T RUN Vol. 2</td>
<td>United Artists</td>
<td>16</td>
<td>27</td>
</tr>
<tr>
<td>17</td>
<td>JOAN BAEZ'S</td>
<td>United Artists</td>
<td>17</td>
<td>29</td>
</tr>
<tr>
<td>18</td>
<td>THE IMPRESSIONS KEEP ON</td>
<td>Columbia</td>
<td>18</td>
<td>31</td>
</tr>
<tr>
<td>19</td>
<td>FUNNY LIPS</td>
<td>United Artists</td>
<td>19</td>
<td>33</td>
</tr>
<tr>
<td>20</td>
<td>GET IT GIRL</td>
<td>United Artists</td>
<td>20</td>
<td>35</td>
</tr>
<tr>
<td>21</td>
<td>ALL SUMMER LONG</td>
<td>United Artists</td>
<td>21</td>
<td>37</td>
</tr>
<tr>
<td>22</td>
<td>MORE OF ROY ORBISON'S GREATEST HITS</td>
<td>MGM</td>
<td>22</td>
<td>39</td>
</tr>
<tr>
<td>23</td>
<td>HELLO, DOLLY! (Cast Album)</td>
<td>RCA Victor</td>
<td>23</td>
<td>41</td>
</tr>
<tr>
<td>24</td>
<td>INVISIBLE TEARS</td>
<td>United Artists</td>
<td>24</td>
<td>43</td>
</tr>
<tr>
<td>25</td>
<td>SUGAR LIPS</td>
<td>United Artists</td>
<td>25</td>
<td>45</td>
</tr>
<tr>
<td>26</td>
<td>THE BEST OF JIM REEVES</td>
<td>RCA Victor</td>
<td>26</td>
<td>47</td>
</tr>
<tr>
<td>27</td>
<td>THE PINK PANTHER</td>
<td>United Artists</td>
<td>27</td>
<td>49</td>
</tr>
<tr>
<td>28</td>
<td>TRINI LOPEZ LIVE AT BASIN ST. EAST</td>
<td>Capitol</td>
<td>28</td>
<td>51</td>
</tr>
<tr>
<td>29</td>
<td>THE ANIMALS</td>
<td>Columbia</td>
<td>29</td>
<td>53</td>
</tr>
<tr>
<td>30</td>
<td>HONEY IN THE HORN</td>
<td>Columbia</td>
<td>30</td>
<td>55</td>
</tr>
<tr>
<td>31</td>
<td>IT MIGHT AS WELL BE SWINGING</td>
<td>Capitol</td>
<td>31</td>
<td>57</td>
</tr>
<tr>
<td>32</td>
<td>BISHOP'S EXCELLENT BASTE</td>
<td>Capitol</td>
<td>32</td>
<td>59</td>
</tr>
<tr>
<td>33</td>
<td>COTTON Candy</td>
<td>Capitol</td>
<td>33</td>
<td>61</td>
</tr>
<tr>
<td>34</td>
<td>ROY ORBISON'S GREATEST HITS</td>
<td>MGM</td>
<td>34</td>
<td>63</td>
</tr>
<tr>
<td>35</td>
<td>DANG M.C./CHIC-A-LUC</td>
<td>United Artists</td>
<td>35</td>
<td>65</td>
</tr>
<tr>
<td>36</td>
<td>HIRE WE A CO CO AGAIN!</td>
<td>United Artists</td>
<td>36</td>
<td>67</td>
</tr>
<tr>
<td>37</td>
<td>BARBRA STEISAND/THE THIRD ALBUM</td>
<td>Columbia</td>
<td>37</td>
<td>69</td>
</tr>
<tr>
<td>38</td>
<td>KINGSMEN, Vol. 2</td>
<td>Capitol</td>
<td>38</td>
<td>71</td>
</tr>
<tr>
<td>39</td>
<td>THIS IS LOVE</td>
<td>Columbia</td>
<td>39</td>
<td>73</td>
</tr>
<tr>
<td>40</td>
<td>IN THE WIND</td>
<td>United Artists</td>
<td>40</td>
<td>75</td>
</tr>
<tr>
<td>41</td>
<td>SUBWAY</td>
<td>United Artists</td>
<td>41</td>
<td>77</td>
</tr>
<tr>
<td>42</td>
<td>DREAM WALK</td>
<td>Capitol</td>
<td>42</td>
<td>79</td>
</tr>
<tr>
<td>43</td>
<td>NINE TIMES OUT</td>
<td>United Artists</td>
<td>43</td>
<td>81</td>
</tr>
<tr>
<td>44</td>
<td>THE COMING OF THE BEATLES</td>
<td>Capitol</td>
<td>44</td>
<td>83</td>
</tr>
<tr>
<td>45</td>
<td>BACH'S GREATEST HITS</td>
<td>Columbia</td>
<td>45</td>
<td>85</td>
</tr>
<tr>
<td>46</td>
<td>THE BEST OF MACH &amp; J'I</td>
<td>Columbia</td>
<td>46</td>
<td>87</td>
</tr>
<tr>
<td>47</td>
<td>ANYTHING WAGNER LIKES</td>
<td>Columbia</td>
<td>47</td>
<td>89</td>
</tr>
<tr>
<td>48</td>
<td>SWINGIN' LIVERS</td>
<td>Columbia</td>
<td>48</td>
<td>91</td>
</tr>
<tr>
<td>49</td>
<td>THE MANFRED MANN ALBUM</td>
<td>Columbia</td>
<td>49</td>
<td>93</td>
</tr>
<tr>
<td>50</td>
<td>OSCAR PETERSON TRIO</td>
<td>Capitol</td>
<td>50</td>
<td>95</td>
</tr>
<tr>
<td>51</td>
<td>PETER, PAUL &amp; MARY</td>
<td>Vanguard</td>
<td>51</td>
<td>97</td>
</tr>
<tr>
<td>52</td>
<td>SAM COOKE AT THE COPA</td>
<td>Columbia</td>
<td>52</td>
<td>99</td>
</tr>
<tr>
<td>53</td>
<td>RIDE THE WILD WIND</td>
<td>Columbia</td>
<td>53</td>
<td>101</td>
</tr>
<tr>
<td>54</td>
<td>CALL ME RESPONSIBLE AND OTHER HIT SONGS</td>
<td>Columbia</td>
<td>54</td>
<td>103</td>
</tr>
<tr>
<td>55</td>
<td>THE BARBRA STEISAND ALBUM</td>
<td>Columbia</td>
<td>55</td>
<td>105</td>
</tr>
<tr>
<td>56</td>
<td>INVISIBLE TEARS</td>
<td>United Artists</td>
<td>56</td>
<td>107</td>
</tr>
<tr>
<td>57</td>
<td>THE BEATLES STORY</td>
<td>Capitol</td>
<td>57</td>
<td>109</td>
</tr>
<tr>
<td>58</td>
<td>SUNDAY NIGHT AT THE COTTOFFIN</td>
<td>Capitol</td>
<td>58</td>
<td>111</td>
</tr>
<tr>
<td>59</td>
<td>IT HURT TO BE IN LOVE</td>
<td>Capitol</td>
<td>59</td>
<td>113</td>
</tr>
<tr>
<td>60</td>
<td>ANOTHER SIDE OF BOB DYLAN</td>
<td>Columbia</td>
<td>60</td>
<td>115</td>
</tr>
<tr>
<td>61</td>
<td>BETTER TIMES</td>
<td>Capitol</td>
<td>61</td>
<td>117</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
NEW ALBUM RELEASES

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

ABC PARAMOUNT

SHORT SALUTES-To Be a Man; ABC-300; 500; 600; 700

SNECKS based on the ABC-TV show. ABC 304; 500;

ALADDIN

ALLEGRO: ALL STARS—El Merlino Vol. 2; CBS

KALE & HIS AFTER HOURS ORCHESTRA—To Have; UPA 523

ANGEL

BRIGHT: PETER GUINNESS MELODIES—Philharmonic Orch. (Recorded: 1-918)

ABBA

Make Way for ABBA, LP; A1 4029

DONALD JAMAL—Rat-Kid City Themes; 723

RAMSEY LEWIS 1949—More Sounds of Christmas; LP 714

JOHNNY NASH—Covering the Classics; LP 4036

BANKER

ARELLANO'S DICK'S Dick with Dave Tarras; LP; ABC 1001

MOBURY OTHERS; Sgsp; BA 1002

MICHEL ROLLINGER; RA 5003

MEKADA JUFAH; BA 1003

VARIOUS 1950s-1960s Popular 20th Century Yiddish Music; LP 6904

VARIOUS ARTISTS—Voices of the Temple; LP 1006

BEACON

Common Sense Philosophy with DEWEY BOND; LP 720

CASIMIR

VARIOUS ARTISTS-Songs from the Plays of Shakespeare; LP 3245

CAMEO

AL FISHER & LOV MARES—Home on the Range; C 1061, C 1081

CAPITOL

CRAIG BREDHOLLY—Brothers—2001; KBO 1171

DON JUAN & THE BISGARMANS—Meinser Dance Party; TV 2119, TV 2119

COMMANDO

TENNIS NEPHEW—Rexy 873, R 873 50

DIAMOND

ROBINE DOEY—Right or Wrong; 6 3002; 6 5002

DISNEYLAND

BILLY DOYIN—Chic Choo and Other Children's Favorites; LP 1952

DOT

STEVE ALLER His Piano & Voice; LP 5397; DLP 5901

DOTTY SMITH's Sounds of SIEGE RASTI; DLP 3667; DLP 36667

PATTY FLOC—You; 6 3000; ELP 25666

MICHAEL RICH Sings Dey Allen; DLP 5695

CAROLYN HESTER—That's My Song; ELP 25666

JANET LEERO—Dixie Cup of Sassafras; DLP 25666; DLP 25666

ELEKTTRA

JOHN GORDON, DAVE RAY & TONY CLOVER—Blues, Rags and Railway Songs; LPS 301, 302

JOHN GORDON, DAVE RAY & TONY CLOVER—(B) Sings, Rags and Alices; ELP 283, ELP 284

VARIOUS ARTISTS—The Four Boys; 1610-B

EVEREST

PATTY CLINE—Reflections; 5229, 1209

The Best of HOLLY SYNGE; LP 891, 892

ANNE MURPHY Sings a handful of Songs; ELP 1209

FREQUENCY CONTINUED

SINGER DUCK; STEVE CLAYTON & THE DON JOHNSON—Favorite Christmas Songs from SINGER; ME-61; ME-11

GENERAL MUSIC PUBLISHERS

DIE SCHMALER MEISTERKANTOREN—Lisa Alpine V6; 3850

RAPPHAEL & HIS ORCHESTRA—Music to Your Heart; SLP 201

RAPPHAEL & HIS ORCHESTRA—Music to Your Heart; Vol. 2; C 5002

VARIOUS ARTISTS—Listen to the Little French Band; ELP 2004

KAPP LETS DEEJAYS BE THE JUDGE

NEW YORK—Kapp Records is mailing disk jockeys throughout the nation copies of a record produced by a rival label. The disk is Andy Williams' "Dear Heart" on Columbia. In addition to the Williams disk, the deejays also receive a copy of the Jack Jones "Dear Heart" disk on Kapp. The note, from Al Cahn, Kapp vice-president and national sales manager, asks the jockeys to listen to both versions and program the one they think is the better record.

This is part of the campaign being played leapfrog on the charts. For the week ended Nov. 28, Billboard lists the Jones version at No. 75 and the Williams version No. 78.

BOOK REVIEW

"Jazz Story" by Brisk, Clear


Dave Dexter's discourse on jazz is a clearly understood book written from the standpoint of a man involved with music and jazz all his life as a record producer and journalist.

This is a straight historical work utilizing quotes and comments from previously published reports to support Dexter's build-up of performers. The artist biographical sections are short, making for brisk reading and allowing for the introduction of many performers in telling how jazz developed. It's the old story of how New Orleans first made the river to Chicago and thence to New York.

Dexter does offer new morsels to a subject already crammed with names and titles. He explains how the "waxed" disk for recorded evolved and that Louis Armstrong was the first sax vocalist in jazz. Jazz historians may take exception to Dexter's opinions of performers, as is often the case, but Dexter's book is written from first-hand experiences with the musicians. He claims Emmett Hardy, for one, was a New Orleans cornetist playing long before Sidney Bechet became famous. Dexter Chỉes Paul Whiteman's band for "inexcusably shaggy, uneccentrical arrangements" and then lauds Whiteman for helping many jazz men.

An additional bonus to relating the music's development is the highlighting of hit pop tunes, clothing styles and fads from certain important years.

The 12 chapters touch on early Dixieland bands, Louis Armstrong in Chicago, New York, the West Coast, swing era, vocalists, modern jazz, Charlie Parker and the West Coast scene. The book is to tie in with Capital Records' five-LP set bearing the same title.

BOBBY BLAND

BILLY BLAND

BLIND MAN

DUKE 386

"from LP78 AIN'T NOTHING' YOu CAN DO

watch for two monster LP's to be released soon by Joe Hinton and Bobby Rand

DUKE-PEACOCK RECORDS

2809 Erastus Houston, Texas
PUTS 'SOUL' INTO SONG

Peter Iss a Convincer

HOLLYWOOD—Ray Peterson has all the ingredients for hitting paydirt. His second opening at the Whiskey a Go-Go last week (Dec. 26) showcased these attributes: an unimpeachable four-octave voice, a touch for dramatics when emotion is called for, the ability to communicate with an audience, and excellent stage mannerisms.

A recent pacte with MGM, Peterson is a rock 'n roll singer by design, but he could prove just as impressive with a straight rhythm section if he chose to depart from his Goodnights Quartet and its electric guitars. Peterson's voice has more than a ring of quality. The 27-year-old vocalist from San Antonio retains a country twang but it does not dominate.

His act is built on uptempo rounds of rhythm and blues, beginning with his "Hey, Everybody," opener to "Pretty Woman," and his new disk, "Across the Street." Peterson digs in with all his soul, his face contorting, sweat dripping from his brow, his hands flailing around.

What sets him apart from the

Hermits Arrive In New York

NEW YORK—Herman's Hermits, the group clicking here on the MGM label with "I'm Into Something Good," arrive from London this week accompanied by Mickie Most, the English producer who helped launch the Mersey Beat invasion. A quick promotional stop here Dec. 8-10, their first visit here, they plan to the West Coast for their American TV bow on "ABC Shindig," which will be filmed Dec. 12 for a telecast early in January. The group heads back to London after the TV date for a disk session and concert commitments.

MILLIE SMALL
I'VE FALLEN IN LOVE WITH A SNOWMAN

ATLANTIC
2266

GROSS PHOTOS
7 each $1.30
12 each $2.00
$1.00 COLOR
$1.10 EACH

JOHNNY GREEN gets a recording session going of the Columbia original TV cost LP of "Cinderella" at the label's West Coast studio.

Bennett to Give His 1st B'klyn Concert

NEW YORK—Tony Bennett will wrap up a heavy December schedule with a Christmas week double-deck at Brooklyn's Academy of Music Dec. 26-27. It's his first concert appearance in Brooklyn and will be presented by Sid Bernstein, who presented Bennett in three SRO concerts at New York's Carnegie Hall in recent years.

Now taking a breather after last week's TV guest shots with Ed Sullivan and Johnny Carson, a panel turn on David Susskind's 'Hot Line' television and daily promotion hikes at Columbia Records regarding his new album release, "Who Can I Turn To," Bennett will take off for Hollywood in a few days for three major appearances in succession. On Dec. 9, Bennett guests on Danny Kaye's TV show, and Dec. 10, he'll star in a concert at San Diego's Convention Hall, and on Dec. 11, he'll spark the fund-raising with Nat King Cole is staying with all the proceeds going to the music school in that city. He'll return East the next day to warm up for the Brooklyn concerts.

Signed

Columbia has re-signed the Brothers Four. The group first clicked with Columbia in 1959 with "Greenfields." Group consists of Bob Flick, Mike Kirkland, John Paige and Dick Fiddy. Jazz act Paul Horn has been signed to RCA Victor roster. Horn, originally identified with the West Coast jazz movement, is noted for his work on alto, clarinet and flute. His first recording sessions are under way at RCA Victor under the direction of dfr producer Al Schmitt. In his continuing effort to build a roster for 20th Century-Fox Records, dfr director Benkie Wayne has signed teen-ager kid Lancelot to the label. Chico Hamilton has signed his own label, a subsidiary of ABC-Paramount. Hamilton made a hit album for kde titled "Man From Two Worlds," which was released last August. Paul West Coast vocalist-comedian, has been signed to the Warner Bros. label. His first release for the label will be an album recorded live at the Ice House in Los Angeles. Bennett has signed GIl Shelton, whose album, "A Night to Remember," has been released. The signing marks Shelton's first album with Liberty. stereo Capitol has signed conductor Steve Phillips has joined Capitol Records as an artist. The Big Beats, seven-piece instrumental group, signed with Liberty. Jackie (Caldwell) and Gayle (Miller), formerly of the New Christy Minstrels, have joined the Capitol label. Their debut single is "I Can't Go Out Tonight." Also joining Capitol are the Enjoyables, an r&b group fronted by Gino Denza. Bitter Little Heart. Before becoming a professional actor, comedian and singer, he worked with Lew Futterman and Peter Pool in Meager music (BMG) and Peacock Music (ASCAP). They are also involved in the management of Futterman, Jay and the Americans, Jack McDuff, Jimmy Witherspoon and Carol Ventura. Edgar R. Summern, composer, saxophonist, will continue to work the West Coast for 1964-65 academic year at Bard College. Ananda-tan-on-Hod- nos, New York, has announced a round-up on Christmas Day, Dec. 25, at the 11th Annual American Music Awards. The Herald Tribune titled "When Christmas Comes to the Ballroom." Yarl Garner will play the Olympia Theater in Paris Dec. 19. Also here has a date on Brussels Dec. 19.

FOLK SINGER IN VILLAGE

Settle Bows New Act

NEW YORK — Folk singer Mike Settle debuted a new act at Greenwich Village's Bitter End last week (2) that drew enthusiastic response. Although he is no stranger to the room, he started his own act with his new bow following with numerous repeat performances, the new act could be considered the beginning of a new career.

His act now combines his singing and playing with the backing of three musicians: Eric Weinberger, electric guitarist; Ken Hodges, bass, and Joe Garion, drums. From the opening "Shout, Sister, Shout," the act never lets up in excitement even to strains of the plaintive "Shindig."

His rendition of "Darktown Strutters' Ball" makes the entire audience sound like a new pop tune. "San Francisco Bay Blues" has given an unusual treatment and drew a big audience response. His gong ending, which draws audience participation, is "Hey Ho," and gets him off to a roaring finish.

Settle signed a long-term contract with Reprise Records. His debut album will be released in January.

On the Bitter End bill is Danny Cashman, the comediener Dick Cavet. Both are holdovers, and deservedly so.

TRUST FUND FOR TRAVIS

NEW YORK — Mrs. Kate Finigan of New York, who will have a substantial estate, has set up a Trust Fund in memory of Nick Travis, tragically killed with the Stutterer-Finigan and Gerry Mulligan orchestra, who was Nick's partner, for educational fund for Travis' two sons.

Donations to the fund should be sent to Mr. Kate Finigan at 425 East 43rd Street, New York City.
Classical Stars Salute Center

LOS ANGELES — This is the 25th anniversary season of the Los Angeles Chamber Orchestra. For six days classical performers of high stature are performing here. The week will end with an announcement of the new Music Center at the Festival of the Arts. Such artists as Van Cliburn, Jacqueline du Pre, Leonard Bernstein, Robert Casadesus, Jean-Francois Paetzel and the Los Angeles Symphony, will generate enthusiasm in classical repertoires. This week on the stage of the Pavilion, the first complete symphony of the Los Angeles Symphony Orchestra plays.

At $33.5 million Music Center, located in the downtown area of Los Angeles, seats 3,500 in the take-down permanent home for the Los Angeles Symphony, which opens its 46th season during dedication week.

The massive new music-theater complex is being looked at as the answer to Los Angeles' supposed cultural drought.

The classical music festivities began Sunday night (6), when violinist Heifetz made a rare public appearance, performing with the Los Angeles Symphony Orchestra. His Rapsodie sans Paroles, the work of the Rhapsodie was performed by another Victor pacote, Van Cliburn, the Los Angeles Symphony holds the spotlight Tuesday and Wednesday, offering the world premiere of a Lukas Foss composition, and Friday, the debut performance of Hungarian composer Eugene Zador’s "Festival Overture," will be performed by the Los Angeles Philharmonic under Robert Casadesus is on this bill performing Mozart's "Coronation."
Johnny Marks' Christmas Music
From The Videocraft TV Musical Spectacular In Color.
Run Dec. 6, NBC, Featuring The Voice of BURL IVES.
To be repeated DECEMBER, 1965

RUDOLPH THE RED-NOSED REINDEER
40,000,000 Record Seller
Over 300 Versions
A BRAND NEW HIT!
BURL IVES
SINGS ON THE SHOW & ON DECCA RECORDS
HOLLY JOLLY CHRISTMAS
Quinto Sisters (Columbia)—Do Re Mi Singers (Kapp)

SILVER AND GOLD
Do Re Mi Singers (Kapp)
From The Background Score
A NEW MASTERPIECE FROM REPRIS
FRANK SINATRA & FRED WARING
I HEARD THE BELL'S ON CHRISTMAS DAY
Reissue: Bing Crosby (Decca), Harry Belafonte (Victor), Eddie Arnold (Victor), Best Nine Spell (Decca), Fred Waring (Capitol), Chet Atkins (Victor), Dick Liebert (Victor), Carillon Bells (Decca), Sound Spectacular (Victor), Lester Lanin (Epix), Dennis Day (Design), Robert Rheins (Liberty), Johnny Kaye (Peter Pan), Jimmy Tummons (Golden), Meadows and Eastman (Bravo), Happy Crickets (Design).

BRENDA LEE
Sings the International Perennial Hit
ROCKIN' AROUND THE CHRISTMAS TREE
(Decca Records)
ST. NICHOLAS MUSIC, INC.
1619 Broadway, New York 19, N. Y.

NEW YORK—The formation of a company to supply road management services in the concert and road-niche field was announced last week by Robert Levine and Joseph Lawny.

Christian American tour of the Animals, and formerly associated with Sid Bernstein in the promotion of the Rolling Stones and Dave Clark Five concerts.

 advert~
SINGLES REVIEWS
A CROSS-THE-BOARD SPOTLIGHTS

Singles With Top 30 Chart Potential Suitable for Most Radio Station Formats.

STEVE LAWRENCE—WILL YOU WAIT FOR ME
(South Mountain, ASCAP) (2:50)—Introducing love theme
from the film, "The Umbrellas of Cherbourg." Beautiful commercial ballad with out-
standing performance by Steve. Flip: "Bewitched"

Serenity Singers—LITTLE BROWN JUG
(Serendipity, BMI) (1:57)—The Crooked Little Man
takes on the "Billie" Folk standard with fresh and inspired performance. Flip: "High North Star"

LESLEY GORE—LOOK OF LOVE
(Trio, BMI) (2:00)—In view of her daily hit this will be a fast
chart climber. Flip: "Little Girl Go Home" (Bour-
jour, ASCAP) (2:42).

SHANGRI-LAS—GIVE HIM A GREAT BIG KISS
(Tender Tunes-Trio, BMI) (2:12)—Smart vocalizing and
lyric arrangement for "Leader of the Pack" gals. Hand-clapper has good pace and smash
sound. Flip: "It's All Over and You Know It" (Mel-Tel, ASCAP) (2:20).

KINKS—LONG TALL SALLY
(Venice, BMI) (2:51)—Now hot on the Reprise label, the English
group gives a fresh pop treatment to the Little
Richard hit.

PETULA CLARK—DOWNTOWN
(Leeds, ASCAP) (2:36)—For her debut on the label, the English
thrush comes up with a different sound ... somewhat
akin to "Uptown." Flip: "You'd Better Love Me" (Cromwell, ASCAP) (3:06).

WALKER BROS.—PRETTY GIRLS EVERYWHERE
(Mercury, BMI) (2:46)—Blowing Tri-Mex horns and a
tremendous rock dance beat are featured with gypsy
delivery by boys. Lyrics will register. Total
sound packs a great wallop. Flip: "Don't Be the Jack"
(Mer-Ven, BMI) (2:25).

BOBBY WOOD—WITH ALL MY HEART
(Trio, BMI) (2:39)—A tender, country-flavored ballad with plaint string
and chorus backing dished up with plenty of feel-

ing. Flip: "So Cruel" (Drury Lane-Beckie, BMI) (3:01).

ROUND ROBIN—I KNOW
(Sunstar-Last, BMI) (2:10)—Pounding, driving beat on this
easy-listening album that should please both pop and folk audiences.
Robins walls up a storm to echoed chorus. A gagster for
hops. Flip: "Giddyup Kick" (See-Gee, ASCAP) (2:18).

TONY MARTIN—TALKIN' TO YOUR PICTURE
(Botz, BMI) (2:40)—With the same
commercial soundseans of Dean's "Everybody Loves Everybody" this one should put Tony on the
charts in short order. Flip: "Our Rhapsody" (Robert
Richard, American, BMI) (2:58).

HONEYCOMBS—I CAN'T STOP
—weeds we've heard this sound approach before. It's the commer-
cial stuff all the way. Flip: "Till I Cry Tomorrow"
(International) (2:37).

THE AD-LIBS—BOY FROM NEW YORK
(City, BMI) (2:45)—New group on Red Bird's new
subsid label. The sound is tested and proved with
the usual commercial flair to be expected from L.
& S. Flip: "Kicked Around" (Trio, BMI) (1:47).

BEAU BRUMMELS—LAUGH, LAUGH
(Tarsier, BMI) (2:40)—More English sound, this time the
boys have a touch of the Everly's and, of course, the
Beatles. Flip: "Still in Love With You Baby"
(Tarsier, BMI) (2:30).

SERENDIPITY SINGERS—LITTLE BROWN JUG
(Serendipity, BMI) (1:57)—The Crooked Little Man
takes on the "Billie" Folk standard with fresh and inspired
performance. Flip: "High North Star"

PROGRAMMING SPOTLIGHTS
Outstanding singles for radio station programming, but not necessarily
Top 30 chart potential.

ELLA FITZGERALD—RINGO BEAT
(Lynxstream, ASCAP) (1:53)—Swinging Fitzgerald takes off on
that all too famous beat. Great opportunity for the
WNEW's to recognize the Beattles. Flip: "I'm Fall-
in Love With You" (Windsor, ASCAP) (2:31).

JULIE COSGROVE—SUNRISE SERENADE
(Novelty, BMI) (2:33)—The much recorded intriguing melody is
given a fine pop treatment with good dance
tempo. Flip: "Sunrise Serenade" (Jewel, ASCAP) (2:46).

ED AMES—TRY TO REMEMBER
(Chappell, ASCAP)—Song from "The Fantastik" gets the le-
gi dose—voiced treatment. Flip: "Love Is Like a
Stay" (Goldring, ASCAP) (2:59).

CHRISTMAS

TEMPLE UNIVERSITY CHOIR; ST. FRANCIS DE SALES BOYCHOIR; EUGENE ORMANDY AND THE
PHILADELPHIA ORCHESTRA—WE WISH YOU A MERRY CHRISTMAS—Stirring orches-
tra and choral rendition of holiday evergreen.

OUTSTANDING PROGRAMMING—Little Drummer
Boy—(Millions Of Voices, BMI) (2:11).

CHRISTMAS

ACE CANNON—BLUE CHRISTMAS—(ASCAP)
(2:37)—Tasteful and romantic instrumental instru-
mentation of holiday standard. Cannon's tenor sax
is surrounded by chorus. Flip: "Santa Claus Is
Coming To Town" (Western, ASCAP) (2:14).

THE SINGING SISTERS—AMEN—(ASCAP)—Duo
produces very nice traditional Christmas song.
Sprightly tempo and lovely voices provide ideal
holiday sound. Flip: "My Lord Says" (Columbia) (2:14).

Spotlight Reviews on Page 48

RHYTHM & BLUES SPOTLIGHTS

BOBBY HILYARD—BLACK NIGHT
(Don, BMI) (2:14)—Culled from his "Ain't Nothing You Can Do" album, this sorrowful lament is loaded with
pathos and drama. Flip: "Blind Man" (Don, BMI) (2:14).

BIG MAYBELLE—YESTERDAY'S KISSES
(Zon, BMI) (2:40)—Strong R&B soul ballad with a driving
pop sound. Flip: "I Don't Want to Cry" (Ladys, BMI) (2:15).

BILLY WATKINS—JUST FOR YOU
Modern, BMI) (2:40)—Hand-clapping smoker with
rolling beat and spot-lighting the penetrating
falsetto work by Watkins. Billy lays it down in a
unique fashion. The song is not in any certain-
terms about his "Stone Fox." Man, this one's out
in a big way. Flip: "Bless My Soul" (Modern, BMI) (2:17).

KING CURTIS—TANYA
(Liggia, BMI) (2:15)—A well done wailer which will undoubtedly hit
the pop charts. Flip: "Sister Sadie" (Escaroh, ASCAP) (2:15).

(Continued on page 57)

COUNTRY & WESTERN

RAY PILLAR—TONE TONE THE TONE
(Parrot, BMI) (2:14)—A new sound on a "Let Me Get In Your Eyes"
(Merle, BMI) (2:14)—Don't let the Steers Get In Your Eyes
(Merle, ASCAP) (2:03).

SPOTLIGHT WINNERS OF THE WEEK
Singles Review Policy

Every single sent to Billboard is listed by Billboard's Review Panel, and its
programmers. Only poten-
tial hits are included. No listing is printed of records receiving a 1 star rating or
below.

December 12, 1964, BILLBOARD

31
COUNTRY MUSIC

NASHVILLE SCENE

By DON LIGHT

Porter Wagoner and the Flatt and Scruggs show, all syndicated TV shows originating from Nashville. The Willie Brothers recorded a new Starland album last week under the direction of Tommy Hill, the label's A&R director. Dottie West and Judie Tubb recently completed stands at the Flame Club, Minneapolis. Justin appeared the week of Nov. 16, and Don began her week-long run Nov. 23. Minute Pearl, Lester Flatt and Earl Scruggs appear on the Les Crane show this week. . . . Johnny Foster, Cabin Records artist, recently recorded at the local Columbia studio under the direction of label head, Don Whiting. Kelso Herston, newly appointed United Artist A&R man in Nashville, has just recorded the label's Bobby Goldsboro. Herston has also signed and recorded Rink Hardin for the label.

Barbara Martin, manager of Glen Matlock Talent and wife of Decca artist, Jimmy Martin, gave birth to a daughter last week. . . . Stan Hitchcock, Epic artist, has just returned from a week's tour of Florida, where he promoted his recording, "Lonely Wine," by appearing on hops and TV shows in 10 markets.

WILLIAM McKEITHEN

Attn. C&W Musicians

You are invited to attend the first membership meeting in the new CMA Georgia Chapter, to be held Tuesday, January 27, 1964, at the Historic Georgia Theater, Atlanta.

The purpose of the meeting is to consider the bylaws for the Georgia chapter and elect officers. All CMA members in the Georgia area are invited to attend.

CMA Georgia Chapter will serve as the link between the national CMA organization and Georgia musicians. The Georgia chapter will be in close cooperation with the state and national CMA organizations.

Please mark your calendars and be present at the meeting. For more information, contact CMA Georgia Chapter, P.O. Box 777, Atlanta, Georgia.

Don't forget to join the CMA Georgia Chapter, and be part of the action!
Lester Flatt and Earl Scruggs appeared on the NBC network program "The Henry Ford Television Hour with Music," presented by the National Academy of Recording Arts and Sciences, on Saturday, Nov. 23. The program, which featured the Bluegrass Boys' new album, "The Bluegrass Boys," was recorded in Nashville, Tenn., at the Grand Ole Opry House. The program was hosted by Johnnie Wright and featured a variety of musical acts, including the Bluegrass Boys, the Statler Brothers, and the Oak Ridge Boys. The program was broadcast nationwide on NBC and was a part of the network's fall schedule.

The Bluegrass Boys' new album, "The Bluegrass Boys," was released in November and featured a mix of traditional and contemporary bluegrass music. The album included such hits as "Blue Grass Standard," "I'm Telling You," and "The Ballad of Planes and Trains." The album was produced by the Bluegrass Boys' manager, Bill Scruggs, and was recorded at the Bluegrass Boys' studio in Nashville, Tenn.

The Bluegrass Boys' new album was well-received by critics and fans alike. Many critics praised the album for its blend of traditional and modern bluegrass music and for its skilled performances. The album received several nominations for the Grammy Awards, including Album of the Year and Best Bluegrass Album.

The Bluegrass Boys' tour in support of the new album began in November and continued throughout the winter. The tour featured the Bluegrass Boys performing at venues across the United States, including the Grand Ole Opry in Nashville, Tenn., and the Ryman Auditorium in Nashville, Tenn.

The Bluegrass Boys are a long-time favorite of bluegrass music fans and have been active in the music industry for over 50 years. The band is composed of brothers Earl Scruggs and Dewey Blevins, along with banjo player Bucky Covington and fiddler Tony Williamson. The Bluegrass Boys have released numerous albums and have won several Grammy Awards for their contributions to the bluegrass music genre.
WABC Gets Lion's Share Of Audience -- Here's Why

WABC BROADCAST SCHOLARSHIP winner is congratulated by Leonard Goldenson, right, president of AB-PF, and Walter Schwartz, WABC vice-president and general manager.

One of the major factors for the successful relationship of the radio network with the owned stations (and the many other affiliates it has) is that ABC Radio President Robert Pauley's determination to keep all network programming "on a positive note".

New writers have been added to the "Breakfast Club" to keep the music fresh. In addition, the music is selected in such a manner as not to be representative of a single era and in sharp conflict with the many affiliates programming the newer musical sounds.

As this writer has indicated many times in the past, no radio station can ever be termed successful until it has become an honest and genuine part of the community. With the new network programming, this station is accomplishing without the loss of listeners, as can be the case with other radio networks.

HERB OSCAR ANDERSON

BOB DAYTON, surrounded by the last word in broadcast equipment and facilities, does his mid-morning show from the new WABC studios, directly opposite Lincoln Center.

By GIL FAGGEN

NEW YORK--One of the most outstanding examples of a successfully programmed contemporary music station is WABC, which, according to the September New York Pulse, has achieved unprecedented 17 per cent average share of audience -- the largest share attributed to any Gotham radio station in the past four years.

The 50,000-watt ABC-owned station is a grand deal more than a pop music station featuring the hit records of the day in an endless stream. The successes of WABC are many -- featured with community involvement, public service, news, effective promotions and a top-notch staff on and off the air at work to heip build a gilt-edged framework for its music.

The WABC music programming concept is a simple one-play only the hits! The "right music" policy has unquestionably earned the station the fervent dislike of virtually every record promotion man working the New York radio scene.

"In the record promotion man's world," said Harold Schwartz, WABC's program manager, "it is important to veer from our successful course, and play the role of an imitator just to place record promotion men.

"If the final analysis, WABC and its concentrated play of hits, high audience loyalty and a clear channel 50,000-watt signal which at night covers some 25 states, can make the difference whether a record is a hit, others may launch the record, but hit, the 'play on WABC that pushes a record up the chart."

"It is difficult for me to understand," Sklar continued, "why a chip on the shoulder is carried for us and not for other pop music stations that may introduce many new records each week that are never heard of again. We just stick to what has proven itself, the records we know the audience wants to hear."

Falce Labels

WABC, like most ultra modern pop music formatted radio stations, What suffered the slings and arrows of the narrow-minded who label it 'teening radio, '60s rock, '60s rock, a day junkbox,' etc.

Such labels, whether they be from advertising agency, music industry or fellow radio industry, mean nothing, makes as much sense as witch burning these days.

How do you explain away all of those people listening during an average weekday from 10 a.m. to 3 p.m., or are our public schools piping radio signals into all classrooms nowhere? The premise that a sizable number of adults do not willingly listen to contemporary pop music is just not borne out by the facts. The same premise holds true in the record industry but not to the same degree as anyone all the pop records purchased are by towns and radio stations exist by side by side with its network. Tune in...

The ABC-owned radio station programming pop music.

WABC, WLS, Chicago, KYW, Pittsburgh and WXYZ, Detroit, all enjoy healthy ratings in their respective communities while carrying such ABC Radio Network programming as Don McLean's "Breakfast Club" and Flair Reports every hour, throughout.

The radio network's programming gives WABC and its sister pop music stations an added dimension. The world-wide coverage of news and special events by ABC News is a tremendous plus to the station's 26-man local news staff headed by Jim Gordon. All of this is accomplished without the loss of listenerships, as can be the case with other radio networks.

A prime example of this policy is "Schooletune," an annual project to help develop interest in broadcasting careers among high school students.

WABC invites the New York Board of Education to select their own candidates to write, produce and announce a news cast about school activities. These newscasts are aired each week night.

Candicate broadcasters are eligible to win a $1,000 scholarship based on participation in "Schooletune." Each broadcast and network is judged on script content, delivery, professional attitude, voice quality and potential as a professional broadcaster by a panel of radio-TV veterans.

Other important image building devices used by the station are regularly aired editorial features written by former New York editor, Jim B lean and voiced by Walter Schwartz; theater reports by drama critic Allan Jefferys and "Soundboard" commentary and controversy with Bob Maxwell.

Schwartz, Sklar and Advertising-Promotion Manager Deon Withers create meaningfull public service and other promotions which thoroughly involve the station's audience.

Using music, WABC's most important destination, a Mothers' Art contest was conducted this past summer at the World's Fair. This reporter personally witnessed the more than 50,000 entries -- many of which resulted in the following.

(Continued on page 35)
**WABC Gets Lion's Share Of Audience—Here's Why**

*Continued from page 34*

WABC's heavy news emphasis is partly accounted for by the station's tenacious marketing and promotion, which has built a substantial audience. The station's slogan, "America's Number One," is aggressively promoted through billboards, signs, and print ads in newspapers and magazines.

WABC's target audience is primarily young adults aged 18-49, and the station's programming is designed to attract them. The station's playlist includes hits from the past 30 years, as well as contemporary hits, and it features a variety of music genres, including rock, hip hop, R&B, and pop.

WABC's strong brand identity is further enhanced by its long history in the New York City market, dating back to the 1920s. The station's legacy is often celebrated through special programming and events, which help to maintain the station's appeal among its listeners.

WABC's successful formula of heavy news programming, aggressive marketing, and strong brand identity has resulted in a loyal audience that consistently tunes in to the station. The station's ability to deliver a diverse and engaging mix of programming has helped to solidify its position as a leader in the New York City market.
RHYTHM & BLUES

RAB 9-J. ROUNDUP

The information below is repeated each week by leading RAB disk jockeys. The Contributing Editor is RAB NORDIN.

Individual disk jockey entries give those records that are making their first appearance in the top 15, the local breaks, records to watch and the top LP's.

* POKEY CHERWICK-WAMO, PITTSBURGH
  TOP TEN
  ON: MY HEART - MARVIN MARVIN
  BREAKING UP IS EASY TO DO - MARVIN MARVIN
  GOIN' OUT OF MY MAN-WISCONSIN
  THE JUNKYARDS - MARVIN MARVIN
  LONESOME LOVER - MARVIN MARVIN
  OH NO, NOT MY MAN-MARVIN MARVIN
  THE PRICE-SOLOMON BURKE, ATLANTA
  BREAKOUTS
  STRANGE AFFECTION - MARVIN MARVIN
  I'M SORRY - MARVIN MARVIN
  DON'T BE HURT - MARVIN MARVIN
  IT'S JUST BECAUSE - MARVIN MARVIN

* A. DADDY-K. SHERMAN, ATLANTA
  TOP TEN
  ON: I'M SORRY - MARVIN MARVIN
  BREAKING UP IS EASY TO DO - MARVIN MARVIN
  THE PRICE-SOLOMON BURKE, ATLANTA
  RECORDS TO WATCH
  DANCING IN THE STREET - MARVIN MARVIN
  THE PRICE-SOLOMON BURKE, ATLANTA

* JAY ROBINSON-WOKO, ORLANDO
  RECORDS TO WATCH
  ONE TOP TEN LP
  OH NO, NOT MY MAN-MARVIN MARVIN

MUSIC TO GET HAIRCUT BY

HOLLYWOOD — Music publishers take note: A new area in town is being exploited for the promotion of music. It's the barbershop. At least that's what Ken Albert, owner of his own shop, thinks.

To celebrate the first anniversary of his store on Beverly Boulevard, Albert booked the Bee Cee Queen Thursday, January 27, 1960, for a 3-5 p.m. jazz show, while clipper and cutters hummed in the background.

Albert then opened his store, and he hired several Englishmen, to blow the cool sounds. Allen dig music because of the likes of George Gershwin, Dean Martin and Nelson Riddle. They are his romanticists.

Dot Distributors
  Continued from page 1

Dot's company-owned branches are in Miami, Nashville, Dallas, Los Angeles and New Orleans.

Redcoats' Wane
  Continued from page 1

It is known that American publishers and their promoters are concerned over the slipping box-office appeal of the red-coats. As one publisher's rep told Billboard: "This situation is going to be brought out into the open so that the disk jockeys were fully apprised to what's happening. They're playing the British records like they were the only ones selling, but these same acts are becoming in person."
PROGRAMMING SPOTLIGHTS

- Continued from page 31

COUNTRY & WESTERN SPOTLIGHTS

DAVID HOUUSON—TWO MANY TIMES (AWAY FROM YOU) (Pamper BMG) (2:34) — Swingin' country philosophy delivered by "Professor" Houston with authority and gusto. Flip: "Sweet, Sweet Judy" (Gallico, BMG) (2:19).

MELBA MONTGOMERY—I CAN'T CHANGE OVERNIGHT (Glad BMG) (2:22) — Effective heart render. Melba can't be beat when it comes to singing a song from the heart. Flip: "I Can't Get Used to Being Lonely" (Glad, BMG) (2:24).

JIM NESBITT—A TIGER IN MY TANK (Pesch, ASCAP) (2:49) — Story of draggin' down the highway at top speed edw style. Jim tells it in song and narrative to a country Bo Diddley beat. Pop stations should lend an ear, too. Flip: "I Can't Stand This Living Alone" (Pesch, SESAC) (2:25).

KODALY TO BE GUEST TEACHER

HANOVER, N. H.—Zoltan Kodaly, the renowned Hungarian composer, will be composer-in-residence at the Hopkins Center at Dartmouth College here next summer, it has been announced by Mario di Bonaventura, the center's director of music. The composer will supervise four concerts of his music during the third season of Dartmouth's Congregation of the Arts.

Besides having been honored throughout the world as a composer, Kodaly is also well known for his work with Bela Bartok in collecting folk music.

NAA ARTISTS FOR TV SHOW

MEMPHIS—Ray Brown of National Artists Attractions has contracted for the appearance of two of his artists on two TV musical variety shows.


Hi Records singing star Gene Simmons places to Los Angeles Jan. 2 to tape a segment for the Dick Clark Show, to be shown later in January.

Lewis plays dates in the Los Angeles and San Diego area from Dec. 16-23 then opens Dec. 25 at Seattle, Wash., for shows through Dec. 29 for KJR deejay Pat O'Day.

"Shindig" TV-er

- Continued from page 6

Cooke and many other pop music ranking stars.

The increased time, according to producer Jack Good, will involve no format change but rather "more guests, and more music."

The Shindig Dancers remain a regular attraction on the program. Donna Loren and Bobby Sherman, who made their first appearance on the show, will return for regular vocal visits, along with the Blossoms and the Righious Brothers.

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

ERNEST FREEMAN

Repeats his 1958 smash—RAUNCHY

with

RAUNCHY '65

The NEW áva First Smash!

Distributed by áva Record Sales—3870 Sunset Blvd.
PUBLIC ANXIETY

Canada Waits for Color TV OK

By KIT MORGAN
TORONTO—Canadians are waiting not too patiently for the start of color TV broadcasting which has to be approved by the Board of Broadcast Governors. A hearing on the matter was to be held last November, but it was quashed.

Color TV is awaiting the biggest boom that the American home entertainment industry has had in years, but in Canada, the medium has yet to get off the ground.

The BBG now says the color situation will be reviewed within the next six months, following a report early next year from the three-man Fowler Committee on Broadcasting, which is conducting a thorough investigation into broadcasting in Canada.

By KIT MORGAN

The postponement was a bitter disappointment to color TV set manufacturers. Two companies, Canadian Admiral Corp. Ltd. and Canadian Westinghouse Co. Ltd., just recently moved the color transmitting station.

Admira's first color set came off the production line in August and they are now in limited production of three 21-inch models. Westinghouse's first made-in-Canada color sets were produced in October. RCA Victor, the first company to make color sets here, began production in January 1963.

"Public demand for color TV and the planning of our industry will be held back during this postponement period," commented D. C. Mars, vice-president of consumer products at Westinghouse.

At the moment, there is no color telecasting in Canada, though some TV stations are equipped to transmit color and there are perhaps 6,000 color sets in Canadian homes within the last six months.

Hoped for Expansion

Companies manufacturing here went into production with high hopes for rapid expansion. The Electronic Industries Association of Canada reports 1,065 color sets sold here in 1962, increasing to 2,130 in 1963, and that is estimated that 3,000 sets will be sold in 1964. One manufacturer estimated that 5,000 sets would be sold in 1965, raising to 11,000 in 1966, but this was very optimistic.

(Continued on page 39)

NEW PRODUCTS

Bulova Epic Pocket-Size

The new top topper to the Bulova pocket-size radio line is the Epic, priced at $19.95. It has eight transistors with an unbreakable plastic case and is retailed fully gift-packaged with leather case, earphone and battery included.

Citizen's Band Transceiver: $74.95

The Mustang, a citizen's band transceiver, has been introduced by Metrotek Electronics, a subsidiary of Regency Electronics. The unit has six crystal-controlled transmit channels and may operate on any one of 23 channels. It transmits on any six of the 23 available CB channels. Plug-in crystals, mounted on the chassis, can be changed to provide any desired frequency. Power output is 3 watts, minimum. A high impedance earphone microphone in a sturdy case is standard equipment. A 12 VDC exterteral power supply is available for $14.75. The unit measures 5 1/4" high, 11 5/16" wide and 6 1/2" deep, weighing 8 3/4 pounds.

Magnavox 25-In. Color Classic

The new Magnavox 25-inch color TV theater, christened the Aegean Classic (RT562) features the revolutionary picture tube and is priced at $1,395. It is equipped with automatic color, color set, color filter, color purifier, completely transistorized color high fidelity radio/phono and total remote control. Cabinets are available in distressed walnut and pecan.

Scott LK-48B A Complete Kit

The H. H. Scott Company, Maynard, Mass., has introduced a 48-watt stereo amplifier kit priced at less than $130. The model number is LK-48B and it comes with a full-color instruction manual. Top features include new extruded aluminum front panel, speaker switch and front panel assembly. Two stereo channels are output and heavy-duty output transformers for superior bass response.

Solid-State UHF-VHF Converter

Blender-Tongue Laboratories has developed a solid-state UHF to VHF converter which also serves as a color converter. Priced at $113.50 net, the unit is called the UC-3 and is described as offering greater stability, ease of installation and lower maintenance costs than similar units now available. A built-in voltage regulated power supply is said to cut drift and give better fringe performance and a better picture with less power. The unit is designed for use in master antenna TV systems.

Eight-Track Stereo Tape Head

The Norntronics Company, Minneapolis, has introduced a new eight-track stereo tape head for ¼-inch tape, designed to offer twice as much playing time as the standard four-track stereo tape system at the same tape speed. Priced at $287, it has a 100-micro-inch gap and the head is mechanically similar designed to 44 discrete positions to provide four stereo or eight mono channels. It will be available in either solid or laminated core versions.

PEOPLE

Concert vice-president and general manager Paul R. Abbey has announced the appointment of Dale Matheny as Western regional manager. Roy C. Reynolds has been appointed marketing manager of Automatic Appliance Operations in the Philadelphia Consumer Prod.

New Consumer Electronics Operations Promotion last year, Richard D. Levin, who replaces the late Ralph Lantz. General sales manager is James T. McMurphy. John E. Ramsey has been named manager of distribution sales, and Don Johnston is the new manager of Firestone sales, J. E. Scheuer becomes manager of sales, key account sales and Thomas J. Mangione, as manager of premium sales.

The sales division of General Telephone & Electronics Corporation has appointed M. Reynolds manager of special accounts for the firm's marketing in Minnesota & Commercial Electronics Corporation. The new vice-president of sales has been made president of Sylvania Electric (Canada), Ltd. Montreal succeeding the late Ralph Niedermans, Edward B. Collier's appointment as manager, national accounts, Admiral Corporation.

Expansion was announced by Ross D. Struwing Jr., vice-president, marketing and sales.

News Briefs

Phono Sales Gain

Monthly sales of phonographs moved sharply upward in September at both distributor and factory outlets and totals for all but one model category bettered those for the same month in 1963, the Electronic Industries Association's Market Research Report showed.

The gains, however, failed to close the gap between cumulative sales for the three quarters of this year and the same period in 1963. The single lag was in distributor and factory sales of all phonographs, which totaled 101,097 in September against 413,003 during the same month in 1963. Sales of portable model sold at home were recorded at 214,947 in September, exceeding the 178,691 sold in September 1963. Cumulative distributor sales for the first three quarters of this year and last year increased to 714,039, and home sales for the same period were also increased to 2,030,494 and portable and table models and 1,07,659 during the same period last year.

New Altac Lansing Speaker

Altac Lansing has developed a wall-type monitor speaker system especially suitable for recording studio and night club operation. Called the 844A, it contains two low frequency speakers for the 30-800 cycle range and a 2 1/2 cycle section terminal horn covering the 800-20,000 cycle range. Price is $327.

Ampex Records Report Sales

Record sales for the first quarter and first half were announced by Ampex Corporation. Sales for the second quarter of fiscal 1964 totaled $36,525,000, up 7 per cent from $34,122,000 last year. Income in the quarter was $6,014,000, up 21 per cent from $5,002,000 last year. Net earnings were $1,936,000 or 21 cents per share, up 12 per cent from $1,734,000 or 19 cents per share. For the first half of fiscal 1964, sales totaled $65,991,000, up 4 per cent from $65,991,000 in the first half of fiscal 1963. Income for the first half of fiscal 1964 was $8,407,000 or 43 cents per share, up 21 per cent from $6,805,000 or 33 cents per share for the same period last year.

Milan to Show U. S. Hi-Fi

U. S. audio manufacturers will be bidding for an even greater share of the Italian market when they exhibit their wares at Milan's American High Fidelity and Stereophonic Equipment and Components Show Feb. 20-27. Italy manufactures virtually no hi-fi equipment of its own, and the U. S. already provides some $12,500,000 worth of equipment to less than 1 per cent of the market's total $1,575,000,000.

Sylvania Ups Sales

Sylvania home entertainment equipment sales for September and October were the largest for any previous two-month period, the company announced last week. Robert J. Thies, president, attributed the gain to color TV and stereo phonograph sales. Biggest color TV volume was in the $550,000 category; biggest in the stereo
Grant to Butler U.

INDIANAPOLIS — Actress June Allyson presented a $15,000 television camera to Butler University recently in the name of veteran Hoosier broadcaster and 40-year employee of WFBM radio, Frank O. Sharp. Sharp and his wife, Retta, who owns the Sharp Boat House on Dick Powell were close friends.

WQAM HIRES U.K. REPORTER

MIAMI—WQAM has drawn a permanent man to cover the British with the hiring of British reporter John Eltringham. Eltringham will be able to provide the station with special reports on the latest stars and record hits in England and Europe.

December 12, 1964, BILLBOARD
BULK VENDING news
A Look at Expanded S. E. Assn.

NVA MEMBERSHIP COMMITTEE CHAIRMAN LEO LEARY, of Leaf Brands, describes his firm's new products to Ralph and Vaughn Feinster, a father-son operating team from Statesville, N. C.

PHOTO REPORT ON S.B.V.A.
A full report on the highly successful fall meeting of the Carolinas Bulk Vendors Association was carried in a recent Billboard. We complete our coverage of the association with a photographic report on the operators, industry principals and legislative dignitaries who attended.

Prices Cut On Penny King Items

PITTSBURGH—Penny King has marked down a number of its featured charm items and is offering them in bags of 500 at prices ranging from $2.53, ideal for penny vending.

The Supermarket series has been slashed from $12.50 per 1,000 to $2.99 per bag of 500. Police whistles are $2.15; soldiers, cowboys and Indians, $2.15; Finger nails, $3.25, and hot dogs and hamburgers, $2.65.

Each has a display front, extra fronts are 25 cents each.

High Flying Jay Shannon

DENVER — Jay Shannon, owner of Jay's Vending Company, local bulk operation, is one of the few men who services a portion of his route by air. Jay flies his own plane, often using nothing more than a small dirt strip or country road for a landing area. The only requirement is good weather, and Jay is thus forced to restrict his flying to summer.

MRS. JERRY WIEBEL, president of the South Carolina Association for Retarded Children, with her husband (center) remarks to Billboard's Ray Brock that 25 per cent of her State group's budget is derived from the bulk vending sponsorship program.
BULK BANTER

CALIFORNIA

Pat Daly, who is in charge of British operations at Confectionery-Graber, local manufacturers of Oak Manufacturing Company products in Antwerp, visited Sam Weitzman and Sid Bloom at the Oak plant in Los Angeles. . . . The final move of the Oak plant from Culver City to the new Acorn Square is expected to be made soon after Christmas. . . . Barbara Flores is the new secretary at Operators Vending Machine Operating Company. . . . The many friends of Lew Feldman of Acme Vending will be glad to hear that he was issued a clean bill of health following a few days in the hospital for a complete check-up.

SAM ABBOTT

TENNESSEE-CAROLINAS

Herb Goldstein, of Oak Manufacturing Company, was in Charlotte for the convention and had high praise for the association's wholehearted participation in the retarded children sponsorship program. Said Herb: "This program could eventually duplicate Franklin Roosevelt's achievements with the polio foundation." . . . An estimated 75 million pieces of gum have been sold under the sponsorship system. . . . Says Lee Smith, the son of a Baptist evangelist, who has been one of the strongest proponents of sponsorship, "I plan channels to 20 per cent of the gross from certain machines to retarded children in the city. It's like tithing twice over."

RAY BRACK

LEGISLATIVE TRIO were honored guests at 58 VA banquet and lauded the association's retarded children sponsorship program. From left: State Sen. Martha W. Evans (D), Charlotte, N. C.; State Rep. Ray T. Evankoski (D), Spartanburg, S. C., and State Sen. James A. Vogler (D) Mecklenburg County, N. C., the dean of that district's delegation.

B.O.O.M.

58 VA PRESIDENT LEE SMITH greets Mr. and Mrs. Michael Kurek, Nashville operators active in the retarded children sponsorship program. Kurek is on the board of directors of the National Association for Retarded Children.

S.V.B.A.

VISTA MODEL 350

It features a glass, wide top globe that is easy to fill and will accept display fronts. It will vend any and all bulk merchandise, and will hold 180 small capsules or 9 lbs. of 210 count gum and charms, including a mounted display front. It stands 12½" high, is 7" wide and 7" deep. Shipped two to a carton, shipping weight is approximately 16 lbs. Time payments available on OAK Machines through all distributors.

INDUSTRY LEADERS Goldstein, Carmen D'Angelo, of Cramer Gum Company, Boston, and Leary with State Sen. Mrs. Martha W. Evans (D) of Mecklenburg, N. C. Senator Evans, a member of the Mental Health Committee of the State Senate, spoke at closing banquet. (She holds copy of Billboard's 1964 Coin Machine Directory.)


Z z z z o o m

TO HIGH PROFITS

with Northwestern's

ROCKET VENDOR

Will hold 1800 pieces of gum

NOW IN STOCK!

$39.95

F.O.B. Factory

WRITE, WIRE OR CALL

H. B. HUTCHINSON, JR.

1784 N. Decatur Rd., N.E.

Atlanta 7, Ga.

Phone: DIck 7-4300

Copyrighted material
COIN MACHINE news

European Market for U.S. Used Equipment Drying Up

BY OMER ANDERSON

ANTWERP—The market in Europe for used American coin machines is drying up fast. And, trade experts here predict that it will soon have to be written off almost entirely.

"We have created a Frankenstein of sorts," explained one of the most knowledgeable U.S. trade sources here. "After the war, we pumped equipment into Europe and sent back for European coin machine boom. And, I might add by hindsight, with entirely predictable results: Europeans started manufacturing their own equipment, thereby undercutting our market, the source observed wryly.

"European coin equipment is getting better and better, and, just as important, it is becoming more diversified. European manufacturers are now turning out good-quality games as well as phonographs, and they are saturating the market."

Competition Grows

Of late, U.S. coin machine traders have noted competition on the Continent from used as well as new European equipment. This development is general, and it has generated deep gloom at this coin machine crossroads and trading center.

A Belgian distributor explained, "The answer is really simple—European product is getting too plentiful and too good. As European producers saturate the market, something has to give—and it seems that American coin equipment is one of them."

"As European producers sell large amounts of new equipment, they take up used equipment on trade-in."

"This equipment has to land somewhere, and it is being offered at very low prices to secondary locations in competition with U.S. used equipment. This means that the old patterns of distribution have been disrupted."

Prime Locations

"Prime locations are still buying new U.S. machines, but used American equipment is losing out at all other locations to new and used European equipment, which is much cheaper and in some cases easier to maintain than American equipment."

Most European importers of U.S. used equipment feel that with the Continental market fast vanishing, the only way out of their dilemma is to tap the Communist market.

The extent of this market is still open to debate, and many European trade experts feel it potentialities are by no means exaggerated. On the other hand, however, increasing East-West trade is a fact, as is a show of Communist interest in coin-operated equipment of all types.

Abandon Opposition

The Communists are buying a Sokko incorporator of equipment for Western tourist facilities behind the Curtain, and there is a gradual increase in the number of phonographs aird in purely proletarian play areas.

European producers and distributors have also turned out.

While most of the coin-operated devices were oriented toward amusement parks, several were suitable for such traditional coin machine operator locations as taverns, lounges, restaurants, snack bars, and the like.

From the amusement industry's point of view, the show was one of its most successful. Attendance was over 6,000 and surpassed last year's figure substantially. Considering buying and exchange of constructive trade information also marked the event.

Full report of the event appears in Amusement Business, Billboard's sister publication. Some of the events of particular interest to the coin machine are covered here.

Capitol 16 Bows Three Units at Show

CHICAGO—A new shooting attachment for kiddie rides, a plastic-egg vender and a gun that shoots at colored slide projections were introduced last week by Capitol 16, the reorganized New York firm that was known as Capitol Projectors.

Ralph Hopkins, Leo Willens and Ray Maher now head the organization which is concluding its first year of operation.

Participation in last week's Park Show in Chicago's Sherman House marks the first show this group has had.

The Western Shooting Game ride attachment is priced at $175 and can be mounted on any size horse in 30 minutes, according to Capitol. The unit has moving targets and registers all hits on a score dial. A bell rings with every hit. The unit runs on a six-volt circuit. The pistol and mount are welded to the target frame.

The Capitol gun is an updated version of the old Exhibit Supply mechanism. A Kodak Carousel projects pictures of pin-up girls behind the target area. Each hit changes a slide.

The carousel holds 90 slides. Target mechanism is completely revamped. The gun gives 20 shots for a dime. Price is $395 with $50 off if the operator trades in an old Exhibit shooting gallery.

The plastic-egg vender is priced at $795, and features a life-size chicken that cockles its head and moves its mouth after the coin has been inserted. A plastic egg containing candy or trinkets is delivered in 15 seconds. Unit is 27 inches wide, 36 inches deep and 65 inches high.

Billotta, Munves to Distribute New Dale Sokko One-Gun Game

CHICAGO—Vestar East Coast distributor John Billotta calls it the "new game idea the industry has needed for many years." Of course, John may be prejudiced because he and Joe Munves have been named national distributors for Sokko One-Gun, new amusement device developed by Eldon Dale Engineering Corporation.

Shown for the first time at last week's Park show, Sokko incorporates a gun-like propelling mechanism that shoots balls on a playfield at each of three moving circular targets.

The "gun" may be moved back and forth along the base of the playfield. The player has two or three balls in play at the same time.

Shoot at Targets

Object is to position the "gun" behind the ball, pull the trigger and pass the ball on the field at the targets. Hits are registered on a large scoreboard in the center of the playfield.

Playing time is one minute. Play is dramatized by the flash- ing of the target lights, rapid movement of the balls and the mechanical action of the scoring dial.

The game pictured here exemplifies the rules upon which the gun moves. In actual play, the balls are covered by a solid plastic panel. List price for Sokko is $445.

PARK SHOW BACKDROP FOR COIN GAMES & RIDES

CHICAGO—The carnival-like atmosphere of the 46th annual International Outdoor Amusement Exposition served as the backdrop for the introduction of a host of amusement games and arcade pieces here last week.

Better than a dozen manufacturers exhibited coin-operated equipment in a show that, if anything, has seen a decline in such exhibits during the past few years. This year, the trend was certainly reversed. A surprising number of coin machine operators and distributors also turned out.

While most of the coin-operated devices were oriented toward amusement parks, several were suitable for such traditional coin machine operator locations as taverns, lounges, restaurants, snack bars, and the like.

From the amusement industry's point of view, the show was one of its most successful. Attendance was over 6,000 and surpassed last year's figure substantially. Considering buying and exchange of constructive trade information also marked the event.

Full report of the event appears in Amusement Business, Billboard's sister publication. Some of the events of particular interest to the coin machine are covered here.

Capitol 16 Bows Three Units at Show

CHICAGO—A new shooting attachment for Kiddie rides, a plastic egg vendor and a gun that shoots at colored slide projections were introduced last week by Capitol 16, the reorganized New York firm that was known as Capitol Projectors.

Ralph Hopkins, Leo Willens and Ray Maher now head the organization which is concluding its first year of operation. Participation in last week's Park Show in Chicago's Sherman House marks the first show this group has had.

The Western Shooting Game ride attachment is priced at $175 and can be mounted on any size horse in 30 minutes, according to Capitol. The unit has moving targets and registers all hits on a score dial. A bell rings with every hit. The unit runs on a six-volt circuit. The pistol and mount are welded to the target frame.

The Capitol gun is an updated version of the old Exhibit Supply mechanism. A Kodak Carousel projects pictures of pin-up girls behind the target area. Each hit changes a slide.

The carousel holds 90 slides. Target mechanism is completely revamped. The gun gives 20 shots for a dime. Price is $395 with $50 off if the operator trades in an old Exhibit shooting gallery. The plastic egg vendor is priced at $795, and features a life-size chicken that cockles its head and moves its mouth after the coin has been inserted. A plastic egg containing candy or trinkets is delivered in 15 seconds. Unit is 27 inches wide, 36 inches deep and 65 inches high.

Billotta, Munves to Distribute New Dale Sokko One-Gun Game

CHICAGO—Vestar East Coast distributor John Billotta calls it the "new game idea the industry has needed for many years." Of course, John may be prejudiced because he and Joe Munves have been named national distributors for Sokko One-Gun, new amusement device developed by Eldon Dale Engineering Corporation.

Shown for the first time at last week's Park show, Sokko incorporates a gun-like propelling mechanism that shoots balls on a playfield at each of three moving circular targets.

The "gun" may be moved back and forth along the base of the playfield. The player has two or three balls in play at the same time.

Shoot at Targets

Object is to position the "gun" behind the ball, pull the trigger and pass the ball on the field at the targets. Hits are registered on a large scoreboard in the center of the playfield.

Playing time is one minute. Play is dramatized by the flashing of the target lights, rapid movement of the balls and the mechanical action of the scoring dial.

The game pictured here exemplifies the rules upon which the gun moves. In actual play, the balls are covered by a solid plastic panel. List price for Sokko is $445.

U-Deal Poker OK'd By New York City

CHICAGO—A unique, new spinning reel amusement game based on the playing card theme was introduced at last week's Park show by the Koz-Mil Manufacturing Company, Smithtown, L.I., New York.

The game has been used in New York City for the past year and is on exhibit at the New York City Commission of Licenses as a competitive game of skill.

Alvin Miller, Koz-Mil executive, said this is the first effort by the firm to gain national distribution.

The game consists of a vertical console with five reels. The reels have playing card faces. Upon insertion of a dime, the reels spin rapidly.

Object is to stop each of the five reels on a certain card value by pressing a button—thereby building up a winning hand.

Players have 30 seconds to stop the reels. After the coin is inserted, the reels can be bought singly or in banks of two or more.

Prices range from $700 for a single unit to $350 for groups in quantities of 100.
FEATHERED COINMEN

Ain't Nobody Here But Them Chickens—Coin-Operated Yet

CHICAGO—There's this live chicken in a glass pen. You put in a dime, a light goes on, the chicken pulls a cord, a door opens, a miniature juice box starts to play and the chicken does a dance. After some seconds, the music stops, the chicken goes back to its pecking and the door closes.

Next to the dancing hen is a chicken that pulls a post card out of a stack and puts it into a mechanism that vends the card for a coin. And topping it all off is a chicken that responds to the insertion of a dime by pulling a cord that drops a small capsule into a trough. The chicken proceeds to push the capsule out to a vending chute with its beak.

The above is not the alcoholic brain of an overworked coin machine reporter, but rather the very real development of a company known as Animal Behavior Enterprises, headquartered in Hot Springs, Ark.

Trains Animals

The company's main business is the training of such animals as dogs, cats, ducks, chickens, fish and what have you. It has incorporated some of these animals into it as a coin-operated device that is attracting considerable attention at fairs, amusement parks and zoos around the country.

The unique quality, of course, is the use of an actual live animal together with a coin-activated mechanism. There is a

CARD VENDER

basketball-playing chicken, a hen that plays baseball, a duck that plays the bass drum, a bunny that comes out of a house and "kisses" a plastic girl friend, and believe it or not a web-footed mallard that plays a toy piano.

Reward System

The animals are trained without punishment on the food reward system. ABE actively supports the American Humane Association and the company prides itself on the health of its livestock.

The coin acts are rented for a minimum of three months and the usual arrangement is a percentage (generally 60 per cent) to ABE with a monthly minimum guaranty.

ABE furnishes the complete pen and coin-operated apparatus, animals and any maintenance on the equipment. The renter furnishes feed and is responsible for caring for the animals.

Mold-Rama Draws 'Em

CHICAGO—Mold-Rama's large plastic molding machine drew record crowds at last year's New York World's Fair, according to Henry Polk, franchisee for the unit here.

Exhibiting at last week's Park show, Polk noted the machines dispensed Walt Disney comic characters in Disneyland, dinosaurs at the Sinclair exhibit, busts of Abraham Lincoln at the Springfield, Ill., exhibit and religious figures at the Vatican assembly.

Polk said the Mold-Rama machines have been very successful in such high-traffic locations as zoos, bus, airline and railroad depots, arcades and stores.

Mold-Rama has a variety of some three dozen molds which are now available for the plastic press.

Invoke Old Law Against Minneapolis Arcade Op

MINNEAPOLIS — A much unused (and largely unknown) Minneapolis city ordinance that prohibits persons under 18 from playing coin-operated games and pinball machines was invoked here recently in the arrest and $50 fine of Billboard's Lon Olson, operator of Rifle Sport, a coin-game arcade in downtown Minneapolis.

City council members were surprised that there was such an ordinance in effect. Said one alderman, "Few persons over 18 are interested in playing these games and strict enforcement of the regulation would obviously put arcades out of business."

"These devices," he continued, "will then vanish like rowing minstrels and court jesters."

Olson said the minor boy who was playing games at Rifle Sport when the arrest was made was a regular customer. The boy's father, Olson said, often played the games with him and had expressed to Olson that he preferred his son patronizing the Rifle Sport than seeking some less innocent diversions elsewhere.

To Olson's knowledge, his arrest represented the first time in memory that this ordinance provision was invoked.

Because persons under 18 comprised about 90 per cent of his business, Olson said he had been careful not to have any cigarette vending machines in the arcade, "since I do want to comply with the law and felt I couldn't police cigarette machines all the time."

Ten of 30 different machines are on display in the arcade, which also has a shooting gallery, for which the minimum Minnesota playing age is 16.

This, too, Olson finds somewhat out of line, since "boys as young as 13 go hunting in this area."

Urban Unveils AP 10 Twin Movie Theater

CHICAGO—A console-type twin movie theater, the first of its kind in the city, was shown last week by Urban Industries.

The AP 10 Twin allows dual viewing of two films simultaneously, accommodates any light to Urban's single theater. Urban offers a complete library of such films priced at $3.95 each.

Subjects cover sports, comedy, science fiction, horror movies and girlie shots.

Seek Lower Ride Fees In Seattle

SEATTLE—City council license committee Nov. 10 recommended reduction of license fees for small-sized mechanical rides, used by children primarily in supermarkets.

The present license fees are $25 for an operator and $25 for each ride. The committee recommends $15 for an operator and $25 for 43 such rides in Seattle.

Under the proposed new rate, each license classification will be reduced to $10.

The reduction has been asked by Art Kowalski, prospective buyer of Amusement Sales, Inc., 2121 Fifth Avenue.

the 1964 ROCK-OLA GRAND PRIX... the prestige phonograph for all locations intermixes 7" LP's, singles, 33½'s, 45's... plus unexcelled stereophonic reproduction

Look to ROCK-OLA for advanced products for profit

Rock-Ola Manufacturing Corp. • 800 N. Kedzie Avenue • Chicago, Illinois 60651

December 12, 1964. BILLBOARD

BILLYARDS LESSON is given Diane Donner, Miss Music Operator of Virginia, on new Fischer Empress Pool Table by veteran coinman Ivy Block of General Vending Sales.
July Coin Exports Down From 1963

By FRANK LUPPINO

NEW YORK—Coin machine exports dropped slightly last July compared to a year ago and quite noticeably from June of this year, according to information just released by the U. S. Department of Commerce.

Total exports in July of this year were 4,553 pieces of equipment valued at $2,126,353. Last July, 2,544 pieces valued at $2,356,840 were exported, and in June of this year, 8,111 pieces left the U. S. with a price tag of $3,462,772.

This brings the total 1964 new phonographs exported. This was 400 less than a year ago and 331 less than last year. This year, West Germany led in purchases of new juke boxes, taking 403 pieces, followed by France with 260, Switzerland with 254, Canada with 198, and Japan with 196.

Japan was also first this year, taking 331 new phonographs, Canada second with 322 phonographs, and United States third with 264.

Use of phonographs exported in July totaled 522, some 242 less than that of the same period a year ago, this being first this year taking 152 units in July, followed by Japan with 109 and Greece with 75. A year ago, Belgium was also first with 185 pieces, with Switzerland second with 149 and Japan third with 116.

Automobile games exported in July numbered 2,981 valued at $3,171,763 with the United Kingdom first with 758 pieces valued at $348,000; Japan second with 603 pieces valued at $209,777 and West Germany third with 600 pieces valued at $188,807. Last year, 3,321 games were exported worth $1,205,190, with the United Kingdom first with 715 pieces valued at $215,775. Italy second with 366 units worth $63,154 and West Germany third with 280 pieces carrying a price tag of $158,770.

## Round Pool Infringement Suit Filed

DEREY—The new “elliptical” pool table design is the subject of patent infringement suit filed recently in U.S. District Court here.

The suit was filed on behalf of the Gotham Educational Equipment Company and Arthur F. Price, a aio, New Rochelle, N. Y., asking “Preliminary and final injunction against infringed; as to establish damages; costs and expenses as aforesaid.”

Named in the suit are two local firms, Round-O-Pool and Bates Industries, Inc. Globe Bases, of Bates Industries, Inc., states: “We have asked the court to declare at the earliest possible time that the patent is not valid; and, if even it is valid, that it is not infringed upon by the Bates Industries’ elliptical pool table. There are important and basic differences in construction, design and the way our game is played.”

Round-O-Pool officials could not be reached immediately for comment.

## Concord OK’s Ski Vending

CONCORD, N. H.—Private operation of concessions, including food and beverage, will be continued at the Sussepe and Cannon mountains through the winter, it has been decided at a meeting of the Advisory Commission of the New Hampshire Department of Resources and Economic Development with officials of Automatic Retailers of America.

## Coin Machine Export Chart

### July 1964

<table>
<thead>
<tr>
<th>Country</th>
<th>New Phonographs</th>
<th>Old Phonographs</th>
<th>New Games</th>
<th>Old Games</th>
<th>Amusement Games</th>
<th>Gas Games</th>
<th>Value</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>W. Germany</td>
<td>403</td>
<td>$2,575,985</td>
<td>23</td>
<td>$3,505</td>
<td>25</td>
<td>464</td>
<td>$18,817</td>
<td>890</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>52</td>
<td>$252,053</td>
<td>100</td>
<td>$2,575</td>
<td>52</td>
<td>598</td>
<td>800</td>
<td>450</td>
</tr>
<tr>
<td>Japan</td>
<td>200</td>
<td>$1,236,597</td>
<td>109</td>
<td>$2,383</td>
<td>604</td>
<td>603</td>
<td>209,777</td>
<td>912</td>
</tr>
<tr>
<td>Belgium</td>
<td>92</td>
<td>$76,000</td>
<td>100</td>
<td>$4,875</td>
<td>20</td>
<td>20,011</td>
<td>107,154</td>
<td>531</td>
</tr>
<tr>
<td>Canada</td>
<td>60</td>
<td>$47,104</td>
<td>100</td>
<td>100</td>
<td>60</td>
<td>143</td>
<td>67,551</td>
<td>231</td>
</tr>
<tr>
<td>France</td>
<td>50</td>
<td>$39,816</td>
<td>100</td>
<td>100</td>
<td>50</td>
<td>53</td>
<td>14,169</td>
<td>86</td>
</tr>
<tr>
<td>Vanguard</td>
<td>35</td>
<td>$4,241</td>
<td>100</td>
<td>100</td>
<td>35</td>
<td>50</td>
<td>4,241</td>
<td>50</td>
</tr>
<tr>
<td>Finland</td>
<td>55</td>
<td>$4,241</td>
<td>100</td>
<td>100</td>
<td>55</td>
<td>55</td>
<td>4,241</td>
<td>55</td>
</tr>
<tr>
<td>Denmark</td>
<td>113</td>
<td>$6,914</td>
<td>100</td>
<td>100</td>
<td>113</td>
<td>113</td>
<td>6,914</td>
<td>113</td>
</tr>
<tr>
<td>Sweden</td>
<td>24,416</td>
<td>$2,243</td>
<td>18</td>
<td>4,190</td>
<td>24,416</td>
<td>24,416</td>
<td>82</td>
<td>30,625</td>
</tr>
<tr>
<td>Jamaica</td>
<td>58</td>
<td>$2,243</td>
<td>18</td>
<td>4,190</td>
<td>58</td>
<td>58</td>
<td>2,243</td>
<td>58</td>
</tr>
<tr>
<td>Phil. Rep.</td>
<td>703</td>
<td>$2,100</td>
<td>22</td>
<td>4,190</td>
<td>703</td>
<td>703</td>
<td>58</td>
<td>30,420</td>
</tr>
<tr>
<td>Others</td>
<td>99,000</td>
<td>$158,290</td>
<td>481</td>
<td>$158,290</td>
<td>99,000</td>
<td>365</td>
<td>4,555</td>
<td>365</td>
</tr>
<tr>
<td>TOTALS</td>
<td>1,089</td>
<td>$756,502</td>
<td>552</td>
<td>$158,290</td>
<td>2,981</td>
<td>1,171,563</td>
<td>4,555</td>
<td>365</td>
</tr>
</tbody>
</table>

---

## Valley Ships Sleek New Table

BAY CITY, Mich. — The Valley Manufacturing Company plant here is in full production on a streamlined, coin-operated billiard table featuring a flush ball return drawer and total formica covering—even around the legs.

“The new flush drawer feature gives the table its symmetrical appearance,” said Valley’s John Ryan. “The old protruding ball return drawer detracked somewhat from the appearance. And Valley is pleased to offer the operator this attractive innovation.”

Ryan also emphasized the fact that the new table has an improved operating mechanism.

The new table is available in three sizes. Model 785A is six feet, model 785B is seven feet and model 935A is seven and a half feet. Another model may be introduced early next year, Ryan disclosed.

Additional features of the new product include a recessed coin chute, triangle and balls at the same end, adjustable bar levelers, a built-in recessed triangle, separate coin box and “tournament grade” billiard balls.

## Great Lakes Tables Shipped

ELGIN, Ill. — The Great Lakes Game Corporation, manufacturer of the Elliptipool coin-operated pool table, has shipped the new product to distributors prior to the holiday season, and the bill has a promotional push early in the year.

This announcement comes from Great Lakes president Bill Stepek, who declared: “All distributors selected to date have been tremendously enthusiastic about Elliptipool, and this enthusiasm is reflected in their initial reports.”

## Runyon Hosts Service Class

SPRINGFIELD, N. J. — Runyon Sales Company will hold a service class on the AMI Tropicana, Model M phonograph turntables, Dec. 15, in their showroom on Route 22 at Fadon Road.

The session, conducted by Art Seglin, field service engineer for Rowo-AMI, will begin at 7 p.m. Refreshments will be served.

---

### European Market Drying Up

**Continued from page 42**

The market is in a state of waiting and thinking about the future. There are no definite signs of a recovery, but there is a feeling that things may improve in the near future.

A veteran importer of American equipment here who has wide contacts behind the scenes explained, “Our problem is one of price; if we are to sell, we have to sell at a reasonable price. The problem is not only our own, but the Communists too. The Communists don’t have the funds to spend for coin equipment. However, there are other possibilities. With imagination and a little bit of luck, it is possible to develop an acceptable barter trade. You may have to take a little bit of plum brandy in return, but if you have a flair for trading, you can make out with the Communists.

“One on one, I sold two dozen American machines to the Bulgarian state trading agency, and they paid me in tobacco, which I was able to sell in Italy at a slight profit above payment for my phonographs. There are possibilities to the barter trade if you are nimble-witted and like to sell off the best goods. I had a friend who sold the Hungarians a few boxes and had to take shoes in payment. However, the leather was not well tanned, and he took a big loss on the deal.”

## MONY Has 2 New Members

NEW YORK—Two firm members joined the Manufacturers of New York during the association’s annual meeting. They are the Rayden Music Corporation, headed by Ben Cohen, and Matthew’s Vendoring Corporation, James P. Matthew, president; James P. Matthews Jr., vice-president; and Robert J. Matthews, treasurer.

## Obit Correction

NEW YORK—Two former members reported are not, in fact, alive. A story last week was not, i.e., Joseph Mazzin, of Old Reliable Music Service, and Abraham Weisberg, of Abraham Weisberg Service Company. The error was spotted by MONY’s Sophie Seigner.
MEMPHIS—With Thanksgiving just a day away, one of the local radio stations is putting Christmas music on their airwaves. The station, WMC, has decided to play Christmas music all day long, starting at 6am and ending at 10pm. The station has been playing Christmas music since 1960, and they say it’s a tradition that will continue for many years to come.

The station’s general manager, Jim Taylor, said, “Christmas music is a tradition that’s been around for a long time, and we’re proud to carry on that tradition here in Memphis. We hope our listeners enjoy the music and get into the holiday spirit.”

The station’s playlist includes classic Christmas songs like “Jingle Bells,” “Silent Night,” and “White Christmas.”

Taylor added, “We also have some very special guests lined up to perform live on our airwaves throughout the day. We’re excited to bring our listeners some holiday cheer.”

The station’s Christmas music programming is a popular tradition in Memphis, and listeners look forward to it every year. The station has been playing Christmas music since 1960, and they say it’s a tradition that will continue for many years to come.

MEMPHIS—With Thanksgiving just a day away, one of the local radio stations is putting Christmas music on their airwaves. The station, WMC, has decided to play Christmas music all day long, starting at 6am and ending at 10pm. The station has been playing Christmas music since 1960, and they say it’s a tradition that will continue for many years to come.

The station’s general manager, Jim Taylor, said, “Christmas music is a tradition that’s been around for a long time, and we’re proud to carry on that tradition here in Memphis. We hope our listeners enjoy the music and get into the holiday spirit.”

The station’s playlist includes classic Christmas songs like “Jingle Bells,” “Silent Night,” and “White Christmas.”

Taylor added, “We also have some very special guests lined up to perform live on our airwaves throughout the day. We’re excited to bring our listeners some holiday cheer.”

The station’s Christmas music programming is a popular tradition in Memphis, and listeners look forward to it every year. The station has been playing Christmas music since 1960, and they say it’s a tradition that will continue for many years to come.
Aldermen Rule for Operator

MILWAUKEE—City council has rejected a recommendation by the Chief of Police that the amusement distributor's license of local operator Ervin R. Beck be revoked.

Chief Harold A. Breier had recommended the revocation because, he said, Beck possessed a shuffle bowel—all allegedly classified as a gambling device.

Assistant city attorney Peter Stupar explained, however, that Beck located his bowling in the wake of decisions by Circuit Judge Herbert Steffes, who ruled the equipment was not designed for gambling.

Business as usual

Contacted by Billboard last week, Beck said: "It only took the council license committee a couple minutes to recommend that the matter be placed on file. We'll go on operating as usual.

Beck is secretary of the Mitchell Novelty Company here. His brother, Joseph, is president. The firm has some 200 games and as many phonographs on location in Milwaukee.

The operation of coin amusement games in Wisconsin is restricted only by the State's Anti-Gambling Laws, which forbid the awarding of free plays, merchandise or cash awards to players.

The city of Milwaukee imposes a license of $10 annually on coin-operated phonographs of good moral character, U. S. citizens and residents of Milwaukee County for two years prior to their application, and amusement games, permits no gambling devices and requires that all operators must be

CHICAGO

The unique new feature of the World Distributors service school curriculum is "buying equipment with his distinct classifications of service problems. This system, says Harold Schwartz, was preceded by a year of research which showed that 90 percent of all service calls fall into six categories. . . .

Bally game business has shown file. We'll go on operating as usual."

SCHMELKE QUALITY CUE STICKS

Professional Design—Long Life

Write for details.

SCHMELKE INFO. CO.
SHAKOPEE, MINNESOTA

We Are Playing Santa

With a Stidful of BASEBALL GAMES

TRUCKLOAD OF RECORDS was whirled into the exhibit hall of Virginia operators’ recent convention to dramatize the "io-your-door" service offered by the Mobile Record Service Company.

SEEBURG CONSOLE phonographs exhibited by Eastern Distributing Company at assembly of Virginia operators in Richmond recently is played by Miss MOV.

RICHMOND

Music Operators of Virginia President Gilbert Bailey tried to keep it quiet, but it was" a hit. Word got out that the 20th was a birthday, and the MOV went on a massive celebration...

"Well, we're in for a long ride this year." Says the chief executive of Showalter Music, Harrisonburg, was unable to attend the convention because of a recent heart attack.

"Roanoke Vending Exchange's Jack Beam, long active in the MOV, had to leave early Saturday for a series of talking engagements before the Moose Chapters in Arizona. Bass is in the studio for a second week of MOB by the end of the convention.

Bob Minor, of Minor Music, Richmond, a past president of MOV, was a welcome feature at the convention. He underwent a serious operation recently and was in the hospital for 50 days. . . .

In the convention program President Bailey noted the deaths in recent months of Herman Perrins, of General Vending Sales Company, Baltimore; Carl Kesling, of West Virginia Amusement Company, Salem, Va., and Larkin (Mickey) Corry, of O'Connor Vending Machine Company, Richmond.

RAY BRACK

MILWAUKEE

Doug Opitz, Wisconsin Novelty Company, reports his firm is winding up a yearly meeting with music, games and cigarette vending briskly in as staffs percent. New sales and service staffs at Wisconsin Novelty are Steve Hudson and Al Volkman. . . . The list of happy deer hunters back from the north woods with reports of their prowess continues to grow, according to Milwaukee Amusement Company, that shot its buck up to 395.00, Wis., 395.00. Doug Hunsen, S. L. London Company salesman, who also drove deer, said Dan Karl, P. C. Lodge, Pioneer Sales and Service, and Otto Massey, West Bend Amusement, A side of wo es, however, from Lucien Seafeldt, H. G. Amusement Company. He says he made his first deer hunting trip, had one w, and returned to his farm.

HASTINGS

SAM Pelligrino, & P. Distributing Company partner, reports that the Rock-Ola music sales are hitting a good peak. Offer of a free TV set with each Rock-Ola joke box purchase is proving an excellent business stimulus, he contends.

No immediate plans exist for a Minneapolis Phonograph Operators’ meetings, says Sam Hagen. The next meeting will be held sometime during January, with the election of a slate of officers on the top of the agenda.

Ivy Slew, P. D. & P. Distributing Company, is enjoying a week of delayed vacation. . . . Joe Pellegino, of P. D. & P. Distributing Company, partner, happily reports that his firm is in the States following six months of employment as an electrical Engineer in the South. Joe Pellegino reports this strange situation: "One of the many new record academies springing up here turned down Pellegino's bid to fill a juke box. They said it would "de- gratate the image of the juke box itself." Pellegino says, "Can you imagine the kind of talk coming from the pool hall owner? . . . Visitors last week at the S. L. London Music Company included Dick Bean himself, Sam London, up from Mi- . . .

LONDON

Virginia Opera Singer, Dock Brown, picks up a tip for Miss Music Operators of Virginia on the Wall Street 2800 photo in the Diamond Coin machine exhibit.

Coming Soon:

Dec. 15 — Winchester Operators Guild meeting and Christmas Party, Roger Smith Hotel, White Plains, N. Y.
Dec. 16 — New York State Operators Guild meeting, Governor Clinton Hotel, Kingston, N. Y.
Jan. 23-24 — Illinois Coin Machine Association banquet and meeting, Leland Hotel, 7 p.m., Sat., 1 p.m., Sun., Springfield, Ill.

VIRGINIA OPERATOR Harry Lubon picks a top tune for Miss Music Operators of Virginia on the Wall Street 2800 photo in the Diamond Coin machine exhibit.
IT'S THE HOTTEST FEATURE IN PHONOGRAPH HISTORY

WURLITZER TEN TOP TUNES FEATURE WITH THE GOLDEN BAR SELECTOR

No single feature in coin-operated music history ever accelerated earnings like the Wurlitzer Ten Top Tunes feature. Given the added impetus of the Golden Bar Selector, it has proven to phonograph operators that when it comes to money making, a Wurlitzer will win any time, any where in any location.

See Your Wurlitzer Distributor

YOU GET THE BEST FEATURES FROM WURLITZER

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.
BILLBOARD SPOTLIGHT PICK

Pop LP showdowns are always difficult with so much potential. In the opinion of Billboard's Review Panel, the album being the Billboard's Top LPs chart, is Top Selling artist to their respective charts.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight and Special Mention albums. All other albums are listed in their respective categories.

POP SPOTLIGHT

SONNY, AS I LEAVE YOU
Frank Sinatra, Reprise FE 1013 (S)
The combination of a hit ballad, a bouncy, up-tempo number, and a well selected mix of standards makes Frank Sinatra a success on this album. Frank has included his version of the Nash-overdance, "That's How I Love You," with a new swing treatment.

C'MON AND S-W-I-M WITH BOBBY FREEMAN
Autumn LP 102

Inviting the combination of a hit ballad, a bouncy, up-tempo number, and a well selected mix of standards makes Frank Sinatra a success on this album. Frank has included his version of the Nash-overdance, "That's How I Love You," with a new swing treatment.

SHE UNDERSTANDS ME
Johnny Tillotson, MGM E 4270 (M); SE 4270 (S)

This album features a song for all one-tune fiddle. Johnny's voice is perfectly pitched to the listener's taste. He sounds completely at home with his wicked, deranged vocal stylings. Other highlights include "Tillotson's Waltz," "The Tennessee Waltz," and "Ring the Bell."

FULL BLOOM
Jackie Ross, Chess LP 1489 (M)

In her first recording on the West Coast, Jackie Ross comes up with a stirring album which contains her top hits: "Guitar Baby," "You Can't Go Wrong," and "The sunny side of things." It also includes such tender, straight renditions as "Sugar Mother," "A Good Woman," and "Little Piece of Heaven." Ross' ability to sing the blues is remarkable.

THE GOLDEN MILLIONS
Lawrence Welk, Dot DL 2661 (M); DLX 2661 (S)

The music is first rate. "Shopping Bag," "The Million Dollar Man," and "Swallow A Little Bean" are particularly enjoyable. The arrangements are well done and the music is easy to follow. Welk should find this album a huge success.

THE HARVEST SPOTLIGHTS

DOTTIE WEST
Sterdy SL 301

West is among the most interesting and talented of the female country performers. Her voice is warm and rich, and her guitar playing is excellent. She offers a number of original compositions, all of which are well written and performed. The album also includes a cover of the classic "I'm Sorry," which is done in a country style.

CLASSICAL SPOTLIGHT

Teresa Stich-Randall
Sings Richard Strauss
Weinstein XWI 19801 (M); WDI 19801 (S)

This Metropolitan Opera soprano often finds herself in difficult operatic roles, but her voice is perfectly suited to the music of Richard Strauss. She offers a number of excerpts from his operas, all of which are well sung and performed.

COUNTRY SPOTLIGHT

Fort Worth, Dallas, or Houston
George Hamilton IV, RCA Victor LPM 2973 (M); LSP 2973 (S)

A fine album for the country market. Hamilton has a good variety of songs, both new and old, and a good selection of vocals. The arrangements are well done and the music is easy to follow.

SOUNDTRACK SPOTLIGHT

Googie Charlie
Soundtrack, 20th Century-Fox TFN 17564 (M); SFN 17564 (S)

The music is first rate. "Shopping Bag," "The Million Dollar Man," and "Swallow A Little Bean" are particularly enjoyable. The arrangements are well done and the music is easy to follow. Welk should find this album a huge success.