Take-Two—They're-Hot Trend Boasts LP Acts Into Top $5

By JACK MAHER

NEW YORK—There's every indication that the consumer trend towards buying more than one LP title at a time by the same hot album artist will deepen and expand in 1964. At year's end no less than six sets dominated the top 20 positions on the Hot LP chart with two or more albums. They hold 13 out of the total 20 positions.

A survey of charts since the beginning of December shows that all of these artist's were represented by at least one album at that time, and all have deepened their impact on the top rungs with recently released acts, on through new activity on older albums.

The phenomenon of the big six is Peter, Paul and Mary. They have had the same three albums, "In the Wind," "Peter, Paul and Mary" and "Moving," in that top echelon for the entire survey period. The Capitol act has been up there for some time.

Another Capitol team, the Beach Boys, have two sets on the top 20 list. "Little Deuce Coupe," their first pressing copy, and "Surf Girl" a hot one for some time, has staged a rally and has moved back into the vaunted top 20 this week at the No. 18 slot.

The first and second issues of the "Barbra Streisand Album" on Columbia are proving that young lady's potent standing among LP buyers. Joan Baez continues to rack up the sales with two sets in the top 20. "Joan Baez in Concert" parts one and two, and another set in the total LP wrangle. Four of the sets are on Vanguard—the two highly placed already mentioned, and "Joan Baez" volumes one and two, and album. "The Best of Joan Baez" on Squire, is ranked at the No. 68 slot.

Elvis Presley has scored with his newest LP, "Fun in Acapulco" on RCA in the No. 4 spot, while his third volume of "Golden Records" on Victor is still a top 20 item. The two Trini Lopez albums "At P.J.'s" on Reprise are solidly in the top 20.

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To keep pace with the growing demand, Japanese firms have to devise expanded sales networks and merchandising procedures. The use of modern techniques in selling were matched with the introduction of creative printed album lines. All of these things sent new product to more and more consumers.

Victor of Japan, a break-through label, shows Victor of Japan with "Island Blues," etched by a rookie, Shun, Akemi Miwa, ranked 800,000, with "I Am a Drifting Singer" (500,000) and "Beautiful Teen Age" (400,000) following. Among national recordings, "Sunlight Twist" and "Ready Music Collection," marketed to tap into Japanese mania for cosmetic articles, fountain pens and even mauve tattooing, sold extraordinary good sales. "Arturo's Island," "Girls, Girls, Girls," and "Bete Bye Birdie" also raked in significant money in the first quarter of the opening of the movies. Also commanding a large sale was Beethoven's "9th Symphony," Fritz Reiner and the Chicago Symphony, released in December.

Penney to Lay Emphasis On Records

NEW YORK—The J. C. Penney Company chain which operates approximately 1,500 stores throughout the nation, will place increasing emphasis on their record departments.

It is estimated that currently some 60 per cent of the chain's outlets carry records—with much of that increase has been purchased from one-stops. More Penney outlets are expected to be imitated.

A spokesman for the chain, contacted recently, said that the record department would be enlarged, and will carry more of the inventory. Such a move would place the chain in a stronger competitive position against Sears, Montgomery Ward and Montgomery Ward— with regard to records.

Billy James Gets PR Post At Columbia

NEW YORK—Billy James has been named manager, West Coast information services, for Columbia Records, with office in Los Angeles. Judith Lishinsky will take over James' job, in charge of publicity and information services for Epic Records here.

James replaces Eliot Tiegel in the West Coast position. Tiegel recently assumed the West Coast musical editorial slot for Billboard. James will be responsible to Kurland for his local and national contact involving West Coast activities of Columbia and Epic recording artists.

Bonn Eys Copyright Revisions

By OMER ANDERSON

The Bonn government has just published the fourth draft law on the revised copyright legislation which dates back to 1901 and 1911.

The fourth bill is a revised copyright law and a related copyright protection bill, a draft law regulating performing rights societies, and bills relating to the Berne agreement of June 26, 1948, (which updated the Berne agreement of September 9, 1886) providing copyright protection of works of literature and art, and the European agreement of June 22, 1960, protecting television programs.

The complex of draft laws covers the entire field of creative endeavor, and it has been drawn up to provide comprehensive, flexible copyright protection for the duration of a fixed period in which continuing technological evolution and legal changes is anticipated.

Full Rights

The draft bill complex, for the first time ever, gives full performing rights protection for performing as well as creative artists. The draft law theorizes that a creative work does not acquire formal form with the composer or author, but undergoes further artlessness and expression as rendered by the performing artist, and therefore, the work of the performer under the author-composer and performing artist, the work of the performer under the rule of the Berne agreement of 1886 is anticipated.

This new copyright legislation must be projected far into the future with the aim of anticipating technological change and ensuring that comprehensive full protection is given to the (Continued on page 6)
MATCHING HOT NUMBERS FROM NASHVILLE '64

Skeeter Davis
"HE SAYS THE SAME THING TO ME"
(c/w "HOW MUCH CAN A LONELY HEART STAND")

Jim Reeves
"WELCOME TO MY WORLD"
(c/w "WHERE DOES A BROKEN HEART GO")

RCA VICTOR
NEW YORK—Current negotiations between phonograph record manufacturers and the American Federation of Musicians (AFM) have resulted in a new contract. The union was able to negotiate a number of the union's wishes into the new contract, which replaces the one expired December 31, 1963, with a three-year contract effective January 1, 1964. The union also won concessions for premium pay on Sundays, holidays, and for double time for working overtime, in addition to doubling pay for session musicians and doubling pay for recording artists.

From the new contract. Their union also won concessions for fringe benefits, the hiring of music contractors, carriage rides, and for doubling the market price of instruments and penalty payments in the event of late payment of recording fees. The pact has been ratified formally by the union and secretaries, returnable by the union to the Honest Ballet Association this past week. Ratification will bring the new contract retroactive to January 1.

The royalty agreement covers instrumentalists, arrangers, orchestral conductors, making the news public, Herman Kenin, international president, said that musicians would receive royalty payments according to their degree of participation in recordings. These new royalty payments will be divided with the record label company and the artist. Kenin said that the union would receive 10% of the royalty payment for each record sold.

The new contract also includes provisions for the establishment of a pension plan for recording artists and musicians working in the recording industry. The plan would provide for a gradual increase in contributions from the record companies and the musicians, with the goal of fully funding the plan by 1975.
Mole Vocalists, Foreign Names in San Remo Fest

By SAMI STEINMAN
SAN REMO—More vocalists than ever before in the history of the San Remo Song Festival in the history of the San Remo Song Festival in the history of the San Remo Song Festival will be heard in this year's event, which gets underway here on Feb. 11th. This is the 63rd season of the event and, for the first time, the program is being held on the 29th. The event will be broadcast live on the CBS network. The festival will be held for five days, with each day featuring a different category of programming. The event will be attended by a host of stars from around the world, including Italian singer Ennio Morricone, who will perform his new album, "Il Grande Tiranno," at the festival. The festival will also feature a variety of other performances, including a concert by the Italian band, Il Volo, and a performance by the Italian opera singer, Luciano Pavarotti. The festival will be broadcast live on the CBS network and will be available on-demand for a fee.

Decca Has 25 For January

NEW YORK—Decca Records has announced that it will release 25 new albums in January. The albums will include a wide range of musical styles, including jazz, classical, and world music. The albums are part of a larger initiative by the company to expand its catalog and attract new listeners. The company has also announced that it will launch a new streaming service later this year, which will allow listeners to access its entire catalog online. The albums will be available on all major digital platforms, including Spotify, Apple Music, and Amazon Music. The company has also announced that it will release a series of limited-edition vinyl records, which will be available exclusively through its website.

Mercury Takes Top Hymn singles, Sales Plan for New Year

CHICAGO—Mercury Records has introduced its new January product, sales plan and promoted all of its year-end competitors for outstanding performances. Sales peak occurred on the first Tuesday of sales, meeting Tuesday (30).

On hand for the meeting were singing, President Kenneth M. Myers, director of sales, Harold Lawrence, general manager and Bernard Bradnock, administrative director. Also present on the meeting were George Balos, merchandising manager; Morris Diamond, promotion manager; sales manager, Harry Kelly, and Gladys, of Sales Department. A director, guest speaker was Ed Godin, president, of the agency's labeling.

The sales plan offers a 10 percent discount on all new releases (except "Storytellers") and all Mercury catalog product, and will be in effect from January 2 through 29. Dating is available to authorized dealers.

Sales AIDS
Sales aids include a complete window display, a sign in the lobby, cards kitting out the "Parade of Stars" theme, and die-cut earring jackets. A new December AIDS will be forthcoming.

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Victor Has 16 January LP's

NEW YORK— RCA Victor's pop release for January totals 16 albums. These packages include the debut album by the Italian group di Ann-Marteg and Al Hirt, Peter Nero, Chet Atkins, and the group Three Blind Mice. The records also include a hot track package by Hal Blaine, an Ivy League Hootenanny package, a House lateseatsmen package, and an album of the band Los Lobos. RCA Victor's January release includes a package of blue notes by Ernest Ansermet and the Royal Opera House orchestra, orchestral selections from Wagner's Das Rheingold, and the Boston Symphony Orchestra. The program is also a feature of the group The diesis.

Nine Walter LP's on Col. January List

NEW YORK— Nine Bruno Walter albums, consisting of a composite collection of all recordings ever made by the late maestro, share the spotlight with the original cast album of "The Girl Who Came to Supper," one of the Shm's newer musicals, in Columbia Records' January album release. Two Latin American and a dozen pop sets are also a part of the 24-album release.

Headlining the nine Walter packages is a three-album set encompassing Mozart's symphonies 35 through 41. Two groupings are also released as single LP's. Also among the various Walter packages are inclusion of Henry Mancini's "The Great Race" by Bruckner, Wagner, Haydn, Mahler, Brahms and Beethoven.

"Who's Who in America" is the "Wonderful World of Andy Williams," which includes Williams and many of his major label recordings. The December 31 Andy Williams TV show. Other sets are by Doris Day, Eydie Gorme, Steve Allen, Don Rickles, Carmen MacArthur, and Artie Shaw.


Mercury Unveils Product, Sales Plan for New Year

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THE FINAL HARVEST
OF BRUNO WALTER'S
TESTAMENT

—DAVID HALL, HIFI/STEREO REVIEW (Dec. 1963)

Favorite Symphonies with Special Bonus Lp
A Unique Collector's Item!

- SCHUBERT: UNFINISHED SYMPHONY
  - BEETHOVEN: FIFTH SYMPHONY

BARGAIN MOZART SET!
A 3-RECORD SET,
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- SCHUBERT: UNFINISHED SYMPHONY
- BEETHOVEN: FIFTH SYMPHONY

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A 2-RECORD SET

- SCHUBERT: UNFINISHED SYMPHONY
- BEETHOVEN: FIFTH SYMPHONY

Hi-Fi Fans'
Dream Symphony (No. 100)

- SCHUBERT: UNFINISHED SYMPHONY
- BEETHOVEN: FIFTH SYMPHONY

Favorite Overtures!

- BRAHMS: Academic Festival Overture
- WAGNER: RIDE OF THE SEVEN BRIDGES OVERTURE
- BEETHOVEN: Leonore Overture No. 2

Masterful Performances
of Mozart Masterpieces!

- WAGNER: RIDE OF THE SEVEN BRIDGES OVERTURE
- BEETHOVEN: FIFTH SYMPHONY

Intensely Lyric Songs!

- WAGNER: RIDE OF THE SEVEN BRIDGES OVERTURE
- BEETHOVEN: FIFTH SYMPHONY

New Special Low Prices
on These Historic
Best-Selling Walter Sets:

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- THE FOUR BRAHMS SYMPHONIES—M4L 252/M4S 615

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HIGH FIDELITY, HIFI/STEREO REVIEW, SATURDAY REVIEW, THE GRAMOPHONE, AMERICAN RECORD GUIDE

COLUMBIA RECORDS®
Fred Astaire to Keep Ava, Tie It in With TV Program

HOLLYWOOD — Fred Astaire has decided to retain his Ava dexterity and will become more involved in its operation. Jackie Mills, label's exec veer, stated well.

Label had been on the block five months, during which time Mills was involved in negotiation with several parties. When the latter individual, contractor Bill London, couldn't meet Astaire's price, the famed entertainer decided to build on the va'ny's. It is also understood that_Merle Melcher, film producer, had pulled out the label for his music biz.

A new attempt expansion programs in the top 40 LP fields and will be using indie products. Version as a singles advisor, according to Mills. Three young teen acts have been signed to cut singles — Denny and Jay, from Colorado Springs, Colo.; Lacey Jones from Dallas, and Kelly Garrett from Santa Fe, N. M. Mills also noted he has acquired three new soundtracks, but would not reveal their names. He added that Ave will tie in with Astaire's pro"nously weeklong situation comedy TV series currently on the drawing boards.

Personnel-wise, the dickness has Astaire as proxy. Mills as exec. Tommy Wolf as production head, Bobby West as royalty department chief. Label has just re-signed with MGM for distribution.

Bob Mersey to Take Columbia Pop A&R. Job

* Continued from page 1

back into the singles derby after a dry spell. Kapralik also explained that Columbia's production during his tenure in the spot. Kapralik's own moves within the company indicated his reflection of the policy of exposing its executives to key facets of the business.

— New — Dave Kapralik, pop a&R. topdog who is moving on to new areas in the Columbia territory. Kapralik is credited with bringing added exposure, and sales strength to Columbia pop product. During his tenure of approximately two years he brought to the label such talents as Andy Williams, Dion, George Maharis, Steve Lawrence and Eydie Gorme and others. He also reactivated the Okay label, acquired in Carl Davis as a.d.r. exec in Chicago, and also brought Bob Mersey — his successor — into the company.

It is known that several key creative areas within Columbia are being mulled by the didency and Kapralik.

Big Philip Years

* Continued from page 3


The powerhouse ballad for Benton which should catch eyes is another version also out but the material is strong enough to support both. Benton's plan is to solid adjustment to match his calling vocal. Watch this. Flip is "After Midnight" (Raleigh-Bing Davis). "B.M.I. D.D."

Bob Mersey is providing a set of various Brown-Box Index Cards in the line.
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- The Best Of The Kingston Trio (ST-1705)
- Unforgettable — Nat King Cole (T-357)
- This Is Sinatra (DT-768)
- Just For Laughs — Andy Griffith (T-962)
- The Best Of Guy Lombardo (DT-1461)
- Sixteen Tons — Ernie Ford (T-1380)
- The Hits Of Les & Mary — Paul & Ford (DT-1476)
- This Is Dean Martin (DT-1047)
- The Best Of Hank Thompson (DT-1876)
- The All-Time Hits Of Faron Young (DT-1878)
- Gone — Ferlin Husky (T-1383)
- The Hits Of Harry James (DT-1515)
- Baxter's Best — Les Baxter (DT-1388)
- Faron Young Sings The Best Of Faron Young (T-1450)
- The Hits Of Judy Garland (ST-1929)
- The Best Of Nelson Riddle (DT-1990)
- The Hits Of Jo Stafford (ST-1921)
- The Hits Of Ferlin Husky (DT-1991)
- Sugar Blues — Clyde McCoy (T-311)
- Tonight We Love — Freddy Martin (ST-2018)
- Bewitching Lee — Peggy Lee (T-1743)
- The Hits Of Benny Goodman (DT-1514)
- The Best Of The Four Freshmen (ST-1640)
- The Best Of Roy Acuff (DT-1870)
- The Best Of Pee Wee Hunt (DT-1853)
- Comedy Hits — Various Artists (DT-1854)
- T-Bone Walker T-1958
- The Best Of Stan Freberg T-2020
- The Voices Of Walter Schumann (DT-297)
- All Aglow Again! — Peggy Lee (T-1366)
- The Hits Of Louis & Kerly (T-1531)
- Walkin' The Strings — Merle Travis T-1391
- The Hits Of Joe “Fingers” Carr (DT-2019)
- The Hits Of Ray Anthony T-1477
- The Hits Of Freddy Martin (DT-1582)
- Sounds Of The Great Casa (ST-1588)
- The Best Of Duke Ellington (DT-1602)
- The Best Of June Christy (ST-1693)
- The Hits Of Woody Herman (DT-1554)
- Our Best To You — Various Artists T-1801
- The All-Time Hits Of Red Nichols & The Five Pennies (ST-1803)
- Hit Me Again! — Jonath Jones T-1375
- One More Time — Kay Starr T-1388
- My Baby's Gone — The Louvin Bros. T-1385
- All Starr Hits! — Kay Starr T-1468
- Rockin' With Wanda — Wanda Jackson T-1384
- The Great Comedy Hits Of Yogi Vorgansson T-1620
- Kay Kyser's Greatest Hits (ST-1692)
- The Fabulous Hits Of Dinah Shore (ST-1704)
- The Best Of Johnny Mercer (DT-1870)
- Freshmen Favorites — The Four Freshmen (DT-743)
- Swing Again — Various Artists T-1386
- The Hits Of Mickey Katz T-298
- The Hits Of The Andrews Sisters (DT-1924)

- The Best Of Jean Shepard (DT-1922)
- Post! — Billy May T-1377
- The Great Jimmie Lunceford (DT-1581)
- The Hits Of Bob Crosby's Bobcats (DT-1556)
- The Hits Of Ella Mae Morse And Freddy Slack (ST-1802)
- The Gold Record — Various Records (DT-830)

Available in February:
- The Great Hits Of Frank Sinatra (DT-2036)
- Julia Lee And Her Boyfriends T-2038

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IDENTITY THE THING

Jack & Jackie Wilson Trying to Get Apart

ATLANTIC’S NEW PIANIST, Jack Wilson, meets with disky executive Nesushi Eteguey, left, during Eteguey’s recent visit to Hollywood.

HOLLYWOOD — Identity is the one thing that any record act must have if it wants to become successful commercially. Identity of sound, name and material are basic premises for any new artist. Atlantic Records is particularly high on a new jazz artist that has some unique problems in these areas, and he is trying to overcome them.

Pianist Jack Wilson has to dissociate himself from the singer, Jackie Wilson, in name and dissociate his group from the Modern Jazz Quartet, for his instrumentation is similar to that group's.

As far as the name confusion is concerned, the pianist wryly recalls that one disk company suggested he change his name to Jack (Piano) Wilson. In discussing his quartet, Wilson emphatically explains that the MJQ is classically oriented through its director John Lewis, adding that vibist Milt Jackson is the group's lead melody instrumentalist. Wilson explained that in his group "the piano is the lead instrument and vibes provide accompaniment."

Wilson's first Atlantic LP has been out a little over a month.

MJQ’s 12th Year

NEW YORK — The Modern Jazz Quartet is celebrating its 12th year as a unit in 1964. One of the leadng events was a successful concert at Philharmonic Hall December 27. Further concerts will be held at M.I.T. January 10, Princeton, January 17 and Haverford College January 18. The four-some then flies to the West Coast for dates at the Penthouse, Seattle, college dates in Tacoma, Wash., and Portland and Eugene, Ore. From there the group goes to Shelly's Manne-Hole in L.A. where it begins a date February 13. A new Atlantic album by the group is ready for release this month.

The lead instrument and vibes specialist. Wilson explained adding that vibesist Milt Jackson through its director John Lewis, that group’s previous director, had just acquired a tune written by his neighbor, David Gates, which they felt was suitable for the talents of the three young ladies. The result was “Popsicles and Icicles,” a quick smashing single which went Top 10 in no time. While preparing their album follow-up, the girls are still busy keeping up with their studies. The Fischer sisters both major in music in Los Angeles, as does Sally, who attends Lewis and Clark College in Portland, Ore. Terry's secret ambition is to be a jazz singer, while Sally enjoys playing as a hobby. Young Carol, prefers modern dance.

LATEST SINGLE: “Popsicles and Icicles,” now on the Billboard Hot 100 for the eighth consecutive week, is No. 3.

ARTISTS’ BIOGRAPHIES

MURMAIDS (Chattanooga)

NAMES: Carol and Terry Fisher, Sally O’Donnell.
HOME TOWN: Los Angeles.
AGES: Carol, 15, Terry, 17, Sally, 17.
BACKGROUND: The Fischer girls are daughters of the late Carl Fischer, noted musical arranger and director for Frankie Lane. Sally's brother is a long-time friend and neighbor. It was Mrs. Fisher who brought the group to the attention of Ruth Conte, president of Chattanooga Records. At the company's home studio director for the label, had just acquired a tune written by his neighbor, David Gates, which they felt was suitable for the talents of the three young ladies. The result was “Popsicles and Icicles,” a quick smashing single which went Top 10 in no time. While preparing their album follow-up, the girls are still busy keeping up with their studies. The Fischer sisters both major in music in Los Angeles, as does Sally, who attends Lewis and Clark College in Portland, Ore. Terry's secret ambition is to be a jazz singer, while Sally enjoys playing as a hobby. Young Carol, prefers modern dance.

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TALENT ON TOUR

(Top record talent in top record towns this week)

EAST
Julius Monk presents a new review at the Plaza on Thursday (9) entitled “Baker’s Dozen. Star will be Gerry Matthews, plus a cast of eight. . . The Randy Weston combo will open Tuesday (7) at the Gordin Know in Rochester for two weeks. . . The Embers continues to offer the music of the Jonah Jones Quartet. . . When Juliet Prowse opens in the Persian Room of the Plaza (8) she’ll sport a new act tailored for her by Sammy Cahn and Jimmy Van Heusen. Paul Lavalle will be at the Bristol (Conn.) High School on Sunday (12).

Jazz Sessions on At Manhattan Club

NEW YORK — Leading jazz names are performing at the once-a-week series session held at the Most, Midtown Manhattan club Sundays. Shows have featured Billy Gosen-Don Michaels with all star groups each week from 10 p.m. to closing. The personnel of the groups varies from week to week.

MISSION
Irene Reid is at Cleveland's Corner Tavern this week only.

WEST

CANADA
Tori Thornton opens a two-week engagement (6) at the Town Tavern in Toronto.

Bobby Vee Weds Minnesota Girl

DETROIT LAKES, Minn.—Bobby Vee, 20-year-old Liberty recording star, was married (28) to Karen Bergen, 20, at Holy Rosary Catholic Church here. Sally Gordon is a long-time friend and neighbor. It was Mrs. Fisher who brought the group to the attention of Ruth Conte, president of Chattanooga Records. At the company's home studio director for the label, had just acquired a tune written by his neighbor, David Gates, which they felt was suitable for the talents of the three young ladies. The result was “Popsicles and Icicles,” a quick smashing single which went Top 10 in no time. While preparing their album follow-up, the girls are still busy keeping up with their studies. The Fischer sisters both major in music in Los Angeles, as does Sally, who attends Lewis and Clark College in Portland, Ore. Terry's secret ambition is to be a jazz singer, while Sally enjoys playing as a hobby. Young Carol, prefers modern dance.

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(Top record talent in top record towns this week)

EAST
Julius Monk presents a new review at the Plaza on Thursday (9) entitled “Baker’s Dozen. Star will be Gerry Matthews, plus a cast of eight. . . The Randy Weston combo will open Tuesday (7) at the Gordin Know in Rochester for two weeks. . . The Embers continues to offer the music of the Jonah Jones Quartet. . . When Juliet Prowse opens in the Persian Room of the Plaza (8) she’ll sport a new act tailored for her by Sammy Cahn and Jimmy Van Heusen. Paul Lavalle will be at the Bristol (Conn.) High School on Sunday (12).

Jazz Sessions on At Manhattan Club

NEW YORK — Leading jazz names are performing at the once-a-week series session held at the Most, Midtown Manhattan club Sundays. Shows have featured Billy Gosen-Don Michaels with all star groups each week from 10 p.m. to closing. The personnel of the groups varies from week to week.
New Smash!
"SOUTHTOWN, U.S.A."
The Dixie Belles, with Cornbread & Jerry

SOUND STAGE 45#2517
WINTER WONDERLAND
SALES MAGIC
25 Great New Packages
Guaranteed To Start 1964 Off
With A Profit-Making Roar!

50 FABULOUS FAVORITES

Never Before — FIFTY familiar and well-loved standards

FIFTY FABULOUS PIANO FAVORITES — FERRANTE AND TEICHER
UAL 3343 (Mono) UAS 6343 (Stereo)

FIFTY FABULOUS GUITAR FAVORITES — AL CAIOLA
UAL 3350 (Mono) UAS 6330 (Stereo)

FIFTY FABULOUS LATIN FAVORITES — TITO RODRIGUEZ
UAL 3345 (Mono) UAS 6345 (Stereo)

FIFTY FABULOUS DANCE FAVORITES — RALPH MARTERIE
UAL 3349 (Mono) UAS 6349 (Stereo)

FIFTY FABULOUS FOLK FAVORITES — THE GREENHILL SINGERS
UAL 3347 (Mono) UAS 6347 (Stereo)
POPULAR... five giant new albums

STAND UP AND SING
Steve Lawrence, Shirley Bassey, Diahann Carroll, Eydie Gorme, Jan Peerce, Kay Ballard...
UAI 3331 (Mono) UAI 6331 (Stereo)

RECORD OLDIES
The Four Lads UAI 3337 (Mono) UAI 6337 (Stereo)

BIG SIXTEEN
Gene Pitney MM 2008 (Mono) MS 3008 (Stereo)

FROM TITO WITH LOVE —
Tito Rodriguez UAI 3326 (Mono) UAI 6326 (Stereo)

THE SOUNDS OF THE HIT GROUPS — The Isley Brothers, The Exciters, Garnet Mimms And The Enchanters, Jay And The Americans, The Angels
UAI 3322 (Mono) UAI 6322 (Stereo)

FOLK... a trio of blockbusters

ONE MORE TIME —
The Highwaymen UAI 3323 (Mono) UAI 6323 (Stereo)

WELL WELL WELL —
The Briarwood Singers UAI 3318 (Mono) UAI 6318 (Stereo)

FOLK AND JAZZ WINDING —
Highwaymen, Mulligan, Staton, Blakey, Ellington, Mingus, Roach, Briarwoods, Caiola
UAI 3327 (Mono) UAI 6327 (Stereo)

COUNTRY & WESTERN... 4 best-selling albums by the top-selling C & W artists

AMERICA'S NO. 1 COUNTRY SINGER GEORGE JONES
UAI 3338 (Mono) UAI 6338 (Stereo)

AMERICA'S #1 MOST PROMISING C & W GIRL SINGER — Judy Lynn UAI 3342 (Mono) UAI 6342 (Stereo)

GOLDEN COUNTRY HITS —
Jones, Riddle, Lynn, Holmes, Caiola, Harrell...
UAI 3327 (Mono) UAI 6327 (Stereo)

AMERICA'S NUMBER ONE C & W GIRL SINGER — Melba Montgomery
UAI 3341 (Mono) UAI 6341 (Stereo)

CHILDRENS... 5 brand-new albums in the best-selling Tale Spinner line .99c

Talespinners

UNITED ARTISTS JAZZ...

JAZZ GREATS OF MODERN TIMES
UAI 3333 (Mono) UAI 6333 (Stereo)

"WAY WAY OUT" —
Ken McIntyre UAI 3336 (Mono) UAI 6336 (Stereo)

TOWN HALL CONCERT —
George Barnes & Carl Kress UAI 6345 (Mono) UAI 6345 (Stereo)

UNITED ARTISTS RECORDS

TRULY THE PROUDEST NAME IN ENTERTAINMENT
1963's BEST-SELLING SINGLE CERTIFIED BY RIAA

16487 SUGAR SHACK
JIMMY GILMER & THE FIREBALLS

SINGLES

16539 Daisy Petal Pickin' / When My Tears Have Dripped
16520 Letter From Sherry
1655 Our Love Affair / The First Kiss
16530 Wonderful Summer
16561 Mama Was A Cotton Picker / Together
1655 Some Enchanted Evening / That's Me
16564 Maybellene

1963 BEST-SELLING SINGLE IS NOW A HIT LP

NEW ALBUM RELEASES

3545 SUGAR SHACK
3544 WONDERFUL SUMMER
3555 Town & Country
3556 All-Time Greats

BEST SELLING ALBUMS

3552 Wonderful! Wonderful!
3547 Mr. Showmanship!
3541 Golden Organ Hits
3540 Number 1 Hits, Vol. 1
3538 More
3536 Myron Floren Polkas
3535 Wipe Out
3516 Pipeline
3515 Gravy Waltz & 11 Current Hits
3510 1963's Early Hits
3497 1962's Greatest Hits
3450 Greatest Organ Hits

Lawrence Welk
Liberace
Jerry Burke
Billy Vaughn
Steve Allen
The Surfaris
The Chantays
Steve Allen
Lawrence Welk
Billy Vaughn
Jerry Burke

3412 Moon River
3359 Calcutta
3250 Best Loved Sacred Hymns
3249 Ragtime Piano Gal
3165 Blue Hawaii
3119 The Million Sellers
3118 Star Dust
3100 Sail Along Silv'ry Moon
3071 Pat's Great Hits
3068 Hymns We Love
3016 The Golden Instrumentals

Lawrence Welk
Lawrence Welk
Lennon Sisters
Jo Ann Castle
Billy Vaughn
Billy Vaughn
Pat Boone
Billy Vaughn
Pat Boone
Billy Vaughn
Proudly Presents

The Greatest Talent On Record

3551 Fantastic Sounds
3525 Honeycomb
3504 Days of Wine and Roses
3475 I Love You Truly
3474 Wonderful To Be Young
3453 No One Will Ever Know
3447 The Wright Touch
3438 Hits of the 60’s
3437 So Rare
3433 12 Great Hits in Ragtime
3431 Vaughn Monroe — His Greatest Hits
3406 The Andrews Sisters’ Greatest Hits
3389 Yellow Bird
3371 Pink Shoelaces
3366 Orange Blossom Special & Wheels
3360 His Greatest Hits
3358 Polkas, Greatest Hits
3355 Polynesian Percussion
3352 Wonderland By Night
3351 The Original Chinese Waiter
3350 Last Date
3321 Maddox: The World’s Greatest Piano Rolls
3319 The Ultimate in Percussion
3315 Accordion Concert
3309 Dutchman’s Gold
3300 Gene Austin’s Great Hits
3295 Am I That Easy To Forget
3292 The Lennon Sisters Sing 12 Great Hits
3289 Crazy Otto Piano

Eddie Baxter
Jimmie Rodgers
Pat Boone
Pat & Shirley Boone
Cliff Richard
Jimmie Rodgers
George Wright
The Four Lads
Jimmy Dorsey
Jo Ann Castle
Lawrence Welk
Dodie Stevens
Billy Vaughn
Tony Martin
Six Fat Dutchmen
George Cates
Louis Prima
Buddy Hackett
Lawrence Welk
Milt Rogers
Myron Floren
Walter Brennan
Debbie Reynolds
Johnny Maddox

3278 Bob Crosby’s Great Hits
3245 Deck of Cards
3243 Jack Fina Plays Boogie Woogie
3241 Be My Love
3213 Great Folk Ballads
3210 Louis and Keely
3208 Greatest Barber Shop Hits
3183 Young Love
3181 The Great Millions
3170 Petite Fleur
3151 Whispering Hope
3138 Gospel Concert
3133 Happy Days!
3122 Johnny Maddox Plays The Million Sellers
3110 Organ Hues In Hi-Fi
3103 MMMM... The Mills Brothers
3101 Cathedral Chimes
3098 Gale’s Great Hits
3086 Music For The Golden Hours
3085 Square Dance Tonight
3084 ‘Tis Sweet To Be Remembered
3075 Word Jazz
3073 Helen Traubel
3058 Norden & Katz (Jazz Horizons)
3054-M A L O N:
3049 Great Hits On Dot
3033 The Hilltoppers Present Tops in Pops
110 The Man With The Banjo

Wink Martindale
Keely Smith
Mac Wiseman
Louis Prima & Keely Smith
Mills Brothers
Single Record Hits
Bob Crosby
Bonnie Guitar
Clara Ward
The Mulcays
Dr. Charles Kendall
Gale Storm
Billy Vaughn
Tommy Jackson
Mac Wiseman
Hal Aloma
Original Sound Track
Eddie Peabody

Dot Records

The Nation's Best Selling Records
Paul Hindemith, 68: One of the Big Ones of Our Century

NEW YORK—On Saturday (28) Paul Hindemith, one of the giants of 20th century music, died of a circulatory failure in a Canadian hospital. He was 68. Renowned as a composer, theoretician and educator, Hindemith's death marks the end of an era, best described as conservative and pragmatic.

What characterized Hindemith's music was its most profoundly reflected in his work. He had an urge to grow and develop his own love and understanding of music, and it also drove him to impart this love and understanding to others. While he was a violinist by profession, it is said that he was a capable performer on nearly every instrument. Ideally, he felt that music should never exceed the comprehension of music. "Music as we practice it," he once said, "is in spite of its trend toward abstraction, a form of communication between the author and the consumer of his music." Earlier he had said: "In our time, a composer ought really to write only when he knows to what end he is writing. The time when one composed merely for the sake of composing is gone forever."

'Music for Use'

In practice, Hindemith demonstrated his ideal by innumerable compositions for the entertainment of the performer. His works were tagged "Gebruschmusik," or "music for use." A program of one such work stated: "This music is written neither for the concert hall nor for the artists, the idea is only to provide interesting new practice material for those who play for a small circle who are of the same mind. Because of this there is no great technical burden laid on the performer."

In the 1930s, Hindemith caught composition at several music schools in Germany, but his music was soon blacklisted and labeled "degenerate art" by the Nazi State, and performance was forbidden. He came to the United States in 1938, and sub-

Kennedy Mass Set for Holy Cross Cathedral

BOSTON—Cardinal Richard Cushing will celebrate a Solemn Pontifical Requiem Mass (19) in memory of President John F. Kennedy at Holy Cross Cathedra-

Nicholas DiVirgilio, tenor, and Mac Morgan, baritone. A chorus of 180 members will participate, representing the New England Conservatory Chorus, the Harvard-Radcliffe Choral Society, and the Chorus Pro Musica. The participants have all contributed their services on this occasion.

Invitations for this occasion have gone out to high federal, State, and local officials, members of the clergy, and other dignitaries.

Opera's Voluptuaries

to the growing list of "memorial" albums.

Influences of the 1960s (Continued on page 34)

INDUSTRY: American

LINGUA: American

JAVA Red, the Belgian and Anglo-Dutch company that has been burned by making high quality Dutch beer, will be sold to an American company. The sale of the company to Miller, a major brewer in the United States, will be announced next week. Miller has previously expressed interest in the business, and the sale is expected to be completed within the next few weeks.

NEW CARNES! TWO HERE, ONE ON THE WAY: As reported some months ago on these pages, Bizer's "Carnem" (at that time) accounted for the best selling opera packages of RCA Victor (for the 1964-1965 season). While it has been some time since a new "Carnem" has been recorded, two were released just recently on London and Vox. The London set stars Regina Resnik (left) in the title role, while the Vox set features Jean Madeira (right). Both are favorite roles for each company, and both are American born. Another American artist (also a favorite at the Met), Leontyne Price, has recently completed recording her version of "Carmen" in Vienna, under Herbert von Karajan, for RCA Victor. The Price recording will be released shortly, and Madeira and Resnik have racked up numerous performances of the opera on the opera stages around the world, the role is relatively new to Miss Price. Resnik's most recent performance was in Dallas, last November. Madeira will make her Australian debut in the role in March, at the opening of the new Elizabethan Theatre in Adelaide. England's Queen Mother will act as official host on this occasion. She will also perform in the role in Orlando, Fla., in early February. Arios from the opera will be included during her U.S. concert tour this spring, when she will appear in the East, Midwest and in California.
When you pronounce the composition “Die Entführung aus dem Serail,” would Mozart wince—or smile in recognition?

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PRONOUNCING THE CLASSICS (Klās’iks)

is the modern day assurance for Mozart, Beethoven, Liszt and all the great masters that they and their compositions will not lose identity through mispronunciation.

For radio stations, record dealers, libraries, educators—or just music lovers who care—here is the long-needed guide to correct pronunciation of the names of the great classical composers, their works and the artists who perform them.

PRONOUNCING THE CLASSICS (klās’iks)

With each LP, this 28-page booklet listing composers alphabetically and phonetically, with all printed names cross-indexed to correspond with band and number of the spoken pronunciation on the LP.

For trade prices contact Miss Caroline Collett, General Manager

Record Source, International
A division of Billboard
1564 BROADWAY, NEW YORK 36, N. Y. PLAZA 7-2800
Denny Firm Changes Tag; 'Lucky' Moeller President

NASHVILLE—The board of directors of the Jim Denny Artist Bureau, Inc., in a meeting last week voted unanimously to change the name of the operating company and western talent agency to Denny-Moeller Talent, Inc., according to W. E. (Lucky) Moeller, newly elected president of the organization.

Moeller pointed out that the change of the name of the agency would in no way affect the operation of the firm, the personnel, or the firm's long-established policies.

The new firm Denny and Moeller combined their talent agencies into the Jim Denny Artist Bureau as equal partners in 1958. As executive vice-president and general manager, Moeller headed up the bureau, allowing Denny to devote more time to the increased workload as president of his flourishing Cedarwood Publishing Company.

The two firms pioneered the growth of Music Row, the area around 16th Avenue South, in Nashville, generally known as Music City, U.S.A. Both the Cedarwood and Denny-Moeller firms occupy one of the most modern structures in the area at 815 16th Ave., South.

The Denny-Moeller firm is the largest c.Aw. talent agency in the business and handles exclusively a host of stars, including Webb Pierce, Kitty Wells, Johnny Wright and the Tennessee.

(Continued on page 28)

Starday Sets Winter Sales Plan

FROM THE HOUSE OF BUDGET HITS

Billboard Spotlight Album

{quote}Betty & Dupree{quote}

w/ "Got My Mojo Working"

Sun 239

Billy Adams

SUN RECORDS

639 Madison

Memphis, Tenn.

CONTINENTAL RECORDS

500 Fifth Ave., N.Y.C.

COUNTRY MUSIC

Hot Country Singles

<table>
<thead>
<tr>
<th>No. in Week</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Works on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LOVE'S GONNA LIVE HERE</td>
<td>17</td>
</tr>
<tr>
<td>2</td>
<td>NINETY MILES AN HOUR</td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td>THE MATADOR</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>BEGGING TO YOU</td>
<td>7</td>
</tr>
<tr>
<td>5</td>
<td>MOUNTAIN OF PLE</td>
<td>13</td>
</tr>
<tr>
<td>6</td>
<td>SUNDAY AFTERNOON</td>
<td>16</td>
</tr>
<tr>
<td>7</td>
<td>500 MILES AWAY FROM HOME</td>
<td>13</td>
</tr>
<tr>
<td>8</td>
<td>BEFORE I'M OVER YOU</td>
<td>9</td>
</tr>
<tr>
<td>9</td>
<td>LAST DAY IN THE MINES</td>
<td>5</td>
</tr>
<tr>
<td>10</td>
<td>TALK BACK, DOODLE LIPS</td>
<td>10</td>
</tr>
<tr>
<td>11</td>
<td>COWBOY BOOTS</td>
<td>15</td>
</tr>
<tr>
<td>12</td>
<td>THANKS A LOT</td>
<td>16</td>
</tr>
<tr>
<td>13</td>
<td>MEET ME AT MIDNIGHT</td>
<td>9</td>
</tr>
<tr>
<td>14</td>
<td>TROUBLE IN MY HEARTs</td>
<td>10</td>
</tr>
<tr>
<td>15</td>
<td>FANS HEARTED FAN</td>
<td>8</td>
</tr>
<tr>
<td>16</td>
<td>9. D. FOR A DAY</td>
<td>4</td>
</tr>
<tr>
<td>17</td>
<td>THESE WONDERFUL YEARS</td>
<td>7</td>
</tr>
<tr>
<td>18</td>
<td>YOU'LL DRIVE ME BACK</td>
<td>9</td>
</tr>
<tr>
<td>19</td>
<td>IF THE BACK DOOR COULD TALK</td>
<td>9</td>
</tr>
<tr>
<td>20</td>
<td>B.S. FOR A LADY</td>
<td>9</td>
</tr>
<tr>
<td>21</td>
<td>GOING THROUGH THE MOTIONS</td>
<td>9</td>
</tr>
<tr>
<td>22</td>
<td>THE GREATEST ONE OF ALL</td>
<td>6</td>
</tr>
<tr>
<td>23</td>
<td>SING A SAD SONG</td>
<td>3</td>
</tr>
<tr>
<td>24</td>
<td>MAKE A MEANING</td>
<td>3</td>
</tr>
<tr>
<td>25</td>
<td>CALL ME MR. BROWN</td>
<td>7</td>
</tr>
<tr>
<td>26</td>
<td>OLD RECORDS</td>
<td>3</td>
</tr>
<tr>
<td>27</td>
<td>THE MORNING PAPER</td>
<td>3</td>
</tr>
<tr>
<td>28</td>
<td>HEART, BE CAREFUL</td>
<td>3</td>
</tr>
<tr>
<td>29</td>
<td>SING A SAD SONG</td>
<td>3</td>
</tr>
<tr>
<td>30</td>
<td>LIFE CAN HAVE MEANING</td>
<td>5</td>
</tr>
<tr>
<td>31</td>
<td>LET'S INVITE THEM OVER</td>
<td>5</td>
</tr>
<tr>
<td>32</td>
<td>MAKE THE WORLD GO AWAY</td>
<td>20</td>
</tr>
<tr>
<td>33</td>
<td>I ALMOST FORGOT HER TODAY</td>
<td>3</td>
</tr>
<tr>
<td>34</td>
<td>LIFE CAN HAVE MEANING</td>
<td>5</td>
</tr>
<tr>
<td>35</td>
<td>SHAPE UP OR SHIP OUT</td>
<td>2</td>
</tr>
<tr>
<td>36</td>
<td>MY YEARS DON'T SHOW</td>
<td>2</td>
</tr>
<tr>
<td>37</td>
<td>DREAM HOUSE FOR SALE</td>
<td>2</td>
</tr>
<tr>
<td>38</td>
<td>LET'S GO ALL THE WAY</td>
<td>1</td>
</tr>
<tr>
<td>39</td>
<td>NEAR ME</td>
<td>1</td>
</tr>
<tr>
<td>40</td>
<td>SHAPE UP OR SHIP OUT</td>
<td>2</td>
</tr>
<tr>
<td>41</td>
<td>SOMETIMES I CURSE</td>
<td>2</td>
</tr>
<tr>
<td>42</td>
<td>TWO LATE TO TRY AGAIN</td>
<td>2</td>
</tr>
<tr>
<td>43</td>
<td>SOMEBODY TOLD SOMEBODY</td>
<td>2</td>
</tr>
<tr>
<td>44</td>
<td>BIG CITY WAYS</td>
<td>2</td>
</tr>
<tr>
<td>45</td>
<td>OUR THINGS</td>
<td>2</td>
</tr>
<tr>
<td>46</td>
<td>TALL, TALL GENTLEMAN</td>
<td>2</td>
</tr>
<tr>
<td>47</td>
<td>THE BANDSTAND</td>
<td>2</td>
</tr>
<tr>
<td>48</td>
<td>TALL, TALL GENTLEMAN</td>
<td>2</td>
</tr>
<tr>
<td>49</td>
<td>THE PORTER WAGONER SHOW</td>
<td>2</td>
</tr>
<tr>
<td>50</td>
<td>GOOD 'N COMPANY</td>
<td>2</td>
</tr>
<tr>
<td>51</td>
<td>GOOD 'N COMPANY</td>
<td>2</td>
</tr>
<tr>
<td>52</td>
<td>Y'ALL COME</td>
<td>2</td>
</tr>
<tr>
<td>53</td>
<td>ABILENE</td>
<td>2</td>
</tr>
<tr>
<td>54</td>
<td>CROSS COUNTRY</td>
<td>2</td>
</tr>
</tbody>
</table>

(Continued on page 28)
6 Smash Records on the Charts

**THE NITTY GRITTY**

**SHIRLEY ELLIS**

**CONGRESS 202**

**DUMB HEAD**

**GINNY ARNEL**

**MOUNTAIN OF LOVE**

**David Houston**

**EPIC 9625**

**OLD RECORDS**

**Margie Singleton**

**MERCURY 72213**

**YOU'LL DRIVE ME BACK**

**(Into Her Arms Again)**

**Faron Young**

**MERCURY 72201**

**TADPOLE**

**Tillman Franks**

**STARDAY 651**

**Country Hits!!**

**WATCH THESE HITS!!!**

**Here's More for '64**

**SOUTHTOWN U.S.A.**

**THE DIXIEBELLES**

**SOUND STAGE 7 2517**

**DON'T CROSS OVER**

**LINDA BRANNO**

**EPIC 5-9640**

**THAT'S WHAT MAKES THE WORLD GO AROUND**

**CLAUDE KING**

**COLUMBIA 4-42959**

**I'D RATHER BE SORRY**

**(Than Safe All Alone)**

**PATTI PAGE**

**COLUMBIA**

**DON'T CRY**

**THE DEMENSIONS**

**CORAL 62392**

**JOHNNY ZERO**

**MERLE KILGORE**

**MGM K13209**

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101 WEST 55th STREET
NEW YORK 19, N. Y.
PHONE: 212—JUDSON 2-1368
SINNERS NOT A SAINT . . .
Trini Lopez, United Modern 106 (Time, BMI) (Philadelphia)

PENETRATION . . .
Pyramids, Best 13002 (Dorothy, ASCAP) (New York)

STICKS AND STONES . . .
Gene Ludwig, Atlantic 5034 (Tangerine, BMI) (San Francisco)

PROMISES . . .
Ray Peterson, Dunes 3030 (Joyson, ASCAP) (Atlantic)

TRIBUTE . . .
Anthony Newley, Acapella 770 (Melody Trails, BMI) (New York)

 wiel is g o w i l d

Here's a solid offering for lake boats and stations. It's a 1-2-3 with upbeat background and powerful pop blues singing. The flip is "Rae's You" (Box, BMI 2:15).

LITTLE JR. PARKER

SINGLES REVIEW POLICY

Every single sent to Billboard for review is read by the Billboard Review Panel, and its sales potential is rated within its category of music. Full reviews are prepared for those singles sent to various Music Mags. All other singles are listed in their respective categories.

C.A.W. SPOTLIGHT

WAYNE KEMP

LITTLE BITTY WOMAN

(Rounds, BMI) 1:55-Boyd 194

Good side that moves right along on hand clapper-type tempo. Winning guitar intro leads right to great back-up track. The flip is "Tell Me All About It" (Box, BMI 2:31).

ERNEST ASH Worth

A WEEK IN THE COUNTRY

(Four Star, BMI) 2:12-Hickey 1327

Ashworth hit the c.a.w. chart with "Talk Back Trovati's Lito." He's got a strong-switched-down tempo with lots of piano effects. Very catchy song with great beat story. All chart time for Ashworth. The flip is an instrumental called "Makeover Dance" (Rounds, BMI 2:46).

DAN REECE

EVERYONE KNOWS

(Gorilla, BMI) 2:27

EVERYBODY'S LAUGHING

(Ear-Mark, BMI) 2:54-Jobs 378

This one could be a real field winner. Gat is a soft-ball sung song with conversation by the lead against simple but catchy backing. The flip is also good, a bright tune with honest melody and singing from the lead, but the song has the edge.

DAVID PRICE

THE WORLD LOST A MAN

(Newcom, BMI) 2:30-Kiss 1001

A fine tribute to the late President in country style as an intense saga song. It's a good tune, the lyrics are meaningful and the flip would be well received. The flip is "I Need A Friend" (Newcom, BMI 2:27).

SINNERS NOT A SAINT . . .

Trini Lopez, United Modern 106 (Time, BMI) (Philadelphia)

PENETRATION . . .
Pyramids, Best 13002 (Dorothy, ASCAP) (New York)

STICKS AND STONES . . .
Gene Ludwig, Atlantic 5034 (Tangerine, BMI) (San Francisco)

PROMISES . . .
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Anthony Newley, Acapella 770 (Melody Trails, BMI) (New York)

 编辑说明：这是一份《Billboard》杂志的单曲评论。评论包括了各种音乐风格的单曲，如摇滚、乡村、流行等。每个单曲都由各自的评论员进行评价，包括歌曲的销售潜力、音乐风格和表现等。评论部分还包括了单曲的发行信息和发行公司。

1. **SINNERS NOT A SAINT**
   - 歌手：Trini Lopez
   - 唱片公司：United Modern 106
   - 评论：这是一首可能成为热门的乡村音乐，歌词中描绘了一个男人的故事。

2. **PENETRATION**
   - 歌手：Pyramids
   - 唱片公司：Best 13002
   - 评论：这首歌以简单的旋律背景，配上有力的流行布鲁斯演唱。

3. **STICKS AND STONES**
   - 歌手：Gene Ludwig
   - 唱片公司：Atlantic 5034
   - 评论：这首歌有强烈的节奏和摇摆的背景。

4. **PROMISES**
   - 歌手：Ray Peterson
   - 唱片公司：Dunes 3030
   - 评论：这首歌有可听的节奏和摇摆的背景。

5. **TRIBUTE**
   - 歌手：Anthony Newley
   - 唱片公司：Acapella 770
   - 评论：这首歌是给已故总统的致敬，歌词深刻。

这些评论可以帮助人们了解歌曲的潜力和风格特点，对于音乐爱好者和行业人士来说非常有用。
The American London Group greets 1964 with 3 BIG NOISEMAKERS!

The Pyramids
PENETRATION
BEST-13002

Round Robin and the Parlays
DO THE SLAUSON
DOMAIN-1400

BILL BLACK'S COMBO
COMIN' ON
HI 2072

THE AMERICAN LONDON GROUP
NEW RELEASES IN MERCURY'S PARADE OF POPULAR STARS

IRVING BERLIN SONGS
VARIOUS ARTISTS
MG 20813/SR 60813

BILLY ECKSTINE NOW SINGING IN 12 GREAT MOVIES
MG 20834/SR 60834

SHIRLEY HORN WITH HORNS
MG 20835/SR 60835

HAPPY FEET
DAVID CARROLL
MG 20846/SR 60846

THE RAGTIME JUG STOMPERS
DAVE VAN RONK
MG 20864/SR 60864

VAUGHAN WITH VOICES
SARAH VAUGHAN
MG 20882/SR 60882

SONGS OF THE CITIES
ROY DRUSKY
MG 20883/SR 60883

BORN TO SING THE BLUES
BROOK BENTON
MG 20886/SR 60886

A CLEBANOFF FILM CONCERT
THE CLEBANOFF STRINGS,
ORCHESTRA & CHORUS
MG 20887/SR 60887

CUGAT CARICATURES
XAVIER CUGAT
MG 20888/SR 60888

"MOMS" MABLEY
OUT ON A LIMB
MG 20899/SR 60899

TENDER IS THE NIGHT
JOHNNY MATHIS
MG 20890/SR 60890

REFLECTING
THE CHAD MITCHELL TRIO
MG 20891/SR 60891

KIRK IN COPENHAGEN
ROLAND KIRK
MG 20894/SR 60894

STORY SONGS FOR COUNTRY FOLKS
FARON YOUNG
MG 20896/SR 60896

FOREMOST IN FINE RECORDING
Bon Goo - Wawa (Kaman. ASCAP) 55
Billie Baby (Piramid) 27
Harlem Shuffle (Monterey, BS) 12
Please (Shore, Capitol 14)
You'll Never Walk Alone (Parlophone, EMI) 78
Snap Your Fingers (Dot, Decca 86)
Liturgy Love (Atlantic 1211)
688399199 99
80 82 85 90 BELONG TOGETHER
Tonight You're Gonna Fall In Love With Me
Java
I Wish You Love
Come Dancing With Me
You're No Good
Since I Found A New Love
See The Funny Little Clown
Puppy Love
The Cheer Leader
For Your Sweet Love
Billie Baby
Pink Dominoes
Do-Wah-Dip-dip
Baby's Gone
The Feeling Is Gone
His Kiss
Deep In The Heart Of Harlem
Baby's Gone
Little Boxes
Judy Loves Me
The Son Of Rebel-Rouser
Cold, Cold, Winter
Coming Back To You
Who Do You Love
Tiptoes, 7872

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

BILLBOARD SPOTLIGHT PICK

Pop UP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a slot on Billboard's Top LPs chart. Spotlight writers in other categories are selected on the basis of their potential to become top sellers in their respective areas.

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 Picks and Special Merit Picks. All other albums are rated in their respective categories.

with a Song in My Heart
Stevie Wonder. Tamla 250
Little Stevie forges the historic association with his first single release (for capital straightfrom vocalizing, he has a distinctive vocal that is able to produce a lot of emotion, and a good touch of soul). The production is well done, with a strong rhythm section and a good bass line. This is a good introduction to Stevie's sound.

The Girl Who Came to Supper
Original Cast. Columbia KOL 6020 (M) 2420 (S)
A happy entry on the Broadway scene. Producer, arranger and director perfection, and a beautiful stage setting through Joel Cottrell's musical adaptation of Foreman's short story, "The Prince and the Strongest." Score and production of this film are superb, with top vocal and instrumental performances, including a decided plus in甘ering sales.

The Hits of Judy Garland
Capitol T 1999 (M) ST 1999 (S)
Here's a sure-fire collection of Garland's big hits. Capitol has selected some of her most popular disk efforts, as such as "Show Boat," "I've Got Rhythm," "The Man That Got Away," "Ziegfeld Girl," and "Over the Rainbow." All are restored with a touch of vintage flare.

The Letterman Kind of Love
Capitol T 3013 (M) ST 3013 (S)
The Letterman's have made a success with their youthful interpretations of standards. Here they have completed their first package, and the results are outstanding. Jazz piano, romantic with a slyy perfomance, and a high-keyed, charming sound. The hit, "Going Through the Motions," is a decided plus.

Jimmie Rodgers Town & Country
DMP DLP 3556 (M) DLP 3556 (S)
Jimmie Rodgers has made his mark of excellence on both the pop and country music markets. His warm, friendly voice is a natural at a setting of fine country hits. The hit, "Humphries Saturday Night," is a nice touch.

Wonderful Summer
Robin Ward. Dot DLP 3535 (M) DLP 3535 (S)
This is the new artist's first album and, quite naturally, it carries his current hit, "Wonderful Summer." The hit, "Baby Doll," with its strong rhythm and a soft touch, is a solid hit. The hit track is "I Will Love You."
Hawaiian Music Growing, Thanks To Stream of Island Toursists

HOLLYWOOD — Hawaiian music, only a minor segment of Deco's output, is a consistent seller on the mainland because of the expanding tourist market which now flies there in four hours via jet.

"When the tourists visit Hawaii for the first time," says label's Coast topper Bud Dant, who has derived a talent search from the islands, "they are so captivated by the native music that they want to own the music as a reminder of their trip."

Another of romantic feelings about Hawaii is the important reason why native music sells so well in the U. S. Dant believes.

The Hawaiian tourist market continues to grow, claims Dant, whose 10-day tour enabled him to sign three native performers. Dant plans returning to the islands in March to record his discoveries.

Dant says the Hawaiian is strong supporters of native music which comprises a good segment of the disk biz. The teenagers are quite aware of the rock sounds, however, he says. "There are radio stations which play nothing but native music." Dant offers, "but in the big cities the music distinctively becomes American.

Dant claims Decca has the largest Hawaiian catalog and has been cutting native sounds for over 25 years. He explains he went night after night hopping all around the islands in order to discover Haunani, feminine vocalist heading the Royal Hawaiian Hotel show on Oahu, Larry Rivers, 30-year-old vocalist at the Coco Palms Hotel on Kauai, and the Surfers, vocal-instrumental group at Duke Kahanamoku's Club.

Dant also hopes to sign the Emma Sharp bamboo organ group, playing at the Royal Lahaina Hotel on Lahaina and to cut the Honolulu Symphony-performing works of Alex Anderson in concert.

Famous Music Nails Chicago Pub Office

CHICAGO — Famous Music, Paramount publishing subsidiary here some 20 years, closes in doors January 1, and Sam Fox, who headed the firm for the past 14 years, closes Flair's offices in New York. The exit is another in a long closing of walls at the Chicago Theater building, once the Tin Pan Alley of Chicago, now but a shadow of its former self with less than a half-dozen offices remaining.
STAR performer—LP’s on chart 9 weeks or less registering greatest proportional upward progress this week

1. THE SINGING NUN
2. IN THE WIND
3. THE BEATLES STRANDS ALBUM
4. FUN IN ACAPULCO
5. WEST SIDE STORY
6. PETER, PAUL, & MARY
7. MARIA ELENA
8. JOAN BAILEY IN CONCERT, PART 2
9. MOVING
10. MORE TRINI LOPEZ AT PJ’s
11. JOAN BAILEY IN CONCERT
12. TRINI LOPEZ AT PJ’s
13. THE BEATLES STRANDS ALBUM
14. BACH’S GREATEST HITS
15. WASHINGTON SQUARE
16. I LEFT MY HEART IN SAN FRANCISCO
17. SURFER GIRL
18. ELVIS’ GOLDEN RECORDS, VOLUME 3
19. CARY BOY BIRDIE
20. CUBY YOUR TONGUE, KNAVE!
21. RAMBLIN’
22. MOON RIVER & OTHER GREAT STANDBYS
23. CATCH A RISING STAR
24. MY SON, THE NAVY
25. INGREDIENTS IN A RECIPE FOR SOUL
26. DAYS OF WINE AND ROSES
27. PAINTER OF MUSIC
28. JIMMY DURANTE ROSE
29. SINATRA’S SILVER SCREEN
30. MONEY IN THE MORN
31. ANY NUMBER CAN WIN
32. THE FREEDWEELIN’ BOB DYLAN
33. JOHN F. KENNEDY—THE PRESIDENTIAL YEARS 1960-1963
34. SHUT DOWN
35. ROY ORBISON’S GREATEST HITS
36. THE SOUND OF MUSIC
37. JOHNNY’S GREATEST HITS
38. CAMELOT
39. ROYAL ROBBINS’ GREATEST HITS
40. LET’S GO
41. 110 IN THE SHADE
42. THIS IS ALL I ASK
43. CHAD MITCHELL TRIO SINGING
44. SURFIN’ U.S.A.
45. I’VE GOT YOU BABE
46. SCARLETT O’HARA
47. FOR YOUR EYES ONLY
48. MARIA ELISABETH
49. MORE (Soul Surfin’)
50. JOHNNY’S NEWTEST HITS
51. THE NEW CHRISTY MINSTRELS
52. HEAVENLY
53. IT’S A MAD, MAD, MAD, MAD WORLD
54. TWO SIDES OF THE SMOTHERS BROTHERS

Billboard Top LP’s

For Week Ending January 11, 1964

 Compiled from national retail sales and radio station playby by The Music Popularity Dept. of Record Market Research, Billboard.
New for a happy year

GUITAR COUNTRY
CHET ATKINS

Chet picks a dozen... strictly fresh. The flavor's perfect for an Atkins' sales feast. LPM/LSP-2783.

Nero wrote the exciting movie score and plays it, too. A best-seller for sure! LPM/LSP-2827.

Ed Ames... "Opening Night" LPM/LSP-2781
Marty Gold... "For Sound Sake" LPM/LSP-2787
Hovie Lister—The Statesman Quartet... "Hovie Lister Sings" LPM/LSP-2790
Norman Luboff Choir... "On the Country Side" LPM/LSP-2805
"A Gospel Jubilee" LPM/LSP-2793  "Campus Hootenanny" LPM/LSP-2829
**Masterwork**

**Gallery of Advanced Sound**

**Presents**

**Solid State Components**

Now Masterwork presents, for the first time ever, a completely transistorized component sound system including a transistorized amplifier and revolutionary transistorized AM/FM/FM Stereowin.tuner. Small, beautifully designed, and containing the ultimate in engineering achievements, these systems of uncompromised quality provide you with a complete new market potential.

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**Star Day Sets Its Winter Sales Plan**

- Continued from page 18

between the dealer and Star Day distributor.

Star Day now has 175 countrywestern, bluegrass, sacred and old-time albums in color jackets, with four to six new albums released each month during 1964, Pierso said. Star Day now has become the largest country music album catalog in the world and a growing amount of the Starday catalog is being released in London Records in England, which now has 40 Starday albums issued in the studio.

In addition, Star Day gets 100 sides released per year in Germany, six albums per year in Australia, 12 in Japan, and varying amounts in other countries.

Star Day’s overseas publishing set-up in affiliation with Hill & Range licensed 680 recordings of songs from the Starday Music catalog in countries outside the U.S. and Canada during 1963. A 25 per cent increase is predicted for 1964.

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**McAuliffe Crew For Vegas Nugget**

HOLLYWOOD — Leon McAuliffe and the Cinnaray Boys, currently in town sessions at Capitol Records under the guidance of Ken Nelson, move into Las Vegas and the Grand Rex for a two-week stand, starting January 23. While in the area, the McAuliffe aggregation will work a series of one-nighters promoted by KFOX country deejay Biff Collie. In addition, McAuliffe and the band are scheduled for dual appearances on the Coast TV-set, “The Carl Waterson Show.”

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**Jim Denny Firm Changes Name**

- Continued from page 18

see Mountain Boys, Bill Phillips, Porter Wagoner and the Wagonmasters, Norma Jean, Hank Snow and His Rainbow Ranch Boys, Carl Smith, Minnie Pearl, Carl and Pearl Butler, Stonewall Jackson, Jimmy Dickens, Lefty Frizzell, Jean Shepard, Grandpa Jones, George Morgan, Red Svine, Billy Walker, Claude Gray, Willis Brothers, Junior Tubb, Archie Campbell, Martha Carson, the Duke of Paducah, Connie Hall, Cousin Jody, Carl Perkins, Shirley Ray, Dottie West, Johnny Western and Jan Moore.

Moeller Predicts Fat ’64

Moeller reports that DennyMoeller Talent, Inc. has handled some 3,000 bookings in 1963 and the outlook for the coming year looks even brighter. Moeller bases his prediction on an increase in bookings already set for the first quarter of 1964.

Moeller moved to Nashville in 1954 as personal manager for Webb Pierce and Red Svine. In addition to Moeller’s responsibilities in guiding the careers of some 40 performers, he also serves as secretary of the Country Music Association.

In Jim Denny, said, “I enjoyed the greatest partner that anyone could hope for, and I am fortunate that Jim’s widower, Dottie, and two sons, Bill and John, are taking an active part in the business that he loved so much. I am sure that the same friendly and harmonious relationship will continue with the Denny family.”

Bill Denny has been elected to serve as executive vice-president of Denny-Moeller Talent, Inc., and also will continue to serve as president and general manager of Cedarwood Publishing Company.

Other newly elected officers of the talent agency are Larry A. Moeller, vice-president, and Mary Claire Rhodes, secretary. Jack B. Andrews, associated with the agency as a booking agent, was elected to the board of directors.

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**KSON to Host Country Package**

SAN DIEGO, Calif.—Station KSON, which switched to a country music format last September, will host a country music package featuring Johnny Cash, Paron Young, Kitty Wells, Johnny Wright, Minnie Pearl, June Carter and Bill Phillips, in two performances at the 2,400-seat Russ Auditorium here January 11. Smokey Rogers, EDDiE BRiGGs and Chuck Owens, KSON deejays, will emcee the proceedings.

Prior to the show, KSON will be broadcast from in front of the auditorium in its “Surely With the Fringe on Top” remote trailer. A table is expected for the two performances in light of the fact that KSON’s ratings have tripled since changing to the all-country policy, according to KSON president, Dan McKinnon.

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**Decca Releases Clifton’s ‘Beatle’**

LONDON — Decca Records, Ltd., last week released the much publicized “Beatle Crazy” by touring American Bluegrass artist Bill Clifton, who performed the talking blues novelty on BBC’s “Tonight,” ITV’s “Late Scene,” ABC’s “Hullabaloo” and appeared as guest artist in the hot seat at the BBC’s “Juke Box Jury,” where the disk was voted a hit by the jury.

The song was written especially for Clifton by Southern Music’s Geoff Stephens. It is intended to poke a bit of fun at Britain’s fabulously successful Beatles, the four Liverpool lads with the mid-evil hackstairs.

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**New Country Label Bows**

YPSILANTI, Mich.—Uncle Dowie Towler, of Jambohere Stud- dios, with headquarters at 3121 Grand River Ave. here, announces the formation of a new country label to be known as Earl of Doodle Record Company. Firm expects to issue its initial release, a pair by Earl Songer, late this month.

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**Masterwork**

**Columbia Records Sales Corp.**

799 Seventh Avenue • New York 19, N.Y.
COUNTRY MUSIC CORNER

By BILL SACHS

Charlie Walker, Columbia artist and a regular on the staff of KMAC, San Antonio, moves into the Golden Nugget, Las Vegas, January 30, for a two-week return engagement. He was there for a like period in October.

The Brother Dave Gardner Show, now operating under the guidance of the country music vct Gabe Tucker, is routed for Louisville, January 16; Bowling Green, Ky., Jan. 17; Evansville, Ind., Jan. 18; and Ky., 20; Paducah, Ky., 21, and Vincennes, Ind., 22. Clude king, whose Columbia waxings of "Wolverton Mountain" and "Scarlett O'Hara" have propelled him into a prominent position in the country and western ranks, has a special booking pact with the Bob Neal Agency, Inc., Nashville, King was in Nashville recently for a Columbia session with Don Law and Frank Jones, with release slated for next week.

George Jones, following play dates in Chicago, January 10, and Cleveland, January 11, returns to Nashville for a week of recording sessions under the direction of Pappy Daily and Tommy Jackson. Charlie Louvin and Tommy Hagen, following a 10-day stand at the Flame R o.m. Minneapolis, ended Saturday (4), took off for a string of personal appearances in the South and East, set by the Bob Neal office. . . . Merle Kilgore, after two weeks at the Mint Club, Las Vegas, entered a Nashville hospital last week for a check-up, following a bite by a virus bug. . . . Among the hottest platter items in the area of the nation's capital in recent weeks, according to Tom Reed, who spins the country wax on WDON, Wheaton, Md., and WASH-FM, Washington, have been George Jones' "My Mom and Santa Claus," Johnny Elgin's "My Worst Habit," the Campbells' "Hello City Limits," Jimmy Dickens' "Another Bridge to Burn" and Jimmy Martin's "Widow Maker." The Gary Williams Trio, working out of the Dave Sobel office, Spokane, Wash., the past year, is in its fifth week at Bob (Plaza) Spidell's Hitchin Post, Anchorage, Alaska, and will remain there at least until January 21. . . . Kathy Dee, sporting a new release on United Artists, featuring a tune written by Roy Drusky called "Don't Leave Me Lonely Too Long," embarked on a promotional trip Saturday (4) at Clarksbrg, W. Va., and follows with Columbia, S. C., January 8, Durham, N. C., 30, and Richmond, Va., 11. Stops at area stations will be scheduled in between. . . . Jim Ramone, of Texas Talent Enterprises, Dallas, has the Beavers (Rick, Robinb and Judy) set to move from the Red Inn, Las Vegas, Tuesday (7) to remain through January 12. They follow immediately with a month's stay at the Mates' in Reno, Nev. The Beavers have backed a number of top country names in the past.

Bob Bowden and the Westeners are back in town Saturday at 1:35 p.m. over WLJK. Asbury Park, N. J., with Larry Blair handling the emcee chores. In Station WJKJ, Granite Falls, N. C., celebrating the 10th anniversary of a full-time country music format by bringing in a "Grand Ole Opry" unit, featuring Lester Flatt and Earl Scruggs, Carl and Pearl Ruder and the Louvin's for a single performance Janua-
ARGENTINA
(Escherica a la Penta, Buenos Aires)

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AUSTRIA
(Courtney Music Maker, Sydney)

This Last Week

1. WANT TO HOLD YOUR BOY'S HAND (E.J. Sheppard)
2. DO WHAT YOU WANT (The Beatle Boys Peake/Poole)
3. LOVE ME LOVE ME (Bobby Vinton)
4. JULY LITTLE LADY (Viola/Violi/Crandall)
5. MEMPHIS TENNESSEE (J.M. Natson Co.
6. SUGAR SHACK (B.B. King)/

FRANCE

This Last Week

1. j'AI VU UN MARTEAU (Claude François/Florian)
2. AMÉRIQUE-Toni Lopez (Toni Lopez/Philips)
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4. TON LE MÊME CORDON (PAMEL ROSE/Brashia)
5. JE SUIS PERDUE/JE FAIS DANS L'ÉPOUZE (Pâques/Radio Luxembourg/Philips)

FRANÇAIS HITS OF THE WORLD

BELGIUM

(Courtney Juke Box Magazine)

This Last Week

1. PARABRA-PAPA- (Philips/Radio Luxembourg/Philips)
2. FILL MAMA (Philips/Radio Luxembourg/Philips)
3. ENJOY (Philips/Radio Luxembourg/Philips)
4. DO YOU LOVE ME (Philips/Radio Luxembourg/Philips)
5. WHAT'S THE MATTER WITH YOU AND THE TENT (Decca)

SPAIN

(Courtesy, Discopress)

This Last Week

1. TELL HIM—Luis Apine (Viv/Años—Robert Merlin
2. AMOR DE VERANO—Fernando
3. RHYTHM OF THE RAIN—Matta
4. CRYING IN THE WIND—Miguel
5. A HUNDRED POUNDS OF DREAMS—Blanca
6. MAMBO—Bertére
7. TOUTE LA CHANSON—¿Qué canta la cabeza?
8. PÁEZ—L. Tinto (RCA)

MUSIK IN WRITTEN

HOLLYWOOD

The success of Trini Lopez on Reprise has resulted in other labels putting out product by the Texas vocalist. Trini is now competing with CBS for his "home" label and on King, his former affiliation two years ago and on the low-priced, limited edition label, Parkway. The latter has an LP titled "Trini Lopez, Teenage Idol." "More Teenage Idol" and the single, "I Wonder What The City Will Leave," leaves January 15 for three weeks on a p.a. tour for Frank Austria, Germany and Argentina.


Hollywood

Jan 21, 1964

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SUKIYAKI Is World's Dish

Chicago, Illinois

This week's edition of "The Chicago" magazine featured an article about the Sukiyaki restaurant. The article noted that the restaurant had been open for two years and was located in the heart of the city's Chinatown district. The Sukiyaki was known for its unique blend of Japanese and American cuisine, and the article highlighted some of the popular dishes on the menu. The restaurant was praised for its friendly service and cozy atmosphere, making it a popular spot for locals and tourists alike.

Festival EP's In Book Binding

Sydney, Australia

The Sydney Symphony Orchestra and the City of Sydney are hosting a series of free outdoor concerts in the Royal Botanic Gardens. The concerts, which will feature a range of musical genres, are open to all and are expected to attract large crowds. The program includes performances by local and international artists, as well as a variety of classical and contemporary works. The concerts are part of the city's annual summer festival and are a popular event for music lovers and families.

Hodges Joins MGM

Hollywood, California

In a surprise move, musician and record producer Nick Voss has announced that he is joining the MGM Records label. Voss, who has been a prominent figure in the music industry for several years, is known for his work with a variety of artists and is a respected figure in the music world. His decision to join MGM is likely to have significant implications for the label and its future direction.

HOT! HOTTER!

Hottenanny AB1003
December 31, 1963

Billboard 31

New Hits to Begin the New Year

Junior Parker's "Strange Things Happening" and "I'm Going Stop" are topping the charts this week. Miss Lavelle's "Why Young Men Go Wild" and "Run to You" by Duke 372 are also doing well.

from the House of Budget Hits

Blackboard Spotlight Album

Continental Records 500 Fifth Ave., N.Y.C.

"Baby What You Want Me To Do" by Etta James

HOT! HOTTER!

Hottenanny AB1003
December 31, 1963

Billboard 31

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HOT! HOTTER!


**LANDS TO CONQUER:**

Motown Pushes Out Wall

NEW YORK — Motown Records, already a powerhouse in the pop and r & b fields, and with some catalog in the jazz milieu, is looking up at a diversification of product to extend to several country and folk areas. Diversification too can be found in the types of talents being signed by the label.

Typical is the pacing of former movie and singing star Bobby Darin's career in album form. Branching out further is the inclusion of a new comedy product by motion picture star Stephen Fretti.

The company is also reacting to the Melody label which will be used for country and folk product. Bruce Channel, with the Top 20 hit "Honey," while back, Howard Crockett and the Hi-Watts are set to appear. Records produced on this label will be handled by Al Klein in Dallas.


down beat's

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9TH ANNUAL EDITION

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**Germans Get Liverpool Lift**

LONDON — A young Englishman has set about importing the Liverpool sound—Britain's most important development in the record industry since rock and roll began—into Germany. He is Lawrence Yaskiel who heads the international department of Deutsche Vogue.

Yaskiel returned to Frankfurt after waging one of Britain's top Liverpool groups, the Searchers, at the Pye Studios in London for a release on Deutsche Vogue January 15. He made two sides — the Searchers' first British No. 1, "I Don't Like to be on My Own," and "Sweet and Money" which is currently another big one here. In Germany they become "Sonst ist Satt" and "Liebe" published there by Gerrig and Abersbuch respectively. Yaskiel himself wrote the lyrics in addition to supervising the sessions.

Yaskiel believes the Liverpool sound originated in Germany, when all of the city's local groups were playing in Hamburg. "But despite this I felt it was essential to redress this in London rather than in Frankfurt to get the publicity," he said. Yaskiel rushed the tapes back in time for a sales conference (4) to please Vogue's General Manager Klaus Paulus.

**MUSIC AS WRITTEN**

• Continued from page 31

Ottile Patterson as vocalist. The concert was broadcast on TV. The band included a new Finnish jazz musician. Among others there was the Christian Schwidt combo. Schwidt had just returned from Oscar Peterson institute in All pop fields. Teen-agers had their own twist concert with Jan Rohde, Jerry Williams and the Violent and Susie from Hol-land. New dance here is called Letakajenka. It's an older dance with new steps. It is a corga with different steps. Finnish teen-age guitar bands have done many recordings of this dance. One of these recordings is second in hit lists here. The name is "Doni- the Jenka." It's done by Jan Rohde and the Adventurers.

SYDNEY

Sven Liebeck, a.s.m. manager for CBS Australia, has signed a new vocal group, the Saints. The Jayloves, with a new album of surf tunes on Festival, have been selected to appear on a summer surf show, starring Roy Orbison, the Surfrains, etc. New Zealand band students took the Jenka over to Sweden in a long tour. A Finnish teen-age guitar band has done many recordings of this dance. One of these recordings is second in hit lists here. The name is "Doni-the Jenka." It's done by Jan Rohde and the Adventurers.

Leading ARC list of new LPs are sets by Peter, Paul and Mary, and Judy Garland. Read gang get composer credits on a new disc by Digger Reevell "Tip of My Tongue" on RCA.

EMI is issuing first Stateside subsidiary album from U.S. Dave Dudley's "Taxi Cab Driver," "Surfin' Bird," the Guitars' "Can My Mary Be," (from DRG) "I Gotta Dance to Cry," the Miracles. RCA & World Records has signed to distribute the independent label Atolla here. It is also believed that Atolla will issue W & B material throughout Europe. Festival issued two most important LPs dealing with the late President Kennedy: the documentary set from 20th Century-Fox and the BBC tribute from Decca.

George Edwards has joined EMI's American resident rep. EMI issued two new U.S. country albums, Cowboy Copas from Starday and Slim Whitman from Imperial. Philips rush released the Singing Nun LP. Australia's first hoot- enany show, presented by Harry Wren and starring Sheb Wooley backed by local acts, was a dismal failure.

GEORGE HILDER

THE HAGUE

All happiness here goes to the recently engaged Dutch girl Miss Rina Ladders who is now engaged to Chubby Checker. The first Dutch jazz jazz went to clarinet and sax star Herman Schoonderwaldt. Frenchos Hardy has had a strong increase in pop following her winning of the Grand Gala du Disque. Both her LPs are in the top five here. "Jeu," Danyel Gerard, "Sugar and Spice," the Searchers' "Wives and Lovers," others and other items and artists show strong growth. The Nippon, now handling the Congress line from the English label of Specialty, "Grumpy," by Shirley Ellis and a new Linda Scott single to work on. Rob de Nijs cut a half dozen sides for Decca...

Johnny Lion introduced a new dance, the Stateside Bopper. Wilke Alberti's version of "The Tender Years" is one of the biggest singles here...

Blue Diamonds will tour the Argentine, Mexico, U.S., and Canada.

MICHIGAN, BELGIUM

The Adams tune "Vous permettez, Monsieur" available only in EP so far, will be released as single later this year. Atlantic Records will distribute new Beware B.B. King LP next month Need in the United States. Disk set for release in States is "Sixteen Tons." The other big artist has had here is "Ik lees je in je ogen." His four albums will be issued here in a few weeks.

Ardmore and Beechwood landed rights to four Beatles tunes... Europe No. 1 radio show was broadcast from the Epi Club, Brussels, for the first time and Adams, Robert Cogi and others were invited to... (Continued on page 34)
From 97 to 7 in 6 Weeks!
My Gran'pa Amos has a Hit . . . INDUBITABLY!

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RECORDING COMPANY
MPLS. 3, MINNESOTA
MUSIC AS WRITTEN

Continued from page 32

Fonseca and son Anges Naïs, house buyer in Ronnes, have their second LP out... Pathe-Marconi set to issue an LP of extra-Adorno hits... Richard Anthony pulling for his biggest sales with his new "Tchin Tchin." "EMI Belgium has as its top LP seller the opera set "Op de Pomp'en Hei."... The Rouge et Vert award was given to Guy Bredel, French recording engineer and hit maker Jean Rolle broke in the German column with "Es gibt kein Bier auf Hawaii,... François tun "Your Other Love... Hei."... The Rouge et Vert award was given to Guy Bredel, French recording engineer and hit maker Jean Rolle broke in the German column with "Es gibt kein Bier auf Hawaii," by Paul Kuhn on Columbia... François tun "Your Other Love"... The Rouge et Vert award was given to Guy Bredel, French recording engineer and hit maker Jean Rolle broke in the German column with "Es gibt kein Bier auf Hawaii."... 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B i l l b o a r d  w i l l  f e a t u r e  a  c o m p r e -
sion of current musical radio and TV, sponsors, advertising, a
pressive number of radio stations and the three network schedules
station, KDKA and KQV have
radio station clinched together with a bit of pop music format, killed off two dramatic sound shorts under the sponsorship of Alcoa. "Alcoa Theaters 14" consists of 30-minute programs featuring such stars as Orson Welles, Lawrence Tierney, and Alec Guinness appearing in works from Shakespeare to "The Man in Lime," "The Black Museum," and "The Scarlet Pimpernel." The show, "Teenage RICHMOND"" p a g e  a n d  "W a l l a c e  B e e r y . "
$100 cash prize for the most
"W A B C ) ,  M o r t  C r o w l e y  ( a s  m a n e d "H O R A T I O  H O R N B L O W E R , " "A D V E N -
C om p a n y ,  t h e  1 7 t h  A n n u a l
F R O M  m a n y  l a n d s  a n d  o f  d i f f e r-
D e e C O R D I C ,  p r o d u c e d ,  u s i n g
m o s t  e x p e n s i v e k i n d s  o f p r o -
L i m e , " "T h e  B l a c k  M u s e u m , " "D i r e c t i o n s  o f
C om p a n y ,  t h e  1 7 t h  A n n u a l
b r o a d c a s t i n g  C o m m i s s i o n  o f
s o u n d  w a s  t h e  h i s t o r i c
F o r m a t t e d  c o n t r o v e r s i a l  t a l k -
A n d  G e n e r a l  M a n a g e r  o f
I n  p r o d u c t i o n  f o r  n e a r l y  a
W e ' v e  b e e n  a p p r o a c h e d  b y
s o u n d  o n l y '
R u n n i n g  h e a d s  a s  w e e k  b y  w e e k  t h e r e
K D K A - L i v e  D r a m a
K D K A - L i v e  D r a m a
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K D K A - L i v e  D r a m a
f o u n d  a t  t h e  o n l y  p l a c e  w h e r e  a n y  f r i n d s  o f o u r s  c a n  g e t  t h e  "A s h  a n d  O n e r"" from
L a c k o f  m a t e r i a l  f o r  m o n t h l y  p r o g r a m -
W e  o f f e r  m o r e  t h a n  8 0  p e n c i l s  w h e r e  w e  c a n  g e t  "B u r n s  a n d  A l e n , " "F e r d  A l e n d" a n d W a l l a c e  B e e r y ."
I t  w a s  s w e e t  n o s t a l g i a  i n d i c a t e  t h a t B e e r y  i n t r o d u c e d a n  n e w  v o i c e  o n  h i s  s h o w , t h e  v o i c e
R A D I O  R E V I E W
R e c a l l i n g  P a s t  P a y s  O f f
C L E V E L A N D — W e r e  r e c e n t l y
b r o a d c a s t i n g  C o m m i s s i o n  o f
T h e  B r o a d c a s t i n g  C o m m i s s i o n  o f
G O O D
O H ,  T H E  G O O D  O L D  D A Y S
Shadow' Is Back and Radio Stations Have Him All the Way

By GIL FAGGEN

NEW YORK — "To Be or Not to Be—That Is the Question" as drama again makes its way onto the New York airwaves through syndication and original dramatic sound shows.

An impressive number of radio stations and the three network schedules are represented with the programming format. The KDKA-11, WABC-7 and WJZ-6 programs are on the air in Pittsburgh where the two top-rated stations, KDKA and KQV have

the ABC-owned station clinched together with a bit of pop music format, killed off two dramatic sound shorts under the sponsorship of Alcoa. "Alcoa Theaters 14" consists of 30-minute programs featuring such stars as Orson Welles, Lawrence Tierney, and Alec Guinness appearing in works from Shakespeare to "The Man in Lime," "The Black Museum," and "The Scarlet Pimpernel." The show, "Teenage RICHMOND"" p a g e  a n d  "W a l l a c e  B e e r y . "

A "THE SHADOW DO"

The presentation was a morality play with a Christmas theme written by Fred Kop, host of the station's "Party Line" and former writer of "Lights Out." KDKA Drama Director Reg Corde, produced, using local actors and actresses. Corde reported that the station was swamped with calls from former radio actors and from newcomer who were eager to try their hand at the almost forgotten art. "Leisurely" was unscripted and "Everyone over two large hurdles," Williams said. "First, whether or not listeners are willing—or able—to absorb 'sound only' dramas.

"Second, local radio has the problem of costs. As you might imagine, drama is one of the most expensive kinds of program in radio."

"Actually, during the past year, we've been approached by five or six companies who wanted to sell us old network radio dramas. We've listened to all of them—and, frankly, what sounded good 20 years ago doesn't measure up today.

To do the program honestly we felt the need for contemporary writing and contemporary production," Williams said.

"WJRZ in the Act

Another station that feels strongly about contemporary drama is WJRZ, New York, which has hired off-Broadway director Ann Rege Cordic, executive producer of several radio dramas and adaptations of short stories for local radio company. The program, which is expected to make its debut in March, will be two and a half hours long and will be slotted in prime listening time.

Presently, WJRZ is airing for the last several weeks at midnight culled primarily from LPR's Recordings "Easy Ace," a 60-minute BCB dramatic production to its Friday night schedule. WJZ also aired "The Haunting House" on the 3rd and "November, The Haunting House on the 24th."

WBWB, CBS-owned radio station in Chicago, has scheduled December 4, "Directions of the Worlds," a chronicling of several foreign radio series, produced in cooperation with the Chicago Board of Rabbis. Each program focuses on one particular aspect of brotherhood as practiced in everyday life.

The station is using talent from the area with script adaptations of plays by prominent local authors being provided by the local branches of the Board of Rabbis.

WJZ, NBC-owned Company and Irving Feld, Ltd., have, for the main sources for the September-Winter series. Feld's packages consists of 52 plays, "The Restless Heart" by Horatio Hornblower," "Adventures of the Scarlet Pimpernel" and "The Green Hornet."" Michelson is haunting the airwaves with "The Shadow," "The Green Hornet," and "Sherlock Holmes," to mention a few. These programs are offered to key stations in top markets only and are now sold in 40 of the 50 top markets. A regional single show, according to Mr. Michelson, which has been sold to more than 20 stations. List.(Continued on page 36)

Top 30 Makes Noise in Detroit

Detroit — The impact of the newly formed WRKN (formerly WMKI) on the Detroit market with the station less than two months into its schedule is undeniable.

The station—long associated with the style of programming that was reformatted and reorganized to a Top 30 plus one sound by company president and newly appointed vice-president, NBC-owned WCB, has been staffed by Sam Hulder (formerly of WBY), Mort Crowley (a KHK 11-12 p.m. host) and Al Kordiowit, Robin Seymour, and Gary Stevens, among others. The station, which was in 9th or 10th place in the market several months ago, is now reporting that its morning ratings have doubled while the after-noon numbers have tripled. It was also revealed by WRKN that at this time, the station is in the market during weekdays and has moved into second place on Saturday.

Detroit is perhaps the only city in the country where there is a four-way battle among pop music formatted stations. Leading giants of the area are station-owned WJBK, ABC-owned WXYZ, KRO's 10,600 watt, KLW, located just across the border in Windsor, Ontario.

WRKN has launched a major promotion campaign in conjunction with its new programming. One hundred and five thousand two-color school book jackets are being distributed through local drive in restaurant and in doughnut chains. A pop music list entitled, "Music Guide," is being handed 350 retailers of phonograph records with 50,000 printed each week. The station's product is distributed in the Michigan, Indiana, Wisconsin, Illinois, and Ohio markets. WRKN on-air contest which is part of the promotion is being added each hour the prize is not claimed. The station has also begun distribution of Kroger food markets in the Detroit area. Included in the distribution of Top of Value Stamps, January 31, the station will offer a special promotion with the Ford Motor Company, the 17th Annual March of Dimes Ball to take place in Light Guard Armory.

NEXT WEEK'S BILLBOARD SPOTS JINGLES

NEW YORK — Next week's Billboard will feature a comprehensive listing of all producers of musical commercials, musical commercials in production for radio and TV, spon- sorships, advertising agencies, performers and composers for current musical commercials.
Stations With 'The Shadow' All the Way

Continued from page 33

so-called 'great years of radio.'

We are convinced that the form of
radio entertainment is again coming
its own and we are firmly committed to this
concept," said Pye.

The originators of the original radio
drama, the networks, have not been idle and are
gently feeling the way, it was stated, as the
Drama through experimentation.

NBC Radio Network reported that more than 3,000 letters were
received for "The Shadow Hour" and "There Shall Come Soft Rain,"
A Martian invasion and an atomic
attack aired on the network in the
"Meet the Press," Sunday
Slot, 6:30 to 7 p.m., in
CBS.

The shows were first broadcast between 1945 and 1955. So far,
no broadcast date has been
CBS. The radio network is working on
original radio dramas in the 50-Minute "The Mind's Eye" series.
Fresh Magazine of the web's special program features
division is vigorously seeking
radio scripts.

Indeed radio drama is back and broadcast shows are
divided into three schools of
opinion: feature the old shows; produce original drama; and
"who needs it, it's for squares."

Music Control Gone

The would-be disk jockey has visions of playing big records filled
from thousands available in the record library. Wrong! It is
a record program on almost every
top station are made up from a list of less than
120 titles. The deejay has little or nothing to do with making up the
his shows with a majority of selections from the top
30 or 40 on the charts. He has little to do with the case. He learns to "sell"
the music he plays as effectively as he sells the
speeches, products, things, etc. He can operate
rigidly prescribed and extremely narrow. A
disk jockey on a formula station needs to work hard to find a
challenge in his work.

Being a disk jockey is not without its rewards. But
those who seek such a career are not necessarily
and not as glamour seekers or status
chasers.

Records on Social Themes
Said to Be Editorializing

SPRINGFIELD, I. L.—The
thesis of whether popular
entertainment should not be
propagandizing against war, social and
economic problems, etc., should be
considered editorializing by
radio stations was preferred rec-
tently by O. J. Keller of WTXA,
here.

In a letter quoted in Broadcast-
Keller asked: "If you wanted to get some propaganda
across to teenagers—possibly
euromics to declare themselves objects and
propaganda to the youth of
would be drafted—would you
"sell" songs and over
in the stations the
youngsters might be most likely to
list?"

"The disk jockeys, it
ever that there are many
disk jockeys are on a lot of
stations when these
teams meet and seriously discuss
editorial topics and would think a
long time before taking a
stand against national defense
as a deterrent of war," wrote Keller.

He said further: "Does edi-
torial responsibility override labeled editorial? We don't think it
do."
**Norfolk, Summit, Conway Are Newest Decca Units**

NEW YORK—Decca Records is introducing three new phonographs to its line. New among the units introduced are the four-in-one console, Norfolk, the component system Summit 1 and the Conway 1.

The addition of the new units to the line brings to 18 the machines included. There are 12 portables, three consoles, a component system and a demonstrator model.

The Norfolk console is a fully automatic four-speed full stereo item in the tilt-down front style. It comes with finished cabinet and may be used as a floor model with legs, or as a table top unit without legs. It’s available in walnut or mahogany and carries a suggested list price of $249.50. The Summit 1 is a unit of the same size and complete component system which contains a VM changer. It’s equipped with dual bass, loudness, treble and stereo controls. Available in simulated walnut finish with a suggested list price of $259.50.

The Conway 1 is a budget-priced automatic monaural set and it is the third in the new units category to come in a choice of gold or silver, has four-speed automatic changer with a suggested list price of $199.50.

**DECCA’S NEW SUMMIT PHONO**

**Philo to Up Ads by 50%**

DETOUR—Philo will up its radio and television promotions by 50 per cent in 1964, in order to achieve "a 50 per cent rise in the consumer products division's over-all volume by the end of 1965."

Distributors, attending a sales convention here in the home base of Ford Motor, were told that 67 per cent of the increased ad spending will be allotted to local newspaper advertising, the balance was earmarked for national and trade journals.

There will also be five retail special promotions in 1964, each oriented to a particular seasonal buying trend. The plans: (1) a market-by-market analysis, including a survey of thousands of dealers; (2) an expanded field force to reinforce distributor sales efforts; (3) an increase in the number of Philco regional offices; (4) improved distribution through regional "mix-tum" warehouses; and (5) improved volume and mix of distributor inventories.

Lury Hyde, vice-president and general manager of Philco’s consumer products divisions, commenting on the firm’s ambitious advertising strategies, said: "Our emphasis will be on outstanding, middle-of-the-line merchandise and low-end attention-getters to stimulate consumer purchase. Attention to shelf display and full-line selectivity is our investment in the future."

"Success lies in increasing the number of dealers handling Philco products as an economic goal and improving our customer exposure."

(Continued on page 38)

**EQUIPMENT NEWSLETTER**

By DAVID LACHENBRUCH

(Contributing Editor)

(Information Director, Television Digest)

**Home TV Tape—1964 Big Item**

As of press time, only one system of home video recording has been demonstrated in the United States. This is the British-developed Telcan system, in which Cinerama has a major interest. Demonstration of a second system to manufacturers is imminent. I was privileged to view the Telcan demonstration, and will give you my observations—for whatever they’re worth—later in this column.

Both the television and tape recorder industries agree that the home video recorder can be a very hot selling item. They see it even giving birth to whole new industries—such as sale lease of pre-recorded picture tapes. There is also agreement on the characteristics which would be required for a sale home recorder. Briefly, this is the consensus.

The recorder should be as simple to operate—or nearly as simple—as an open reel tape recorder. It should provide pictures in the general quality range of today’s home TV pictures. It should be operable through a standard television set without undue modifications to the receiver. The price to the public for a TV camera should be in a range comparable to a good home movie camera and projector. It should be around $1,000.

There’s already one home video tape recorder on the market—but it’s hardly a mass-market item. It’s Angler’s $30,000 home entertainment center, which contains what is basically an industrial video tape recorder (along with color TV, AM-FM and stereo phonograph), and is being offered by Nieman-Marcus to Texas millionaires. This obviously doesn’t meet the price requirement above.

RCA HAS BEEN WORKING for approximately 10 years on what it calls its Hear-sce recorder for the home. At last report, it was trying to lick cost and tape-speed problems. But this doesn’t mean RCA couldn’t spring a sudden nouncement at any time—and when it does, you can be quite sure that the recorder will tape color as well as black and white.

How about Telcan? How close does it come to meeting the requirements for a successful consumer item? I’m not going to presume to give the answers, of course. But I will report the facts as given out by the Telcan and Cinerama people, along with my personal impressions.

First of all—Telcan is a remarkable development, in that it works at all. It is approximately the size of an audio tape recorder, contains a circuit with 32 transistors (I’m told that this can be reduced to 28) mounted on three circuit boards. It can use conventional audio tape, and appears to be virtually as simple to operate as an audio recorder.

Telcan was demonstrated recording and playing back television shows taped from the air and from a studio-circuit camera. In the demonstration, it was difficult to judge the potential quality of the pictures because the whole program sources used—both the off-air pickup and the closed-circuit camera—gave original pictures of poor quality. To my eyes, the resulting picture quality was somewhat below the standards of an acceptable picture source—although it’s probable that many have been considered satisfactory in the old days of the coaxial cable and delayed kinescope rebroadcast.

Of course, to Telcan’s engineers the TV camera can record two megacycles of information. This is one-half the optimum bandwidth of the American television picture, but for all practical purposes few home TV sets receive the complete...
THE CONCORD II STEREO CONSOLE is one of two new versions of the model being introduced by Pilot Radio. Second version is the Milano II, with an Italian Provenzani. Each is crafted of solid cherry and cherry veneers. The consoles, which list at $849.50, both include 70-watt transistorized amplifier, AM/FM/FM stereo tuner, eight speakers in two acoustically isolated sound chambers, Pilot-Garrard automatic record changer, Autotrol speaker selector and push-button control panel.

DISK DEALS FOR DEALERS

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


Annual catalog restocking program. On all catalog items, special discounts, delayed billing and extra ad allowances available.


Philo Ups Ads

• Continued from page 37

four megacycle picture. A two-megacycle picture, however, gives less detail than many poorly installed and ill-sounding TV sets. This type of picture may be extremely attractive to some, unattractive to others. That was evident from the comments of observers at the demonstration. Some found the picture perfectly satisfactory.

PICTURE QUALITY may be a subjective factor, but there are other characteristics which aren't. Take the matter of tape usage. To produce a television picture (and accompanying sound), the one-quarter-inch tape must be fed through the machine at the speed of 200 meters per second. The tape used at the demonstration was "triple-play" tape, the ultra-thin 0.4-mil polyethylene type. It was found on a reel 114 inches in diameter, 13,200 feet per reel.

The machine records four tracks on the tape—two visual tracks and two audio—and then these tracks go through the playing time, like four-track stereo tape. On this 114-inch reel, it was capable of recording 22 minutes in each direction. In total, 44 minutes. In short, 44 minutes of visual entertainment could be put in a box about the size of an album holding five LP records. To record one hour of entertainment would require seven miles of tape. The video tape head must be replaced after each 100 hours of recording.

The recorder is easily attached to most conventional TV sets, requiring four connections which can be accomplished by a service technician in 40 minutes.

The Cinemar-Telcan people have put an attractive price on their machine. They say they expect it to be offered in the United States for $150 retail, with an accessory miniature TV camera (to make possible home TV movies) for another $150. They've even announced a summer promotion for the price of $99.95. At first report, however, they had made no manufacturing arrangement for the United States. This may have been in order.

I don't mean either to boost or to knock Telcan, but merely to report as objectively as possible in a field which must of necessity be at least somewhat subjective.

Home TV Tape—1964 Big Item

• Continued from page 37

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

10/12/63 Issue: All brands represented in current chart.
7/13/63 Issue: Admiral (6); Olympic (7).

BEST SELLING AM-FM TABLE RADIOS

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

10/12/63 Issue: All brands represented in current chart.
7/13/63 Issue: Admiral (6); Olympic (7).
GREAT OPPORTUNITY . . .

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

Write Box 206

The Billboard Publishing Co.
188 W. Randolph St.
Chicago, Illinois 60601

“HAYDN SOCIETY RECORDS

MUSIC MERCHANTS

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel—serving more than 250,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

HELP WANTED

RAYMAR’S

MEMORY LANE

We can supply you with 400 of the greatest oldies but goodies. List upon request! Wholesale only! Largest selection of other hard-to-find records.

100 Assorted New 45 RPMs, $800 per 1000 (1 to 2 yrs. old)

WE SPECIALIZE IN CURRENT “TOP 100” 45’s AND LONG PLAYER WE ALSO BUY INVENTORIES OF THE ABOVE.

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Olympia 8-4012

OVER COIN MACHINES, PARTS AND SUPPLIES

For Your Copy of
INTERNATIONAL COIN MACHINE DIRECTORY

Write to: Joe Pace
Dept. 525, Billboard
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RECORD PROMOTION

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Finest Quality 78’s or 45’s—2 pages for $9.00


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HARTFORD, CONN.

National Distributors

HAYDN SOCIETY RECORDS


WHEN ANSWERING ADS...

SAY YOU SAW IT

IN BILLBOARD

MISCELLANEOUS

“HOW TO GET YOUR SONG RECORDED”

Whether you’re a “pro” or a beginner, this book is must reading. Contains information on:

• Your Song and What to Do With It.
• How to Make a Demo Record.
• Protecting Your Song and Yourself.
• The Songwriter and Performing Rights Societies,
• Starting Your Own Record Label.

Price: List of Authorized Record Companies, Leading U.S. Music Publishing Firms, Recording Studios and Wholesale Record Distributors of the U.S. Written by Bob Bollans, former music editor of Billboard and executive with record companies.

$9.95 postpaid (in U.S.); $10.00 postpaid (outside U.S.).

WHEN ANSWERING ADS...

SAY YOU SAW IT IN BILLBOARD

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New York City

700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully modernized, moderate rentals.
Rental office on premises.
Phone: H. G. SHEPHERD
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8700 square feet
will divide
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Accessible to all modes of transportation
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KENNETH D. LAUB
Collins Tuttle & Co.
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Classified Rate:

1% of Specials for the Encouragement of Sales

M I S C E L L A N E O U S

Attention, Radio Stations:

Important Message.

If you need help in securing exactly the right artists and albums for your music programming—you CAN GET IT FROM RSI.

Over 1800 satisfied station users—and the list grows with every mail.
If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.

RSI

Record Source International
165 W. 46th St.
New York, N. Y., 10036.

BROADCAST COVERAGE—A FREE PUB-

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RSI, Record Source International
144 W. 46th St.
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BILLY COOK CORPORATION

188 W. Randolph St.
New York, N. Y., 10036

Hollywood, Calif., 90028

Chicago, Ill., 60601

BILLY COOK CORPORATION
It's time to merchandise music

that is

if you like

the sound of money

What pays the most profit in most locations?
If you said the music customers buy through the Rowe AMI Tropicana phonograph, you're one hundred percent right.
In the new Tropicana Rowe has created an unbeatable music-maker—and an unexcelled money-maker.
But The Tropicana will make more profit for the location if the music is merchandised.

Now you can see the reason for the clock shown here. It has terrific attention-getting, point-of-sale value. Everyone's eye is drawn to a clock, what better time to encourage play—to merchandise music—than by reminding customers it's music time?
When you merchandise music, you help your locations make more money, more profit. And when you merchandise music, you help yourself make more money by opening up more profitable locations.

See your Rowe AMI distributor today for his deal.

ROWE AC MANUFACTURING
The Merchandise Mart, Chicago 54, Illinois

Rowe sets the standards in vending equipment, bill changers, music systems
By OMER ANDERSON
COLOGNE—European coin games manufacturers will substantially increase output in 1964 in anticipation of a steadily expanding new equipment market.

A survey of the European trade established a major pessimism that 1964 will be the biggest year yet for coin games in the markets of Western Europe, the United Kingdom, and Scandinavia.

Some of the game manufacturers also produce phonographs, and these producers believe that the expanding market for games will also stimulate the sale of phonographs.

Preserve Stakes

Europe experienced a very good first quarter and feels confident that the coming year, but feels it will be a better year during 1964.

For the last few years, there has been a definite change in European buying patterns. The buying of used American equipment is declining, and sales of new American equipment is climbing. Since U.S. new equipment costs substantially more than comparable European product, this means that the European market is prosperous and even booming.

However, while agreeing that the European market is showing signs of recovery, the Germans tend to favor pinball games, and European manufacturers differ on precisely what games to back for a boom.

There is a sharp difference among manufacturers and among nationalities. While all Europeans are devoted to the manually operated soccer games, the Germans tend to favor pinball games.

David Rosen to Be Installed as Chick Barkel

PHILADELPHIA — David Rosen, local Rowe AMI distributor, was named Monday (13) to head the Variety Club of Philadelphia's charity dinner at the organization's annual dinner to be held at the Bellevue-Stratford Hotel here May 11.

Rosen becomes the first representative of either the coin machine or record industry to head the organization. In addition to the Rowe AMI line, Rosen also distributes Cinex, several game lines, and the following record labels: Kapp, Warner Bros., Command, Pep, and Parlophone.

Rosen's appointment indicates that Rock-Ola, already a major factor in the vendor machine industry, plans to expand in the field.

STEVE ALLEN (right) takes time off from his nightly network television show to receive a Seeburg Encore Foreground Music Unit presented by representatives of Amco Music & Vending, Inc., Los Angeles. Left is Jim Vesce, Amco background music service manager. Center is Mort Drootin, Amco sales manager.

By ROBERT EINSTEIN

CHICAGO—David P. Howle, veteran coin machine sales executive, has been named vice-president and director of sales for all divisions of the Rock-Ola Manufacturing Company, according to an announcement by David C. Rockola, president.

Howle joined Rock-Ola in April 1963 as sales manager and shortly after was named vice-president.

Prior to joining Rock-Ola, Howle had been vice-president in charge of vending division of the Williams Electronic Company, national sales manager of the Bally Manufacturing Corporation and sales manager of the vending division of the Seeburg Manufacturing Corporation.

Howle's appointment indicates that Rock-Ola, already a major factor in the vendor machine industry, plans to expand in the field.

“Something new is bound to come.” Just how successful it will be however, is another thing. “This only time will tell,” Stern says.

Change Is Coming

The Williams head feels that development and change is the “heart of the amusement business.” It’s the nature of our business to develop something new.

“1949 the industry came up with the bowler and it turned the industry upside down. In 1955 and 1956 pool tables again revolutionized everything. Perhaps in 1964 something new can again change the industry,” Stern continued.

The Williams executive said he didn’t expect any more adverse legislation in 1964, “there are no bad laws anymore, however, that it would be a year for growth.”

Stern characterizes 1963 as a year of “making the same thing with subtle mechanical and styling improvements. In 1964 we may well have another big development period.”
Varied Ad Attack Pays Off
In Seattle Phone Rentals

SEATTLE — An effective year-round telephone directory advertisement, a corresponding heavy utilization of classified newspaper advertisements during the holiday season, and the firm policy of delivery and pick-up are the essentials in showing a worthwhile return from phonograph rentals, according to Kenneth Shryver, veteran operator here.

Shryver does all of these things. He maintains a separate stock of phonographs for rental purposes, and has continuously surprised the Seattle market by showing a worthwhile profit at $125.20. Most Seattle operators stick to a straight $25, but Shryver feels that there is plenty of appeal in the $25.50, particularly since he limits this to a one-day charge, so that the customer must pay $43 for two days, or pay during the Christmas season, is well worth while, Shryver is convinced.

He insists absolutely upon delivering the delivery, even though there are frequent requests from customers seeking to set up phonographs by handling the delivery themselves.

Shryver believes this to be a policy, not as much as few customers have the phoning, the drapes, and the doors, and the phonographs are those which are essential to do a smooth, efficient job, not to damage the machine with damage.

In what few instances Shryver did break his delivery in this way, the customer immediately spotted scratches on the phonograph, delicate electronics circuits jettied out of operation, damage to records, and even such long delays as 24 hours before the machine arrived.

Shryver gives the customer a written guarantee, and has found that all of his rental customers are likely to be regular customers and not exclusive to these points.

MEMOGRAPHED HITS FIRST BOOSTS RENTAL PROFITS

SEATTLE—Furnishing prospective phonograph renters a memoographed list of suggested records, which the customer can check off with the phonograph's contents, has been helping to build up profits at Hit Parade Music Company, here.

As of the first of the beginning of the holiday season, the handy list covers more than 500 numbers of all categories. The customer makes checkmarks in boxes opposite each title, until he has listed all he wishes, then comes a card of records which he would like to schedule, to the phonograph selection time even.

Hit Parade Music Company charges a flat $25 for rentals, uses new machines which have much less likelihood of breaking down on location, has full delivery and pickup of his own equipment, and insures every machine, against fire, vandalism, or accident.

It is possible for customers to find lower prices in the area, this line-up of advantages has been enough to rent dozens or more phonographs each year through the Thanksgiving to New Year's season.

NEW YORK—At Hirt's "Java," released on RCA Victor hit Billboard’s Hot 100 chart for five weeks, is likely to indeed, climbing from No. 96 to No. 78. The single was picked by the Music Operators Stereo Service panel in November in MCMXII No. 9. It was taken from the stereo album of the same title.

Juke box operators got the jump on the field, as the mono-aural version, however, was released until the stereo version, sold only to music mailers, hit the market for play for several weeks. With these N.S.S. selections, taken from best-selling stereo albums

Ohio Agents Grab Pinball Machines

CLEVELAND — A 15-man special detail of State liquor agents serving out orders in 10 Greater Cleveland taverns recently returned.

State Liquor Director Donald D. Cook, Columbus, said the agents were paid winnings and that tavern owners will be cited. He said pinball gambling in Ohio taverns is being investigated throughout the State.

Blizzard Rakes Mid-South Ops

By ELTON WHISENHEIM

MEMPHIS—A blizzard hit Memphis and the Mid-South through Dec. 28, 1962, and paralyzed the coin machine industry in its icy grip. Snow ranged from 10 to 14 inches, covering Tennessee, Mississippi and Arkansas and destroying havoc and chaos, some historians, because most Southerners are unprepared for such severe weather.

Temperatures ranged at night from zero to 10 degrees and days didn't rise above 20. Traffic was reduced sharply, as Memphis police, fire, and other control officials warned motorists to stay off of roads and ice covered streets and highways.

Memphis Hit Hard

Hardest hit was the Memphis area, with slightly more than 14 inches of snow. Severe hard hit were New Albany and Brighton in Indiana, Missouri, Mississippi and the southeast section of Arkansas, with snow ranging from 10 to 12 inches.

A check of coin in all three states reported business practically at a standstill as people generally stayed home. Relatives were out to work and even fewer to amuse- ment spots to play phonographs or coin-operated bowling alleys.

German Sunday Law

HAMBURG—The West German coin machine trade is seeking the court's clarification of the law prohibiting all but essential Sunday labor.

The Sunday law contends that technicians employed by operators qualify for the "essential" category, and are exempt from the "never-on-Sunday" law.

The law’s opinion holds that coin machines are not a trade in the sense of the law, but that their operation is essential on Sundays and holidays.

Pioneer Operator

ESSEN, W. Germany—Heinrich Truckenbrod of Poburgen, proprietor of the coin-operated pinball machines, is celebrating a quarter of a century in the coin machine trade.

Truckenbrod ranks as one of Germany's pioneer coin pinball personalities, and has been in the business since 1939, as an operator of pinball machines, and other coin-operated pinball machines.

He once cycled to get around his route. But now he is called into the army and sent to the Russian front, where he was captured and held prisoner until 1948. His wife continued the business until 1963, and Truckenbrod revived it after returning from Russia.

Rotomat Joker

WEST BERLIN—Wulf Ap- paratusbau of West Germany is bringing out a new payout, Rotota- matic, which is making the 25- year existence of the firm, which, in that period, has become a major West German coin-operated pinball manufacturer. Rotomat Joker represents a refinement of its best selling pinball machines, with a continuation of the line Optima, also introduced.

In West Berlin and all of West Germany, Rotomat Joker has become a major factor in the German bower and shuffleboard market.

Supply was exhausted and orders for more went out to wholesalers.

Business Closed

Most businesses closed for several days as the deep snow remained in the sub-freezing weather. Almost all coin machine distributors closed many of their branches for their route operations for several days.

They resumed when the stories dropped and traffic began to move something.

"This hurt business worse than anything I have ever seen," said George Sammons, president of Sammons-Pennington Company.

Europe News Briefs

Al W. Aulickes, Novus's chief, has an acquaintance with leaders of the state, coming back 30 years. Bowlers are soaring in popularity on the European continent. Norway and United has been in the Vanguard of the movement in West Germany.

Bowlers also has the general sales agency for the games and Rock-Ola phonographs.

Leonhart Expands

MUNICH—Leonhart, a major European producer of slot machines, expanding its plant in Harburg near Landau-har to provide facilities for production of its newest machines.

The annex under construction will be the most modern of Europe's latest coin machine production facilities. It will be one of the most modern, highly automated production centers.

Moreover, Leonhart has plans to build a further annex later to meet the increasing demand for games by the European trade. Aside from automation, the prime feature of Leonhart's new construction are the recreation facilities provided for the workers who live there, and are practically at a standstill after the Christmas season.

Attention Cigarette Operators

We have a Quantity of the Following Equipment Available for Immediate Delivery

Write for Special Prices

Rowe 50-700

New Ambassador

14 Col.

Rowe 505

Excellence 12

Rowe 510

Eastman 10

Cigarette

Lifeboat LB-30

Snoopy 6-5

Monroe 19-15

Monroe Dime Coin Machine, Inc.

4243 Payne Avenue

Milwaukee, Wis.

Superior 1-4600

Send for Complete Lists

From World's Largest Inventory

ARCADE—CAMES—BINGOS

RIDES—MUSIC—etc.

DAVID ROSEN

Exclusively a M & B Deal. Ea. Pd. In Advance. 30-day Free Sale. Phone CENTER 2-1901

OPPORTUNITIES OVERSEAS FOR COIN DISTRIBUTORS

WASHINGTON — Coin machine distributors with a yen to do business with far-flung countries, have opportunities in Norway and India. The Department of Commerce this week disclosed that Anantari R. Ma- varil, 31, of Davao, Davao, Philippines, is interested in ac- quiring rights to sell distributors and vending machines. He lists as his financial reference the Bank of India. Closer to home is Ague Thoen & Company, which wants coin-operated bowling alleys.

New United Rep

HAMBURG—Novum Apparate Gmbh is expanding its sales agency for the United Manufacturing Company of Chicago, which has become a major factor in the German bower and shuffleboard market.

Memphis Ops to Name Officers

MEMPHIS—Memphis Music Association will elect new officers at its annual meeting next month.

Current officers are: Edward Bodamer, chairman; Claude Long, secretary-treasurer; Paul Alberger, treasurer; and Edward H. Newell, owner of Dr. Matt's Amusement Company, treasurer.
DENVER—When an installation of amusement machines, particularly pin ball games, is extremely profitable, but tends to drive away important adult customers, what can a restaurant owner do?

The answer is the installation of draw-drapes, which completely shuts off the amusement area from the table food service section, according to Dick Morell, owner of Center E. Kondel, operators of the big Donald’s Drive-In, in Denver. The new draw-drapes, which attract many teen-agers during the after-school hours and early evening, has always featured a “Teen-Age Lounge” at the rear of its enclosed dining area, which seats 40, at the left side of the building. Here, from four to six pin ball games have shown one of Denver’s highest collection rates, with groups of as many as 10 younger clustered around the machines after enjoying a snack in the popular drive-in restaurant.

Originally, the space was completely open, measuring 12 by 15 feet. Since youngsters tend to become a bit noisy in playing the pin ball games, and such large numbers of them were collected at a time, Morell and Kondel were compelled to find that where the afternoon-teen-age trade lapped over into the evening family traffic that older customers were inclined to get up and leave, or on sight of the teen-age groups, to forego entering at all.

Loth to give up the excellent earnings of the teen-age amusement room, the partners were in something of a quandary —until Kondel hit upon the idea of installing heavy draw drapes which can be partially closed, during all times, to provide more or less a secluded atmosphere for teen-agers playing the pin ball machines, or completely closed, during the evening hours, to shut off the amusement machine area, until the family dining hour is over.

Inventing around 500 in drapes proved the correct answer, Kondel has found. Now, the mere fact that they pass through a draped-off, hand-some entryway tends to subdue youngsters who might otherwise be extremely noisy, while more or less concealing the players from the rest of the restaurant area even during “teens hours.” Toward dinner time, when the average teenager can be expected to go on home, closing off the room entirely, the problem away with the problem altogether.

The drapery background is a handsome one for the dining area, and is kept closed until later in the evening, when opening them up again puts the teen-age lounge back in business.

COINMEN IN THE NEWS

Boston Briefs

Ski Redd has announced that he will move his quarters to a new location as of the beginning of the year. The Redd Distributing Company will have its plant at 40 Collidge Hill Road, Watertown, which is only a short distance from the former location at Lincoln Street in Allston. Ski reports games have shown an amazing surge despite the holiday season which is traditionally slow. Bob Jones, Redd sales manager is really enjoying the holiday season since his mother is in the United States for her active Wales for a month’s visit.

Jones, along with Dave Baker of Melo-Tone Vending Company, Saul Robinson of Paramount Music Company and Russ Madowsky of Holyoke will meet next week to set plans for the inauguration of the music operators’ groups throughout New England. Operators are hopeful that the new organization will provide the needed control to co-ordinate their activities.

Arnold Blatt, Brookline music operator is recovering at his home after hip surgery... Dave Baker has the telephone company all ago over his experiences with trying to buy a Tennessee walking horse. Dave also Foregives good points on the subject and the Tel. & Tel. is about to publish the whole saga in its monthly publication. Dave, incidentally, has announced that his company, Melo-Tone, has instigated a profit-sharing plan for its employees. Several prominent music firms have this including the first to adopt such a system, Trimount Automatic Sales Corporation, under the aegis of Dave Bond, president.

The calendar puts out annually by the Be Wine music operators of Westfield, is eliciting quite an interest again this year. It has the firm’s business well displayed and for each month there is a choice witty and clever saying.

CAMERON DEWAR

Moss Throws Party

DES MOINES—Philip Moss, Seeburg distributor, recently played host at Christmas party for his employees and their wives at Rocky’s Steak House here. Employes from Philip Moss, Inc., Umaha, joined the Des Moines staff for the festivities, including cocktails and dinner.

A CORRECTION

CHICAGO—In the December 28 issue we reported in error that the special luncheon seminar held by World Wide Distributors at the Water Tower Inn Pommele Room would be on January 18. The correct date is Wednesday, January 8.

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1065
Arizona Bulk Group Enrolls All But Three Ops in the State

PHOENIX, Ariz. — A three-day membership drive by the Arizona Bulk Vendors Association resulted in the signing up of all but three operators in the State, according to Gene Commano, local operator.

Currently made up of 30 members who operate in Phoenix, Tucson, Yuma, Flagstaff, Prescott, Globe and Miami, the association holds meetings on an average of once every three months, taking a membership vote as to whether out-of-town members can converge on association headquarters, in the building of Best West Specialties Company, West Phoenix.

While it has never been possible to get the entire group together at once, according to Commano, there is usually enough representation that resolutions can be introduced and passed, with agreement of the entire membership.

The association was formed by Walter Gray, one of the Southwest's best-known vending machine distributors, together with Commano, an active operator who came to Phoenix only two years ago from Buffalo and quickly built up a profit route which has been as large as 1,200 machines.

These two, spending their spare time in contracting operators everywhere throughout Arizona, drew up the original bylaws, and were successful in recruiting 90 per cent of the State's operators.

Originally, it was anticipated that the Arizona association would not run into any type of legislative problems — but during 1963, just the sort of situation developed which the association was designed to offset.

This occurred at Buckeye, Ariz., where city fathers, with an exaggerated idea of the return possible from bulk vending, drafted a bill which would require payment of $500 for every 10 machines operating within Buckeye city limits.

(Continued on page 45)
NEW YORK—Despite allegations to the contrary, coin machine dealers say they are not seeking to corner the market, or to manipulate or force up the price of old coins. "That's the opinion of Harold Folz, the largest coin operation in the East."

Folz charged this week that coin dealers are creating the shortage by hoarding mint coins and keeping them out of circulation.

He explained that operators are being approached by coin dealers who offer to give folding money for bags of coins, at a slight premium. These dealers then learn when deliveries of mint coins are due to arrive at local banks. The next step is to exchange a bag of old coins for a bag of new coins at the teller's window. The teller is generally taken care of with a couple of dollars.

When the dealer gets the bags of mint coins, he then sells them at a premium to a coin collector and keeps the profit for himself. For several years olas have elapsed, the mint coins will often double in value. Folz recommends to coin dealers that they advertise other forms of business, like dealing in rare and unusual collectible items. He believes this will divert coin dealers from hoarding and hoarding the shortage, as the transactions could not be possible without cooperation between the two.

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European Mfrs. Up Production

* Continued from page 41

balls and the French bowlers (although pinballs are popular in France and bowlers in West Germany).

Distinctive Taste

On the other hand, certain European manufacturers feel that Europe is developing its own distinctive taste in games even as in automobiles, and that the richest rewards will be reaped by the firms that create original games tailored to European taste.

The prime example is Bergmann at Hamburg, which has discovered a large, overlooked market for its novel target game, Arizona. The Bergmann game is tailored to the immense popularity in Europe of the American Western.

The survey indicates that European manufacturers, overall, intend boosting games output by a minimum 35 per cent in 1964, and many manufacturers feel that the final figure may be well over 50 per cent.

An executive at Scopitone, the Paris producer of film juke boxes, said: "While our firm produces no games, we, nevertheless, look for a big increase in games sales, and we believe it will help build the market for our product."

U. S. Market

Bergmann, in this connection, is not only counting on an expanding European market for its games but also will step up production for the U. S. market, where its Arizona game is off to a fast sales start.

Rally and Bergmann produce pinballs, and both firms count on taking a bigger share of the European market in 1964 for this American specialty than ever before.

The forecast is for excellent business conditions in Europe in 1964, and European producers believe that at least in the year ahead the European market will be big enough to accommodate both expanded domestic production and increased U. S. exports.

Bring in New Line

COLUMBIA, S. C.—H. H. Hackler of Sparks Specialty Company here and Sol Lipkin of American Shuffleboard Company, Union City, N. J., recently visited South Carolina and North Carolina operators to introduce the new line of American Imperial Shuffleboards and pool tables.

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Orlando Site of Southern Party

ORLANDO, Fla.—Southern Music Distributing Company here held its annual Christmas party, with Ron Reed, president, as host, and Sol Lipkin, American Shuffleboard Company, Union City, N. J., among the guests.

Also on hand were Roarer E. Shields and Carl A. Jonas Jr. of Southern’s Jacksonville office and John S. Harris of the Tampa office.

From the Orlando office were H. F. Troop, James B. Cushion, Charles Colding, Lonnie S. Cornelius, Fred L. Ellis, Merrill E. Hummon Jr., John O. Moran, Elton L. Munson, Richard C. Odelm, Wilbut E. Nelson, Leroy Pledge, Grady Rickerson, Glenn F. Wright and Herbert A. Mullens.

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INDUSTRY AWARDS IN GOLD AROUND THIS WEEK: (top left) Jimmy Gilmer, center, receives two from Dot President Randy Wood for single “Sugar Shack,” while Producer Norman Petty, right, beams with pride. At top right Mercury’s Exley Gross accepts award from A&R man Quincy Jones for “It’s My Party.” In the picture at lower left Fred C. Marks, director of Festival Records, presents gold disks to Johnny O’Keefe for “I’m Counting on You,” and Lucky Starr for “I’ve Been Everywhere.”

In the middle picture Samuel Goldwyn (right), producer of film “Porgy and Bess,” is presented with gold record from Columbia’s Irv Townsend for sound track sales on the musical. At bottom right Warner Bros. Records national sales manager (center) presents District Sales Manager of the Year awards to Hugh Hilliard (left) and Sid Schaffir, who won acknowledgments for selling over $1 million in Warner Bros. product during 1963 sales year.

C&W. DOWN UNDER: The popularity of country and western music in Australia continues to grow. Top draw at the Paramount Town Hall recently was the Reg Lindsay show. Crowds were turned away at the door for show which featured Reg, Slim Dusty, the McKean Sisters and Rex Wallice. All are EMI artists.

SACVEN SIGNS WITH ASCAP: The Venezuelan Society of Authors & Composers has signed with ASCAP for mutual representation of their respective repertoires. Making it official are (left to right) Luis Alfonso Larrain, president of SACVEN; Gerard De La Chapelle, representing ASCAP, and Sergio Luis Martinez, secretary of SACVEN.