

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phone-Tape Merchandising • Coin Machine Operating

Take-2-They're-Hot Trend Boosts LP Acts Into Top \$\$

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 acts dominated the top 20 positions on the Hot LP chart with two or more albums. They hold 13 out of the total of 20 positions.

A survey of charts since the beginning of December shows that all of these artists 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 phenom 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" has been a solid climber and "Surfer 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 two other sets in the total LP wrapup. 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 spot.

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.

'Sukiyaki' Leads Japanese Industry to Biggest Feast

By J. FUKUNISHI

TOKYO—Japan's first international hit, "Sukiyaki," by Kyu Sakamoto, led the industry here to its biggest boom year. Disk production for 1963 is approximately 56,000,000 disks, far outstripping the 1962 total of 45,000,000.

To keep pace with the growing demand, Japanese firms had to devise expanded sales networks and merchandising procedures. The use of modern techniques in selling were matched with the inauguration of various low-priced album lines. All of these things sent new product to more and more consumers.

Victor of Japan

A breakdown by label shows Victor of Japan with "Island Blues," etched by a rookie thrush, Akemi Misawa, register 800,000, with "I Am a Drifting Singer" (150,000) and "Beautiful Teen-Age" (400,000) following. Among international records,

"Sunlight Twist" and "Ready Music Collection," marketed to tie-in with Japanese makers of cosmetic articles, fountain pens and men's furnishings scored extraordinarily good sales. "Arturo's Island," "Girls, Girls, Girls," and "Bye Bye Birdie" also raked in significant money in conjunction with the opening of the movies. Also commanding a large sale was Beethoven's "Ninth Symphony" by Fritz Reiner and the Chicago Symphony, released in December.

Nippon Columbia

For Nippon Columbia, "Junior Class Student" by Kazuo (Continued on page 31)

CHART INFO? CALL PL 7-3127

NEW YORK—A direct telephone line to Billboard's pop chart department is set up for chart information before the newspaper comes out. The number is PLaza 7-3127.

Information is available on Thursday mornings of the week before Monday publication.

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 this merchandise purchased from one-stops. Many more Penney outlets are expected to carry records.

A spokesman for the chain, contacted late last week, stated that the record departments would be enlarged, and would carry more depth of inventory. Such a move would place the chain in a stronger competitive position as against Sears 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, John Kurland, director of public relations and information on services for Columbia, has announced. Judith Lishinsky will take over James' former post in charge of information services for Epic Records here.

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

Bob Mersey to Take Columbia Pop A.&R. Job

NEW YORK — Bob Mersey, songwriter, arranger and a.&r. producer, is expected to be named head of pop a.&r. for Columbia Records' East Coast operations about the middle of this month. Mersey will succeed Dave Kapralik in the post. The latter is expected to assume a new assignment with the company.

The move of Kapralik into a new area of operations reflects a known Columbia policy to build well-rounded leadership talents among its executive personnel. The most recent example of this facet coming into play was the appointment of Ken Glancy, a 20-year veteran of the sales department, to the post of vice-president in charge of a.&r. late last year. The exact nature of Kapralik's new assignment was expected to be announced shortly.

Mersey is the writer of a hit song of several seasons back, "Tracy's Theme," from "The Philadelphia Story" TV adaptation. He has been with Columbia as an arranger-producer for about two years. He has produced for such star attractions in the Columbia stable as Andy Williams, Dion DiMucci and Aretha Franklin, among others.

Kapralik started with Columbia in the sales and merchandising wings, later moving into his first a.&r. assignment when the firm's President Goddard Leiberson took over the reins as head of a.&r. when Frank DeVol left that post several years ago. Kapralik first served as a liaison between Lieberon and music publishers.

Later he assumed command of the entire East Coast pop a.&r. producing staff and is widely credited with putting the label

(Continued on page 6)

Only Victor, Capitol Still Ship From Pitt

PITTSBURGH — Now that Columbia Records has closed its warehouse here as of January 1, only Capitol and RCA Victor, among the major labels, continued direct shipments from here.

Columbia will serve Pittsburgh and the Tri-State territory from its Service Center in Cleveland, promising good service for its local and area customers.

Columbia will continue to operate here but only from a sales office which will continue at its Oakland headquarters. It will be manned by Jim Winston, veteran branch manager here and Solly Solomon, his publicity aid, four salesmen and office help.

Columbia will also continue to handle the Epic label out of its Pittsburgh sales office.

Within the past two years, Decca, Cosnat, Mercury and Dot have moved out of Pittsburgh with service stemming from Cleveland.

Bonn Eyes Copyright Revisions

By OMER ANDERSON

The Bonn government has just published the four draft laws reforming the present copyright legislation which dates back to 1901 and 1907.

The four bills are: a revised draft copyright law and a related copyright protection bill; a draft law regulating performing rights societies; and bills ratifying the Brussels 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 an indefinite future period in which continuing technological evolution and revolution is anticipated.

Full Rights

The draft bill complex, for the first time ever, gives full performing rights protection to performing as well as creative artists. The draft law theorizes that a creative work does not acquire final form with the com-

poser or author, but undergoes further artistic development and expression as rendered by the performing artists, and, therefore, is the joint product of author-composer and performing artist.

Dr. Ewald Bucher, West Germany's Minister of Justice, said in a statement accompanying release of the draft legislation:

"This new copyright legislation must be projected far into the future with the aim of anticipating technological change and ensuring that commensurate full protection is given to the

(Continued on page 6)

DEPARTMENTS & FEATURES

Hot 100 Chart... Page 23
Top LP's Chart... Page 26

→ Other Music Pop Charts

Breakout Singles... 20
Breakout Albums... 25
Hot Country Singles... 18
Hot Country Albums... 18
Hits of the World... 30

→ Record Reviews

LP Reviews... 24
Singles Reviews... 20

→ Music & Record News

Talent... 10
Country Music... 18
Classical Music... 16

→ Departments

Radio-TV Programming... 35
Phone-Tape Merchandising... 37
Coin Machine Operating... 41
Bulk Selling... 46

→ Buyers & Sellers

Classified Mart... 39

Ask Your Distributor About the United Artists Records' PROFIT-MAKING WINTER WONDERLAND MAGIC SALES PLAN

5 Brand-New Albums FIFTY FABULOUS FAVORITES — 250 Tunes in All, Featuring

Ferrante & Teicher • Al Caiola • Ralph Marterie • Tito Rodriguez • The Greenhill Singers

**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

The most trusted name in sound

AFM Wins Most Points

NEW YORK—Current negotiations between the record manufacturers and the American Federation of Musicians (AFM) have been concluded with the musicians realizing a number of their objectives. The new contract, which replaces the one expired December 31, will last five years and contains provisos for the payment of royalties to rank and file musicians. The union also won concessions for premium pay on Sundays, holidays and after-midnight sessions and for doubling. Symphony musicians also stand to profit from the new contract. Their pay is being brought up closer to that of pop dates.

The royalty agreement covers instrumentalists, arrangers, orchestrators and copyists. In 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 made with moneys culled from the Music Performance Trust Fund. According to Kenin, about half of the \$6 million contributed by manufacturers to the Trust Fund annually will be used for royalties paid to "musicians who create records."

Under the premium or double pay segment of the agreement, musicians will be paid extra for

Sunday, holiday and after-midnight sessions, and for doubling, tracking, dubbing and re-recording of tracks.

The rate scale for symphony men has been upped so that those musicians now will enjoy "substantially the same wage and working gains applying to the larger category of so called 'commercial' recording musicians," Kenin stated.

The union also won concessions on fringe benefits, the hir-

ing of music contractors, cartage costs for transport of heavy instruments and penalty payments in the event of late payment of recording fees.

The pact has to be ratified formally by the members involved, and secret ballots, returnable by January 21, were mailed by the Honest Ballet Association this past week. Ratification will make the new contract retroactive to January 1.

Warren Ling Quits Belafonte To Go to Kapp

NEW YORK — Warren Ling, formerly vice-president of Belafonte Enterprises, Inc., has resigned his post there to become vice-president and general manager of Kapp Records, according to Executive Vice-President Michael Kapp. The appointment became effective Monday (6).

Kapp said that Ling, "whose background in all phases of the industry is extensive, would further solidify the Kapp management team and be a major force in the operation of the company." Ling has been in the music business for 17 years, having first joined RCA Victor Records in 1946. He later became manager of artist and copyright contracts for that firm. For the past three year and half years he has been associated with the Belafonte operations, where he formed an indie record company to handle production of Belafonte albums and also put the Belafonte publishing firms on an international footing.

Epic Calls It 'Profit Era'

NEW YORK — Epic Records launched its recently announced "era of profit" sales program, which incorporates one, year-round price on album product, with 10 new LP's, highlighting new merchandise by Bobby Vinton and George Maharis.

Vinton's newest contribution bears the title of his current single hit, "There! I've Said It Again." Joining this and the Maharis set are efforts by Bobby Hackett, the Jubilee Four, and George Szell and the Cleveland Symphony and one each by pianist Leon Fleisher, Louis Lane and the Cleveland Sinfonietta, and the Heinrich Schutz Chorale and the Pforzheim Chamber Orchestra.

Also included in the January program for Epic are four stereo tape releases by Bobby Hackett, George Szell and the Cleveland Orchestra and Leon Fleisher and the Juilliard String Quartet.

Atlantic Buys New Master

NEW YORK—Atlantic Records has purchased from Correc-Tone the master, "Gotta Find a Way," by Theresa Lindsey.

The master had already gotten considerable action in Detroit and three other areas, and was being bid for by several companies.

Fox Gets MJQ Rights

NEW YORK—Sam Fox Publishing Company, Inc., has been named sole publishing representative for the catalog of MJQ Music, Inc. Catalog is devoted to the presentation of jazz-oriented material in quality editions. It contains many compositions by distinguished composers including Alec Wilder, Gunther Schuller, Andre Hodeir, Werner Heider, Lalo Schifrin, Margo Guryan, Peter Phillips, Larry Austin, Ornette Coleman, Jimmy Giuffre and John Lewis and Milt Jackson of the Modern Jazz Quartet (from which the MJQ name is derived).

Fox will publish selected material from the catalog for all requirements in the educational, popular and concert fields. An MJQ stage band series is also being prepared.

Simon Sees Big Philips Year

CHICAGO—Lou Simon, sales manager of Philips Records, at a meeting introducing the label's January product, stated: "There is additional significance in 'Philips Stage III' in terms of our age . . . and we believe that with the established artists coming our way, the youngsters we intend to develop, and our already powerful roster, 'Stage III'—our third year—will be a year of sales excitement and profits for all associated with Philips Records."

In attendance, in addition to distributors, were Irving B. Green, Mercury Record Corporation prexy; Erwin H. Steinberg, executive vice-president; Clair Van Ausdall, Philips classical a.&r. division; Bill O'Brien, national promotion manager, Aaron D. Cushman, president of Philips Records public relation firm.

Philips, in observation of its forthcoming anniversary, inaugurated an award program in which a "Philip" statuette was presented as a "Meritorious Award for All-Product Sales

(Continued on page 6)

VOGUE LABEL OUT IN LONDON

LONDON — The British Vogue label has been rubbed off the disk scene. In its place Vogue Records, Ltd., has instituted the Vocalian label in a new attempt to push up sales—all of the Vogue catalog has been deleted in one swift move by the company which is a subsidiary of the Decca group. Vogue's Contemporary and Goo Time Jazz marks remain unaffected.

IN BELGIUM:

Teens Pick Disk Tops

By JAN TORFS

MECHELEN, Belgium—More than 5,000 teen-age readers helped Juke Box magazine here pick the most popular artists, local and foreign, in this country. The results, going into 1964, are pretty much the same as those registered for 1963, with two exceptions Brenda Lee and Connie Francis changed places.

Most popular local male artists in order of finish were: Will Tura, Adamo and Jacques Raymond. Most popular female artists: Lieve Olga, Marva and Tonia. Most popular small groups: the Cousins, the Jokers and the Fens. Most popular local orchestra: Francis Bay, Henri Segers, and Leo Martin. Most popular male foreign art-

ists: Elvis Presley, Cliff Richard and Paul Anka. These three have been top runners for many years here.

Most popular female artist of foreign origin was Brenda Lee who replaced Connie Francis in the No. 1 spot this year. Miss Francis was second and Petula Clark is in the No. 3 slot. Most popular foreign instrumental group was the Shadows with the Spotnicks No. 2 and the Beatles third. The most popular foreign orchestra was that of Ray Coniff while Bill Vaughn was second and Mantovani third.

London People Off to England For Parley

NEW YORK — London Records' key distributor personnel were scheduled to take off Monday (6) via Trans-World Airlines for London, for a unique sales convention lasting through the week. The distributors, who will be guests of Sir Edward Lewis, chairman of the board of the parent firm, Decca, Ltd., include the following:

Joe Sinsheimer, Allen Dist., Richmond, Va.; Steve Brookmire, Florida Music, Miami; Hi Sandler, of Harold N. Lieberman Co., Minneapolis; Dave Seidman and Paul Knowles, of Raymond Rosen Co., Philadelphia; Frank Holland and Irwin Goldstein, Mutual Dist., Boston; Irwin Fink, All State New Jersey, Newark, N. J.; Bill Emerson, Big State Dist., Dallas; Bud Daily, H. W. Daily, Co., Houston; James H. Martin and Ronnie Bernstein, James H. Martin Co., Chicago; Roy Bright and Arthur Kay, Radio-TV Corp., Honolulu; Stan Jaffe and Norm Larson, Stanley Dist., Seattle; Herb Weissman, Mangold, Charlotte, N. C.; Bob Hausfater, Robert's Records, St. Louis, Mo.; Herb Silverman, Joseph M. Zamolski Co., Baltimore; George MacDuff, Radio Dist., Detroit; George Hartstone, Hart Dist., Los Angeles, and Stone Dist., San Francisco; Norm Goodwin, Hart Dist., Los Angeles; Bill Davis, Davis Sales, Denver, and Lou Sebok, Decca distributing executive.

The London group is headed by D. H. Toller-Bond, executive vice-president, and members of the company's executive staff.

WEATHER HITS OUR MEN O'SEAS

NEW YORK — Bad weather, holiday mails have put a severe crimp in Billboard overseas coverage this week. Missing this week because of delays in transmission are a good many overseas reports, especially the New Musical Express chart from London. Like so many who found the roads too slick to drive on and the skies too rough to fly, Billboard overseas correspondents were grounded by angry elements. Full reports will be available next week.

'Winter Magic' UA Message

MIAMI BEACH — "Winter Wonderland Sales Magic" is the over-all slogan attached to the new sales and merchandising program unveiled here last week by United Artists Records and its subsidiaries. The meeting, which included distributors for UA as well as Musicor, Ascot, Park Avenue, Contempo and Garex, was held at the Eden Roc Hotel.

A key feature of the "sales magic" plan is a group of five albums in the new "Fifty Fabulous Favorites" series in which various top artists offer a program of 50 standard tunes in a single album. The initial sets in the grouping are by Ferrante and Teicher, Al Caiola, Tito Rodriguez, Ralph Marterie and the Greenhill Singers. An all-out merchandising campaign, including special racks and pre-packs, is planned for these releases.

A total of three dozen new albums was presented during the meetings. In the jazz area, a trio of sets by George Barnes, Carl Kress and Ken McIntyre were included. Folk-based product included sets by the Highwaymen and the Briarwood Singers, while George Jones, Melbo Montgomery and Judy Lynn were among the artists with new country product. Other new sets are by Tito Rodriguez, the Four Lads, and Gus Vail. On the Musicor front, a highlight set features 16 of the singles hits of Gene Pitney.

The two-day sales convention was presided over by President Art Talmadge, with Vice-President and Controller Si Mael; director of creative services Lloyd Leipzig; national sales manager Joe Berger; national director of sales merchandising and promotion Jay Jacobs, and general manager of subsidiary labels Andy Miele also playing active roles.

More Vocalists, Foreign Names in San Remo Fest

By SAM'L STEINMAN

SAN REMO—More vocalists than have ever been heard before in the San Remo Song Festival will be heard in this year's event January 30-31 and February 1 with a minimum of 46 participants already set to do the 24 numbers with a possible five remaining to be added.

The old charge that certain festival "pets" were assigned duplicate numbers in order to be certain of a place in the finals has been completely eliminated. Each Italian artist entered has only one number while some of the foreigners are doing two to fill the bill.

The program as it stands now is: "Come Potrei Dimenticarti" (How Could I Forget You?), Tony Dallara and Ben E. King; "Cosi Felice" (So Happy), Giorgio Gaber and Patrizia Carli; "Disperato Tango," Domenico Modugno and Frankie Laine; "E Se Domani (And If Tomorrow . . .), Fausto Cigliano and

Dalida; "Ieri Ho Incontrato Mia Madre" (Yesterday I Met My Mother), Giorgio Gaber and Marie Laforet; "I Sorrisi di Sera" (Evening Smiles), Tony Renis and Frankie Avalon; "La Prima Che Incontro" (The First Girl I Meet), Fabrizio Ferretti and the Fraternity Brothers; "L'Inverno Fai Così" (Winter Is

Like That), Piero Focaccia and Bobby Rudell; "L'Ultimo Tram A Mezzanotte" (The Last Tram At Midnight), Milva and Dalida; "Mezzanotte" (Midnight), Cocky Mazzetti and Los Hermanos Rigual; "Motivo d'Amore" (Love Urge), Pino Donaggio and Frankie Avalon; "Non Ho L'Eta Per Amarti" (I'm Not Old Enough to Love You), Gigliola Cinquetti and a foreign artist; "Ogni Volta" (Each Time), Roby Ferrante and Paul Anka; "Passo Su Passo" (Step by Step), Claudio Villa and Little Peggy March; "Piccolo, Piccolo" (Little One, Little One), Emilio Pericoli and Esther Ofarim; "Sabato Sera" (Saturday Evening), Bruno Filippini and a foreign artist; "Sole, Pizza, Amore" (Sun, Pizza and Love), Cetra Quartet and Lou Monte; "Sole, Sole" (Sun, Sun), Laura Villa and a foreigner; "Stasera No, No, No" (Tonight No, No, No), Remo Germani and Petula Clark; "Tu Piangi Per Niente" (You Cry for Nothing), Lilli Bonato and a foreigner; "Una Lacrima Sul Viso" (A Tear on Your Face), Bobby Solo and Frankie Laine; "Un Bacio Piccolissimo" (A Tiny Kiss), Robertino and Bobby Rydell; "20 KM Al Giorno" (20 Kilometers a Day), Nicola Arigliano and Peter Krauss.

Decca Has 25 For January

NEW YORK—Decca Records has 25 new albums in the pop and classical fields ready to go in its January program on the parent label and on the Coral and Brunswick subsides.

The usual Decca incentive, around 10 per cent, is being given on the whole Decca-Coral-Brunswick catalog as well as the new disks.

Among the pop LP's the leading set is one by the Surfaris called "Hit City '64." There are also a good number of dance sets, some of them by Carmen Cavallaro, Stanley Wilson, George Bassman and Grady Martin. There's also a collection of Easter hymns by the Harry Simeone Chorale.

In the folk and blues areas there's the second volume of "All Time Hootenanny Folk Favorites" and a special LP recorded in Hamburg, Germany, that features live performances of such blues stars as Memphis Slim, Brownie McGhee and John Lee Hooker. There are also sets by Edie Adams, and catalog collections by Ella Fitzgerald and Peggy Lee.

In the classical field the Musica Aeterna plays and sings the oratorio by Handel "Israel in Egypt." The label is also issuing a unique album by the 16th century composer Ludwig Sneli. Among the works on the set is the composer's Easter Mass.

Big (Tiny) Little, Lawrence Welk and the McGuire Sisters are among the artists on the Coral label. Brunswick kicks off with a Jackie Wilson album of golden favorites, and a jazz album that features artists such as Al Cohn, Zoot Sims and Clark Terry.

Victor Has 16 January LP's

NEW YORK—RCA Victor's pop release for January totals 16 albums. These packages include the debut of Ethel Ennis, the initial duets of Ann-Margret and Al Hirt, Peter Nero, Chet Atkins, the reunion of the original Benny Goodman Quartet and the RCA Victor debut of the new Tommy Dorsey orchestra. Also highlighted in the release are Odette, Norman Luboff, the Browns, Marty Gold, the Astronauts, Ed Ames. The release also includes a hot rod package by Hal Blaine, an Ivy League Hootenanny package, a Hovie Lister-Statesmen package, and an album by the Browns.

RCA Victor's January release includes a package of ballet favorites by Ernest Ansermet and the Royal Opera House orchestra selections from Wagnerian operas by Charles Munch and the Boston; Byron Janis in Rachmaninoff's No. 3, with the Boston led by Munch, and the Lalo Symphonie Espagnole, with Henryk Szeryng and the Chicago.

NEWLY CREATED POSITION . . .

Top record company seeks heavily experienced field rep with top-notch merchandising and promotion know-how. This man should have strong business contacts in southeast territory of the country to sell a prestige full-line label. This is a newly created position for the right man with major label experience. If qualified and interested, please send resume and salary requirements. All replies confidential.

Write Box 531, The Billboard Publishing Co.,
165 West 46th St., New York, N. Y., 10036

Mercury Unveils Product, Sales Plan for New Year

CHICAGO — Mercury Records introduced its new January product, sales plan and presented annual awards to distributors for outstanding performances at the label's sales meeting held Monday (30).

On hand for the meet were Irving B. Green, president of Mercury; Kenneth S. Myers, director of sales; Harold Lawrence, artistic director, and Bernard Braddon, administrative director, both of the classical division; George Balos, merchandising manager; Morris Diamond, promotion manager; Dick Bruce, sales manager; Harry Kelly, Wing sales manager, and Shelby Singleton, a.&r. director. Guest speaker was Ed Gourfain, president of the label's advertising agency.

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

Sales Aids

Sales aids include a complete window and pop display kit carrying out the "Parade of Stars" theme, and die-cut easel jackets.

A highlight of the meeting was the presentation of the annual awards to distributors for outstanding performance in 1963 in five categories. Award-winning distributorships were: Seaboard, Hartford, Conn., All-Product Award; All South, New Orleans, Singles Award; Mid-America, Des Moines, LP Award; Multi-Disc, New York, Classical Award, and Dale Enterprises, Boston, Wing Award.

Fifteen pop albums were introduced featuring the Chad Mitchell Trio, Johnny Mathis, Brook Benton, and Sarah Vaughan and Danish Choir, and the debut on Mercury of Moms Mabley.

Instrumental offerings are: "A Clebanoff Film Concert," "Cugat Caricatures" and "Happy Feet," by David Carroll.

For folk fans, "Ragtime Jug Stoppers," by Dave Van Ronk. Two new jazz albums are "Shirley Horn With Horn" and "Kirk in Copenhagen," by Roland Kirk. C.&w. is represented with "Story Songs for Country Folks," by Faron Young, and "Songs of the Cities," by Roy Drusky.

Rounding out the pop section in the release are an album of "Irving Berlin Songs" and "Billy Eckstine Now Singing in 12 Great Movies."

Classical Releases

Classical releases include: "Hovhaness Symphony No. 4 and Giannini Symphony No. 3," performed by the Eastman Wind Ensemble; "Henry Szeryng Plays Treasures for the Violin," with Charles Reiner; "Bach Suites for Unaccompanied Cello," Janos Starker; "Hungarian Rhapsodies by Liszt," by the London Symphony Orchestra, conducted by the London Symphony Orchestra, conducted by Antal Dorati,

and "Beethoven Piano Concerto No. 4 and Piano Sonata in E Major," by Gina Bachauer with the London Symphony Orchestra.

The classical division also introduced six new albums in the "Great Music" series — all of French composers and all performed by the Detroit Symphony under the direction of Paul Paray.

An expansion of the Already eight-album "Storyteller" series was announced with the addition of four albums: "Snow White and the Seven Dwarfs and Rumpelstiltskin"; "Pinocchio and Alice in Wonderland"; "Little Red Riding Hood and the Three Little Pigs"; "Treasure Island and Aladdin and the Magic Lamp."

Billboard

Published Weekly by
The Billboard Publishing Company
2160 Patterson St., Cincinnati, O., 45214
Tel.: 381-6450

Publisher

Hal B. Cook New York Office

Editorial Office

165 W. 46th St., New York, N. Y., 10036
Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

Editor-in-Chief Lee Zhitto
Editors P. Ackerman, A. Sternfield
Associate Editor Ren Grevatt
Managing Editor Jack Orr

Department Editors, New York
Music News Paul Ackerman
Photo-Tape & Special Issues Ren Grevatt
Radio-TV Programming Gil Faggen
International News Jack Maher
Talent Jack Orr
Coin Machines Aaron Sternfield
Editorial Assistant Barry Kittleson

U. S. Editorial Offices

Cincinnati, Exec. News Editor Wm. J. Sachs
Chicago, Midwest Editor Nicholas Biro
Washington Bureau Chief Mildred Hall
Nashville Manager Mark-Clark Bates
Hollywood, W. Coast News Eliot Tiegel

Research Department, New York
Director Thomas E. Noonan
Pop Charts Mgr. Andrew Tomko

Special Projects Development Dept.
General Manager Andrew Cside

Production Department, New York
Art Director Lee Labowitz

General Advertising Office, N. Y.
Director of Sales Peter Heine
Promotion Director Frank Lupino
Midwest Music Sales Richard Wilson
West Coast Music Sales Kae Algyer

Coin Machine Adv., Chicago
Coin Machine Ad. Mgr. Richard Wilson

Circulation Sales, New York
Circulation Manager Walter F. Grueninger

Subscription Fulfillment
Send Form 3579 to
2160 Patterson St., Cincinnati, O., 45214
Fulfillment Manager Joseph Pace

U. S. Branch Offices

Chicago, Ill., 60601, 188 W. Randolph
Area Code 312, CE 6-9818
Hollywood, Calif., 90028, 1520 N. Gower
Area Code 213, HO 9-5831
Nashville, Tenn., 37203, 726 16th, So.
Area Code 615, 244-1836
Washington, D. C., 20205, 1426 G. N.W.
Area Code 202, 393-2580

International Offices

European Office Andre de Vekey, Dir.
15 Hanover Square, London W.1
HYDe Park 3659
Cable: Billboard London
Brazilian Office Mauricio Quadris, Dir.
Rua Visconde de Gavea 125
Rio de Janeiro
Argentine Office Ruben Machado, Dir.
Lavalle 1783, Buenos Aires

Subscription rates payable in advance.
One year, \$15 in U. S. A. (except Alaska,
Hawaii and Puerto Rico) and Canada, or
\$45 by airmail. Rates in other foreign
countries on request. Subscribers when
requesting change of address should
give old as well

as new address.
Published week-
ly. Second-class
postage paid at
Cincinnati and
at additional en-
try offices. Copy-
right 1964 by The
Billboard Pub-
lishing Company. The company also
publishes Vend, the semi-monthly maga-
zine of automatic vending; one year, \$7 in
U. S. A. and Canada; Amusement Busi-
ness, the weekly magazine of amusement
management; one year, \$10; High Fide-
lity, the magazine for music listeners;
one year, \$7; American Artist; one year,
\$7; Modern Photography, \$5, and the
Carnegie Hall Program. Postmaster,
please send Form 3579 to Billboard,
2160 Patterson
Cincinnati, O., 45214.

19
Cincinnati, O., 45214.

"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!



ML 5906/MS 6506



WM 2

BARGAIN MOZART SET!

A 3-RECORD SET... AVAILABLE AT A SPECIAL LOW PRICE!



M3L 291/M3S 691

Favorite Overtures!



ML 5887/MS 6487

WALTER'S FIRST OF BRUCKNER'S SEVENTH!

A 2-RECORD SET



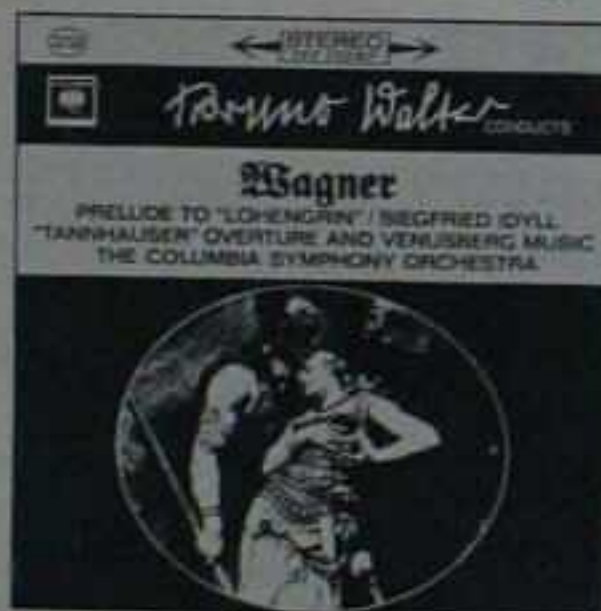
M2L 290/M2S 690

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



ML 5886/MS 6486

Favorite Wagner!



ML 5907/MS 6507

Masterful Performances of Mozart Masterpieces!

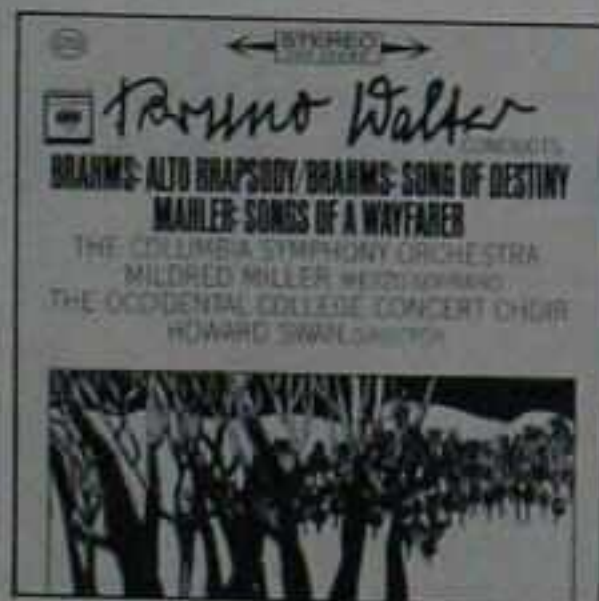


ML 5894/MS 6494



ML 5893/MS 6493

Intensely Lyric Songs!



ML 5888/MS 6488

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

THE NINE BEETHOVEN SYMPHONIES—D7L 265/D7S 610
THE FOUR BRAHMS SYMPHONIES—M4L 252/M4S 615

Tremendous Advertising and Publicity Build-Up Creating Overwhelming Demand Now!

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

COLUMBIA RECORDS

© COLUMBIA RECORDS INC. PRINTED IN U.S.A.

CAMPUS BEAT

Promo Hikes College Town Sales

NEW YORK—Record dealers in college towns experienced a hike in sales during the past month as a result of promotion attendant upon the presentation of live concerts at various schools. In some instances the promotional push gained impetus because local deejays tied in with the college concerts and programmed disks by the artists scheduled to appear.

An example was the Weavers' concert at Bailey Hall, Cornell University, Ithaca, N. Y. The group, now disbanded, had the advantage of some advance radio play. Mike Goldstein, program manager of WVBR, featured the Weavers for one week prior to the concert, and the sponsoring organization, the Cornell Folk Song Club, bought time on the station. At WTKO, program manager Bill Diehl used sides from the act's "Carnegie Hall" album.

Billboard's campus correspondent, Arthur Berkeley, reported "steady sales on the Weavers' product at Fred's Record Shop since the concert." Mrs. Lent, of Lent's Music Store, also noted sales reaction to the concert.

Jerry Chaskelson, campus correspondent at the University of Missouri, University City, stated the December 9 concert featuring Paul and Paula, and Dick and Deedee scored a big success. Both groups were booked by the Kappa Alpha fraternity. Chaskelson adds: "Great reaction on record sales. . . . Several of the shops were notified in advance and were prepared to handle sales. The Record Mart had excellent sales on Paul and Paula's 'Hey Paula,' 'Young Lovers' and 'Holiday Hootenanny' . . . and they were sold out of Dick and Deedee's 'Turn Around' several days before the performance . . . the shop was also sold out of Paul and Paula's 'Hey Paula' and 'First Quarrel' singles on the day of the performance."

Both acts, according to Chaskelson, put on a performance that will be hard to beat.

The New Christy Minstrels, playing a date at East Tennessee State University late in November, drew \$5,150. Total attendance was 3,000, with tickets at \$1.75 and \$2.50. The Hootenanny concert featured, in addition to the Minstrels, the Ivy League Trio, the Huntsmen, Jonah Gray, the Collegian Quartet and the Villagers. Bobby Joe Tipton, campus correspondent, stated the gym's sound equip-

ment acted up, but the crowd was very enthusiastic. The Christy Minstrels were the draw and scored well.

The concert caused a boom in business at local record shops. Judy Anderson, at the K-Mart, sold out the 45 albums in stock. These included 28 of "Ramblin'," seven "In Person" and five each of "The New Christy Minstrels" and "Merry Christmas." Nancy Steele, of Music Mart, reported she sold out of "Saturday Night" (15 copies). Ditto the Record Shop, according to Mr. Howell. Local stations, such as WJSO, WJCW and WETB, according to their respective program directors, Ray Stockard, B. J. Sams and Berney Burselon, aided the promotion by their record programming.

Richard Ollman, campus correspondent at the University of Wisconsin, stated that a flood of name talent in various categories appeared on the campus toward the end of 1963. He added:

"Elizabeth Schwarzkopf, Julian Bream, Igor Oistrakh performed at three concerts as part of the Wisconsin Union Theater Concert Series. The Chad Mitchell Trio, Dick Gregory and Maynard Ferguson appeared during the homecoming weekend. Appearing at various off-campus concerts were the Brothers Four, Johnny and the Hurricanes, Bobby Vee, Liberace, Ferrante and Teicher and Marty Robbins."

Ollman stated that "a considerable increase in sales of Schwarzkopf, Bream and Oistrakh disks was registered, with customers asking for titles they had heard at the concerts."

NEW YORK—Two new college representatives have been added to Billboard's network of campus correspondents. They are David Schattstein, Muhlenberg College, Allentown, Pa., and Howard Burkat, University of Michigan, Ann Arbor, Mich.

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

HOLLYWOOD—Fred Astaire has decided to retain his Ava diskery and will become more involved in its operation, Jackie Mills, label's exec veep, stated last week.

Label had been on the block five months, during which time Mills had been in negotiation with several parties. When the latest individual, contractor Bill London, couldn't meet Astaire's price, the famed entertainer decided to hold onto the waxery's reins. It is also understood that Marty Melcher, film producer, had been seeking the label for his music biz.

Ava will attempt expansion programs in the top 40 and LP fields and will be using indie producer Nick Venet 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 Sante Fe, N. M.

Mills also noted he has ac-

quired three new soundtracks, but would not reveal their names. He added that Ave will tie in with Astaire's proposed weekly situation comedy TV show currently on the drawing boards.

Personnelwise, the diskery has Astaire as prexy, Mills as exec. Tommy Wolf as production head and 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 exercised control over Epic a.&r. production during his tenure in the spot. Kapralik's own moves within the company are a further reflection of the policy of exposing its executives to key facets of the business.

NEW YORK—Dave Kapralik, pop a.&r. topper who is moving on to new areas in the Columbia Records organization, is widely credited with bringing added excitement 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 Okeh label; brought in Carl Davis as a.&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 diskery and Kapralik.

are: Teresa Brewer, Louis Alberto Del Parana and his Trio Los Paraguayos, and the Royal Netherland Marine Band. The Serendipity Singers are representing the pop-folk approach.

The Connoisseur Collection will spotlight a collection of Edith Piaf's earliest songs with a complete story of her life and full English translation of all her songs.

Classical albums artists represented are: Gerard Souzay, the London Symphony Orchestra, David Oistrakh, Pierre Coche-reau and the Lamoureux Concerts Orchestra. Promotionally, Philips is providing a set of new Browse-Box Index Cards in the line.

Big Philips Year

Continued from page 3

Performance" to Mutual Distributors, Inc., Seaboard Distributors, Inc., and Big State Distributing Corporation.

The Philips Stage III sales plan offers 10 per cent discount on all new January release and the entire LP catalog. The plan will be in effect from January 1 through February 29, and will also cover any additional albums released by the label during the period.

The 12-album January release includes three new jazz albums by Dizzie Gillespie, George Auld Sextet and Woody Herman. Tal-ent represented on the pop LP's

Copyright Revisions Bonn Eyes

Continued from page 1

creative artist; society must acknowledge the debt it owes to the creative genius, and he must be guaranteed a fair share of the fruits of his work."

Private vs Public

The draft legislation is noteworthy for the attitude it expresses toward charitable exemptions; a strict line is drawn between private and public enjoyment of music and other creative works. Music played for charitable undertakings is subject to the same performing rights royalties as music played on the radio or stage.

Tough Sledding

The bill originally drafted by the Bonn government provided for the payment of a small annual royalty by the owners of tape-recorders, the royalty entitling them to tape radio and phonograph music. The Bundsrat (upper house of parliament corresponding to the U. S. Senate) struck this provision, however, as an infringement of "the private sphere." At the Bundstrat's urging, on the contrary, the bill now distinguishes clearly between the public sphere (where in virtually all cases royalties must be paid) and private sphere (which is free from royalties).

Exceptions are church and

schools, where music may be played free of royalty.

Legislative Control

The draft laws also bring performing rights societies under legislative control for the first time. At present GEMA, the West German ASCAP, enjoys the free-wheeling status of a private organization similar in legal status to a country club. Now, however, GEMA is made accountable to the West German state and given the legal status of a servant of the copyright beneficiary.

The draft laws take the unusual state of calling express attention to the "monopoly position" enjoyed by GEMA and stating that this position may not be abused through arbitrary actions.

Govern Payments

In general, GEMA and authors-composers are unhappy about the law, which is, of course, highly important for American authors-composers and artists because it will govern their royalty payments in Germany. GEMA and authors-composers feel that the government has indulged in fulsome and sweeping generalities, but, in fact, has given creative talent the short end of the baton.

In concrete terms, the bene-

THERE'S PLENTY! . . .

New discount deals . . . Mergers . . . New Talent . . . Royalty Disputes . . . Trade Conventions . . . New Record Releases . . . Changes in Radio Programming . . . Coin Machine Legislation . . . New Sources of Supply . . . Gossip Items, etc.

You'll Get It Fast—Full Flavor and All the Trimmin's—in—Billboard Every Week!

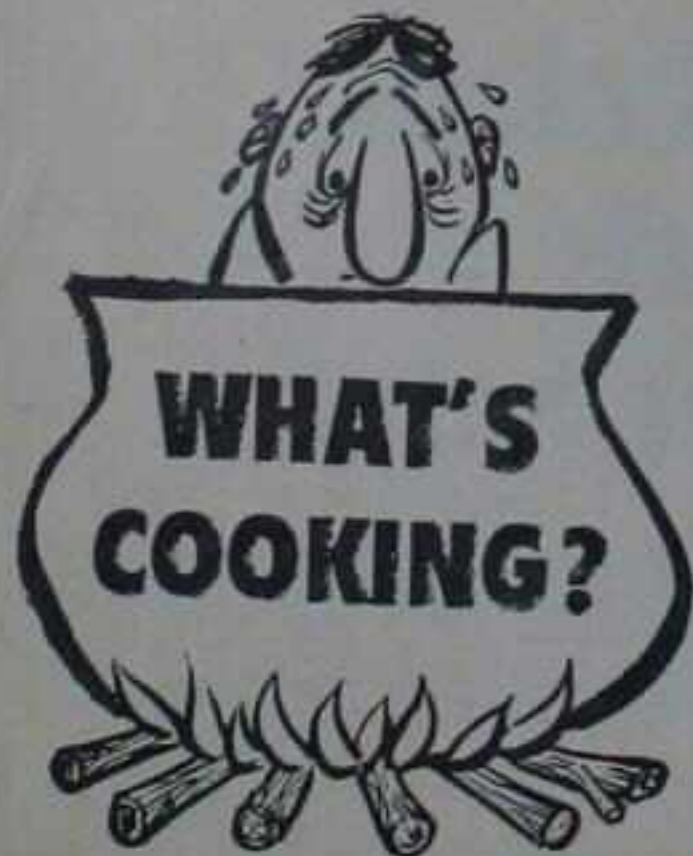
Subscribe Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214
Please enter my subscription to BILLBOARD for 75¢

1 YEAR \$15 3 YEARS \$35 New Renew
 Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for Continental U. S. and Canada. Overseas rates on request.

Company _____
Name _____
Address _____
City _____ State & Zip _____
Type of Business _____ Title _____



You'll Know! . . .
Fast and Sure
From Billboard Every Week
Subscribe Now

LATE SINGLE SPOTLIGHTS

Pop

JOHNNY MATHIS

BYE BYE BARBARA (Fisher-Elm Drive, ASCAP) (2:32)—This is Mathis' first experiment with a girl's name song, and it sounds like a winner. Nice, warm vocalizing by the chanter over attractive ork support can win lots of spins and sales. Flip is "A Great Night for Crying" (Cathryle, ASCAP) (2:40).
Mercury 7222

BROOK BENTON

GOING, GOING, GONE (Gil, BMI) (2:45)—Mercury 72230—Here is a powerhouse ballad for Benton which should click fast. There's another version also out but the material is strong enough to support both. Benton gets a solid arrangement to match his telling vocal. Watch this. Flip is "After Midnight" (Raleigh-Ben Day, BMI) (2:18).
Mercury 72230

NOW EVERY ALBUM IN THE CAPITOL STAR LINE

AT \$1 OFF!*

A REAL TRAFFIC-BUILDING, RECORD-MOVING OFFER.
HERE'S THE EVER-POPULAR CAPITOL STAR LINE...
THE BRIGHTEST HITS BY THE BIGGEST STARS.



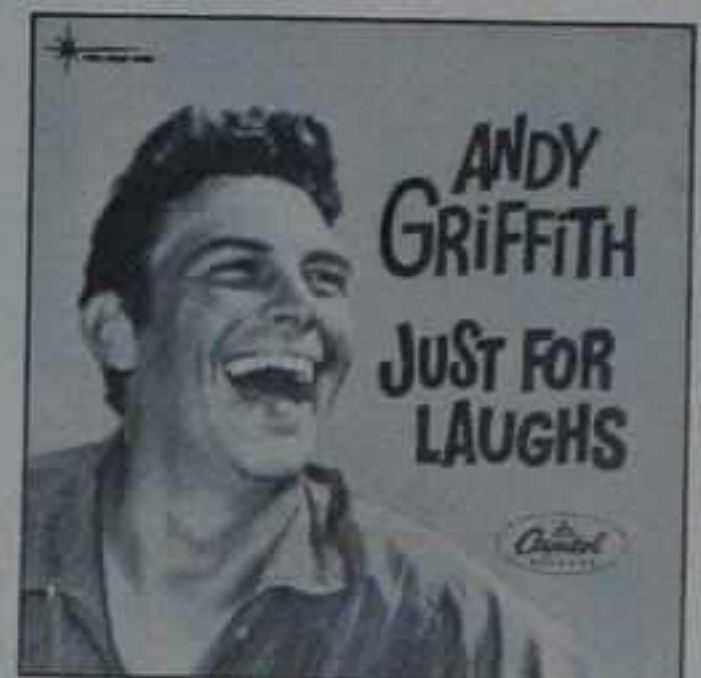
(S)T-1705



T-357



(D)T-768



T-962



(D)T-1461



T-1380



(D)T-1878



(S)T-1999

LOOK AT WHAT YOU GET: ★ A COLORFUL NEW DISPLAY RACK. ★ COLOR CATALOG SUPPLEMENTS. ★ UNIQUE STAR LINE MOBILE. ★ A FULL PAGE SHOPPER'S AD IN LIFE MAGAZINE. ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

The entire Star Line catalog and all these extras are available now. Check this handy list. Then contact your CRDC representative to take advantage of this fabulous offer.

Here's the complete Capitol Star Line:

- The Best Of The Kingston Trio (S)T-1705
- Unforgettable—Nat King Cole T-357
- This Is Sinatra (D)T-768
- Just For Laughs—Andy Griffith T-962
- The Best Of Guy Lombardo (D)T-1461
- Sixteen Tons—Ernie Ford T-1380
- The Hits Of Les & Mary—Paul & Ford (D)T-1476
- This Is Dean Martin (D)T-1047
- The Best Of Hank Thompson (D)T-1878
- The All-Time Hits Of Faron Young (D)T-1876
- Gone—Ferlin Husky T-1383
- The Hits Of Harry James (D)T-1515
- Baxter's Best—Les Baxter (D)T-1388
- Faron Young Sings The Best Of Faron Young T-1450
- The Hits Of Judy Garland (S)T-1999
- The Best Of Nelson Riddle (D)T-1990
- The Hits Of Jo Stafford (S)T-1921
- The Hits Of Ferlin Husky (D)T-1991
- Sugar Blues—Clyde McCoy T-311
- Tonight We Love—Freddy Martin (S)T-2018
- Bewitching-Lee—Peggy Lee T-1743
- The Hits Of Benny Goodman (D)T-1514
- The Best Of The Four Freshmen (S)T-1640
- The Best Of Roy Acuff (D)T-1870
- The Best Of Pee Wee Hunt (D)T-1853
- Comedy Hits—Various Artists (D)T-1854
- T-Bone Walker T-1958
- The Best Of Stan Freberg T-2020
- The Voices Of Walter Schumann (D)T-297
- All Aglow Again!—Peggy Lee T-1366
- The Hits Of Louis & Keely T-1531
- Walkin' The Strings—Merle Travis T-1391
- The Hits Of Joe "Fingers" Carr (D)T-2019
- The Hits Of Ray Anthony T-1477
- The Hits Of Freddy Martin (S)T-1582
- Sounds Of The Great Casa Loma Band—Glen Gray (D)T-1588
- The Best Of Duke Ellington (D)T-1602
- The Best Of June Christy (S)T-1693
- The Hits Of Woody Herman (D)T-1554
- Our Best To You—Various Artists T-1801
- The All-Time Hits Of Red Nichols & The Five Pennies (S)T-1803
- Hit Me Again!—Jonah Jones T-1375
- One More Time—Kay Starr T-1358
- 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 Yorgesson T-1620
- Kay Kyser's Greatest Hits (S)T-1692
- The Fabulous Hits Of Dinah Shore (S)T-1704
- The Best Of Johnny Mercer (D)T-1870
- Freshmen Favorites—The Four Freshmen (D)T-743
- Swing Again—Various Artists T-1386
- The Hits Of Mickey Katz T-298
- The Hits Of The Andrews Sisters (D)T-1924
- The Best Of Jean Shepard (D)T-1922
- Pow!—Billy May T-1377
- The Great Jimmie Lunceford (S)T-1581
- The Hits Of Bob Crosby's Bobcats (D)T-1556
- The Hits Of Ella Mae Morse And Freddy Slack (S)T-1802
- The Gold Record—Various Records (D)T-830

Available in February

- The Great Hits Of Frank Sinatra (D)T-2036
- Julia Lee (And Her Boyfriends) T-2038

*At Your Option, Mr. Dealer.



COMING

COMING

**NOW BROOK
BENTON**

HIS BEST BALLAD EVER!!!!

**“GOING
GOING
GONE”**



FOREMOST IN FINE RECORDING

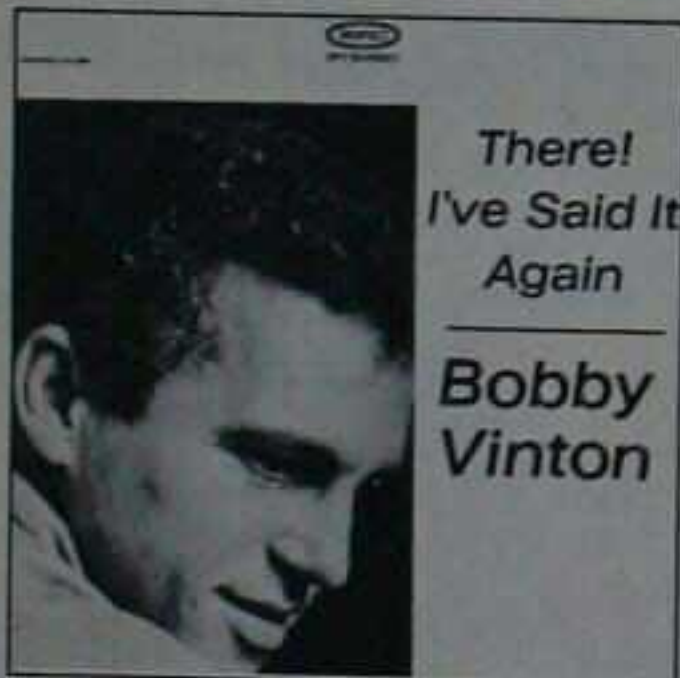
72230

ENTER  RECORDS
 DOORWAY TO ENTERTAINMENT
 AND A NEW

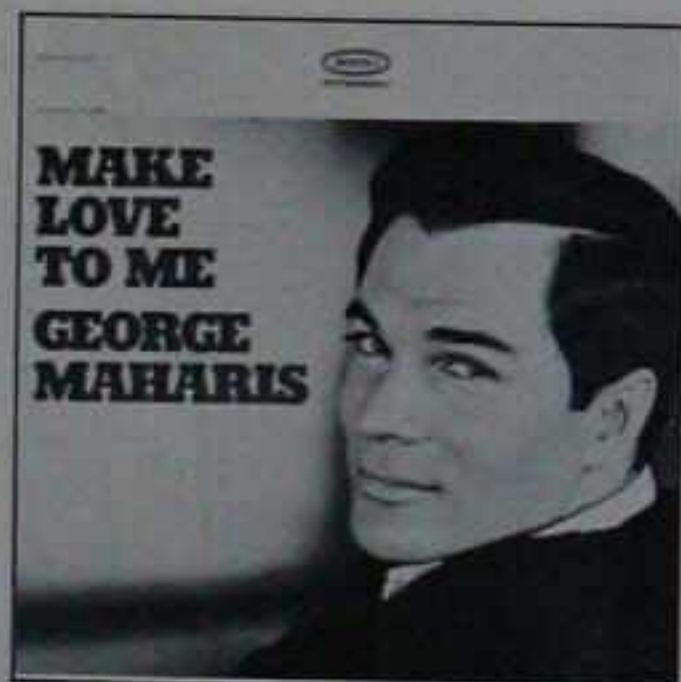
ERA OF PROFIT

THROUGH CONSUMER ORIENTED PRODUCT • THROUGH CONSUMER
 ORIENTED ADVERTISING AND PROMOTION • THROUGH YEAR-ROUND PRICING

FOUR GREAT NEW ALBUMS FOR JANUARY



LN 24081 / BN 26081*



LN 24079 / BN 26079*



LN 24080 / BN 26080*



SN 6046 / BSN 146* A 2-record set

ATTENTION MR. DEALER:

ASK YOUR EPIC SALESMAN ABOUT THE SPECIAL DISPLAY
 MATERIAL AND LOCAL ADVERTISING KIT FOR THESE ALBUMS.
 THEY ARE DESIGNED TO INSURE EXTRA PROFIT FOR YOU!

IDENTITY THE THING

Jack & Jackie Wilson
Trying to Get Apart

ATLANTIC'S NEW PIANIST, Jack Wilson, meets with diskery executive Nesuhi Ertegun, left, during Ertegun'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 disassociate 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.

His quartet includes Roy Ayers, vibes, bassist Al McKibben and Nick Martinis, drums. The lead also explained that he keeps close tabs on what the MJQ does just to make sure their paths do not run too closely.

Wilson feels there are too many piano trios which never

MJQ's 12th Year

NEW YORK—The Modern Jazz Quartet is celebrating its 12th year as a unit in 1964. One of the leading 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.

achieve a variance of sound. It was the delicate compliment of Roy Ayres' vibe fills to Wilson's abilities as a soloist and leader that brought the group to Atlantic vice-president and a.&r. chief Nesuhi Ertegun's attention.

In speaking of the instrumentation, Wilson says: "I couldn't set up a group with a brass instrument, because the texture of the piano would negate the horn. The piano playing several notes as the horn plays one has a tendency to negate the horn," the pianist explained. "The vibes, on the other hand, has a similar two-hand potential as the piano."

With sales of the first LP showing that there is much interest in the Wilson group, Atlantic released a bossa nova track, "Corcavado," as a single, and there are plans for two more sets. One of these will feature Wilson playing organ.

HERE SHE IS



SOPHISTICATED, INVENTIVE, MELLOW AND SMOOTH: These are the adjectives which have accompanied the pre-release literature of Ethel Ennis, new jazz voice on RCA Victor. Her first LP, "This Is Ethel Ennis," is released this month. The Baltimore-bred songstress has had plenty of preparation in club and concert appearances, and was chosen by Benny Goodman to tour with his band in 1958 through Europe, including stint at the World's Fair in Brussels. Victor has plans for a nationwide promotion tour which will keep her on the go for the rest of this month, touching major cities, coast to coast. Miss Ennis opened at the Village Gate, New York, Friday (3).

TV GUEST APPEARANCES
BY RECORD TALENT

JANUARY 6-12
(All Times Eastern Standard)

TUESDAY 7—VI VELASCO

The glamorous young singer will be guest on the Red Skelton Show (CBS-TV, 8-9 p.m.).

SATURDAY 11—LEON BIBB, BOB GIBSON, JO MAPES, JOHNNY CASH, SERENDIPITY SINGERS

Big line-up of entertainers is scheduled to appear on Hootenanny (ABC-TV, 7:30-8:30 p.m.).

SUNDAY 12—CONNIE FRANCIS

Internationally famed singer will sing the title song to her recently completed film "Looking for Love" on the Ed Sullivan Show (CBS-TV, 8-9 p.m.).

SUNDAY 12—SHELLEY BERMAN, ETHEL MERMAN

Sharing the entertainment spotlight with Judy Garland will be the popular comic and Broadway luminary (CBS-TV, 9-10 p.m.).

The national network TV guest appearances listed above provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.

MURMAIDS
(Chattahoochee)

NAMES: Carol and Terry Fischer, Sally Gordon.
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 Gordon is a long-time friend and neighbor. It was Mrs. Fischer who brought the group to the attention of Ruth Conte, president of Chattahoochee Records. At the time Kim Fowley, recording 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 all 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 painting 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.

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 Gordian Knot in Manhattan 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 jazz sessions being held at the Most, Midtown Manhattan club Sundays. Shows have featured Benny Golson-Don Michaels with all star groups each week from 10 p.m. to closing. The personnel of the groups varies from week to week.

MIDWEST

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

WEST

Roy Acuff and the Smokey Mt. Boys finish their two-week engagement at the Mint in Las Vegas on Sunday (12). . . . Dick Gregory shares the bill with Joe and Eddie at the Crescendo in Hollywood.

CANADA

Teri 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. After a wedding trip to Acapulco, the couple will live briefly in California before returning to their new home at Moorhead, Minn., where they will reside. Vee is the son of Mr. and Mrs. Sidney Velline of Moorhead. His bride is the daughter of Mr. and Mrs. LeRoy Bergen, Detroit Lakes.

Unsurpassed in Quality at any Price

GENUINE 8"x10"
GLOSSY PHOTOS

7¢ EACH
IN 1,000 LOTS

\$9.88 per 100

POST CARDS

\$32.00 per 1,000

Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

Size: 20"x30" \$4.85

30"x40" \$7.50

Plaza 7-0233

JJK COPY-ART
Photographers

A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St., NEW YORK 36, N. Y.



New Smash!
"SOUTHTOWN, U.S.A."
The Dixie Belles, with
Cornbread & Jerry

SOUND⁷STAGE 45#2517

UNITED ARTISTS RECORDS



WINTER WONDERLAND SALES MAGIC

25 Great New Packages Guaranteed To Start 1964 Off With A Profit-Making Roar!



50 FABULOUS 50 FAVORITES



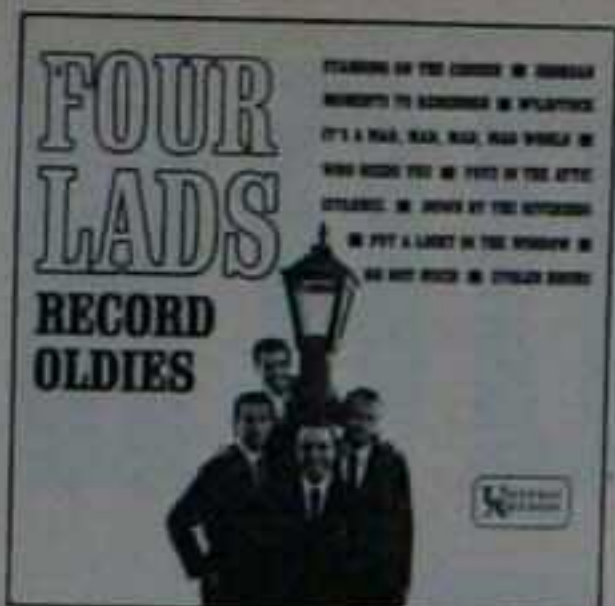
- Never Before — FIFTY familiar and well-loved standards
- FIFTY FABULOUS PIANO FAVORITES — FERRANTE AND TEICHER
UAL 3343 (Mono) UAS 6343 (Stereo)
 - FIFTY FABULOUS GUITAR FAVORITES — AL CAIOLA
UAL 3330 (Mono) UAS 6330 (Stereo)
 - FIFTY FABULOUS LATIN FAVORITES — TITO RODRIGUEZ
UAL 3345 (Mono) UAS 6345 (Stereo)
 - FIFTY FABULOUS DANCE FAVORITES — RALPH MALTERIE
UAL 3349 (Mono) UAS 6349 (Stereo)
 - FIFTY FABULOUS FOLK FAVORITES — THE GREENHILL SINGERS
UAL 3347 (Mono) UAS 6347 (Stereo)



POPULAR... five giant new albums



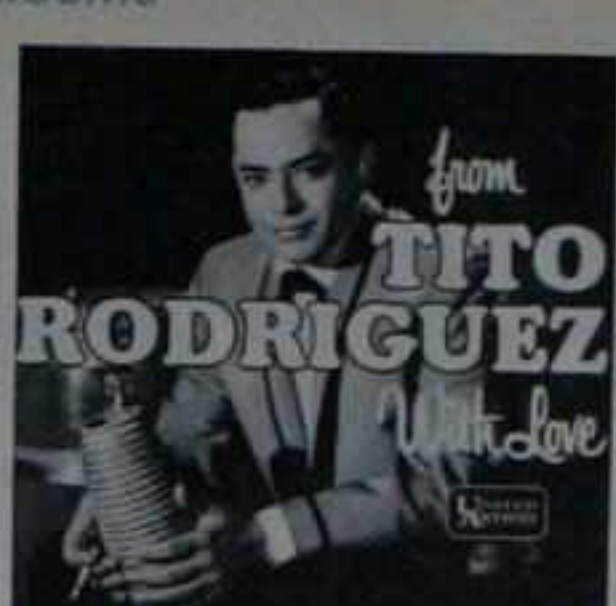
Stand up and SING!
Steve Lawrence, Shirley Bassey, Diahann Carroll, Eydie Gorme, Jan Peerce, Kay Ballard...
UAL 3331 (Mono) UAS 6331 (Stereo)



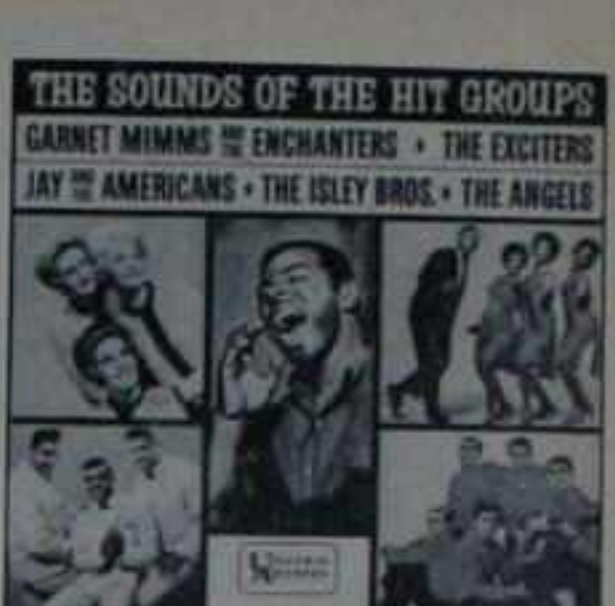
RECORD OLDIES
The Four Lads
UAL 3337 (Mono) UAS 6337 (Stereo)



BIG 16
Gene Pitney
MM 2008 (Mono) MS 3008 (Stereo)



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



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

FOLK... a trio of blockbusters



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



WELL, WELL, WELL —
The Briarwood Singers
UAL 3318 (Mono) UAS 6318 (Stereo)



FOLK AND JAZZ WINGDING —
Highwaymen, Mulligan, Staton, Blakey, Ellington, Mingus, Roach, Briarwoods, Caiola
UAL 3328 (Mono) UAS 6328 (Stereo)

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



GEORGE JONES SINGS MORE NEW FAVORITES —
UAL 3338 (Mono) UAS 6338 (Stereo)



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

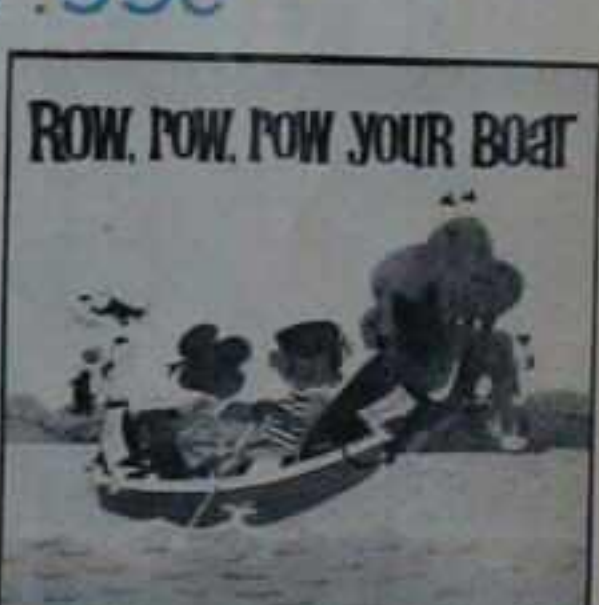
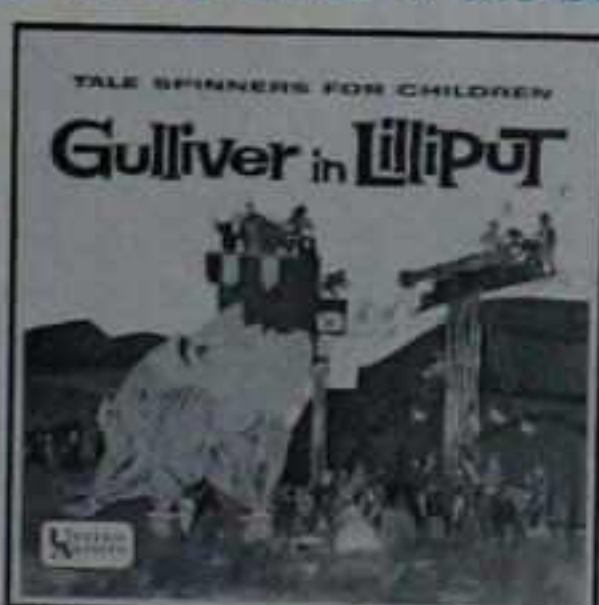


GOLDEN COUNTRY HITS — Jones, Riddle, Lynn, Holmes, Caiola, Harrell...
UAL 3327 (Mono) UAS 6327 (Stereo)



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

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



UNITED ARTISTS JAZZ...



JAZZ GREATS OF MODERN TIMES
UAL 3333 (Mono) UAS 6333 (Stereo)



"WAY, WAY OUT" — Ken McIntyre
UAL 3336 (Mono) UAS 6336 (Stereo)



TOWN HALL CONCERT — George Barnes & Carl Kress
UAL 3345 (Mono) UAS 6345 (Stereo)



TRULY THE PROUDEST NAME IN ENTERTAINMENT

Dot RECORDS

THE HOT DOTS

1963's BEST-SELLING SINGLE CERTIFIED BY RIAA

16487 SUGAR SHACK

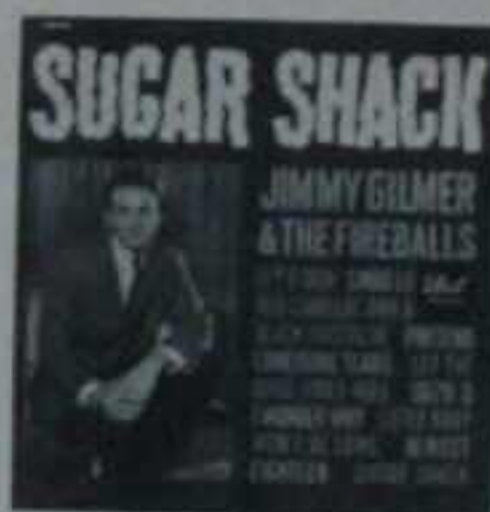
JIMMY GILMER & THE FIREBALLS

SINGLES

16539 Daisy Petal Pickin'/When My Tears Have Dried	JIMMY GILMER & THE FIREBALLS
16520 Letter From Sherry	DALE WARD
16555 Our Love Affair/The First Kiss	WINK MARTINDALE
16530 Wonderful Summer	ROBIN WARD
16561 Mama Was A Cotton Picker/Together	JIMMIE RODGERS
16559 Some Enchanted Evening/That's Me	PAT BOONE
16564 Maybellene	MATT LUCAS

1963 BEST-SELLING
SINGLE IS NOW
A HIT LP

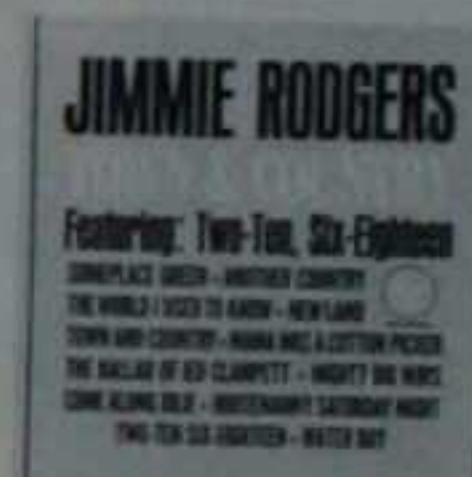
NEW ALBUM RELEASES



3545 Sugar Shack
Jimmy Gilmer



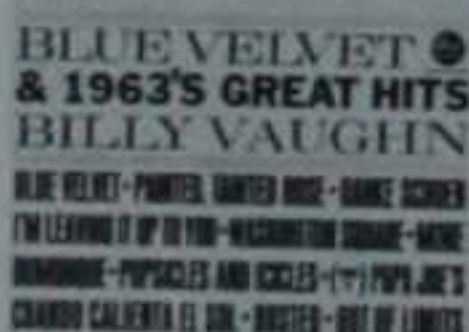
3555 Wonderful Summer
Robin Ward



3556 Town & Country
Jimmie Rodgers



3546 The Touch Of Your Lips
Pat Boone



3559 Blue Velvet &
1963's Great Hits
Billy Vaughn



3558 Greatest Boogie Woogie
Hits
Billy Vaughn



3544 A Tribute To The
All-Time Greats
Lawrence Welk



3557 Dominique & Other
Great Folk Songs
Lennon Sisters & Cousins

BEST SELLING ALBUMS

3552 Wonderful! Wonderful!	Lawrence Welk	3412 Moon River	Lawrence Welk
3547 Mr. Showmanship!	Liberace	3359 Calcutta	Lawrence Welk
3541 Golden Organ Hits	Jerry Burke	3250 Best Loved Catholic Hymns	Lennon Sisters
3540 Number 1 Hits, Vol. 1	Billy Vaughn	3249 Ragtime Piano Gal	Jo Ann Castle
3538 More	Steve Allen	3165 Blue Hawaii	Billy Vaughn
3536 Myron Floren Polkas	The Surfaris	3119 The Million Sellers	Billy Vaughn
3535 Wipe Out	The Chantays	3118 Star Dust	Pat Boone
3516 Pipeline	Steve Allen	3100 Sail Along Silv'ry Moon	Billy Vaughn
3515 Gravy Waltz & 11 Current Hits	Lawrence Welk	3071 Pat's Great Hits	Pat Boone
3510 1963's Early Hits	Billy Vaughn	3068 Hymns We Love	Pat Boone
3497 1962's Greatest Hits	Jerry Burke	3016 The Golden Instrumentals	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
- 3058 Helen Traubel
- 3057 Lure Of The Islands
- 3054-D "The Ten Commandments"
- 3049 Great Hits On Dot
- 3003 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

- Al Bollington

- Dr. Charles Kendall
- Gale Storm
- Billy Vaughn
- Tommy Jackson
- Mac Wiseman
- Nordine & Katz (Jazz Horizons)

- Hal Aloma
- Original Sound Track

- Eddie Peabody



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 hospital in Frankfurt, Germany. 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, the man, was what was most profoundly reflected in his work. He had an urgency 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

WHAT'S MUSIC ALL ABOUT

"The basis of all worth-while composition must be, of course, inspiration and worth-while musical ideas; after that comes technique. There seems to be an impression that there is today too much technique. It is my impression that there is not nearly enough technique. To be a composer, in the modern sense, requires years of daily intimacy with music of all kinds, not merely the process of playing it or hearing it, but that of investigating and studying."

Paul Hindemith

exceed the comprehension of consumer.

"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. These works were tagged "Gebrauchsmusik," or "music for use." A preface to 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 1930's, Hindemith taught 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-

(Continued on page 34)

To Zagreb Via Palermo



LIFE OF A CZAR—BEJEWELED AND MULTI-LINGUAL: American basso, Jerome Hines, who has distinguished himself for his portrayal of "Boris Godunov" in English as well as Russian (for his appearance at Moscow's Kremlin Theatre and the Bolshoi Opera) has relearned the role in Italian. Above, Hines boards airliner for Palermo, Italy, where he will appear in that role as the role of King Philip in "Don Carlo." His lovely wife hands him his gold, jewel-bedecked robe to carry with him. It is too bulky to pack. After Hines finishes his engagements in Palermo, he will again go behind the iron curtain for performances in Yugoslavia's Zagreb Opera, before returning to the Metropolitan to continue his season there.

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.

Ingenuity Pays, Says Solomon

SAN FRANCISCO—Everest Records' Bernie Solomon recently established that ingenuity is one of the key factors in determining whether classical music product sells in volume or merely lays on the shelf. A recent local situation provided him with ideal circumstances to prove his point.

Joseph Krips, newly appointed musical director and principal conductor of the San Francisco Symphony Orchestra, is also conductor on the Everest complete symphonies of Beethoven (a seven-record package). At the suggestion of Paul McKimmie (Independent Music Sales) Solomon repackaged several thousand sets of the nine symphonies which featured a photographic montage of San Francisco scenes, and added, as a welcome to Krips, the copy: "New Conductor, San Francisco Symphony Orchestra." The set was offered at \$9.98. (The original price of the package was \$14.95.)

As a booster, one major record store promoted the special drive with spot announcements on radio Station KKHI.

According to McKimmie, the combination of circumstances re-

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 Cathedral. On this occasion, the Boston Symphony Orchestra with chorus, soloists, and conductor Erich Leinsdorf, will perform the Requiem Mass in D Minor, K.626, by Mozart. It is very likely that RCA Victor will record the Mozart work live on this occasion, adding one more,

to the growing list of "memorial" albums.

Soloists on this occasion will be Sara Mae Endich, soprano; Eunice Alberts, contralto;

sulted in more than 2,200 sets being sold within the first month following Krips' debut with his new orchestra.

"Dealers obtained their full mark-up, and the promotion represents "something new and exciting in the merchandising of classical recorded product," he said. "It was the hottest promotion on classical product, at the hottest selling time of the year, ever to be run locally."

Ormandy to Direct at Academy Anniversary

PHILADELPHIA — In two weeks (25) the 107th Anniversary Concert of the Academy of Music will be marked, and Eugene Ormandy will direct the Philadelphia Orchestra in a glittering gala program.

Soloists on the first half of the program will be 17-year-old pianist, Andre Watts and the 16-year-old Korean violinist, Young Uck Kim. Both youngsters now live in Philadelphia.

Watts will perform the Liszt Concerto No. 1, which just one year ago brought him national attention with his performance with the New York Philharmonic, and which was sub-

sequently recorded by Columbia Records.

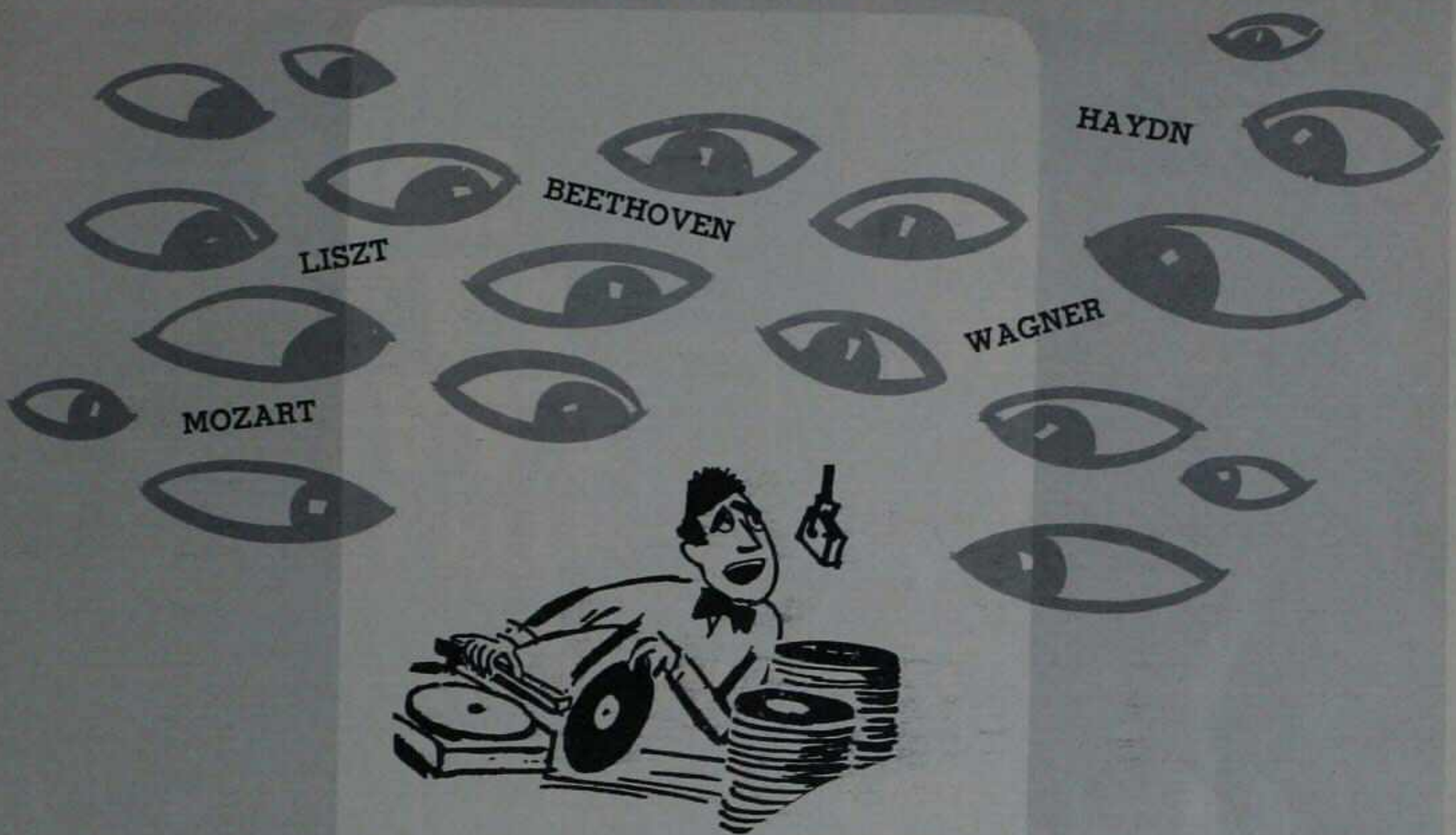
Kim, a discovery of Rudolf Serkin, is currently studying with Ivan Galamian, and has appeared with Ormandy before. He will perform Camille Saint-Saens' "Introduction and Rondo Capriccioso."

The second half of the gala program will feature highlights from Richard Strauss' opera "Der Rosenkavalier." Narrating on this occasion will be veteran actor Walter Slezak, with soprano Phyllis Curtin as the Marschallin; Anneliese Rothenberger as Sophie; Rosalind Elias as Octavian, and Ralph Herbert, portraying Baron Ochs.

Opera's Voluptuaries



NEW CARMEN! TWO HERE, ONE ON THE WAY: As reported some months ago on these pages, Bizet's "Carmen" (at that time) accounted for the best selling opera packages of RCA Victor (Stevens) and Angel (de los Angeles). While it has been some time since a new "Carmen" has been recorded, two were released just recently on London and Vox. The London set stars Regina Resnick (left) in the title role, while the Vox set features Jean Madeira (right). Both are favorites at the Metropolitan Opera, 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 next fall. While Madeira and Resnick have racked up numerous performances of the opera on the opera stages around the world, the role is relatively new to Miss Price. Resnick'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. Arias 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.



**do you ever get the
feeling you're being watched?**

When you pronounce the composition "Die Entführung aus dem Serail," would Mozart wince—or smile in recognition?

Record Source International's unique recording product

PRONOUNCING THE CLASSICS (Klas'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.



12" LP with 1,000 recorded pronunciations of the names of composers and their most renowned compositions, plus the name pronunciation of 200 prominent classical performing artists. Narration by T. A. McEwen, Classical Division of London Records. Preparation of material by John Coveney, Angel Records. List \$4.95.

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 leading country 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 late Jim Denny and Moeller combined their talent agencies into the Jim Denny Art-

ist 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 the Denny-Moeller firms occupy one of the most modern structures in the area at 815 16th Avenue, South.

The Denny-Moeller firm is the largest c.&w. talent agency



W. E. (LUCKY) MOELLER

in the business and handles exclusively a host of stars, including Webb Pierce, Kitty Wells, Johnny Wright and the Tennes-

(Continued on page 28)

Starday Sets Winter Sales Plan

NASHVILLE—Starday Records President Don Pierce has announced the first of two na-

tional sales plans set for 1964. The winter sales plan commencing January 1, 1964, will be entitled "The Wonderful World of Country Music Sales Plan."

Twelve new country and sacred album releases will be offered to Starday distributors in January, Pierce said.

More than 6,000 record distributors will receive direct-mail announcing details of the plan during the first week of January.

New from Starday, as a part of the plan, is a new Country Corner all-metal display rack which will hold 150 Starday albums and is available to dealers by arrangement with Starday distributors and salesmen.

Golden Country

Starday is also inaugurating the "Golden Country Standards" series of singles, which couples, back to back, 30 country music

juke box hits on 45-speed singles. This series will be merchandised in a special prepack box which comes with a colorful sign and backdrop plus title strips. The idea for the plan stems from Steve Brookmire, who distributes Starday Records in Miami, based on repeated requests for more of the older country hits to be available for juke box locations, Pierce said.

Under the terms of the "Wonderful World of Country Music Sales Plan" dealers will be given a 15 per cent discount on all Starday regular priced merchandise. A 10 per cent discount will apply on Starday's economy line consisting of seven albums retailing at \$1.98. A 100 per cent exchange privilege, dated billing and co-op advertising are all available by arrangement be-

(Continued on page 28)

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY FOR WEEK ENDING 1/11/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	—	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	1
2	—	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	1
3	—	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	1
4	—	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	1
5	—	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	1
6	—	GEORGE JONES & MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M); UAS 6301 (S)	1
7	—	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	1
8	—	RETURN OF THE GUNFIGHTER Marty Robbins, Columbia CL 2072 (M); CS 8872 (S)	1
9	—	DETROIT CITY & 11 OTHER HITS Bobby Bare, RCA Victor LPM 2776 (M); LSP 2776 (S)	1
10	—	STILL Bill Anderson, Decca DL 4427 (M); DL 74427 (S)	1
11	—	CLOUDY, WITH OCCASIONAL TEARS Skeeter Davis, RCA Victor LPM 2736 (M); LSP 2736 (S)	1
12	—	FARON YOUNG AIMS AT THE WEST Mercury MG 20840 (M); SR 60840 (S)	1
13	—	TALL, TALL GENTLEMAN Carl Smith, Columbia CL 2091 (M); CS 8891 (S)	1
14	—	THE PORTER WAGONER SHOW Various Artists, RCA Victor LPM 2650 (M); LSP 2650 (S)	1
15	—	GOOD 'N' COUNTRY Jim Reeves, RCA Camden CAL 784 (M); CAS 784 (S)	1
16	—	DAVE DUDLEY SINGS SIX DAYS ON THE ROAD Golden Ring LPGR 110 (M); (No Stereo)	1
17	—	Y'ALL COME Porter Wagoner, RCA Victor LPM 2706 (M); LSP 2706 (S)	1
18	—	KITTY WELLS STORY Decca DXB 174 (M); DXSB 7174 (S)	1
19	—	ABILENE George Hamilton IV, RCA Victor LPM 2778 (M); LSP 2778 (S)	1
20	—	CROSS COUNTRY Webb Pierce, Decca DL 4294 (M); DL 74294 (S)	1

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY FOR WEEK ENDING 1/11/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	17
2	3	NINETY MILES AN HOUR (Down a Dead-End Street) Hank Snow, RCA Victor 8239	12
3	2	THE MATADOR Johnny Cash, Columbia 42880	10
4	4	BEGGING TO YOU Marty Robbins, Columbia 42890	7
5	6	MOUNTAIN OF LOVE David Houston, Epic 9625	13
6	8	B. J. THE D. J. Stonewall Jackson, Columbia 42889	6
7	5	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor 8238	12
8	7	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	9
9	15	LAST DAY IN THE MINES Dave Dudley, Mercury 72212	5
10	10	TALK BACK TREMBLING LIPS Ernest Ashworth, Hickory 1214	30
11	14	COWBOY BOOTS Dave Dudley, Golden Ring 3030	15
12	11	THANKS A LOT Ernest Tubbs, Decca 31526	16
13	12	PEEL ME A NANNER Roy Drusky, Mercury 72204	6
14	18	TROUBLE IN MY ARMS Johnny & Jonie Mosby, Columbia 42841	10
15	13	JEALOUS HEARTED ME Eddy Arnold, RCA Victor 8253	6
16	9	D. J. FOR A DAY Jimmy "C" Newman, Decca 31553	5
17	16	THOSE WONDERFUL YEARS Webb Pierce, Decca 31544	10
18	21	YOU'LL DRIVE ME BACK (Into Her Arms) Faron Young, Mercury 72201	4
19	24	IF THE BACK DOOR COULD TALK Webb Pierce, Decca 31544	9
20	22	8 x 10 Bill Anderson, Decca 31521	21
21	17	GOING THROUGH THE MOTIONS Sonny James, Capitol 5057	4
22	27	THE GREATEST ONE OF ALL Melba Montgomery, United Artists 652	6
23	19	SING A SAD SONG Merle Haggard, Tally 155	3
24	20	TRIANGLE Carl Smith, Columbia 42858	4
25	28	CALL ME MR. BROWN Skeets McDonald, Columbia 42807	16
26	29	OLD RECORDS Margie Singleton, Mercury 72213	3
27	26	THE MORNING PAPER Billy Walker, Columbia 42891	3
28	—	HEART, BE CAREFUL Billy Walker, Columbia 42794	9
29	—	HELPLESS Joe Carson, Liberty 55614	5
30	—	LET'S INVITE THEM OVER George Jones & Melba Montgomery, United Artists 635	5
31	—	MAKE THE WORLD GO AWAY Ray Price, Columbia 42827	20
32	—	I ALMOST FORGOT HER TODAY Carl Smith, Columbia 42858	3
33	—	LIFE CAN HAVE MEANING Bobby Lord, Hickory 1232	1
34	—	SURELY Warner Mack, Decca 31559	1
35	—	SHAPE UP OR SHIP OUT Leon McAuliff, Capitol 5066	1
36	—	MY TEARS DON'T SHOW Carl Butler & Pearl, Columbia 42892	1
37	—	DREAM HOUSE FOR SALE Red Sovine, Starday 650	1
38	23	LET'S GO ALL THE WAY Norman Jean, RCA Victor 8261	2
39	—	TOO LATE TO TRY AGAIN Carl Butler & Pearl, Columbia 42892	1
40	—	SOMEBODY TOLD SOMEBODY Rose Maddox, Capitol 5038	4
41	—	BIG CITY WAYS Warren Smith, Liberty 55615	1
42	—	OUR THINGS Margie Bowes, Decca 31557	1
43	—	TADPOLE Tillman Franks, Starday 651	2
44	—	TEAR AFTER TEAR Rex Allen, Mercury 72205	1
45	—	TWICE AS MUCH Hank Thompson, Capitol 5071	1
46	—	SAGINAW, MICHIGAN Lefty Frizzell, Columbia 42924	1
47	—	I CAN DO THAT Tommy & Wanda Collins, Capitol 5051	1
48	—	I'LL LEAVE THE PORCH LIGHT A-BURNING Billy Grammer, Decca 31562	1
49	—	WHEN YOU NEED A LAUGH Patsy Cline, Decca 31552	1
50	—	HAPPY TO BE UNHAPPY Leroy Van Dyke, Mercury 72198	1

FROM THE HOUSE OF BUDGET HITS
Billboard Spotlight Album

CONTINENTAL RECORDS
500 Fifth Ave., N.Y.C.

"Betty & Dupree"
b/w
"Got My Mojo Working"
Sun #389

Billy Adams
SUN RECORDS
639 Madison Memphis, Tenn.

MOVIN' IN . . .
Oklahoma City
Baltimore

Johnny Angel
THE FEVER
=778
PARLIAMENT RECORDS
P. O. Box 1946
Hollywood 28, Calif.
Phone: HO 4-7191

EUROTONE

Add year-round profits with a NEW line of International LP's and 45's.

Eurotone International, Ltd.
1733 Broadway
New York City—CI 6-4724

Some distributor territories open
Contact: George Curtiss, Pres.

6 Smash Records on the Charts

**THE
NITTY
GRITTY**
SHIRLEY ELLIS

CONGRESS 202

**DUMB
HEAD**

GINNY
ARNELL

MGM 13177

Country Hits!!

**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

Here's More for '64

WATCH THESE HITS!!!

SOUTHTOWN U.S.A.

**THE
DIXIEBELLES**

SOUND STAGE 7 2517

DON'T CROSS OVER

**LINDA
BRANNON**

EPIC 5-9640

**I'D RATHER
BE SORRY (THAN SAFE
ALL ALONE)**
PATTI PAGE

COLUMBIA

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

CLAUDE KING

COLUMBIA 4-42959

DON'T CRY

**THE
DEMENSIONS**

CORAL 62392

JOHNNY ZERO

**MERLE
KILGORE**

MGM K13209

AL GALlico MUSIC CORP.

NASHVILLE: Merle Kilgore, Mgr.
812 16th Ave., So. (615) 256-5565

LONDON: Jimmy Phillips, Managing Director
Peter Maurice Music Co., Ltd., 21 Denmark St., London, England

101 WEST 55th STREET
NEW YORK 19, N. Y.
PHONE: 212—JUDSON 2-1368

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

SINNER NOT A SAINT . . .
Trini Lopez, United Modern 106 (Time, BMI) (Philadelphia)

A FOOL NEVER LEARNS
Andy Williams, Columbia 42950

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

★ REGIONAL BREAKOUTS

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

STICKS AND STONES . . .
Gene Ludwig, Atlantic 5034 (Tangerina, BMI) (Los Angeles)

SNEAKY SUE . . .
Patty Love & the Petticoats, Kapp 563 (Grand Canyon, BMI) (New York)

PROMISES . . .
Ray Peterson, Dunes 2030 (Joyson, ASCAP) (Atlanta)

TRIBUTE . . .
Anthony Newley, Acopella 778 (Melody Trails, BMI) (New York)

R.&B. SPOTLIGHT

MISS LAVELL
WHY YOUNG MEN GO WILD
(Don, BMI) (2:18)—Duke 372

Here's a solid offering for juke boxes and stations. It's a blues all right with groovy background and powerful pop blues singing. The flip is "Run to You" (Don, BMI) (2:15).

R.&B. SPOTLIGHT

LITTLE JR. PARKER
STRANGE THINGS HAPPENING
(BMI) (2:48)—Duke 371

The lad sings this blues with soul against pumping big band backing. Brass and reeds excel. The flip is "I'm Gonna Stay" (Don, BMI) (2:47).

☆☆☆☆

FOUR-STAR SINGLES

The four-star rating is awarded one singles with sufficient commercial potential in their respective categories to merit being stocked by dealers, one-stop and rack jobbers handling that category.

POPULAR

GIL AND RAY
★★★★ Marty, the Life of the Party (Tucson, BMI) (1:45)—★★★★ Malaguena (Salseros) (Tucson, BMI) (2:25), CAM 5252

PAUL EVANS
★★★★ I'm Gonna Build a Girl (Hollyjo-Port, ASCAP) (2:10) —★★★★ Two Different Things (Hollyjo-Port-Rosewood, ASCAP) (2:25), KAPP 567

BRUCE CHANNEL
★★★★ Going Back to Louisiana (LeBlis-Marshall, BMI) (2:08)—★★★★ Forget Me Not (LeBlis-Marshall, BMI) (2:10), LE CAM 122

DANNY WILLIAMS
★★★★ White On White (Painted Desert, BMI) (2:15) —★★★★ The Comedy Is Ended (Piccadilly, BMI) (3:09), UNITED ARTISTS 685

BILL BLACK'S COMBO
★★★★ Soft Winds (Regent, BMI) (2:30) —★★★★ Comin' On (Jec, BMI) (2:07), HI 2072

RON WINTERS
★★★★ Snow Girl (Grand Canyon, BMI) (1:50)—★★★★ In the Middle of the Morning (Grand Canyon, BMI) (2:04), DIMENSION 1022

SHEP AND THE LIMELITES
★★★★ Why, Why, Won't You Believe Me (Kee, BMI) (2:56)—★★★★ Easy to Remember (When You Want to Forget) (Shane, BMI) (2:22), HULL 761

OLYMPICS
★★★★ The Broken Hip (Keyman-Marc Jean, BMI) (2:10) —★★★★ So Goodbye (Paper, BMI) (2:00), TRI-DISC 112

FRANK FONTAINE
★★★★ Alouette, Pretty Alouette (Will Get You Yet) (Pamco, BMI) (2:25) —★★★★ R.S.V.P. (Gruyson, ASCAP) (2:27), ABC-PARAMOUNT 10517

JERICO BROWN
★★★★ He's Taken My Baby (Hensman, BMI) (2:39) —★★★★ I'll Be Gone (Hensman, BMI) (2:23), WARNER BROS. 5408

FREDDY CANNON
★★★★ What a Party (Halsecon, BMI) (2:18) —★★★★ Sweet Georgia Brown (Remick, ASCAP) (2:03), SWAN 4168

COUNTRY

TONY DOUGLAS
★★★★ It's Just About Time (English, BMI) (2:20) —★★★★ Home Away From Home (English, BMI) (2:00), BIMS 160

CHRIS CAIN
★★★★ She's Only a Friend (Crazy Cajon, BMI) (2:07)—★★★★ Sittin' in the Sunshine (Wallin' for My Moonshine) (Newkays, BMI) (2:04), PRINCESS 4029

WILBURN BROTHERS
★★★★ Hangin' Around (Sare-Fire, BMI) (2:00) —★★★★ Never Alone (Sare-Fire, BMI) (2:12), DECCA 31578

TEX WILLIAMS
★★★★ Late Movies (Pamper, BMI) (2:31) —★★★★ Long John (Blw-Tis, BMI) (2:24), LIBERTY 55452

POLKA

JOHNNIE BOMBA AND HIS ORK
★★★★ Bomba Polka (Sajewski) —★★★★ Circus Polka Sajewski —DANA 10006

RAY HENRY AND HIS ORK
★★★★ Dumsko Polka (Dana, BMI) —★★★★ Jaldis Polka (Dana, BMI), DANA 10002

FRANK WOJNAROWSKI
★★★★ Czam Czam Polka (Dana, BMI)—★★★★ Zabczanna Dziewczyzna Polka (Dana, BMI), DANA 10020

GENE WISNIEWSKI
★★★★ Chodackie Chlopzy - Polka (Dana, BMI) —★★★★ Otworz Drzwi Polka, DANA 10017

SINGLES REVIEWS

SPOTLIGHT WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R.&B. charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY

Every single 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 or Special Merit Picks. All other singles are listed in their respective categories.

POP SPOTLIGHT

DUPREES
(IT'S NO) SIN
(Algonquin, BMI) (2:24)—Cord 567

The hit group has another top ballad performance here. It's a solid tune sung in the distinctive sound with the Glenn Miller-like sax background. The flip is "The Sand and the Sea" (Parwin, BMI) (2:42).

POP SPOTLIGHT

THE DRIFTERS
VAYA CON DIOS
(Ardmore, ASCAP) (2:51)—Atlantic 2216

Here's another hit from the group. The old Spanish-oriented tune is handled in a gypsyish ballad, slow dance style with great work from the lead singer. The flip is "In the Land of Make Believe" (U. S. Songs, ASCAP) (2:22).

POP SPOTLIGHT

AL CASEY
WHAT ARE WE GONNA DO IN '64?
(Guitar-Renda, BMI) (2:00)—Stacy 971

Swinging teen-sound vocal group on this one has catchy, harmonic sound. It's got a solid up-beat and swinging backing. The flip is "Cookin'" (Renda, BMI) (2:12).

POP SPOTLIGHT

HOAGY LANDS
BABY COME ON HOME
(Dino, BMI) (2:51)—Atlantic 2217

The singer really preaches on this one from the opening recitation to the wailing finish. Gals vocal group fills out the background with strong, gutsy gospel touches. The flip is "Baby Let Me Hold Your Hand" (Mellin, BMI) (2:36).

POP SPOTLIGHT

FRANKIE LITTLE
GOING, GOING—GONE
(GIL, BMI) (2:35)—ABC-Paramount 10510

Here's a mighty potent piece of material that is sung with deep, weeper conviction by the lad. Unique lyric tells the story of a broken home and auction sale that brings memories. Harmonica, choral group add tasteful touch. The flip is "Tell Me All About It" (GIL, BMI) (2:21).

POP SPOTLIGHT

AVALANCHES
BABY, IT'S COLD OUTSIDE
(Frank, ASCAP) (2:22)—Warner Bros. 5407

The boys come in with an instrumental roar on this standard. It's arranged in the middle tempo contemporary dance style with guitar and organ answering one another. The flip is "Avalanche" (Music Productions, ASCAP) (2:35).

POP SPOTLIGHT

BOBBY CHARLES
EVERYONE KNOWS EVERYBODY'S LAUGHING
(Bar-Mar, BMI) (2:04)—Jewel 728

This one could be a real left field winner. Side is a soft ballad sung with conviction by the lad against simple ballad backing. The flip is also good, a bright tune with strong melody and singing from the lad, but the top has the edge.

C.&W. SPOTLIGHT

WAYNE KEMP
LITTLE BITTY WOMAN
(Bounds, BMI) (1:55)—Boyd 126

Good side that moves right along on hand clapping tempo. Wailing guitar interlude lends strong support to Kemp's honky-tonk performance. Flip is "They're Tearin' Our Little House Down" (Bounds, BMI) (2:30).

C.&W. SPOTLIGHT

ERNEST ASHWORTH
A WEEK IN THE COUNTRY
(Four Star, BMI) (2:35)—Hickory 1227

Ashworth hit the c.&w. charts with "Talk Back Tremblin' Lips." He has a strong up-beat item here with male chorus effects. Catchy lyrics coupled with the great beat spells another chart item for Ashworth. Flip is weeper called "Heartbreak Avenue" (Acuff-Ross, BMI) (2:40).

C.&W. SPOTLIGHT

DAVID PRICE
THE WORLD LOST A MAN
(Newkays, BMI) (2:20)—Rice 1001

A fine tribute to the late President done in country style as an up-tempo saga beat. In good taste, the lyrics are meaningful and effective. Final recitation at ending could be deleted. Flip is "I Need A Friend" (Newkays, BMI) (2:27).

Your HEART FUND fights them ALL

HEART ATTACK
STROKE
HIGH BLOOD PRESSURE
RHEUMATIC HEART DISEASE



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



BILLY ECKSTINE



SHIRLEY HORN



DAVID CARROLL



DAVE VAN RONK



SARAH VAUGHAN



ROY DRUSKY



BROOK BENTON



CLEBANOFF



XAVIER CUGAT



"MOMS" MABLEY



JOHNNY MATHIS



CHAD MITCHELL TRIO



ROLAND KIRK



FARON YOUNG

NEW RELEASES IN MERCURY'S

1964 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 20889/SR 60889

TENDER IS THE NIGHT
JOHNNY MATHIS
MG 20890/SR 60890

REFLECTING
THE CHAD MITCHELL TRIO
MG 20891/SR 60891

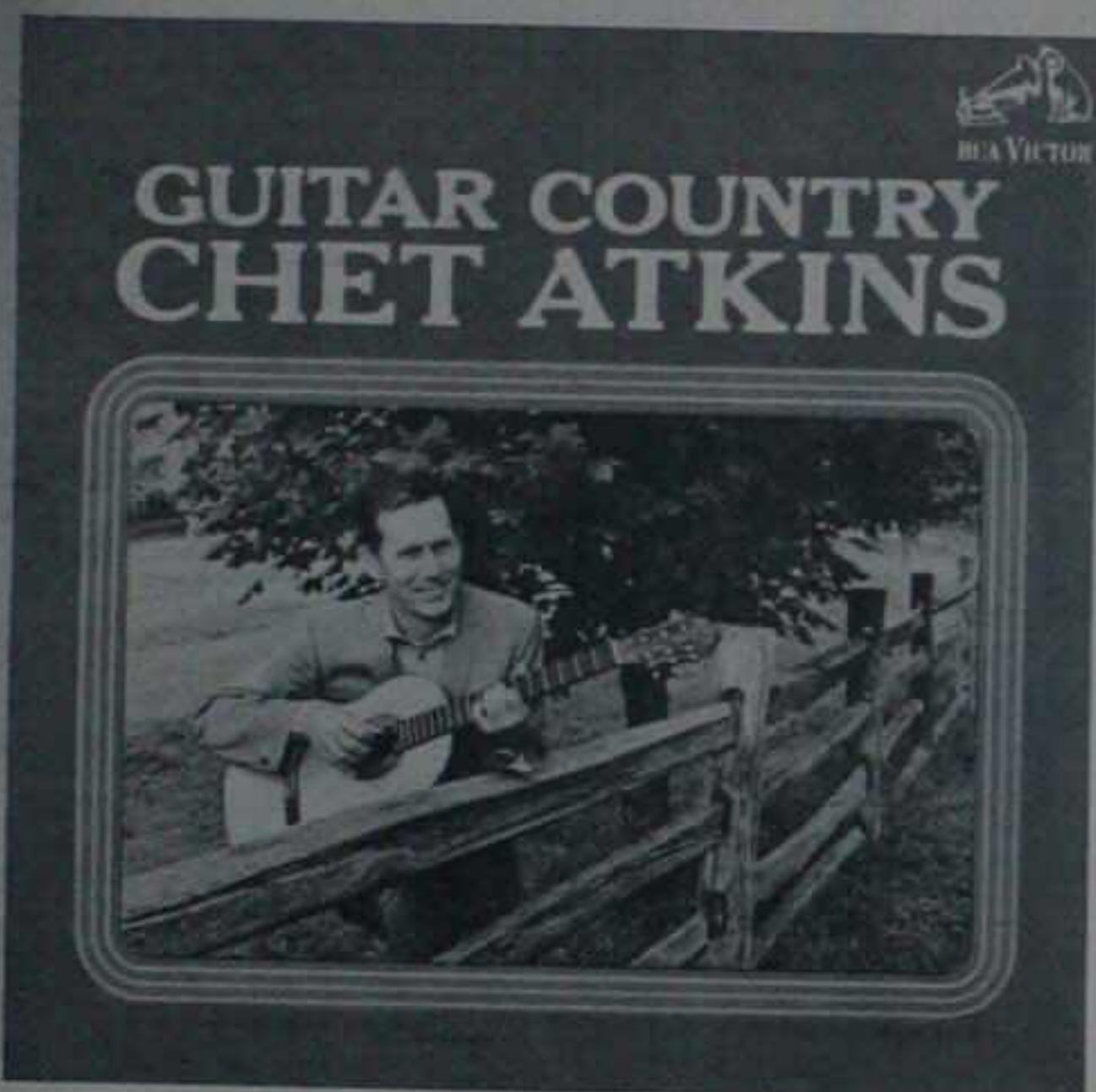
KIRK IN COPENHAGEN
ROLAND KIRK
MG 20894/SR 60894

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

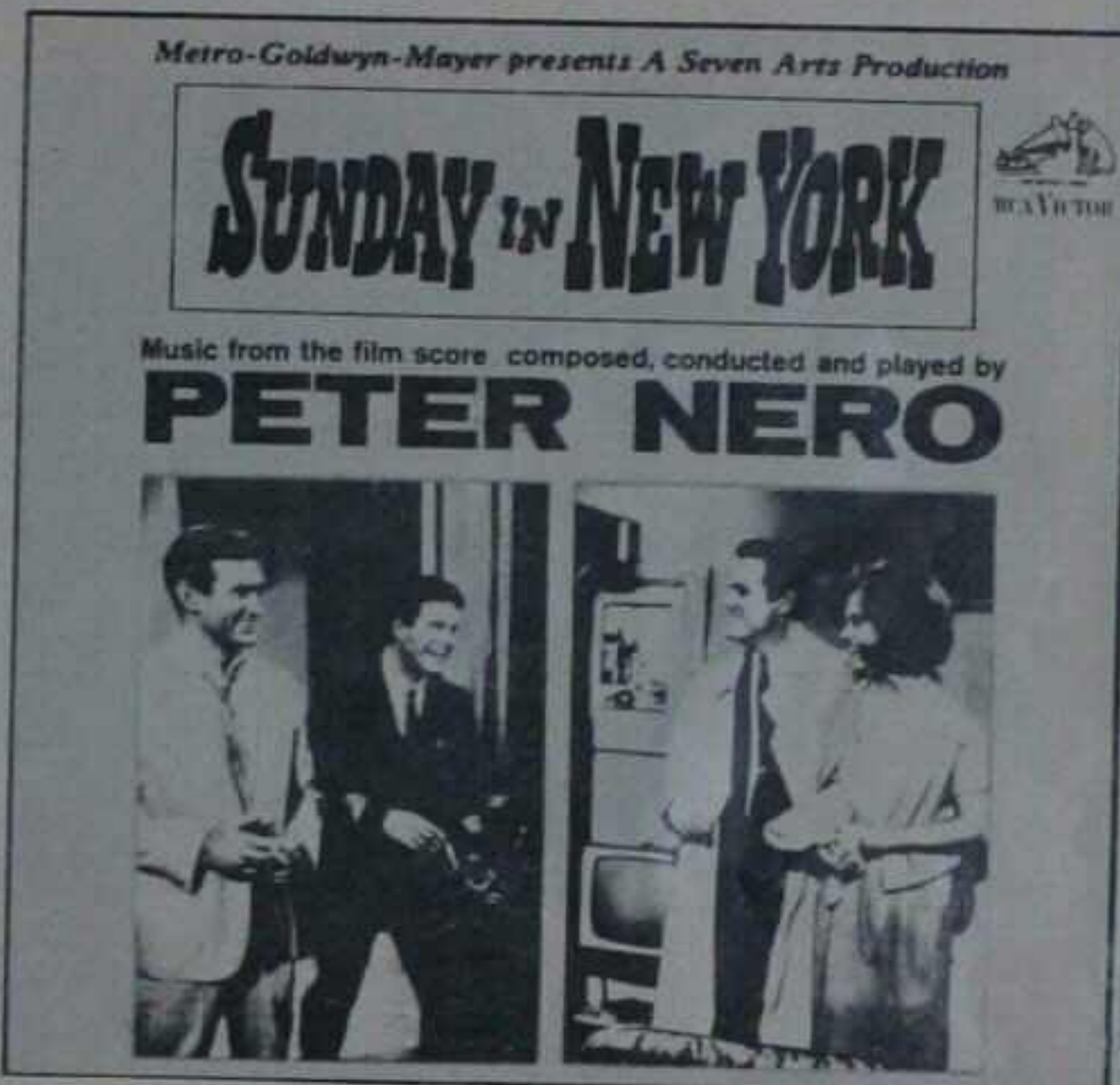


FOREMOST
IN FINE
RECORDING

New for a happy year



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.



LPM/LSP-2782



LPM/LSP-2690



LPM/LSP-2792



LPM/LSP-2784

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

RCA VICTOR

The most trusted name in sound

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 Stereo tuner. Small, beautifully designed, and containing the ultimate in engineering achievements, these systems of uncompromised quality provide you with a complete new market potential.



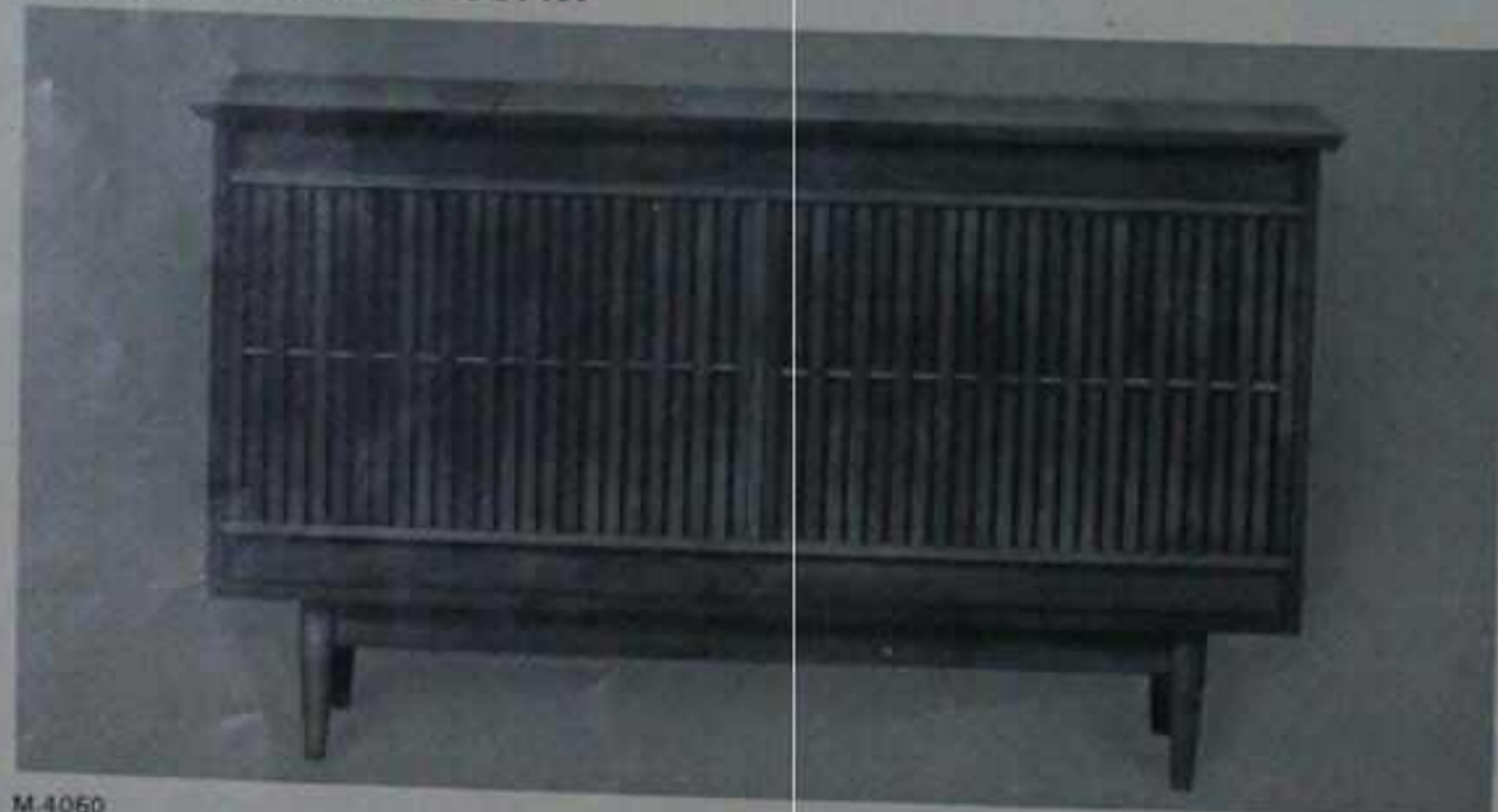
M-4550

Stereo Transistorized Component Sound System with AM/FM/FM Stereo Tuner • 30 watts • Four speakers • Garrard AT-6 Automatic Changer • Magnetic Cartridge • Diamond stylus • Six Controls • Hand wired chassis • Hand-rubbed oiled walnut hardwoods

AVAILABLE WITHOUT TUNER AS MODEL M 4500

CONSOLES

Superb consoles, hand-crafted, brilliantly engineered and designed, containing the latest in hand-wired "component-type" amplifiers and tuners at moderate prices... all available from Masterwork.



M-4060

Self-contained Stereophonic Console with AM/FM/FM Stereo Tuner • 48" Cabinet • Hand-wired chassis • Four speakers • Garrard AT-6 Automatic Changer • Diamond and Sapphire Styli • Seven controls • Hand-crafted oiled walnut hardwood

See the complete line of Masterwork Portables, Consoles, Radios, and Tape Recorders at your Columbia Records Distributor.

MASTERWORK

COLUMBIA RECORDS SALES CORP.

799 Seventh Avenue • New York 19, N.Y.

Starday Sets Its Winter Sales Plan

• Continued from page 18

tween the dealer and Starday distributors.

Starday now has 175 country, western, bluegrass, sacred and old-time albums in color jackets, with four to six new album releases projected each month during 1964, Pierce said. Starday has now become the largest country music album catalog in the world and an ever-increasing amount of the Starday catalog is being released overseas by London Records in England, which now has 40 Starday albums issued or in production.

In addition, Starday gets 100 sides released per year in Germany, 6 albums per year in Australia, 12 in Japan, and varying amounts in other countries.

Starday'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.

McAuliffe Crew For Vegas Nugget

HOLLYWOOD — Leon McAuliffe and the Cimarron Boys, currently in town for sessions at Capitol Records under the guidance of Ken Nelson, move into Las Vegas and the Golden Nugget 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 skedded for dual appearances on the Coast TV-er, "The Cal Worthington Show."

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 Sovine, Billy Walker, Claude Gray, Willis Brothers, Justin Tubbs, 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 Denny-Moeller 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 Sovine. 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," Moeller said, "I enjoyed the greatest partner that anyone could hope

KSON to Host Country Package

SAN DIEGO, Calif.—Station KSON, which switched to a c.&w. music format last September, will host a country music package featuring Johnny Cash, Faron 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 remote broadcast from in front of the auditorium in its "Surrey With the Fringe on Top" remote trailer. A sellout is expected for the two performances in light of the fact that KSON's ratings have virtually tripled since changing to the all-country policy, according to KSON president, Dan McKinnon.

HOLLYWOOD — The "Grand Ole Opry" invades nearby Long Beach, Calif., Friday (10) sponsored by KFOX, leading country music station on the West Coast. Headliners at the two night shows at the Municipal Auditorium include Johnny Cash, Kitty Wells, Faron Young, Minnie Pearl, Johnnie Wright, June Carter and Bill Phillips.

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 "Hullaballoo" 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 haircuts.

for, and I am fortunate that Jim's widow, Dollie, 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.

New Country Label Bows

YPSILANTI, Mich. — Uncle Dude Towler, of Jamboree Studios, with headquarters at 3121 Grove Road here, announces the formation of a new country label to be known as Earl of Dude Record Company. Firm expects to issue its initial release, a pair by Earl Songer, late this month.

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 vet **Gabe Tucker**, is routed for Louisville, January 16; Bowling Green, Ky., 17; Evansville, Ind., 18; Owensboro, Ky., 20; Paducah, Ky., 21, and Vincennes, Ind., 22. . . . **Claude King**, whose Columbia waxings of "Wolverton Mountain" and "Scarlette O'Hara" have propelled him into a prominent position in the country and western ranks, has inked an exclusive 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 Room, Minneapolis, ended Saturday (4), took off for a string of personals 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 Reeder**, 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 **Cantrells'** "Hello City Limits," **Jimmy Dickens'** "Another Bridge to Burn" and **Jimmy Martin's** "Widow Maker."

The **Gary Williams Trio**, working out of the **Dave Sobol** office, Spokane, Wash., the past year, is in its fifth week at **Bob (Pizza) 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 Clarksburg, W. Va., and follows with Columbia, S. C., January 8; Durham, N. C., 10, and Richmond, Va., 11. Stops at area stations will be scheduled in between. . . . **Jim Ranne**, of Texas Talent Enterprises, Dallas, has the **Beavers (Rick, Robbin and Judy)** set to open at the Desert 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 Westerners are heard every Saturday at 1:45 p.m. over WJLK, Asbury Park, N. J., with **Larry Blair** handling the emcee chores. . . . Station WKJK, Granite Falls, N. C., celebrates its switch to a full-time country music format by bringing in a "Grand Ole Opry" unit, featuring **Lester Flatt and Earl Scruggs**, **Carl and Pearl Butler** and the **Louvins**, for a single performance Janu-

ary 10. . . . **Al Rogers**, head of Arsak Music, Amarillo, Tex., and currently a regular feature on KBUY Radio, that city, is set for personals in Roswell, N. M., January 17; Hobbs, N. M., 18; San Angelo, Tex., 24, and Childress, Tex., 24. Rogers recently signed **Webb Lee**, 18-year-old songwriter of Colorado Springs, Colo., to an exclusive writers pact.

Judy Lynn, currently set through January 15 at Harrah's Club, Reno, Nev., takes her new gold guitar, a Christmas present from hubby **John Kelly**, into the Tradewinds Hotel, Fort Lauderdale, Fla., for an eight-week engagement, starting March 15. . . . **Johnny Cash** stopped off at the University of Florida recently to shoot another "Hootenanny" film seg to be televised this Saturday (11). On January 23, Johnny will guest on "The Jimmy Dean Show" from New York. Cash is spending this week in Hollywood to film "Star Route, U.S.A.," a syndicated color TV series. . . . **Peggy Ann Munson**, president of **Lovers Oak Music**, 3811 Wylly Avenue, Brunswick, Ga., crushed the bones in her right arm Christmas Eve when she fell after catching her foot in a broken sidewalk. She will be laid up for some time.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Station WVMC, Mount Carmel, Ill., has kicked off a new Saturday afternoon country music platter show, with **Gary McKee** conducting. The station's country record file is on the thin side and p.d. **Crash (Larry) King** asks for help from the diskeries and artists. . . . **Carl Davis** has moved from WFMX, Statesville, N. C., to WKJK, Granite Falls, N. C., where he is serving as deejay and assistant manager. WKJK made the switch to full-time c.&w. music, effective January 1. . . . **David L. Nash**, of the **Nash Family Trio**, heard on Columbia Records, has been named program director at KOPY, Alice, Tex., and with **Sonny Stewart**, station manager, plans a big push on country music. The Nashes, incidentally, have a new album release on Columbia, featuring Stewart on guitar. Sonny is an old **Hank Thompson** lad and also accompanied the **Pickering Family** for years.

Ted Daigle reports that CKOY, Ottawa, Ont., has recently hit the airwaves with 50,000 watts, and is devoting two hours daily to country music. Ted says he'd appreciate voice tracts from the artists, as well as biog material and records. . . . "I will resume a two-hour, Saturday morning show, to be called 'Panhandle Hoedown,' on a local station about January 15," writes **Red Kerce** from Tallahassee, Fla. "It will be strictly hillbilly, and I need records bad. I am dickering with WINT and WRFB here, so I still don't know on which the program will be. It will be paid for by my sponsors, so we will undoubtedly wind up with the best price. Both are 5,000-watt outlets. The program will be on from 5-7 a.m. each Saturday, to cover Northwest Florida, South Georgia and Alabama."

MASTERWORK GALLERY OF ADVANCED SOUND

presents

SOLID STATE PORTABLES

This amazing breakthrough in all-transistor amplifiers now provides the COOLEST, the LIGHTEST, the most COMPACT and TROUBLE-FREE PORTABLES at the most UNBELIEVABLE PRICES!



M-1707

Monaural Automatic Transistorized Portable • 5" Speaker • Twin Sapphire Needles • Fully automatic changer • Brown and Tan Tweed

\$49⁹⁵*



M-1715

Stereophonic Transistorized "Attache Case" Portable • 24 lbs. • 20 watts • Four speakers • Deluxe Automatic changer • Diamond and Sapphire needles • Simulated Leather-covered Wood Case • Executive Black

Other transistorized portables at \$79.95*, \$99.95*, \$139.95*, \$199.95 . . . and for the teenagers, popular priced models at \$19.95* and \$24.95*

MASTERWORK COLUMBIA RECORDS SALES CORP.

799 Seventh Avenue • New York 19, N.Y.

*Suggested List Price

Billboard HITS OF THE WORLD

ARGENTINA	
*Denotes local origin	
This Week	Last Week
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	10
10	—

AUSTRALIA	
*Denotes local origin	
This Week	Last Week
1	1
2	2
3	4
4	3
5	5
6	8
7	6

This Week	Last Week
8	7
9	11
10	9
11	10
12	12
13	13
14	14
15	—

FRANCE	
This Week	Last Week
1	1
2	3
3	4
4	2
5	5
6	6
7	7
8	8
9	10
10	—

FRENCH (WALLOON)	
*Denotes local origin	
This Week	Last Week
1	1
2	2
3	3
4	4
5	5
6	—
7	6
8	7
9	9
10	10

ITALY	
*Denotes local origin	
This Week	Last Week
1	2
2	1
3	3
4	4
5	8
6	7
7	10
8	5
9	6
10	9
11	13
12	15
13	11
14	—
15	12

MEXICO	
*Denotes local origin	
This Week	Last Week
1	1
2	3
3	4
4	2
5	5
6	7
7	6
8	8
9	9
10	10

SOUTH AFRICA	
This Week	Last Week
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8

SPAIN	
*Denotes local origin	
This Week	Last Week
1	1
2	2
3	4
4	3
5	9
6	6
7	7
8	—
9	—
10	8

Bill Lawrence, Inc., has joined the staff of the Nick Lomakin record stores. . . . Local singer Cee Cee Joy, now being screened, has a record out on the Regina label, "I Can't Believe My Eyes" b-w "My Buddy's Girl." . . . Vaughn Monroe reports to John Bertera's Holiday House January 24 following Jenny Smith. He will be followed by the Andriani Brothers and Bobby Breen. Incidentally, Bertera is in St. Francis Hospital with an infected arm. . . . Radio Station WWSW, which has been broadcasting Pittsburgh Symphony Orchestra concerts on a delayed basis from Syria Mosque since 1941, contributed \$1,000 to the Symphony endowment. Conductor William Steinberg was recently honored by Bonds for Israel as its "Man of the Year," with Jan Peerce as guest soloist for the event.

LEONARD MENDLOWITZ

ROME-MILAN

Coincident with her first release for Ri-Fi, an unusual triple—three numbers on one 45. . . . Mina has been reinstated by RAI-TV and she is already in the plans of several shows. Two other new shows have been taped by Americans—Carol Danel and Peter Tevis, both of whom record in Italy, and the brother-sister team of Nino Tempo and April Stevens. . . . Adriano Celentano and Don Backy are both appearing in the "Cleopatra" burlesque, "Crazy Cleo" which an American producer is making in Rome. . . . Ri-Fi is complaining about best seller lists that do not show their artists, Fred Bongusto or Fabrizio Ferretti, although each topped 200,000 disks according to the firm. . . . Tony Renis is in uniform but the military will not stop him from recording new disks for Voce del Padrone or appearing at the San Remo Festival during his official leaves. . . . Many Italian disks win popularity by being played during the showing of advertising slides in movie houses but one which is sure not to get this sort of play is the new disk by the CBS Italian vocalist, Jonica, which is entitled, "I'd Rather Not Go to the Cinema." . . . Top singing spectacle on tour of one-nighters currently is "All Stars on Stage" which features Edoardo Vianello, Alghero Noscches, Cocky Mazzetti, Los Marcellos Ferial and Tony Spada. . . . Graz, lots! . . . Latest label is Gilbert with headquarters in Naples. . . .

DUBLIN

The rapid rise of local boy Dickie Rock's debut disk, "There's Always Me," to No. 1 on the chart was not totally unexpected as he has had a large following as lead vocalist with the Miami Showband the last several years. . . . Director-choreographer Norman Maen will leave Telefis Eireann soon

CBS is pushing its two Italian artists, Gianni Sanjust and Jonica as "King" and "Queen" of their winter campaign along with the symbol 2/f A to indicate that both sides of their records are first sides. . . . Parlophon has nabbed the British sensations, the Beatles, for Italy. . . . Monthly Quattrosoldi, which runs a consumer service, has examined Italian disc prices and decided that they are too high, including overtaxation. . . . Andre Kostelanetz left Milan for Teheran before returning for a look at the Eternal City. . . . Columbia has issued an Edith Piaf memorial album with 12 of her top numbers. . . . Dion (DiMuci), who doesn't use his last name in Italy, has recorded "Drip Drop" in Italian and announced he will be at San Remo at the end of January. . . . Giancarlo Testoni has done a two-record album "The American Song" which includes 188 photos for Nuova Accademia. . . . A five-album project on "The Neapolitan Song" has been turned out by Roberto Murolo for Durium. . . . Poster of national lottery connected with "Gran Premio" music competition on TV was copped by Jolly for its jacket for "What a Day That Day Was," presented on the program by Remo Germani. . . . Phonogram's big yuletide promotion with Bert Kaempfert's "Christmas With Kaempfert" offered magazine coupons to cut sales price from standard \$4.66 to \$3.45. . . . Marlene Dietrich has concert dates in Rome and Milan for February and March.

SAM'L STEINMAN

MUSIC AS 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 himself on his "home" label and on King, his former affiliation of five years ago and on the low-priced label, United Modern. The latter has an LP titled "Trini Lopez and Johnny Torres," while King has two LP's and a single, "Trini Lopez Teenage Idol." "More Teenage Idol" and the single, "Nobody Loves Me." Trini leaves January 15 for three weeks on a p.a. tour to France, Austria, Germany and Argentina. . . . Vocalist David-Troy who has his first single on London, "A Rose for Rose," is appearing at Ledbetters in Westwood until January 7. . . . Distrib Abe Diamond and wife Marie proud parents of their second child named David Samuel. . . . Marc Gordon, Tamla/Motown's Coast exec, cut Stevie Wonder here and also signed sisters Brenda and Patrice Holloway. . . . Yvonne Mahlman managing Challenge vocalist Don Brandon. . . . Herb Newman bought the master of "Big Daddy" by the Pagets for his Era label. . . . Rufe Conte named her Chattanooga diskery after the river which flows through the city of Atlanta. . . . Columbia close to re-signing Frankie Laine. . . . West Coast jazzmen set to trek overseas in the first half of '64 include bassist Leroy Vinnegar, leaving March 7 for three weeks in the Orient with a concert package. Atlantic's 88'er Jack Wilson and several other name instrumentalists will accompany Gerald Wilson to the Paris Jazz Festival in April. Wilson is Dinah Washington's

former accompanist. . . . Alan Orloff, vet CBS-KNX employee, out of St. Mary's Hospital, Santa Monica, Calif., after an operation. . . . Universal Radio Recorder's engineer Wally Kamen undergoing tests at Hollywood West Hospital. . . . Merger talks between Cleary-Straus-Irwin-Goodman and McCadden & Eddy, two top PR firms handling several name disk names, close to completion. . . . Roger Gallagher, the former a.m. humorist on WMCA-NY, one of KNX's important staff announcer-disk jockeys. . . . The Murmaids are actually Carl Fisher's two daughters, Terry and Carol, and not three as was previously mentioned. Third voice belongs to friend Sally Gordon. . . . New Orleans Jazz Club of California honored 69-year-old bassist Tудie Garland at its January meeting. . . . KVFM, San Fernando, Calif., remoting its Sunday night Folk Festival disk show from the Hootenanny nitery in Canoga Park.

ELIOT TIEGEL

Wayne Newton has been signed for a local appearance at the Empire Room of the Statler Hilton, opening January 29. . . . The Mints, composed of Al and Gene Warr, Roz Stevens and Jim Wilson, are currently appearing at the Bali Hai. . . . Dave Rake opened an engagement January 6 for three weeks at the Rafter's Club. . . . Fran Warren opened January 2 at the Empire Room of the Statler Hilton. Kim Sisters set to follow January 20 through 29. . . . Dave Brubeck and his group have been booked for an appearance at the Music Hall February 21. . . . John Anderson, manager of the Pit, a teen-

age night club operated by Lamar Hunt, is negotiating for a network television show in March to run an hour and would feature local groups as well as many of the teen-age favorite artists. Epic recording artist Bobby Vinton was a recent two-day attraction.

BARRY CANDY

PHILADELPHIA

Sharnock Music was organized here to take in all phases of the amusement industry, including recording and music publishing. . . . Susan Kellen, daughter of Columbia Records promotion man Teddy Kellen, and Steve Rade, regional sales manager for a typewriter firm, were married here. . . . The annual Villanova Intercollegiate Jazz Festival is set for Villanova University here for February 7, with Chairman Eddie Bride announcing that the winners will appear at the Newport Jazz Festival this summer.

MAURIE H. ORODENKER

Peter, Paul and Mary have been set for a Syria Mosque concert January 18 and the Kingston Trio will perform in the same spot March 21. . . . Richard Maltby and his orchestra played for the recent KDKA Radio ball at the Hilton Hotel. . . . Glen Miller, formerly with

for engagements with two London shows. Although he feels that there will be much more scope for him in the theater, he intends to return at intervals for specialized work. His most recent T.E. program was "O'Dea's Christmas Show," starring **Jimmy O'Dea**. . . . Gael-Linn, the Irish language firm, issued a **Sean O'se** EP, "Neill." Title track is featured in this year's **Abbey Theater** pantomime. "Mise Eire" EP topped 7,000 copies, but sales of their Christmas offering, "An Nollag," have been disappointing.

The demand for disks by the **Clancy Brothers and Tommy Makem** is such that Irish Record Factors, Ltd., report that a batch of 750 albums was snapped up within two hours. The boys arrive for a three-week tour January 4.

KEN STEWART

LONDON

Richard Rogers was presented with a plaque by Decca chairman **Sir Edward Lewis** at a special party hosted by the diskery to commemorate British sales of the "South Pacific" album passing a million. During the same ceremony **Sir Edward** and **Louis Dreyfus**, chairman of Chappell publishing house, also received awards from **Peter Baumberger**, vice-president of RCA International. . . . A British plastics concern, **Movitex, Ltd.**, has opened a new disk pressing plant at **Dagenham** in Essex through its subsidiary company, **Orlake, Ltd.** Four Swedish Alpha presses have already been installed at the factory and more are expected shortly—the development is an important one for independent diskeries several of which have already placed heavy demand on the new set-up. . . . The **Searchers** follow up their two mighty hits with a cover of **Jackie De Shannon's** recent U. S. offering "Needles and Pins" on **Pye** January 7. . . . Issued here yesterday (3) were **Brenda Lee's** "As Usual" and the **Ronettes'** "Baby I Love You." . . . Another was "I'll Do It to You" waxed in London for **RCA Victor** by visiting Spaniards **Alberto and Ricardo**. . . . **Dimitri Tiomkin** is here working on the score of **Samuel Bronston's** "The Fall of the Roman Empire." . . . A recent visitor was **Bernie Solomons** of the American Four Stars publishing company and **Everest Records**. He had talks at Decca head office. . . . During his stay **Mort Schumann** penned "Scream and Shake" with singer **Kenny Lynch** to be recorded by an artist on **Link Records**, a new indie which Lynch has set up with another writer **Ian Samwell**. . . . **Roy Orbison** returns to Britain for his third tour within 12 months for four weeks commencing April 18. . . . **Dave Berry** follows up his "Memphis Tennessee" hit with a revival of the old **Elvis Presley** number, "My Baby Left Me." . . . **Big Dee Irwin** and **Bobby Vee** join British chart names the **Searchers** and **Dusty Springfield** for a 28-concert trek from February 29. Vee is being negotiated to stay on and star in a new British musical to be shot this spring.

CHRIS HUTCHINS

HELSINKI

Last autumn in Helsinki impressive concerts were held. The first was **Chris Barber**, with

(Continued on page 32)

'Sukiyaki' Is World's Dish

• Continued from page 1

Funaki was a smash hit, selling 900,000. His two other selections, "School Excursion" and "School Plaza," are also attracting thousands of teen-age customers. **Mitch Miller** recordings are showing strong sales backed up by his TV show that is broadcast every Sunday afternoon. "Washington Square," "55 Days at Peking," "March From the Big Escape" and "The March From the Longest Day" are also ranked as best sellers.

One interesting phenomenon is the revival of the original-cast album of "My Fair Lady" which was issued a couple of years ago. This package suddenly started to sell again in concert with the presentation of the musical in Japanese version at **Takarazuka Theater** last autumn. As the result of its success, another one-month performance is to be given in January. "New World Symphony" by **Leonard Bernstein** has been enjoying an outstanding sale since it was first marketed last July. It is still at the top of the classical LP best seller list.

King

King Records biggest hit was "Hi Baby," the 1963 Grand Disc Award winner. "Love's Vacation," sung by **Caterina Valente** in Japanese, is a work by **Tai Miyagawa**, a talented young composer. "Victory in Review" and "60 Years Motor-ing" (both London label) have rare material exquisitely edited, and are attracting considerable interest of the public. **Saint-Saen's** "Symphony No. 3" and **Benjamin Britten's** "War Requiem" (both London) are receiving wide acclaim.

Teichika

Teichiku Records celebrated its 30th anniversary last fall. "Red Handkerchief" by **Yujiro Ishihara**, the top-notch movie actor-singer which was released in October 1962 gained unprecedented popularity in 1963 with its gross sales reaching 680,000. "Night Mist Blues" and "Sunset Hill" by the same artist are the runner-ups, the latter scoring 420,000 copies. "Poetry in Japan" (Decca), which was etched by **Carmen Cavallaro** on his return to the States from Japan, which embodies a group of Japanese folk songs, is a tremendous hit, occupying the top chart position for several months. **Brenda Lee** and **Rick Nelson** are also picking up.

Nippon Grammophon

Nippon Grammophon ventured to import the complete albums of **Beethoven's** symphonies pressed by **Deutsche Grammophon** which turned out to be an unexpected success. Records fans were deeply impressed by German records of superior quality.

The average age of record customers is going down. Young people cannot afford to purchase an album for 1,500 yen or more. **Grammophon** debuted "Sterette 33" (stereo EP) at

400.00 on October 1, which means one selection cost only 100.00 yen. This was very attractive. At the end of November, roughly 463,000 had been sold.

Toshiba

Toshiba Records had "Sukiyaki" by **Kyu Sakamoto**, the first Japanese disk ever to reg-

ister fantastic sales around the world. Most of **Toshiba's** good sellers are derived from the **EMI-Angel** repertoire. Recordings by **Fischer-Dieskau**, **Los Angeles** and **Cluytens** are good catalog sellers. A new **Golden Angel Series** took a bow last October, composed mostly of operas and religious music.



MAN OF THE WORLD: Charles Aznavour presents his new Italian LP to **Billboard** correspondent **Samuel Steinman**. At the same time, he told Steinman this is the fifth different language set he has completed out of a scheduled eight. In Belgium, where he had a particularly successful trip, Aznavour has opened his own publishing company, **Eds. Charles Aznavour**, serving Belgium and Holland.

Festival EP's In Book Binding

SYDNEY—In January **Festival Records** will introduce three releases which will be the spearhead of a new merchandising plan. Presentation is in the form of three 45 r.p.m. EP albums, featuring a full-color cover complete with gold spine. The disks are presented in three polyethylene sleeves in the form of pages—the whole presentation is similar in concept to a bound book. Record contents are listed inside the front cover, and the back cover lists titled and contents of the three releases, which are "The **Eddie Duchin**

Hodges Joins MGM

HOLLYWOOD — **Eddie Hodges** has joined **MGM** and will have his singles produced by **Ben-Ven Productions**.

Seventeen-year-old vocalist had been with **Columbia** a year without any notable successes. His first disk affiliation was with **Cadence** where he had several hits. His disks will be cut by **Nick Venet**, prexy of the indie producing firm.

Story" "All Star Showcase" featuring **Dion**, **Ray Charles** and **Tommy Roe**, and the "Children's Showcase" featuring **Danny Kaye**, **Sterling Holloway** and **Bing Crosby**. Retail selling price is \$5.



FIFTY-YEAR VETERAN: **Danny Engel** and wife **Beryl** snapped on the dais at the **Lookout House**, **Covington, Ky.**, recently, when some 150 members of the music, radio and TV trades gathered to honor **Danny** in celebration of his 50th year in the music business. Well known in music circles from coast to coast, **Engel** has been associated with **Chappell Music**, **New York**, as travel-in rep for the last 38 years.

NEW HITS TO BEGIN THE NEW YEAR

JUNIOR PARKER'S "STRANGE THINGS HAPPENING"

AND

"I'M GONNA STOP" DUKE 371

MISS LAVELL'S "WHY YOUNG MEN GO WILD"

AND

"RUN TO YOU" DUKE 372

BUDDY ACE'S "IT MAKES YOU WANT TO CRY"

AND

"YOU'VE GOT MY LOVE" DUKE 373

DUKE AND PEACOCK RECORDS, INC.
2809 ERASTUS STREET
HOUSTON 26, TEXAS
OR 3-2611

FROM THE HOUSE OF BUDGET HITS

Billboard Spotlight Album

CONTINENTAL RECORDS
500 Fifth Ave., N.Y.C.

"BABY WHAT YOU WANT ME TO DO"

by

ETTA JAMES

Argo #5459

CHESS
PRODUCING CORP
2170 S. Michigan Chicago 16, Ill.

HOT! HOTTER!

HOOTENANNY-AB1003
Cashbox Folk Pop Best Bet Nov. 23, 1963
Billboard-4 Star - Nov. 30, 1963

aravel

46-23 Crane Street, L. I. C., N. Y., EX 2-6442

A RED HOT HIT

ALLEN CURTIS' FIREBALL MAIL

HICKORY 1226

when answering ads . . .

Say You Saw It in **Billboard**

GET . . .

"THE FEVER"

See page 18

SPECIAL PRE-PUBLICATION OFFER

down
beat's

MUSIC '64

9TH ANNUAL EDITION

THE BIG BOOK IN THE JAZZ FIELD!

Featuring

THE YEAR IN REVIEW: ●●●●●●●●

a penetrating view of 1963's significant jazz activities/ jazzmen of the year — Down Beat's editors select the year's outstanding musicians/ how vested interests debase art/ a report on the year's jazz race relations/ the year in records — record company officials express their feelings about the state of the jazz market/ cream of the crop — the year's top-rated records/ basic jazz — an exhaustive survey of the music's development as heard on 57 albums!

ESSAYS AND INTERVIEWS: ●●●●

the avant garde — the "new" jazzmen tell in their own words their feelings about the state of jazz today and how it will be changed/ plus many other features!

BRILLIANT COLOR: ●●●●●●●●

photographs of artists as they play, think, talk/ exciting art/ life-like illustrations!

FAMOUS JAZZ WRITERS: ●●●●

Don DeMicheal/ Pete Welding/ John A. Tynan/ Ira Gitler/ Leonard Feather/ Martin Williams/ George Crater/ Gene Lees/ Don Heckman/ and more!

BIG BAND ARRANGEMENT: ●●●●

Bound into Music '64/ arranged by one of the country's leading composers/ worth many times the price of the yearbook!

SPECIAL PRE-PUBLICATION OFFER!

Order your copy of Down Beat's Music '64 today— pay just \$1.00 (regular newsstand price \$1.25). Simply mail coupon!

down
beat's **MUSIC '64**

205 W. Monroe Street Chicago, Illinois 60606

Please reserve a copy of Music '64 for me. I enclose \$1.00 for special pre-publication offer.

NAME _____

ADDRESS _____

CITY _____

STATE _____

ZIP CODE _____

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 market, is stepping up its diversification of product to extend into the country and folk areas. Diversification too can be found in the types of talents being signed by the label.

Typical is the pacting of former movie and singing star Bobby Breen for a pop field. Branching out further is the inclusion of a new comedy product by motion picture star Stephin Fetchit.

The company is also reactivating the Melody label which will be used for country and folk product. Bruce Channel, who hit with "Hey Baby" a while back, Howard Crockett and Gene Henslee are artists set to appear. Records produced on this label will be handled by Al Klein in Dallas.

Barney Ales and President Berry Gordy noted that the label will continue its expansion and diversification with plans in the spoken word, Broadway cast and specialty fields.

Lads Cut LP in Japanese

TOKYO — The Four Lads, currently touring in the Far East under the sponsorship of Kydo Kikau Enterprises, cut an album in Japanese for March release at the studio of Nippon Columbia which represents United Artists. Recorded selections are "The McLintock's Theme," "The Great Escape — March," "55 Days at Peking," "Charade," four other American tunes and four Japanese hit songs, among them "Junior Class Student" and "School Plaza." "McLintock's Theme" will be issued separately as single in time for the opening of the UA picture in Tokyo.

MUSIC AS WRITTEN

• Continued from page 31

Ottile Patterson as vocalist. The concert was broadcast on TV. The second was given by Finnish jazz musicians. Among others there was the **Christian Schwandt** combo. Schwandt had just returned from **Oscar Peterson** institute in Canada. . . . Teen-agers had their own twist concert with **Jan Rohde**, **Jerry Williams**, and **The Adventurers**, the **Violents** and **Suzie** from Holland. . . . New dance here is called **Letkajenkka**. It's an older dance with new steps. It is a conga with different steps. Finnish high school students took the **jenka** over to Sweden in a long line. . . . 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 "Doin' the Jenka." It's done by **Jan Rohde** and **The Adventurers**.

SYDNEY

Sven Liebeck, a.&r. manager for CBS Australia, has signed a new vocal group, the **Saints**. . . . the **Joyboys**, with a new album of surf tunes on Festival, have been selected to appear on the surf show, starring **Roy Orbison**, the **Surfaris**, etc. . . . New Zealand has taken interest for the first time in Australian talent. First to score is **Jimmy Little** with "Royal Telephone." . . . The **Royal Scots Guards** touring here through April. . . . RCA has issued a special sampler series "The New Sounds of the Stars." The pop series will retail at \$1.50, the Red Seal at \$1.75. **Graeme Belle** will tour New Guinea and New Zealand this month. In N. Z. they will play supporting role to **Frank Ifield**. . . . Leading ARC list of new LP's are sets by **Peter, Paul and Mary**, and **Judy Garland**. . . . Beatles get composer credits on a new disk by **Digger Revell** "Tip of My Tongue" on RCA. It's published by Leeds.

EMI is issuing first Stateside subsid disks here. All titles are from U. S.: **Dave Dudley's** "Taxi Cab Driver," "Surfin' Bird," the **Trashmen**, **Trini Lopez'** "Where Can My Mary Be" (from DRA) and "I Gotta Dance to Cry," the **Miracles**. . . . W&B Records has signed to distribute the independent German label **Ariola** here. It is also believed that **Ariola** will issue W&B material throughout Europe. . . . Festival issued two most important LP's dealing with the late **President Kennedy**: the documentary set

from 20th Century-Fox and the BBC tribute from Decca. . . . **George Edwards** has joined BBC's resident Australian 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 hootenanny show, promoted 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 Lodders** who is now engaged to **Chubby Checker**. . . . The first Dutch jazz prize went to clarinet and sax star **Herman Schoonderwalt**. . . . **Francois Hardy** has had a strong increase in popularity following her winning of the Grand Gala du Disque. Both her LP's are in the top five here. . . . "Je," **Danyel Gerard**, "Sugar and Spice," the **Searchers**, "Wives and Lovers," **Jack Jones** and other items and artists show strong signs here. . . . **Negran**, now handling the Congress line from the States, has "The Nitty Gritty," 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 Slop, through TV. . . . **Willeke Alberti's** version of "The Tender Years" is one of the biggest singles here. . . . **Blue Diamonds** will tour the Argentina, Mexico, U. S. and Canada.

SKIP VOOGD

MECHELEN, BELGIUM

The **Adamo** tune "Vous permettez, Monsieur" available only in EP so far, will be released as single later this month. . . . Atlantic Records will distribute new Belgian hit artist **Louis Neef** in the United States. Disk set for release in States is "Sixteen Tons." The other hit the artist has had here is "Ik lees in je ogen." His first album 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 **Adamo**, **Robert Cogi** and others were invited to star.

(Continued on page 34)

Germans Get Liverpool Lilt

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

Yaskiel returned to Frankfurt after waxing 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 "Sweets for My Sweet" and "Money" which is currently another big one here. In Germany they become "Suss Ist Sie" and "Liebe" published there by **Gerig** and **Aberbach** respectively. Yaskiel himself wrote the lyrics in addition to supervising the session.

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

FROM THE HOUSE OF BUDGET HITS

Merit Award Album

A TRIBUTE FROM BRITAIN
IN THE SUMMER OF HIS YEARS



CONTINENTAL RECORDS
500 Fifth Ave., N.Y.C.

Rising Up the Charts Fast!

"HOOKA TOOKA"

P 890

CHUBBY CHECKER

THE BIG ONES ARE
ON CAMEO/PARKWAY

Watch for
the New

GENE CHANDLER

Release on Constellation

Distributed by

DART 1421 S. Michigan Ave.
Chicago 5, Ill. 929-2416

RECORD SALES CORPORATION

GET . . . "THE FEVER"

See page 18

From 97 to 7 in 6 Weeks!
 My Gran'pa Amos has a
 Hit . . . INDUBITABLY!



THE TRASHMEN

SURFIN' BIRD

GA 4002



Watch for the
NEW TRASHMEN LP!*

**SURFIN'
 BIRD**
 LPGA-200

SURFIN' BIRD • KING OF THE SURF • BIRD BATH
 THE SLEEPER • MONEY • TUBE CITY • MISIRLOU
 MY WOODIE • KUK • IT'S SO EASY • MALAGUENA
 HENRIETTA

*Personal Management: George Garrett
 Telephone: Area Code 612—TA 7-2689

Garrett
 RECORDS

DISTRIBUTED NATIONALLY BY
 119 NORTH NINTH ST.



RECORDING COMPANY
 MPLS. 3, MINNESOTA

MUSIC AS WRITTEN

Continued from page 32

Fonesca and son Anges Noirs, house band at Ronnex, have their second LP out... Pathe-Marconi set to issue an LP of early Adamo hits.

Richard Anthony pulling for his biggest sales with his new "Tchin Tchin"... EMI Belgium has as its top LP seller the operetta set "Op de Purp'ren Hei"... The Rouge et Vert award was given to Guy Brendel... Local songwriter and hit maker Jean Rolle broke into the German column with "Es gibt kein Bier auf Hawaii," by Paul Kuhn on Columbia... French lyrics for the Connie Francis tune "Your Other Love" have been written by Michel Jourdon (now called "Toi l'geil-

leux") and it will be recorded by a number of artists... The Martini Bar in Brussels, a long-time celebrity watering place celebrated its tenth anniversary. Sante, Martini.

JAN TORRES

MADRID

RCA introduced Dynagroove to radio, press, TV and the industry. Bill Caram recently named managing director, presentations in Madrid and Barcelona... Jingles became a big thing last year in Spain. Latest addition, Maxi Baratas (blind Spanish composer) and Tonio Areta trumpet and singer. They formed a team which is having

much success. Argentinian Rodolfo Sciamarella, and Luis Araque and Augusto Alguero invaded the same field... Jerry Williams from Scandinavia came to Spain for the first time... Milva did a three-day engagement at Biombo Chino... Carlos Acuna, now called Carlos Gardel, is doing a weekly radio show in the country after only a few weeks. Acuna speaks English fluently and plans to visit New York in 1964... Frank Sinatra Jr. and the troupe formed by Sam Donahue and the Tommy Dorsey ork, Helen Forrest, the Pied Pipers and Charlie Shavers will visit Spain in February... Maestro Andre Kostelanetz was a guest of CBS, Spain... French singer Robert Jeantal signed the Spanish group Los Sonors to tour France next season... Flor de Cordoba is a new flamenco star.

NEW YORK

Theola Kilgore is almost completely recovered from her automobile accident in Florida... Hildegard recorded a single for Spiral Records... Jazz trade mourned death of Luis Carl Russell, composer and instrumentalist who played with Louis Armstrong... Tommy Roe has spent much time in recording studios piling up disks for future release during military service. He leaves in February... Composer Lalo Schifrin has taken up permanent residence on the West Coast. He is working on a number of movie scores, among them "Rhino"... Colpix production manager Bernard Freedman and wife have a second daughter, Diana Kennedy... The Orchestra U.S.A. premiered its first in a series of concerts at the Academy of Music in Brooklyn Friday (3). Under the direction of John Lewis, the ork will play three more dates at the Academy, February 3, March 13 and April 24. The Lambs will honor Mitch Miller with a night February 8.

Society band leader Al Madison started his own label, Almad Records. First LP release is called "Smart Set Swing." Olympia is handling distribution... Regina Records has issued its Kennedy memorial album titled "A Profile in Courage" which contains a number of the late President's speeches.

JACK MAHER

Buyers & Sellers INTERNATIONAL EXCHANGE

A convenient international directory of companies now offering their experience, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

ARGENTINA

MICROFON RECORDS

The most aggressive record company in Argentina

Representing

- Audio Fidelity (U. S. A.)
- Durium (Italy)
- Supraphon (Czechoslovakia)

AND NOW!

Cadence — Coral — Brunswick — Everest — Chancellor — Canadian-American — Prestige.

MICROFON ARGENTINA SRL

Lavalle 1759, 5 Piso Buenos Aires, Argentina

GERMANY

PAUL SIEGEL PRODUCTIONS, Tauentzien Strasse 15, Berlin, 30, Germany. Telephone: Berlin 247029. Cable Address: Symphityrex, Berlin.

GREECE

WE SEEK ONE ADDITIONAL RECORD LINE FOR GREECE, EGYPT & LEBANON

With over 30 years' experience in handling records in this part of the world, we know you get a fair treatment only from the firm that concentrates on your label, not ten or twenty or thirty others.

If you want experience and honest consideration, why not write now to **MIDDLE EAST RECORDINGS** Evens Pamaritis, President 4 Sportis, Athens, Greece

NORTHERN IRELAND

There's no "blarney" about **EMERALD RECORDS**

Ireland's leading recording company. We are specialists in Country & Western, Religious, Irish and Scottish Records. We are always interested in leasing material in the Country & Western and Religious fields.

For further information write Mr. Mervyn Solomon, President 67/69 Ann St., Belfast Northern Ireland

Members of the International Federation of the Phonographic Industry.

SPAIN

While the earth turns... Old and modern Also turn and turn again In the high fidelity long play Of the book

"DISCOMANIA" by Raul Matas

Light music of Europe and America From 1900 to present Best-sellers Million selling records Most popular artists Bound: 96 Pages 6 1/4" X 8 1/2" \$2.00 U.S.A.

Write for copies:

SANTILLANA, S.A. Monte Esquinza, 24 Madrid, 4 (Spain)

SAY YOU

SAW IT IN BILLBOARD

INTERNATIONAL EXCHANGE

FOR INFORMATION

You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns.

For information contact:

THE AMERICAS

MEXICO: Dr. Otto Mayer-Serra, Apartado 868B, Mexico City
PUERTO RICO: Anthony Contreras, 26 Gertrudis St., Santurce
VENEZUELA: Clemente Vargas, Jr. Radio Caracas Av. Parz, El Paraiso, Caracas
BRAZIL: Mauricio Quadrio Billboard Rua Visconde de Gaves, 125 Rio de Janeiro
ARGENTINA: Ruben Machado Billboard Lavalle 1783, Buenos Aires
CHILE: Ricardo Garcia Radio Minería, Moneda 973, Santiago

ASIA & PACIFIC

AUSTRALIA: Brian Nebenzahl 84 Pitt St., Sydney
HONG KONG: Carl Myatt 27 Estoril Court, Garden Road
NEW ZEALAND: Fred Gebbie P. O. Box 5051, Auckland
PHILIPPINES: Luis Ma Trinidad 264 Escollta, Manila

EUROPE

Andre de Vekey, European Director 15 Hanover Square, W. 1, England
ITALY: Samuel Steinman Piazza S. Anselmo 1, Rome

Peter Heine, International Advertising Director, Billboard, 165 W. 46th St., New York City 10036

ADVERTISING RATES INTERNATIONAL EXCHANGE

CLASSIFIED: Per line \$1. Minimum 4 lines per insertion. DISPLAY: Per inch \$14. Minimum one inch.

Above prices are for one insertion in one issue. Cash With Order, Please. Lower rates for 12, 26 or 52 insertions in a one-year period.

UNITED STATES

WORLD-WIDE MUSIC-RECORD BUYER'S GUIDE

Asia... Africa... Australia... South America... Europe... Britain!

85 Countries of the World

All Individually Listed With the NAMES and ADDRESSES of each country's leading

- Record Manufacturers
- Music Publishers
- Trade Organizations
- Suppliers and Special Services

All arranged by trade classification with complete address

A Priceless Directory of The World's Music Industry

Price: \$1.00.

Send Payment and Requests to: Billboard, Joe Pace, Dept. BG 2160 Patterson Street Cincinnati, Ohio, 45214

Paul Hindemith One of Biggest Of Our Century

Continued from page 16

sequently became an American citizen.

In this country his fame spread, particularly as a musical educator. He was professor of composition at Yale University, where many young American composers were given the opportunity to study with him.

In addition, his two-volume treatise "The Craft of Musical Composition," published in 1937, was soon recognized as one of the most important contributions of this century in the field of music theory. While expounding on the acoustical properties of sound, Hindemith's theories accounted for dissonances once thought radical and abstract, yet all could be logically traced back to roots in traditional harmony and tonality.

Chamber Works

While Hindemith's most well-known work is the opera, "Mathis der Maler," and the orchestral suite derived from that work, the bulk of his work reflects a penchant for chamber works. Many are currently on record, and it will be something of a surprise if many more entries are not soon added to the catalog.

In an attempt to describe Hindemith, musicologists, right or wrong, have classified him as a neo-Baroque composer. It is probably more appropriate to think of him as a neo-Baroque man, for he performed his work conscientiously, artfully and with quiet dignity. He was rewarded with a life which fulfilled him as a musician and as a man.

FROM THE HOUSE OF BUDGET HITS

Billboard National Breakout Album

DOMINIQUE The Singing Nun's Song



CONTINENTAL RECORDS 500 Fifth Ave., N.Y.C.

IT'S A HIT THE TAMS What Kind of Fool (Do You Think I Am!) b/w Laugh It Off ABC 10502



HITSVILLE STRIKES AGAIN!

POP SPOTLIGHT

EDDIE HOLLAND LEAVING HERE

(Jobete, BMI) (2:30)—Motown 1052 This side is another strong item from Holland. Done here in the Marvin Gaye groove with stomping middle-up beat and shouting backing. The flip is "Brenda" (Jobete, BMI) (2:29).

Chart Bound!!! MAXINE DAVIS "I FOUND A LOVE"

Guyden 2099

J/S Jamie/Guyden Dist. Corp. Phila. 21, Pa.

"WATCH OVER HER"

by Wade Flemons VJ-578

VELJW RECORDS 1449 S. Michigan Ave. Chicago 5, Ill.



HOT! HOTTER!

PETE SEEGER-LIVE HOOTENANNY-AB1006 Cashbox-Folk Pop Best Bet-Dec. 21, 1963 Billboard-4 Star - Dec. 7, 1963

aravel 46-23 Crane Street, L. I. C., N. Y., EX 2-6442

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

GET... "THE FEVER" See page 18

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

VOX JOX

By GIL FAGGEN

WXYZ Radio personalities Joel Sebastian, Lee Alan, Paul Winter and Dave Prince conducted a pre-holiday campaign to get usable toys for hospitalized children at St. Joseph Mercy Hospital in Pontiac, Mich. More than 300 toys were given to the youngsters at the hospital Christmas party.

Mrs. Juanita Hove, "Miss Teenage Richmond" pageant director for WLEE was awarded a \$100 cash prize for the most outstanding promotion campaign among 45 local franchise holders in the 1963 competition.

WJRZ (Newark) air personality Les Davis was one of the judges at the annual Intercollegiate Jazz Competition at Grossinger's held December 21.

George Schindler of Show-Biz Comedy Service, 65 Parkway Court, Brooklyn 35, N. Y., is offering free of charge reprints of Bill Gavin's November 16 programming newsletter entitled, "So You Want to be a Deejay." Article is worth framing.

Charlie Monk, program director at WACT (Tuscaloosa, Ala.) is heading an organization called "STIMTOR-EOCB" (Society to Induce Manufacturers to Put Times on Records, Especially on Comedy Bits).

SEGUE

Cornel Tanassy, formerly with WCBS and WHN (both N.Y.C.) joins staff of WJRZ (Newark) as music director. . . . Chris Parrish to WFLA (Tampa-St. Petersburg) as music director.

RADIO REVIEW

Recalling Past Pays Off

CLEVELAND — WERE recently broadcast a two-hour and 50-minute documented history of radio entitled, "That's Entertainment."

In production for nearly a month, the program included excerpts from more than 50 old-time radio programs. Among those I heard were "Easy Aces," "Burns and Allen," "Fred Allen" and "Wallace Beery."

It was sweet nostalgia indeed to hear Beery introduce a new voice on his show . . . the voice

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, sponsors, advertising agencies, performers and composers for current musical commercials.

OH, THE GOOD OLD DAYS

'Shadow' Is Back and Radio Stations With 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 American radio scene through syndication and original drama presentations.

An impressive number of radio stations and the three radio networks have reported experimenting with the programming form which has been out of the box since the advent of television. A major resurgence of radio drama is taking place in Pittsburgh where the two top-rated stations, KDKA and KQV have launched sharply different types of drama shows.

KQV, the ABC-owned station closely identified with a tight pop music format, kicked off two drama shows last month under the sponsorship of Alcoa. "Alcoa Theatre 14" consists of 30-minute programs featuring such stars as Orson Wells, Lawrence Olivier, James Mason and Alec Guinness appearing in works from "The Lives of Harry Lime," "The Black Museum" and the "Scarlet Pimpernel."

The series is slotted as a regular feature Saturday nights from 11 to midnight, and on Sunday from 8 to 9 p.m. The episodes have been acquired for KQV and other ABC-owned stations from Continental International Productions and Video-Tel International, Inc., and released in this country by Overseas Programming Companies, Ltd.

"An entire generation has passed since radio provided the bulk of drama entertainment. We think the generation who remembers radio drama at its best will welcome this opportunity to listen to this outstanding radio series. At the same time, this gives KQV an excellent opportunity to present to the new generation the depth, the imagination, and the intimacy of radio dramas. We've listened to KQV general manager John D. Gibbs.

KDKA—Live Drama

KDKA, Group W's (Westinghouse Broadcasting Company) station in the Steel City, has produced a single half-hour drama in their own studios which was aired Christmas eve. Planned as a pilot project, if successful, the station will air locally produced drama shows weekly or monthly, according to Jack Williams, KDKA's program manager.



"THE SHADOW DO"

The presentation was a morality play with a Christmas theme written by Ed King, host of the station's "Party Line" and former writer of "Lights Out." KDKA's morning personality, Rege Cordic, produced, using local actors and actresses. Cordic reported that the station was swamped with calls from former radio actors and from newcomers who were eager to try their hand at the almost forgotten art. "Local radio drama must overcome two large hurdles," Williams said. "First, whether or not listeners are willing—or able—to absorb 'sound only' drama.

"Second, local radio has the problem of costs. As you might imagine, drama is one of the most expensive kinds of programming we can offer.

"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 quite measure up today. To do the program honestly we felt that we needed contemporary acting and contemporary production," Williams said.

WJRZ in the Act

Another station that feels strongly about contemporary drama is WJRZ, Newark, which has hired off-Broadway director Ann Giudici to produce original dramas and adaptations of short stories with a local repertory company. The program, which is expected to make its debut in

March, will be two and a half hours in length and will be slotted in prime listening time.

Presently, WJRZ is airing full-length dramas Fridays at midnight culled primarily from LP's. Recently the station added 60-minute BBC dramatic productions to its Friday night schedule. WJRZ also introduced in November, "The Haunting Hour," a mystery-thriller show, in the 4 p.m. Sunday time slot.

WBBM, CBS-owned radio station in Chicago, brought in on December 4, "Directions of Faith," a 13-week live drama series, produced in co-operation 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 Broadcasting Commission of the Board of Rabbis.

Charles Michelson Company and Irving Feld, Ltd., have become the main sources for canned drama material. One of Feld's packages consists of 52 half hours each of "Captain Horatio Hornblower," "Adventures of the Scarlet Pimpernel" and "Lives of Harry Lime."

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 top 50 markets. The most popular single show, according to Michelson, is "The Shadow," which has been sold to more than 20 stations.

Listed among the stations that have carried drama programming recently are: KEX, Portland, Ore.; KVI, Seattle; KMBC, Kansas City; KGO, San Francisco; WIL, St. Louis; WERE, Cleveland; KMOX, St. Louis; WRNJ, Atlantic City; WMAL and WGMS, Washington, D. C.; KBLA, Los Angeles; WISN, Milwaukee; KBOX, Dallas, and WORL, Boston.

Charles G. Pye Jr., vice-president and general manager of WORL, reports "fantastic" audience response to his station's drama programming.

"I believe that the public's interest in dramatic radio is as strong today as it was during the

(Continued on page 36)

Top 30 Makes Noise in Detroit

DETROIT—The impact of the newly formed WKNR (formerly WKMH) is being felt in the Detroit market with the station less than two months into its new Top 30 fare.

The station—long associated with soft instrumental music—was reformed and reorganized to a Top 30 plus one sound by consultant Mike Joseph (newly appointed vice-president, NBC-owned radio stations) and is staffed by Sam Holman (formerly of WABC), Mort Crowley (a KHJ, Hollywood, alumnus), Detroit stalwart, 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 WKNR that it is now tied for third place 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 Storer-owned WJBK; ABC-owned WXYZ, and RKO's 50,000 watter, CKLW, located just across the border in Windsor, Ontario.

WKNR 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

doughnut chains. A pop music list entitled, "Music Guide," is being handled by 130 retailers of phonograph records with 50,000 printed each week. Ninety-seven Cunningham Drug Stores are distributing two and a half million serialized match books which are tied in with a WKNR on-the-air contest which has a basic \$13 jackpot with \$1 being added each hour the prize is not claimed. The station has also effected a link with the 77 Kroger food markets in the area for a forthcoming giveaway of Top Value Stamps.

January 31, the station will co-sponsor with the Ford Motor Company, the 17th Annual March of Dimes Ball to take place in Light Guard Armory.

GIL FAGGEN

FROM THE HOUSE OF BUDGET HITS

Billboard National Breakout Album

DOMINIQUE

The Singing Nun's Song



CONTINENTAL RECORDS
500 Fifth Ave., N.Y.C.

Stations With 'The Shadow' All the Way

Continued from page 35

so-called 'great years of radio.' . . . We believe that this form of radio entertainment is again coming into 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 their way down the drama path through experimentation.

NBC Radio Network reported that more than 3,000 letters were received concerning "Zero Hour" and "There Shall Come Soft Rains," dramas about 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 November.

CBS has obtained rights to tapes of 30 half-hour shows featuring Fred Allen, Edgar Bergen-Charlie McCarthy and George Burns and Gracie Allen. The shows were first broadcast between 1945 and 1955. So far, no broadcast date has been set by CBS.

ABC radio is working on original radio dramas in the 50-minute "The Mind's Eye" series. Frank Maguire of the web's special program features division is vigorously seeking radio scripts.

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

PROGRAMMING NEWSLETTER

Life of a Deejay Not All Roses

By BILL GAVIN
Contributing Editor

IT IS AMAZING how many young men want to become disk jockeys. It must be that with his hops, his regular air shows, his apparent closeness to the record stars and his obvious importance to so many people, the disk jockey appears as a glamorous person. His profession seems surrounded by all the magic glitter of show business. Unfortunately for the ambitions of the young hopefuls, the real contents of the package are not nearly as attractive as the shiny wrapping that encloses it. Being a disk jockey is not nearly as rewarding as so many seem to think.



As a group, disk jockeys are not highly paid. On the average they do not receive as much as truck drivers, machinists or brick layers. The highly paid luminaries in a few large cities are the exceptions. It is as hard to break into their select circle as it is to make the major leagues in baseball.

Life in Smaller Stations

Most disk jockeys work in smaller towns. They lack any union protection of wages or working conditions. It is not uncommon to find them running errands, cleaning floors, selling time, repairing equipment, writing spots and so on, with no extra pay for extra work. They are not wooed by record companies; they don't have artists begging to appear at their hops. They don't even receive many of the important hit records. If they insist on playing certain records, they have to buy them at the store.

The small town disk jockey has only one hope to keep him at his unrewarding job; he might some day land a job in the Big Town. Most, of course, do not. The turnover rate for small-station disk jockeys is very high.

There are a few who make the grade and hit the big time. They have it made now, they think. But they don't. They learn, first of all, that they live and die "by the numbers." The listener surveys show each month what percentage of the audience is tuned in to their show. Let their share drop below the station average and they are finished, no matter how much the boss may

like them and their work. They learn to live with insecurity.

The professional disk jockey, even with proved ability, has to take his work where he finds it. If he needs a new job, he must go where the job is. It may be in Minneapolis or Dallas or Cincinnati. Job openings are few, and so he packs up his family and moves. Generally speaking, disk jockeys are among the nation's most rootless professionals.

The disk jockey who has just come up from the minor leagues of radio into the big city job is often surprised to learn that his salary isn't as large as he had expected. If he wants to increase his earnings, he has to make it on the outside with record hops. In this field he usually finds himself in fierce competition with other disk jockeys for any available "live" talent. He may begin evaluating records, not in terms of their merit, but with reference to how co-operative the promoters or distributors have been in providing his hops with artists. He may even reach a point where his boss considers his behavior unethical and inimical to the station's standing with the FCC. That means trouble.

Music Control Gone

The would-be disk jockey has visions of playing his favorite records on the air, chosen from thousands available in the record library. How wrong he is. Record programs on almost every pop station are made up from a list of less than 120 titles. The deejay has little or nothing to do with making up that list. He must make up his shows with a majority of selections from the top 30 or 40 on the list. His own preferences have little to do with the case. He learns to "sell" the music he plays as effectively as he sells the sponsors' products, though he may have as little personal fondness for the one as for the other.

He is supposed to be a "personality" but he must also conform to the station's "sound." He is urged to be creative and to use his imagination, but the boundaries within which he can operate are rigidly prescribed and extremely narrow. A disk jockey on a formular station needs to work hard to find a continuing challenge in his work.

Being a disk jockey is not without its rewards. But those who seek such a career should do so realistically and not as glamour seekers or status chasers.

ON ALL CHARTS!

HIS KISS

Betty Harris

Jubilee 5465

Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

OTIS REDDING

"PAIN IN MY HEART"

VOLT 112

Nationally Distributed by
ATCO RECORDS

NAVY BLUE

by

Diane Renay

Fox 456



HOTEL FORREST

49¢
West of B'way
New York City, Circle 6-5252
In the Heart of Times Square
"At the Crossroads of the World"
NEW, SENSATIONAL
ONE-RATE PLAN!
Every Single Room \$7.50
Every Double Room \$11
FULLY AIR CONDITIONED
21" TV & Hi-Fi in Every Room
GARAGE adjacent to hotel
SHOW ROOMS available
Day, Week, Month

RELIABILITY—QUALITY RECORD PRESSING

Originators of the Patented rim drive; thick-thin type record
RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

SEND US YOUR TAPE . . . We do the rest!

COMPLETE SERVICE—ALL SPEEDS, PROCESSING, PRESSINGS, LABELS, MASTERS.

SONGCRAFT

1650 B'way, N.Y.C. 19 (212) CI 7-8177

Records on Social Themes Said To Be Editorializing

SPRINGFIELD, Ill. — The thorny question of whether popular records musically propagandizing against war, social and economic problems, etc., should be considered editorializing by

radio stations was proffered recently by O. J. Keller of WTAX, here.

In a letter quoted in Broadcasting, Keller asked: "If you wanted to get some propaganda

across to teen-agers — possibly encourage them to declare themselves conscientious objectors rather than be drafted—would you prefer a song with a 'message' played over and over in the hours the youngsters might be most likely to listen?"

"It's my guess that these records are being played on a lot of stations whose managerial teams meet and seriously discuss editorial topics and would think a long time before taking a stand against strong national defense as a deterrent of war," wrote Keller.

He said further: "Does editorial responsibility end with the labeled editorial? We don't think it does."

OLD TUNES UNFORGOTTEN

NEWARK, N. J. — Music of days gone by is far from being completely forgotten by most radio stations across the nation. As an example, WJZ here featured an "Old Timers' Day"—spotlighting pre-1950 songs and performers.

Listener response to the day was so favorable that the station is going to devote the "Sunday With Hollis" show to the "Old Timers" every Sunday.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	7
2	5	POPSICLES AND ICICLES, Murmaids, Chaffahoochee 628	8
3	2	DOMINIQUE, Singing Nun, Phillips 40152	10
4	4	FORGET HIM, Bobby Rydell, Cameo 280	10
5	3	SINCE I FELL FOR YOU, Lenny Welch, Cadence 1439	12
6	6	TALK BACK TREMBLING LIPS, Johnny Tillotson, MGM 13181	10
7	7	MIDNIGHT MARY, Joey Powers, Amy 892	10
8	9	AS USUAL, Brenda Lee, Decca 31570	5
9	10	WIVES AND LOVERS, Jack Jones, Kapp 551	11
10	11	PRETTY PAPER, Roy Orbison, Monument 830	5
11	12	WHISPERING, Nino Tempo & April Stevens, Atco 6281	4
12	8	YOU DON'T HAVE TO BE A BABY TO CRY, Caravellas, Smash 1852	11
13	15	THAT LUCKY OLD SUN, Ray Charles, ABC-Paramount 10509	6
14	19	ANYONE WHO HAD A HEART, Dionne Warwick, Scepter 1262	6
15	18	SOMEWHERE, Tymes, Parkway 891	6
16	—	FOR YOU, Rick Nelson, Decca 31574	3
17	14	KANSAS CITY, Trini Lopez, Reprise 20236	9
18	16	TURN AROUND, Dick & Dee Dee, Warner Bros. 5396	8
19	13	I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921	15
20	—	THE MARVELOUS TOY, Chad Mitchell Trio, Mercury 72197	7

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in Billboard's chart of that time:

POP—5 YEARS AGO

January 12, 1959

- The Chipmunk Song, D. Seville & the Chipmunks, Liberty
- Smoke Gets in Your Eyes, Platters, Mercury
- My Happiness, C. Francis, MGM
- Gotta Travel On, B. Grammer, Monument
- To Know Him Is to Love Him, Teddy Bears, Dore
- Whole Lotta Loving, F. Domino, Imperial
- A Lover's Question, C. McPhatter, Atlantic
- One Night, E. Presley, RCA Victor
- Problems, Everly Brothers, Cadence
- Lonesome Town, R. Nelson, Imperial

POP—10 YEARS AGO

January 9, 1954

- Oh My Papa, E. Fisher, RCA Victor
- Rags to Riches, T. Bennett, Columbia
- That's Amore, D. Martin, Capitol
- Ricochet, T. Brewer, Coral
- Changing Partners, P. Page, Mercury
- Stranger in Paradise, T. Bennett, Columbia
- Stranger in Paradise, Four Aces, Decca
- Ebb Tide, F. Chacksfield, London
- Oh Mein Papa, E. Calvert, Essex
- Eh Cumperi, J. La Rosa, Cadence

RHYTHM & BLUES—5 Years Ago—January 12, 1959

- | | |
|--|--|
| Lonely Teardrops, J. Wilson, Brunswick | Try Me, J. Brown, Federal |
| Stagger Lee, L. Price, ABC-Paramount | Nobody But You, D. Clark, Abner |
| A Lover's Question, C. McPhatter, Atlantic | Chipmunk Song, D. Seville & the Chipmunks, Liberty |
| Smoke Gets in Your Eyes, Platters, Mercury | Tom Doolley, Kingston Trio, Capitol |
| Whole Lotta Loving, F. Domino, Imperial | One Night, E. Presley, RCA Victor |

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 I, the component system Summit I and the Conway I.

The addition of the new units to the line brings to 18 the machines included. There are 12 portables, three consoles, a console, 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 \$79.95. The Summit I is a de luxe four-speed 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 \$99.95.

The Conway I is a budget-priced automatic monaural set and it is the third in the new units in the Decca line. It comes in a choice of gold or silver, has four-speed automatic changer with a suggested list price of \$39.95.

Philco to Up Ads by 50%

DETROIT—Philco will up its ad and sales promotion budget 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 Company, Philco parent firm, were told that 67 per cent of the increased ad budget was to be allotted to local newspaper advertising; the balance was earmarked for national magazines and trade journals.

There will also be five special retail promotions in 1964, each oriented to a particular seasonal buying pattern. The firm also 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 "multi-mix" warehouses; and (5) improved volume and mix of distributor inventories.

Larry Hyde, vice-president and general manager of Philco's consumer products division, commenting on the firm's ambitious new marketing push, said: "Our emphasis will be on outstanding middle-of-the-line merchandise and low-end attention-getters to stimulate consumer preference. Attention to quality and full-line selectivity is our investment in the future.

"Success lies in increasing the number of dealers handling Philco products as their prime line and improving our customer ex-

(Continued on page 38)

Phono-Tape MERCHANDISING

BEST SELLING PHONOS • DISK DEALS
EQUIPMENT NEWSLETTER

BEST SELLING PRE-RECORDED TAPE

Below is a list of the best selling pre-recorded tapes. This chart is compiled from pre-recorded tape dealer replies. Mail questionnaires are used to contact top dealers throughout the country on a weekly basis. Popular reels as well as classical reels and other types of pre-recorded tape will be reported on these pages with emphasis on popular reels.

POPULAR REELS

- | Pos. | TITLE, Artist, Label & No. |
|------|---|
| 1 | WEST SIDE STORY
Sound Track, Columbia 00 417 |
| 2 | MY FAIR LADY
Original Cast, Columbia 00 310 |
| 3 | MUSIC MAN
Sound Track, Warner Bros. WST 1459 |
| 4 | OKLAHOMA
Sound Track, Capitol ZW 595 |
| 5 | SOUTH PACIFIC
Sound Track, RCA Victor FTO 5001 |
| 6 | BELAFONTE AT CARNEGIE HALL
Harry Belafonte, RCA Victor FTO 6000 |
| 7 | JUDY AT CARNEGIE HALL
Judy Garland, Capitol ZKB 1569 |
| 8 | I LEFT MY HEART IN SAN FRANCISCO
Tony Bennett, Columbia CQ 493 |
| 9 | FILM ENCORES, VOLS. 1 & 2
Mantovani, London LP 70003 |
| 10 | MOON RIVER & OTHER GREAT MOVIE THEMES
Andy Williams, Columbia CQ 463 |



DECCA'S NEW SUMMIT PHONO



DECCA'S NORFOLK PHONO

EQUIPMENT NEWSLETTER

Home TV Tape—1964 Big Item

By DAVID LACHENBRUCH
(Contributing Editor)
(Editorial Director, Television Digest)

HOME TV TAPE is going to be one of the hottest topics of conversation in the consumer electronics field during 1964. You'll hear more and more about it as the year wears on. It's the only major new home entertainment device on the horizon.



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—will—be a very hot selling item. They see it even giving birth to whole new industries—such as sale or lease of pre-recorded picture tapes. There is also some agreement on the characteristics which would be required for a salable home recorder. Briefly, this is the consensus:

The recorder should be as simple to operate—or nearly as simple—as an open-reel audio 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 recorder and camera should be in a range comparable to a good home movie camera and projector. It should be economical to operate.

There's already one home video tape recorder on the market—but it's hardly a mass-market item. It's Ampex'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-See 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 announcement 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 closed-circuit camera. In the demonstration, it was difficult to judge the potential quality of the machine, because the two program sources used—both the off-air pickup and the closed-circuit camera—gave original pictures of poor quality. To my eyes, the resulting recorded images were somewhat below the standards of an acceptable picture today—although they might have been considered satisfactory in the old days of the coaxial cable and delayed kinescope rebroadcast.

According to Telcan's developers, the machine 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

(Continued on page 38)

Admiral's 9 New Phonos Ready to Spin Into Dealers

MIAMI BEACH — Admiral has introduced nine new phonos

for early 1964 merchandising. The midseason additions shown at a distributors meeting here include three portable stereos, three consoles, and three transistorized consoles.

The last-named are actually the same basic model in three furniture styles: Danish Modern, Early American and French Provincial. The model carries an open list price. These units, the Helmstad (Y7061); the Meridien (Y7075) and the Laurent (Y7089) contain solid state AM-FM FM-stereo tuners, transistorized amplifiers, six matched speakers, Admiral changer with 11-inch turntable and an Admiral "vari-gram" tone-arm. Push-button controls are also featured.

The new tube-type stereo consoles include the Lathrop (Y8021, 2) with FM-AM radio and mahogany contemporary cabinet at \$179.95, or walnut at \$189.95. With the addition of FM stereo and step-up tone-arm, this unit becomes the Carleton (Y8031, 2) with an open list. The final tube-type console, with AM-FM FM-stereo is the Langston (Y7031, 2) also with open list.

The portables include the Troubadour (Y7057) at \$69.95; the Promenade (Y7097) at \$79.95 and the Carousel (Y5021) at \$89.95. All have tilt-out changers and the last two have detachable speaker enclosures.

Also announced here was a compact portable radio-phonograph known as the Playmate (Y8003) designed to list at \$59.95.

Pauling on Fallout

NEW YORK—Radio stations looking for special programming material may find the Verve album, "On Fallout and Nuclear Warfare," by twice Nobel prize winner, Dr. Linus Pauling, of special interest.

News Briefs . . .

Harold B. Avery has been named sales manager for radios and portable phonos for Philco's consumer products division.

General marketing manager Armin E. Allen, making the announcement, said Bruce Lambert, who had served as radio sales manager, is now general manager of PDI, Philadelphia.

Also at Philco, Fred Rombach, manager of the firm's Watertown, Pa., cabinet plant for 25 years, will retire February 1.

Dr. W. W. Wetzel, retiring vice-president and general manager of 3M's Magnetic Products Division, has received the Outstanding Achievement Award of the University of Minnesota. The award, given to former students for high eminence and distinction in their fields, was presented by the university's president O. Meredith Wilson.

FROM THE HOUSE OF BUDGET HITS
Merit Award Album

A TRIBUTE FROM BRITAIN
IN THE SUMMER OF HIS YEARS



CONTINENTAL RECORDS
500 Fifth Ave., N.Y.C.



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 Provincial cabinet. 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. Shown 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 consult these for full information.

REQUEST—Expires January 31, 1964. Started November 1, 1963. Buy 10, get one free on entire catalog and new releases.

LONDON—Expires January 31, 1964. Started December 15, 1963. Annual catalog restocking program. On all catalog items, special discounts, delayed billing and extra ad allowances available.

PRESTIGE: Expires January 31, 1964. Started January 1, 1964. Prestige 7000, 15 per cent discount. Folklore and Prestige 1600, 10 per cent discount. Bluesville, one free for five bought.

FOLKWAYS: Expires February 15, 1964. Starts January 15, 1964. Label is offering one free for every seven bought.

Winter Favorites . . .

LITTLE DRUMMER BOY

SLEIGH RIDE

SCARLET RIBBONS

MILLS MUSIC, INC.
New York 19, N. Y.

The Top Version—The Only Version of the Big Picture Theme of the Year!

"THEME FROM THE VICTORS"

RAY BARRETTO
Tico 426

ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

How to Get Your Song Recorded
By Robert Rolontz

A VITAL NEW BOOK IN THE MUSIC FIELD

Whether you are a "pro" or a beginner, this book is must reading. Contents include:
• 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 • On Being a Songwriter Plus: • List of Active Record Companies • Leading U. S. Music Publishing Firms • Wholesale Record Distributors in the U. S. • Recording Studios

A BILLBOARD BOOK
published by Watson-Guptill Publications, Inc.

"HOW TO GET YOUR SONG RECORDED"
A book that should be on every music shelf!

Order Now **ONLY \$2.50**
Per Copy Postpaid

Watson-Guptill Publications, Inc.
165 W. 46th St., Dept. 1121, New York, N. Y., 10036

Please send me _____ copy/ies of HOW TO GET YOUR SONG RECORDED. Enclosed is my remittance for \$ _____

Name _____ (please print)
Street Address _____
City _____ Zone _____ State _____
(Please add 4% sales tax on N.Y.C. shipments)

Philco Ups Ads

• Continued from page 37

posure. We know the kind of dealers we want and we are making the investment in product and promotion necessary to develop these," Hyde said.

Hyde added that distributors will get help through more regional sales offices and more key personnel in each, and the addition of sales training managers, which is expected to increase retail training meetings each year at least threefold.

Home TV Tape—1964 Big Item

• Continued from page 37

four megacycle picture. A two-megacycle picture, however, gives less detail than many poorly installed and ailing home TV sets. This type of picture may be entirely acceptable to some, unacceptable 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 120-inches per second. The tape used at the demonstration was "triple-play" tape, the ultra-thin 0.4-mil polyester type. It was found on a reel 11½ inches in diameter, 13,200 feet per reel.

The machine records four tracks on the tape—two visual tracks and two aural—and thus can be reversed to double the playing time, like four-track stereo tape. On this 11½-inch reel, it was capable of recording 22 minutes in each direction, for a total of 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

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

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

BEST SELLING AM-ONLY TABLE RADIOS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	10/12/63 Issue	7/13/63 Issue		
1	1	1	RCA Victor	18.4
2	3	4	Magnavox	18.0
3	5	3	General Electric	13.0
4	2	2	Zenith	11.6
5	6	—	Emerson	10.3
6	4	5	Motorola	4.8
7	—	—	Panasonic	4.3
8	—	—	Monarch	3.9
9	—	—	Arvin	3.1
10	—	—	Westinghouse	3.0
			Others	9.6

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. Those brands that appeared in previous issues for this category and do not happen to merit 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

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	10/12/63 Issue	7/13/63 Issue		
1	2	2	Magnavox	21.3
2	3	3	RCA Victor	14.6
3	1	1	Zenith	13.4
4	7	6	General Electric	10.7
4	5	4	Panasonic	10.7
6	6	7	Masterwork	4.8
7	4	5	Motorola	4.4
8	—	—	Granco	4.2
			Others	15.9

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. Those brands that appeared in previous issues for this category and do not happen to merit 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: Emerson (8).

which can be accomplished by a service technician in 40 minutes.

The Cinerama-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 1964 target for shipment to retailers. At last report, however, they had made no manufacturing arrangements in the United States. They did say they were talking with leading American manufacturers who were potentially interested in licenses to make Telcan here.

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.

I don't pretend to know whether Telcan ever will be produced or sold in the United States, or anywhere. But Telcan's demonstration does prove something. It proves that we are very very close to the era of home video recording. More systems will be demonstrated in the near future. At least one of them will be manufactured and marketed in the United States, and, if the price is right, sales can easily go to a million units a year, opening an entire new equipment market and vastly multiplying sales tape. I'll report on the other home video recording system as soon as details are available.

Billboard Buyers & Sellers CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 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

GREAT OPPORTUNITY . . .

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

Write Box 206
The Billboard Publishing Co.
188 W. Randolph Street,
Chicago, Illinois, 60601

FIELD SALES PERSONNEL PLUS SPOT for Sales Mgr. open. Budget lp. sales exp. essential. Contact in confidence. George Albert, MVM, 120 E. Sanford Blvd., Mt. Vernon, N. Y. MO 4-9223, Code 914. ja18

3 MEN TO COVER EAST, MIDWEST. Far West areas for top budget lines. Top salary. Write Box 526, c/o Billboard, 165 West 46th, New York, N. Y. ch

SITUATIONS WANTED

ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 15 words, plus name and address.

MAIL COPY AND PAYMENT TO: Martin Thau—BILLBOARD CLASSIFIED MART, 165 W. 46th St., New York, N. Y., 10036.

IN-PERSON RECORD PROMOTION FOR Northern Calif., Bay Area to Fresno, every week. Write Ted Ponsetti, 221 Knight Drive, San Rafael, Calif. ja11

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

HAYDN SOCIETY RECORDS ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST
Send for current catalog

ESOTERIC, INCORPORATED
P. O. BOX 1799
HARTFORD, CONN.
National Distributors for
HAYDN SOCIETY RECORDS

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-get records."

100 Assorted New 45 RPM's,
\$9.00 per 100
\$80.00 per 1000 (1 to 2 yrs. old)

WE SPECIALIZE IN CURRENT "TOP 100" 45's AND LONG PLAY
WE ALSO BUY INVENTORIES OF THE ABOVE.

RAYMAR SALES CO.
170-21 Jamaica Avenue
Jamaica 32, New York
Olympia 8-4012

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY

"20 Years of Record Experience"

JOE PETRALIA RECORD PROMOTION

Park Sheraton Hotel
Suite 267 55th St. at 7th Ave.

New York 19, N. Y.
Phone: JU 6-6935

RECORDING FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—
Top Notch Talent.
8 Singers (male-female),
10 Instruments—Vocal Groups.
Best, Modern Tape and Disc Equip.
(Ampex, Altec, RCA)
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar. Violin for \$5.00 each per song.

WRITE FOR FREE BROCHURE.
DEMONSTRATION RECORD COMPANY
(Our 10th Year)
Box 3494, Sta. C Lincoln, Nebraska

PRESSING, PLATING

NO JOB TOO SMALL—QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap18

WANTED TO BUY

WANT RECORDS—45'S. SURPLUS RETURNS, overstocks, cut-outs, etc. Harry Warriner, Knickerbocker Music Distributors, 453 McLean Ave., Yonkers, N. Y. Phone: GReenleaf 6-7778. ja11

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

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

MISCELLANEOUS

For Your Copy of INTERNATIONAL COIN MACHINE DIRECTORY

Write to: Joe Pace
Dept. 525, Billboard
2160 Patterson St.
Cincinnati, Ohio, 45214

Price: \$1.00 per copy

BUSINESS OPPORTUNITIES

Billboard's "INTERNATIONAL MUSIC-RECORD DIRECTORY" & "BUYER'S GUIDE"

packed with
Pages & Pages of
Names and Addresses
of Leading U. S.

- Record Mfrs.
- Music Publishers
- Record Distributors
- One-Stops
- Rack-Jobbers
- Coin Machine Mfrs.
- Coin Machine Distrib.
- Parts Suppliers
- Special Services
- Importers & Exporters

Each listing arranged alphabetically and geographically by State.

Only Few Copies Left . . . \$1.00 prepaid! Send request and payment to: Billboard Joe Pace, Dept. B 2160 Patterson St., Cincinnati, Ohio 45214

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-np

MISCELLANEOUS

Attention, Radio Stations: Important Message.

If you need help in securing exactly the right records 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 PL 7-2800

BROADCAST COMEDY—A FREE PUBLICATION available to Disc Jockeys doing light comedy. Write Show-Biz Comedy Service (Dept. B), 65 Parkway Court, Brooklyn, N. Y., 11225. ch-fel

"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.

Plus: List of Active Record Companies, Leading U. S. Music Publishing Firms, Recording Studios and Wholesale Record Distributors of the U. S.

Written by Bob Rolantz, former music editor of Billboard and executive with record companies.

Single copy \$2.50. Cash with order. Send check or money order to Watson-Guptill Publications, Inc., Dept. 1128, 2160 Patterson St., Cincinnati, Ohio, 45214, with this advertisement and your name and address. Copy will be sent postpaid. N. Y. C. residents add 4% sales tax.

TIMES SQUARE OFFICE SPACE

1560 Broadway
New York City

700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully modernized,
moderate rentals.

Renting office on premises.

Phone: H.G. SHEPHERD
at CI 5-8975

OFFICE SPACE FOR RENT

Prime Midtown Location
8700 square feet
will divide

Centrally air-conditioned
Acoustical ceiling in parts
Asphalt tile flooring
Accessible to all modes of
transportation

Unusually Low Rental

Contact:

KENNETH D. LAUB
Collins Tuttle & Co.
261 Madison Avenue
N. Y. City 16, N. Y.
Tel.: MU 2-4020

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy: _____
Company Name _____ Authorized by _____
Address _____
City _____ Zone _____ State _____
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

165 W. 46th St. 1520 N. Gower St. 188 W. Randolph St.
New York, N. Y., 10036 Hollywood, Calif., 90028 Chicago, Ill., 60601

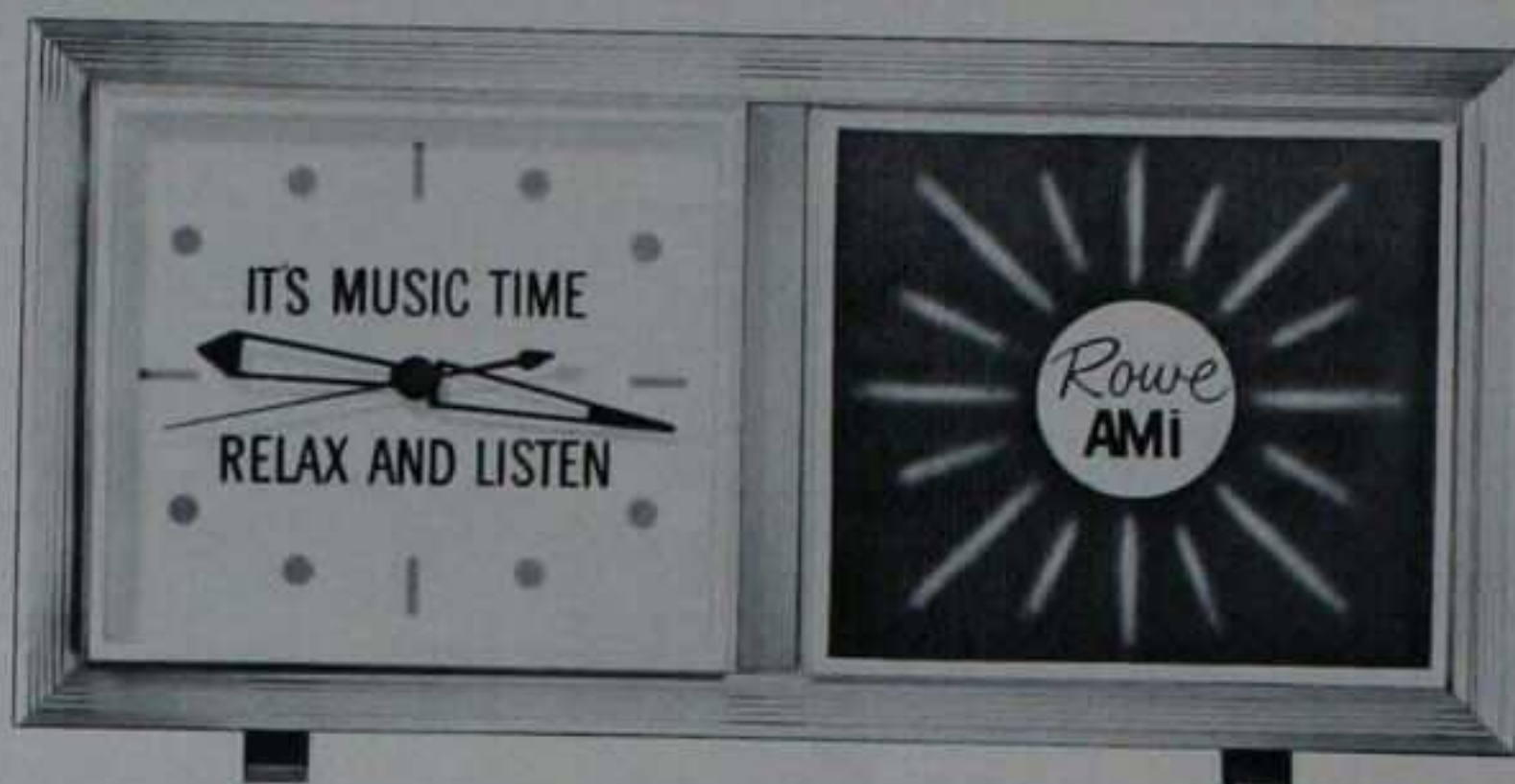
The Company that
REALLY goes after
more business **CAN**
get more business . . .
by consistent
advertisements in
Billboard's

Buyers and Sellers'
**CLASSIFIED
MART**

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

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

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

European Mfrs. to Increase Game Production During '64

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 establishes virtual unanimous optimism 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 games manufacturers also produce phonographs, and these producers believe that the expanding market for games will also stimulate juke box sales.

Preserve Stakes

European producers feel compelled to expand production as fast as possible to preserve their

stake in the domestic market against competition from U. S. manufacturers.

The survey of European manufacturers showed that nearly all of them react acutely to the threat of American competition, more so than at any time in the past.

An official at Estlissements Rally, the big French factory on the Riviera, explained, "You have to think of the market for games in Europe as a vacuum. It has to be filled, and it will be filled. The question is, by whose products?"

Meaningful Statistic

SATEM, another French games manufacturer, has been watching figures on sales of used American equipment in the European market. "This is the most meaningful statistic of

all," a SATEM sales executive said. "As long as the sale of used equipment was high and that of new U. S. equipment relatively low or unchanged, we interpreted this as an indication the European market was still restricted.

"For the last year, however, there has been a definite change in European buying patterns. The buying of used American equipment is declining, and sales of new American equipment 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 Europe is on the threshold of a games surge, 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 pin-

(Continued on page 46)

David Rosen to Be Installed as Chief Barker

PHILADELPHIA — David Rosen, local Rowe AMI distributor, will be installed as the Variety Club of Philadelphia's chief barker at the organization's annual dinner to be held at the Bellevue-Stratford Hotel here Monday (13).

Rosen becomes the first representative of either the coin machine or record industry to head the organization. In addition to handling the Rowe AMI line, Rosen also distributes Cinebox, several game lines, and the following record labels: Kapp, Warner Bros., Command, Reprise, ABC Paramount, Chancellor, Westminster, Impulse, Fleetwood and Monument.

At the banquet, Edyie Gorme will receive the Philadelphia Tent's annual Heart Award for her many contributions to various charitable and humanitarian causes in the Philadelphia area.

Last year's Heart Award winner was Patti Page.

Al Martino will head the entertainment card, which will also include the comedy team of Fisher and Marks and Pat Lynne, who is Miss Cinebox of the Philadelphia area.



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.

ROCK-OLA TAPS HOWLE AS SALES DIRECTOR

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 vending machine industry, plans to expand in this field.

Stern Feels Game Collections Should Improve During 1964

CHICAGO—"The year 1964 could be in for a major breakthrough in a revolutionary new game." That's the prediction of Sam Stern, president of Williams Manufacturing Company.

Stern feels the amusement machine business will be better than ever. He bases this on an increase in leisure time, both here and overseas. In fact, Stern feels, the amusement machine business will continue to expand in foreign countries during 1964.

He sees no radical changes for the coming year, but feels

that "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.

"In 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 stimulate things," said Stern.

The Williams executive said he didn't expect any more adverse legislation in 1964; "there are no signs." He did feel, however, that it would be a year for growth.

Stern characterized 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."

Coin Machine

OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISK
RECENT STEREO RELEASES • BULK VENDING

Lively Playfield for Williams' Beat-Clock

CHICAGO—Beat the Clock, latest novelty released by the Williams Electronic Manufacturing Corporation, features two balls on the playfield at the same time. The single-player game may be played with a total of either three balls or five balls.

The second ball is put in play when the ball in the star hole is ejected by a ball through the top rollover or in either side pocket. The process starts the clock, which runs until the first ball leaves the playfield. When the clock reaches 12, it lights up the two side eject pockets for special scoring and also lights the 6 in the clock. Special scoring is also awarded when the 6 is lit.

Lettered lights provide special scoring, as do kickout pockets and bumpers. Four flip-



BEAT THE CLOCK

pers are available for ball control.

Twin chutes are optional.

Averted Subway Walkout Suits Gotham Ops Just Fine

NEW YORK—Music machine and game operators here breathed a collective sigh of relief Wednesday (11) when the New York transit strike, which was to have been called New Year's Day, was averted two hours after the strike deadline had expired.

Local operators remember two years ago when the city's subways stopped running and the coin machine collections ground to a halt along with the underground limousines.

Probably no city in the world is paralyzed to the extent that New York is when public transport ceases to function. People simply stay home. The city's narrow crosstown streets are totally inadequate to handle the surface traffic when underground transport is running. With the subways out of operation, the city ceases operating.

New Seattle Firm Holds Open House

SEATTLE — The newly formed Music-Vend Distributing Company here, will hold open house Friday (10) from noon to 6 p.m.

Music-Vend is a merger of the Michael Distributing Company and the Music-Vend Distributing Company, with the name of the latter firm retained.

Principal stockholders in Michael had been Lou Dunis and John Michael. Dunis and Ray Galente, general manager of the original Music-Vend, bought Michael's interest in the firm and used the name of Galente's company to designate the new operation.

Music-Vend is Pacific Northwest distributor for Seeburg, Bally, Chicago Coin, Gottlieb, Irving Kaye and Williams.

The company's sales area includes Washington, Northern Idaho, Western Montana, British Columbia and Alaska.

Music-Vend will have the same corporate structure as Michael Distributing and will operate as a separate entity from the Dunis-Portland organization.

In the same transaction, Dunis also bought the Seeburg background music operation in Portland formerly owned by Music-Vend.

The Dunis Distributing Company in Portland distributes in

Oregon and Southern Idaho the same lines that Music-Vend distributes in its area.

Galente will be president and general manager of the new firm. He will also direct the background music operation in Portland, which will be managed by Les Bradford. Galente will manager the phonograph and game operations which are run by Joseph Sadis and Larry Broderick.

World Wide Sets Jan. 8 Chi Meet

CHICAGO — World Wide Distributors will hold a special luncheon seminar for operators and their accountants at the Water Tower Inn Promenade Room Wednesday (8), not January 18 as previously announced.

Nate Feinstein, World Wide president, said that the guest speaker will be a leading certified public accountant.

A panel of tax experts, including former Internal Revenue Service agents and college lecturers on taxation will discuss the new IRS regulations.

Subjects to be covered include depreciation, trade-ins and the buying and selling of routes.

Varied Ad Attack Pays Off In Seattle Phono Rentals

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

Shryver does all of these things, maintains a separate stock of phonographs for rental purposes, and has continuously surprised the Seattle market by showing a worthwhile profit at \$22.50. Most Seattle operators stick to a straight \$25, but Shryver feels that there is plenty of appeal in the \$22.50 price, particularly since he limits this to a one-day charge, so that the customer must pay \$43 for two days, except on rare occasions where he permits use of the machine over a week-end.

A one-column by two-and-a-half inch yellow page newspaper advertisement has constantly informed the public "We rent juke boxes for parties" with nothing more than the company name and the telephone number following. This simple notation, although it pulls in only 10 per cent of rental volume at periods other

than the Christmas season, is well worth while, Shryver is convinced.

He insists absolutely upon handling the delivery, even though there are frequent requests from customers seeking to save a few dollars by handling the delivery themselves.

Shryver believes this to be bad policy, inasmuch as few customers have the padding, the straps, the dollies, and the pick-up-truck lift gates which are essential to do a smooth, effortless job of delivering the machine without damage.

In what few instances Shryver did permit customer pickup and delivery in this way in the past, results were likely to include scratches on the phonograph, delicate electronics circuits jarred out of operation, damage to records, and even such long delays as 24 hours before the machine arrived.

Shryver gives the customer a wide choice of records, and has found that all of his rental customers are likely to be repeat customers if he sticks exclusively to these points.

MIMEOGRAPHED DISK LIST BOOSTS RENTAL PROFITS

SEATTLE—Furnishing prospective phonograph renters a mimeographed list of suggested records, which the customer can check off for his music menu has considerably boosted rental profits at Hit Parade Music Company, here.

Made up just prior to 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 lined 200 choices. Or, if he wishes, the customer can simply pick groups of records which he would like to schedule, to shorten the selection time even more.

Hit Parade Music Company charges a flat \$25 for rentals, uses new machines which have much less likelihood of breaking down on location, handles the entire delivery and pick-up chore with its own equipment, and insures every machine, against loss from fire, vandalism, or accident.

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

MOSS Panel Pick, 'Java,' Still Climbing on Charts

NEW YORK — Al Hirt's "Java," released on RCA Victor, hit Billboard's Hot 100 chart for the second successive week, climbing from No. 96 to No. 78. The single was picked by the Music Operators Stereo Service panel in November in MOSS Pack No. 9. It was taken from the stereo album of the same title.

Juke box operators got the jump on the field, as the monaural version of the disk wasn't released until the stereo version, sold only to music machine operators, was in play for several weeks.

While MOSS selections, taken from best-selling stereo albums

Ohio Agents Grab Pinball Machines

CLEVELAND — A 15-man special detail of State liquor agents seized pinball machines in 10 Greater Cleveland taverns recently.

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 WHISENHUNT

MEMPHIS—A blizzard hit Memphis and the Mid-South last week, the worst since 1892, and paralyzed the coin machine industry in its icy grip.

Snow ranged from four to 14 inches, covering Tennessee, Mississippi and Arkansas and surrounding states. It created havoc and chaos, some highway deaths and many injuries, 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 police and highway patrol officials warned motorists to stay off the perilous snow and ice covered streets and highways.

Memphis Hit Hard

Hardest hit was the Memphis area, with slightly more than 14 inches of snow. Other areas hard hit were New Albany and Batesville areas in North Mississippi and the southeast section of Arkansas, with snow ranging from 10 to 12 inches.

A check of coinmen in all

three states reported business practically at a standstill as people generally stayed home. Relatively few ventured out to work and even fewer to amusement spots to play phonographs or coin games.

Many Stranded

Thousands of Christmas travelers were caught in the snow storm. Many were stranded and sought refuge in motels all over the area.

Many cars without chains, or which had run out of gasoline, were stranded all over the Mid-South. Many had skidded into ditches.

A rush on service stations for chains developed into a traffic

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

Businesses Close

Most businesses closed for several days as the deep snow remained in the sub-freezing weather. A number of coin machine distributors closed and many operators suspended their route operations for several days.

They resumed when the streets became safe to drive and traffic began to move somewhat.

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

EUROPEAN NEWS BRIEFS

German Sunday Law

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

The coin trade contends that technicians employed by operators qualify for the "essential" category, much as do technicians required to operate public utilities.

The trade has solicited a legal opinion from Professor Ludwig Schnorr von Carolsfeld of Erlangen, an expert on German trade law. Dr. Schnorr von Carolsfeld's opinion upholds the operators' contention that technicians are exempt from the "never-on-Sunday" law.

The professor's opinion holds that coin machines are not a trade in the sense of the law, but an extension of the musical entertainment field, and that their operation is essential on Sundays and holidays.

Pioneer Operator

ESSEN, W. Germany—Herman Truckenbrodt, proprietor of the firm Figge & Truckenbrodt, is celebrating a quarter of a century in the coin machine trade.

Truckenbrodt ranks as one of Germany's pioneer pinball personalities, a long-time major operator of pinballs and other games. In 1938, when his firm was founded, the pinball was, in Truckenbrodt's phrase, "still an adventure."

He used a bicycle to get around his route. In 1941 he was 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 1943, and Truckenbrodt revived it after returning from Russia.

Rotomat Joker

WEST BERLIN—Wulff-Apparatebau of West Berlin is bringing out a new payout, Rotomat Joker, marking the 25-year existence of the firm, which, in that period, has become a major European payout producer. Rotomat Joker represents a refinement of its best selling payout Optima, and is a continuation of the line Optima, Additor and Astra. Wulff also produces the Harmonie line of juke boxes.

Nova United Rep

HAMBURG—Nova Apparate GmbH has taken over the general sales agency for the United Manufacturing Company of Chicago, which has become a major factor in the German bowler and shuffleboard market.

Al W. Adickes, Nova's chief, has an acquaintanceship with leading executives of United going back 30 years. Bowlers are soaring in popularity on the European games market, and United has been in the Vanguard of the bowler boom in West Germany.

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

Leonhart Expands

MUNICH—Leonhart, a major European producer of soccer games, is expanding its plant in Harburg near Landau-Isar to provide facilities for production of its new game, Leo-Flip.

The annex under construction will provide Leonhart with some of Europe's latest coin machine production facilities. It will be one of the Continent's most 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 for its employees. These include, appropriately, a large soccer field.

Innkeeper Suit

MUNICH — The Bavarian Innkeeper's Association has filed suit against the state for damages resulting from too many days of mourning.

The association said many of its members had serious business losses because of the no-dance, no-juke box mourning periods proclaimed after the assassination of President Kennedy and the death of former West German President Theodor Heuss.

Officials said that since November 1, juke box sites have been ordered closed on 18 different days, including four days of official mourning for Mr. Kennedy, five days for Mr. Heuss, Memorial Day and three religious holidays.

Memphis Ops to Name Officers

MEMPHIS—Memphis Music Association will elect new officers at its January 21 meeting.

Current officers are: Edward Bodenheimer, owner of Shelby Amusement Company, president; Alan Dixon, general manager of S & M Sales Company, vice-president; Klyce Perry, office manager of S & M Sales Company, secretary and Edward H. Newell, owner of Or-Matt Amusement Company, treasurer.

LOOK TO
ROSEN
FOR MORE
IN 1964

Send for
Complete
Lists

From World's
Largest Inventory

ARCADE—GAMES—BINGOS
RIDES—MUSIC—etc.

DAVID ROSEN

Exclusive A. M. I. Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE CENTER 2-2903

Attention
CIGARETTE
OPERATORS

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

Write for Special Prices

Rowe 20-700 Electric	Lehigh 15 Col.
Rowe Ambassador 14 Col.	Corsair 20 Col.
Rowe 520	Corsair 30 Col.
Eastern 22 Col.	Apco 30 Col.
Eastern E-10	National 9 Col.
Cigaromat	Smokeshop V-36
DuGrenier LB-20	Smokeshop V-18
DuGrenier K-14	Fawn 9 Col.
Seeburg E-1	Fawn 16 Col.
	Lehigh 12
	Lehigh 10

MONROE COIN
MACHINE EXCHANGE, INC.

2423 Payne Avenue
Cleveland 14, Ohio
Superior 1-4600

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

**BARGAINS
FOR THE WEEK
BOWLERS**

- Un. Jumbo or Royal, 14' \$ 73.00
- Un. Bonus, 14' 125.00
- Un. Playtime, 14' 150.00
- Un. Duplex, 14' 175.00
- Un. Advance, 14' 200.00
- Bally ABC Tournament... 75.00

These Bowlers are as is . . . all parts intact.

Above prices preferably in quantity. Prices do not include delivery or crating. Crating, if desired, \$35.00 to \$50.00 extra.

Write or Call Us Collect.
Main 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central
DISTRIBUTORS, Inc.

2315 Olive St., St. Louis 3, Mo.
Phone: MAIn 1-3511; Cable: ConDist

distinctive new
ROCK-OLA
Capri II

100 play stereo monaural phonograph with optional full dimensional stereo!



Model 4145

Plus—these big new top profit features:

- New plastic laminate "Conolite" finish.
- Exclusive Rock-Ola Selector Mechanism.
- New Automatic Rock-Ola "Money-Counter."
- Famous Rock-Ola revolving record magazine.

PUT THIS PROFIT PRODUCER TO WORK FOR YOU NOW

Look to **ROCK-OLA** for advanced products for profit

ROCK-OLA Manufacturing Corporation
800 N. Kedzie Ave., Chicago 51, Illinois

Draw-Drapes Separate the Patrons

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 Moorlag, and Chester E. Kondel, operators of the big Donald's Drive-In, in Denver.

The popular drive-in, which attracts 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 youngsters 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, Moorlag and Kondel were displeased 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.

Investing around \$80 in draperies proved the complete answer, Kondel has found. Now, the mere fact that they pass through a draped-off, handsome 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 "teen hours." Toward dinner time, when the average teenager can be expected to go on home, closing off the room entirely in this way does 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

Si 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 80 Collidge Hill Road, Watertown, which is only a short distance from the former location at Lincoln Street in Allston. Si 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 from her native Wales for a month's visit.

Jones, along with Dave Baker of Melo-Tone Vending Company, Saul Robinson of Paramount Music Company and Russ Mawdsley 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 catalyst to co-ordinate their activities.

Arnold Blatt, Brookline music operator is recovering at his home after hospital surgery. . . Dave Baker has the telephone company all agog over his experiences with trying to buy a Tennessee walking horse. Dave also wrote a poem on the subject and the Tel. & Te' 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 other music firms have this including the

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

first to adopt such a system, Trimount Automatic Sales Corporation, under the aegis of Dave Bond, president.

The calendar put out annually by the Skop Brothers, 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. Employees from Philip Moss, Inc., Omaha, 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 Pomenade Room would be on January 18. The correct date is Wednesday, January 8.

chicago coin's

FIRE CRACKER

2-PLAYER
PIN GAME



New "Firecracker Zone"
EXPLODES with
Scoring Action!

NEW! EXCLUSIVE
"LIFT-OUT"
SELF-LOCKING
PLAYFIELD!

NOW!
Available
in 2 Player
ADDED BALL
MODEL!

AT YOUR CHICAGO COIN DISTRIBUTOR!

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD CHICAGO 14 ILLINOIS

Mr. Coin Man

You're in business to make money.
Billboard is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry . . . profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

Subscribe Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214

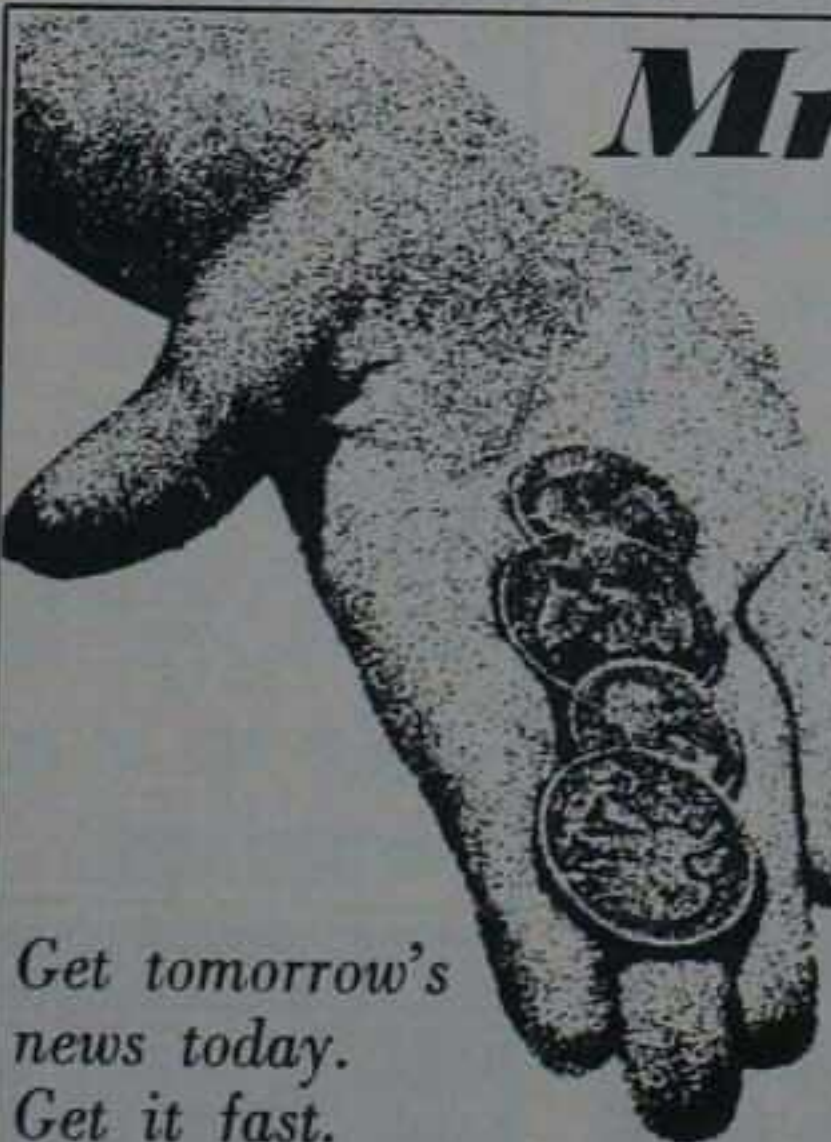
Please enter my subscription to BILLBOARD for

- 1 YEAR \$15 3 YEARS \$35 New Renew
- Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for Continental U. S. and Canada only. Overseas rates on request.

766

Company _____
Name _____
Address _____
City _____ Zone _____ State _____
Type of Business _____ Title _____



Get tomorrow's news today.
Get it fast.
Get it often. Get Billboard.



ACTIVE'S THE CHOICE FOR
**THE LOWEST PRICES and
BEST EQUIPMENT ALWAYS**

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware. Reconditioned Equipment for Export.

ACTIVE

AMUSEMENT MACHINES CO.

666 N. Broad St., Philadelphia 30, Pa.
PO Box 9-4495
1101 Pinehick Ave., Scranton 5, Pa.
Write or wire for prices

You can ALWAYS depend
on JOE ASH ALLWAYS

BULK VENDING

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 Cosmano, 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 when 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 Cosmano, 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 Cosmano, an active operator who came to Phoenix only two years ago from Buffalo and quickly built up a profitable 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 returns possible from bulk vending, drafted a bill which would require payment of \$300 for every 10 machines operating within Buckeye city limits.

(Continued on page 4)

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Perc. Con-	
verted for 100 ct. B.C.	6.50
A&T Guns	30.00
Milly 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.48
Pistachio Nuts, Shell, Red	.58
Cashew, Whole	.48
Cashew, Butts	.45
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.32
M & M, 500 ct.	.55
Hershey's etc	.47

Rain-Bo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct., 300 lb. minimum prepaid on all	.34
Rain-Bo Ball Gum, Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Bench-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

World Famous **VICTOR Standard TOPPER**



1c or 5c
For Ball Gum and Charms.
Also available for Peanuts and Bulk Candies.
Packed and sold 4 to a case.

Stamp Folders, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

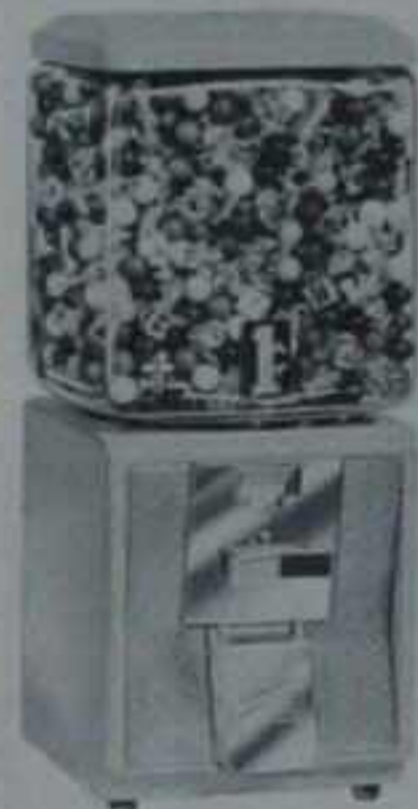
NORTHWESTERN SALES AND SERVICE CO.
MCF MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

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

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION

2142 Armstrong St. Morris, Ill. Phone: WHITney 2-1300

Sale-O-Matic Names Dists. For 6 Areas

FREEMONT, L. I., N. Y. — Manny Greenberg, head of Sale-O-Matic here, last week returned from a six-week sales trip with the announcement that six more distributors have been named for the King Koin bulk vending machine line.

Sale-O-Matic, which handles all King Koin sales east of the Mississippi, now has 12 outlets in the area.

New distributors are Lake City Amusement Co., Cleveland; Lex-Boy Distributing Co., Detroit; Vendor Distributing Co., Memphis; Central Coin Machine Exchange, Knoxville; Reliable Distributing Co., Miami, and Gold Star Vending Co., Chicago.

ASSORTED COLORED GEM SET RINGS
(7 assorted boys' styles set with highest quality imported stones)
at your nearest warehouse or direct from
\$11.50 per M
KARL GUGGENHEIM
159-07 Archer Ave., P.O. Box 518
Jamaica 31, N.Y. 212 RE 9-5433

AMCO SANITARY VENDOR
The Finest for Vending Flat Pack Products
10c, 25c and 50c Operation
Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.
For Details and Prices Write, Wire, Phone Today.
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.
J. SCHOENBACH
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900

Northwestern SUPER SIXTY Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
*With QUICK-TACH at slight extra cost.
H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N. E., Atlanta 7, Ga.
Phone: DRake 7-4300

ACORN — The World's Most Profitable Vendors!
We have the largest variety of all types of Acorn vendors in stock.
HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOBES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.
RAKE COIN MACHINE EXCHANGE
609-A Spring Garden Street, Philadelphia 23, Pa. WALnut 5-2676

Northwestern HEADQUARTERS
Whatever your bulk vending requirements might be, we can serve you.
Always a complete stock of outstanding Northwestern machines, parts and supplies.
Write today for complete information and price list.
PARKWAY MACHINE CORP.
715 ENSOR ST. BALTIMORE 2, MD.

Registered U. S. Patent Office.
OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vender
HOLDS 200 V2 CAPSULES
Write today for full information on the Vendorama V2 Capsule Vender and the new V2 capsule.
VICTOR VENDING CORP.
5711 W. Grand Ave. Chicago 39, Ill.

Buy OAK for your PROFIT LINE!

ACORN HOT NUT VENDOR

Fail Safe Mechanism
Coin Control Interchangeable
1c, 5c, 10c, & 25c Or Foreign Coins
One Year Unconditional Guarantee
Easy Portion Adjustment
All Materials Approved By Health Authorities
\$20.95 F.O.B. Factory

THE OAK TREE—6

Will Take All Size Acorn Machines
No Need to Disassemble Upper Row of Machines to Service Bottom Machines
Stand Takes Up Only 1 1/2 Square Feet of Floor Space
Cast Iron Base Weighs 30 Pounds
Base Measures 13x15 Inches
Overall Height of Stand Including Machines is 50 Inches
Wheels Mounted on Rear of Base for Easy Moving
Stand Can Be Assembled and Ready for Use Within 5 Minutes
Assembly Instructions Packed on Each Carton
Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors

oak MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.
Write for the name of your nearest OAK distributor

the Newest and Best in **ROCKET CHARMS**

Three Big assortments . . . all items specially designed, plus rings with inserts, for 5c Rocket Vending

FREE illustrated Sheets on all Features Charms, Rings and Bulk Charms.

The **PENNY KING Company**

5c **ATLAS MASTER ROCKET VENDOR**

2534 Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

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 popu-

larity 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 speciality 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

Orlando Site of Southern Party

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

Also on hand were Rosser 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. Trippe, James B. Cashion, Charles Colding, Lonnie S. Cornelius, Fred L. Ellis, Merrill E. Hummon Jr., John O. Moran, Elton L. Munson, Richard C. Odem, Wilbur E. Nelson, Leroy Pledge, Grady Ricketson, Glenn F. Wright and Herbert A. Mullens.

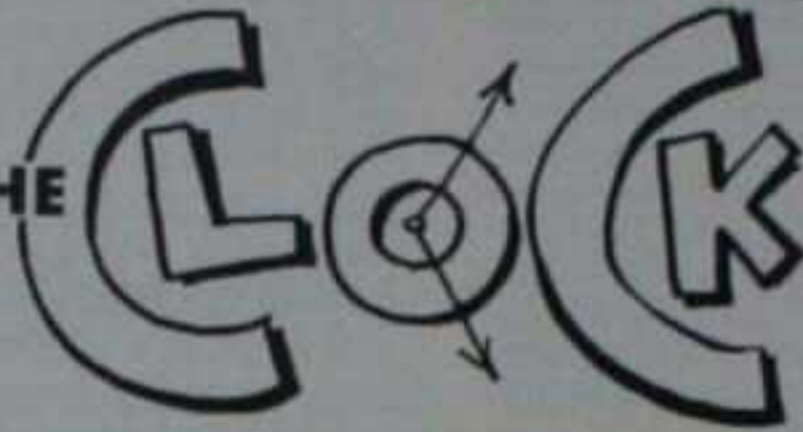
and North Carolina operators to introduce the new line of American Imperial Shuffleboards and pool tables.



**PACE SETTER!
PROFIT MAKER!**

from  **Williams**

BEAT THE



**3 or 5 BALL
SINGLE PLAYER GAME**

with

**2 BALLS ON THE PLAYFIELD AT
THE SAME TIME!**



and
exclusive
williams features

- NEW DRUM UNITS — Fast Acting — More Positive
- NEW COIN SWITCH (Foolproof)
- NEW FINGERTIP CONTROLLED LATCH-LOCK PLAYFIELD
- NEW LARGER CASHBOX

HERE'S HOW—WILLIAMS DOUBLES-UP THE ENJOYMENT—BALL IN THE STARHOLE IS EJECTED BY A BALL THRU TOP ROLL-OVER OR IN EITHER SIDE EJECT POCKET, STARTING CLOCK WHICH RUNS UNTIL 1 BALL LEAVES PLAYFIELD — CLOCK REACHING "12" LITES 2 SIDE EJECT POCKETS TO SCORE SPECIAL AND LITES "6" IN CLOCK, CLOCK REACHING "6" WHEN LIT, SCORES SPECIAL



- A-B-C-D LIGHTS TOP ROLLOVER FOR SPECIAL.
- 2 SPECIAL when lit KICKOUT POCKETS.
- 5 JET BUMPERS — 4 JET BUMPERS Score 10 POINTS, when lit.
- 4 FAST ACTING FLIPPERS for complete ball control.
- Plastikote finished playfield.
- Locked Cash Box. • Slug rejectors.
- Twin Chutes — Optional. • Number Match

Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

Cable Address: WILCOIN, CHICAGO...NEVADA 2-4900

BUY THE BEST—BUY WILLIAMS

JUST PUBLISHED!

Order your extra copies while the supply lasts!!



USE THIS HANDY COUPON

\$1.00 Per Copy

ORDER FORM

Please send me _____ copies of WHO'S WHO IN THE WORLD OF MUSIC.

Amount Enclosed \$ _____ (\$1.00 per copy postpaid)

Send to: _____

Address: _____

City: _____ Zone: _____ State or Country: _____

Mail all orders to: Mr. Joseph Pace
Billboard—2160 Patterson Street
Cincinnati, Ohio, 45214

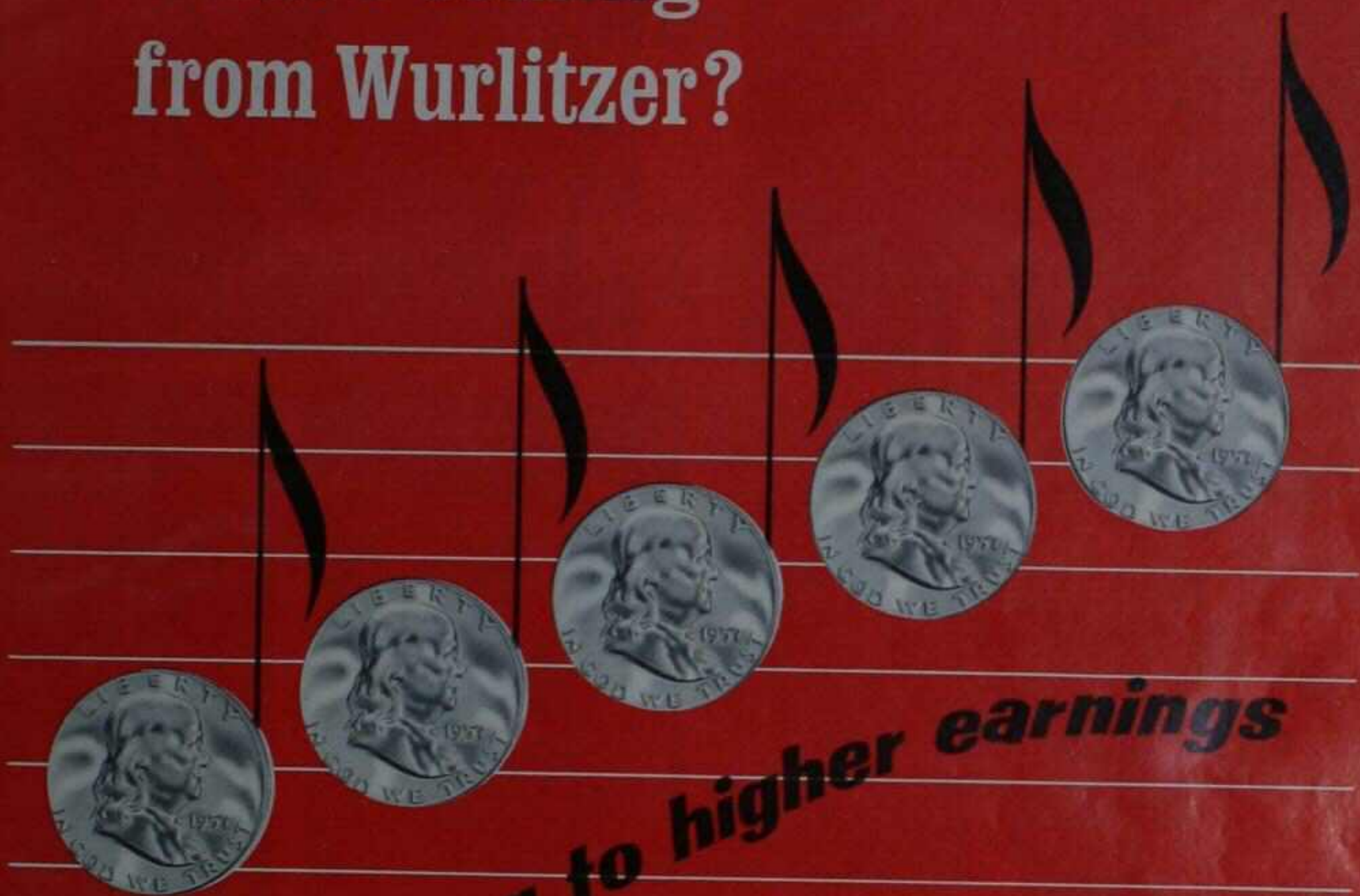
Fight them all

- Heart Attack
- Stroke
- High Blood Pressure
- Rheumatic Fever

Give Heart Fund



what's coming
from Wurlitzer?



..... *A swing to higher earnings*

Learn all about it from your Wurlitzer distributor during

NATIONAL WURLITZER WEEK

JANUARY 13 TO 18

THE WURLITZER COMPANY • 107 YEARS OF MUSICAL EXPERIENCE • NORTH TONAWANDA, N. Y.

Billboard *Photo Gallery* OF NEWSMAKERS

THEY'RE SINGING SONGS OF PRAISE



INDUSTRY AWARDS IN GOLD AROUND THIS WEEK as (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 Lesley Gore 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 Schaffer, 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 Parramatta 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 Wallas. 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 Alfonzo Larrain, president of SACVEN; Gerard De La Chapelle, representing ASCAP, and Sergio Luis Martinez, secretary of SACVEN.