By JACK MAHER

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

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

By J. FUKUSHI

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

DEPARTMENTS & FEATURES

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Bon Eys Copyright Revisions

By OMER ANDERSON

The Bonn government has just published the fourth draft law covering the entire field of creative copyright legislation which dates back to 1901 and 1919. The first and second drafts revised copyright law and a revised copyright protection bill, a draft law regulating performing rights societies, and bills ratifying the Berne agreement of June 26, 1948, were published earlier. (Continued on page 6)

'Gyaikuji' Leads Japanese Industry to Biggest Feast

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

Victor of Japan

A breakthrough record was recorded by Victor of Japan with "Island Blues," etched by a rookie choir, Akemi Miwajara, releasing 800,000, with "I Am a Drifting Swinger" (35,000) and "Beautiful Teen-Age" (400,000) following. Among international records, "Sunlight Twist" and "Ready Music Collection," marketed to tap into Japanese market of comic, fashion and music articles, fountain pens and men's mowing, strongly sold extraordinary good sales. "Atlantic," "Island," "Girls, Girls, Girls," and " Bye Bye Birdie" also raked in significant money in the opening sales of the movies. Also commanding a large sale was Beethoven's "Fur Elise," Piotr Reiner and the Chicago Symphony, released in December. Nippon Columbia For Nippon Columbia, "Junior Class Student" by Kazuo (Continued on page 31)
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
AFM Wins Most Points

NEW YORK—Current negotiations between AFM and the music publishers and record manufacturers and the American Federation of Musicians (AFM) have produced several agreements. The contracts, which cover the musicians realizing a number of the terms of the master contract, which replaces the one expired December 31, will last five years and provide for the payment of royalties to rank and file members. The union also won concessions for premium pay on Sundays, holidays, overtime, for doubling and tripling sessions for Sunday recording, and for doubling and tripling sessions for Sunday recording. By the end of the contract, the union will also receive a three-cent raise.

The royalty agreement covers instrument allergicists, arrangers, orchestral men, recording engineers, and 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 a portion of the $22.5 million allocated to the Music Performance Trust Fund. According to the agreement, 30% of the $6 million allocated to each member of the recording companies for which AFM members are employed by the companies.

Kapp said that Kapp, whose background in all phases of the industry, is solid, and will further solidify the Kapp management team as an important force in the music industry. President of the company, Kapp has been in the music business for 17 years, having first joined RCA Victor Records in 1946. He later became manager of artist and record contracts for that firm. For the past six years, he has been in charge of the Belofoyne operation, which was merged with the parent company to handle production of Belofoyne albums and also put the Belofoyne publishing firms on an international footing.

Epics calls it "Profit Era"

NEW YORK—Epics Records launched its recently announced "Profit Era." The company, which incorporates one, year-round price on album product, with 10 new LPs, highlighting the new merchandise by Bobby Vinton, Tom Jones, and George Szell. Vinton's "recent" contribution bears the title of his current single hit "There! I've Said It Again." Joining this and the Marias, among the artists with new country music, are Stephen Stills, the Four Lads, and Gary Puckett. "Carnival," released by Mercury, has been widely acclaimed by the press. "Carnival" will be offered through a larger LP catalog and the acquisition of big name artists such as "Eagles" and "Rolling Stones," the firm plans to enlarge the catalog. In addition, the label's entry into the A&R field through a new production agreement, will develop the label's catalog to a full line of product.

London People Off to England For Parley

NEW YORK—London Rec's key distributor personnel were scheduled to take off Monday morning for England, for a unique sales conference this week. The week, which the distributors that will be a week, will be a week Edward Lewis, Vito Wood, Dave Davis, and Bob Timmins, the parent firm, Deca, Ltd., include the following: Joe Sinheimer, Allen Dist., Richmond, Va.; Steve Broome, Phoenix, Mo.; Mike Sandler, of Harold N. Lieber- man Co., Minneapolis; David Segovia of Raymond Ross Co., Philadelphia; Frank Holland and Irwin Goldstone, Mutual Distribution; Irwin Fink, All State New Jersey, Newark, N. J.; Bill Emerson, Big State Dist., Dallas, Bud Daily, H. D. Daily, Co., Houston, James H. Martin and Connie Bernstein, James H. Martin Co., Chicago, Roy Bright and Arthur Kay, Radio-TV Corp., Honolulu; Stan Jaffe and Norman Seidman, Gotham Co., Inc.; Herb Weismann, Mandolfo, Char- les Bloom, Robert's Records, St. Louis, Mo.; Herb Silverman, Joseph M. Za- merick, MacDuff, Radio Dist., Detroit; George Schwarzen, Mid-State Dist., Los Angeles, and State Dist., San Francisco, Norm Goodwin, Bill Davis, Davis Sales, Denver, and Lou Sebok, Deca distributing.

Vogue Label Out in London

LONDON—The British Vogue label has been recently announced. In its place Vogue Records, Ltd., has instituted a new label in a new attempt to push up sales—All of the Vogue catalog has been judged to be a major hit in England and Vogue's Contemporary and Good Time Jazz marks remain unaffected.

Atlantic Buys New Master

NEW YORK—Atlantic Records has purchased from Record Producer magazine, "Find a Way," by Theresa Lindsey.

The master had already gotten the backing of Atlantic in Detroit and three other areas, and was being bid for by several companies.
**Mole Vocalists, Foreign Names in San Remo Fest**

By SAMI STEINMAN

SAN REMO—More vocalists than ever before in the history of the festival in San Remo Song Festival will be heard in this year's edition. From January 24 to February 1, with a minimum of 46 performers, at least 24 of them to do 24 numbers with a possible five remaining to be added. The reason for the large number of performers is the international context of the festival; "pets" were assigned duplicate numbers in order to be able to place a certain place in the finals has been completely eliminated. Each Italian artist entered has only one number while some of the foreigners are doing two different numbers.

The program as it stands now is: "Come Potrei Dimenticarti" (How Could I Forget You?), Tony Dallara and Ben E. King; "Cosi Fetiche" (So Happy), Giorgio Gaber and Patrizia Carl; "La Primavera" (Spring), Alice in Wonderland; "Pamperino Cattivo" (Pampered Bad Guy), the Foreigners; and "Il Convento" (The Convent), Frankie Avalon and Al Martino.

The contest, prestigious around 10 percent, is being given on the whole Decca-Coral Window catalog as well as the new disks.

Among the pop LP's the leading set of the sessions at the Decca Studios under the direction of "Spiegola" (The Brothers) with Lucio Dalla and Gianfranco Clerici, is "Sigaretta" (Match), with the Mellotron, and "Il Convento" (The Convent), Frankie Avalon and Al Martino. "Il Convento" (The Convent) is also the title of the record, which was released in January, which has won the award for "Best Vocal Group," and will be in a qualifying round from February 2 through 13. It is available in all dealers.

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

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**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 label's promotion, around 10 percent, is being given on the whole Decca-Coral Window catalog as well as the new disks.

Among the pop LP's the leading set of the sessions at the Decca Studios under the direction of "Spiegola" (The Brothers) with Lucio Dalla and Gianfranco Clerici, is "Sigaretta" (Match), with the Mellotron, and "Il Convento" (The Convent), Frankie Avalon and Al Martino. "Il Convento" (The Convent) is also the title of the record, which was released in January, which has won the award for "Best Vocal Group," and will be in a qualifying round from February 2 through 13. It is available in all dealers.

**Nine Walter LP's on Col. January List**

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

Heading the nine Walter Packages is the three-step album comprising Mozart's symphonies 35 through 41. Two groupings were also issued as single LP's. Also among the various Walter Packages are include a Mussorgsky "Boris" conducted by Bruckner, Wagner, Haydn, Mahler, Brahms and Beethoven.

For the pop side, look to "The Wonderful World of Andy Williams," which includes Williams and many of his hits, and the "Mary Poppins" recording, December 31 Andy Williams TV Show. Other sets are by Doris Day, Eydie Gorme, Steve Lawrence, Tino Rossi, Orlie Stendel, Gene Stride, Ray Conniff, Percy Faith, Andre Kostelanetz, George Morgan, Bobby Marvin and the Tris Pianchus.

**Mercury Unveils Product, Sales Plan for New Year**

CHICAGO—Merry records introduced its new January product, sales plan and predicted strong program to distributors for outstanding performances during the month of January meeting held Monday (30).

On hand for the meet were Vice President of Personnel; Kenneth M. Myers, director of sales; Harold Lawrence, vice-president of sales; and Bertrand Braddock, administrative director. Industry adviser was George Balos, merchandising manager; Morris Diamond, promotional manager; sales manager; Harry Kelly, Slim Wilson, Jim Tillinghast, Ross Forester and Dick Wisegem, a jr. director, guest speaker was Ed Gorfinin, president of the label's advertising agency.

The sales plan offers 10 per cent discount on all new releases (except "Storyteller") and all Mercury catalog product, and will be in effect from January 2 through 15. Dating is available to all dealers.

Sales Aids

Sales aids include a complete window display kit, complete with kiting out the "Parade of Stars" theme, and die-cut easel jackets. A huge 14x14 poster will be the presentation of the annual awards to distributors for outstanding performance in 1965 in five categories. Award-winning dealers will be listed in the February 15th show, and will also be featured in the April and May show. Among these will be Seashore, Hartfort, Conn., All-Product Co.; Sherman, New Orleans, Single Awards; Mid America, LP Awards; Mid America, Classical Award, and Dale Entertainments Award.

Fifteen pop packages were introduced featuring the Chad Mitchell Trio, Brook Benton, and Sarah Vaughan and Danishi Choir, and the London Symphony Orchestra.

Imperial offers: "A Cleo Lembong Film Concert," "Cugnt Caricatures" and "Happy Feet," both playing strikingly in the release.

For folk fans, "Ragtime Jig Stompers" is available in two albums, and the "Mendelssohn" is available in two albums. New jazz albums are "Shirley Horn With Horn," "Kirk in the Dark," and "And The Street Where You Live." "Street Where You Live" is represented with "Stan Getz and His Organ Trio," "For Young," and "Songs of the Cities," by Roy Drum.

Rounding out the pop section in the release is an album of "Irv Berlin Songs" and "Billy Eckstine Now Singing" in 12 Great Merckies.

Classical Releases

Classical releases include: "Harovsky Symphony No. 4 and "Giannini Symphony No. 3," performances in the Chicago Symphony, "Henry Skirry Plays Treasures for the Violin," with Charles Goodman on the "8000 Suits for Unaccompanied Cello," "Jann Starker," Hungarian Rhapsodies by Lachman, "London Symphony Orchestra, conducted by the London Symphony Orchestra, conducted by Antal Dorati, and "Mozart's Don Giovanni."
"THE FINAL HARVEST OF BRUNO WALTER'S TESTAMENT"
—DAVID HALL, HIFI/STEREO REVIEW (Dec. 1963)

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

HOLLYWOOD — Fred Astaire has decided to retain his Ava dainty and will become more involved in its presentation. Jackie Mills, label's exec veer, stated the deal.

Label had been on the block five months, during which time Mills and Astaire made negotiation with several parties. When the label, individual contract, Bill London, couldn't meet Astaire's price, the famous encontris decided to bolt to old wide wire. It's also the brightness that former film, producer, had held onto the label for the music biz.

And Astaire, attempt expansion programs in the top 40 and LP fields and will be using indie production. As a singles advisor, according to Mills. Three young ten acts have been signed to cut singles—Denny and Jay, from Colorado Springs, Colo.; Lacey Jones from Dallas, and Kelly Garrett from Santa Fe, N. M. Mills also noted he has acquired three new soundtracks, but would not reveal their names. He added that Ave will lie in with Astaire's present weekly situation comedy TV program, currently on the drawing boards.

Personnelwise, the dainty has Astaire as proxy. Mills as exec, Tommy Wolf as production and Bob 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 engineered the label's pop production during his tenure in the spot. Kapralik's own moves within the operation were a reflection of the policy of exposing its executives to key facets of the business.

—Dave Kapralik, pop A&R. topper who is moving on to new areas in the Columbia operation. Kapralik is credited with bringing added exposure and sales strength to Columbia pop product. During his tenure of approximately two years he brought to the label such talents as Andy Williams, Dion, George Maharis, Steve Lawrence and Edie Gorme and others. He also reactivated the old Columbia catalogue, including in Carl Davis as a&' 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 dainty and Kapralik.

There are: Teresa Brewer, Louis Al-\herto Del Parana and his Trio on Paraguray, and the Royal Netherlands Marine Band. The Serendipity Singers are represented by their Columbia Folk approach.

The Connoisseur Collection (already known for A&R) has Edith Piaf's earliest songs with a complete story of her life and all French easiest BMG hit songs.

Classical albums artists represented are: Gerard Souraz, the London Symphony Orchestra, David Oistrakh, Pierre Cochereau and the Lamoureux Concert of Paris. Kaisa and Herbert Breslin and Philip is providing a set of new Browse-Box Index Cards in the line.
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- Sixteen Tons — Ernie Ford T-1380
- The Hits Of Les & Mary — Pau & Ford (DT-1476)
- This Is Dean Martin (DT-1047)
- The Best Of Hank Thompson (DIT-1876)
- The All-Time Hits Of Faron Young (DIT-1877)
- Gone — Ferlin Husky T-1383
- The Hits Of Harry James (DIT-1515)
- Baxter's Best — Les Baxter (DIT-1388)
- Faron Young Sings The Best Of Faron Young T-1450
- The Hits Of Judy Garland (GIT-1929)
- The Best Of Nelson Riddle (GIT-1990)
- The Hits Of Jo Stafford (GIT-1921)
- The Hits Of Ferlin Husky (DIT-1991)
- Sugar Blues — Clyde McCoy T-311
- Tonight We Love — Freddy Martin (GIT-2018)
- Bewitching Lee — Peggy Lee T-1743
- The Hits Of Benny Goodman (DIT-1514)
- The Best Of The Four Freshmen (GIT-1640)
- The Best Of Ray Acuff (DIT-1870)
- The Best Of Pee Wee Hunt (DIT-1853)
- Comedy Hits — Various Artists (GIT-1854)
- T-Bone Walker T-1958
- The Best Of Stan Freberg T-2020
- The Voices Of Schumann (GIT-297)
- All Aboard Again — Peggy Lee T-1366
- The Hits Of Louis & Keely T-1521
- Walkin' The Strings — Merle Travis T-1391
- The Hits Of Joe "Fingers" Carr (DIT-2019)
- The Hits Of Ray Anthony T-1477
- The Hits Of Freddy Martin (GIT-1582)
- Sounds Of The Great Casa Loma Band — Glen Gray (GIT-1588)
- The Best Of Duke Ellington (DIT-1602)
- The Best Of June Christy (GIT-1693)
- The Hits Of Woody Herman (DIT-1554)
- Our Best To You — Various Artists T-1781
- The All-Time Hits Of Red Nichols & The Five Pennies (GIT-1803)
- Hit Me Again — Jonah Jones T-1375
- One More Time — Kay Starr T-1388
- My Baby's Gone — The Louvin Bros. T-1385
- All Starr Hits! — Kay Starr T-1468
- Rockin' With Wanda — Wanda Jackson T-1384
- The Great Comedy Hits Of Yogi Vorgessen T-1620
- Kay Kyser's Greatest Hits (GIT-1692)
- The Fabulous Hits Of Dinah Shore (GIT-1704)
- The Best Of Johnny Mercer (DIT-1870)
- Freshmen Favorites — The Four Freshmen (GIT-743)
- Swing Again — Various Artists T-1386
- The Hits Of Mickey Katz T-298
- The Hits Of The Andrews Sisters (DIT-1924)
- The Best Of Jean Shepard (DIT-1922)
- Piss — Billy May T-1377
- The Great Jimmie Lunceford (DIT-1581)
- The Hits Of Bob Crosby's Bobcats (DIT-1556)
- The Hits Of Ella Mae Morse And Freddy Slack (GIT-1802)
- The Gold Record — Various Records (GIT-830)

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

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**IDENTITY THE THING**

**Jack & Jackie Wilson Trying to Get Apart**

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

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

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

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

**HERE SHE IS**

His quartet includes Roy Ayers, vibes, bassist Al McKibbon 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 close together.

Wilson feels there are too many piano trios which never 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 Nesushi Etegun'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 horns. So I turned to playing several notes as the horn plays one has a tendency to negate the horn," the pianist explains. "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, "Corcovado," as a single, and there are plans for two more sets of recordings that will feature Wilson playing organ.

**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 foursome 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.**

**TALENT**

**TV GUEST APPEARANCES BY RECORD TALENT**

**TUESDAY 7—VI VELASCO**

The glamorous young singer will be the guest on the Red Skelton Show (CBS-TV, 8:30 p.m.).

**SATURDAY 11—DON BILL, BOB GIBSON, JO HAPES, JOHNNY CASH, SERENDIPITY SISTERS**

All performers are scheduled to appear on Merv Griffin's show (ABC-TV, 7:30-8:30 p.m.).

**SUNDAY 12—SHIRLEY SHERMAN, ERNIE HERMAN**

Internationally known singer will join the title song to her recently completed film "Looking for Love" on the Ed Sullivan Show (CBS-SN, 8:30 p.m.).

The national record TV space opportunity gives the show producers outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of their records to millions of homes across the country. Details of program displays by which the TV appearance 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 parked on 9 or 10 cards their biographies will help you build a convenient file of such data.

**MURMAIDS (Chattanooga)**

**NAMES:** Carol and Terry Fann

**HOMETOWN:** Los Angeles

**AGES:** Carol, 15; Terry, 17;

**SOUND:** Background

The Fischer girls are daughters of the late Carl Fischer, noted musical arranger and director for Frankie Lane. Sally is a long-time friend and neighbor. It was Mrs. Fischer who brought the girls to the attention of Ruth Conte, president of Chattanooga Records. At the time, Conte, as manager for the director, had just acquired a tune written by her neighbor, David Gates, which they felt was suitable for two of the talents of the three young ladies. The result was "Popsicles and Icicles," a quick smashing single which went Top 10 in no time. While preparing their album follow-up, the girls are still busy keeping up with their studies. The Fischer sisters both major in music in Los Angeles, as does Sally, who attends Lewis and Clark College in Portland, Ore. Terry's secret ambition is to be a jazz singer, while Sally enjoys painting as a hobby.

**LASTEST 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**

Julies Monks 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 Gordan Know in Cleveland 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 (Cony) High School on Sunday (12).

**Jazz Sessions on**

At Manhattan Club

**NEW YORK—Leading jazz names are performing at the one-week series being held at the Most, Midtown Manhattan club Sundays. Shows have featured Benny Golson-Don Michael's with all star groups each week from 10 p.m. to closing. The personnel of the groups varies from week to week.**

**MEDLEY**

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

**WEST**

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

**CANADA**

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

**Bobby Vee Veds**

**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.**

**VEE:** Mr. and Mrs. Sally Vee, of Merrill, Wis. Their daughter is the bride.

**BERGEN:** Mr. and Mrs. Ross Bergen, of Detroit Lakes.
UNITED ARTISTS RECORDS

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UAL 3330 (Mono) UAS 6330 (Stereo)

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

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

FIFTY FABULOUS FOLK FAVORITES — THE GREENHILL SINGERS
UAL 3347 (Mono) UAS 6347 (Stereo)
Stand up and SING!

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

STAND UP AND SING
The Four Lads
UAL 3337 (Mono) UAS 6337 (Stereo)

STAND UP AND SING
Gene Pitney
UAL 3309 (Mono) UAS 6309 (Stereo)

STAND UP AND SING
Tito Rodriguez
UAL 3326 (Mono) UAS 6326 (Stereo)

STAND UP AND SING
The Isley Brothers, The Exciters, Garnet Mimms And The Enchanters, Jay And The Americans, The Angels
UAL 3332 (Mono) UAS 6332 (Stereo)

FOLK... a trio of blockbusters

ONE MORE TIME!
The Highways
UAL 3323 (Mono) UAS 6323 (Stereo)

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

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

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

FOLK AND JAZZ WINGDING—
Highways, Mulligan, Staton, Blakey, Ellington, Mingus, Roach, Briarwoods, Caiola
UAL 3329 (Mono) UAS 6329 (Stereo)

FOLK AND JAZZ WINGDING—
Highways, Mulligan, Staton, Blakey, Ellington, Mingus, Roach, Briarwoods, Caiola
UAL 3329 (Mono) UAS 6329 (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)

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

JUDY LYNN
C & W GIRL SINGER — Judy Lynn
UAL 3342 (Mono) UAS 6342 (Stereo)

JUDY LYNN
C & W GIRL SINGER — Judy Lynn
UAL 3342 (Mono) UAS 6342 (Stereo)

THE GOLDEN HITS OF COUNTRY AND WESTERN STARS
GEORGE JONES ★ MELBA MONTGOMERY ★
 Fuse Holmes Singers ★ Judy Lynn ★ Al Caiola ★
UAL 3337 (Mono) UAS 6337 (Stereo)

THE GOLDEN HITS OF COUNTRY AND WESTERN STARS
GEORGE JONES ★ MELBA MONTGOMERY ★
Fuse Holmes Singers ★ Judy Lynn ★ Al Caiola ★
UAL 3337 (Mono) UAS 6337 (Stereo)

GOLDEN COUNTRY HITS—
Jones, Riddle, Lynn, Holmes, Caiola, Harrell...
UAL 3337 (Mono) UAS 6337 (Stereo)

GOLDEN COUNTRY HITS—
Jones, Riddle, Lynn, Holmes, Caiola, Harrell...
UAL 3337 (Mono) UAS 6337 (Stereo)

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

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

CHILDREN'S... 5 brand-new albums in the best-selling Tale Spinner line .99c

TALE SPINNER
Tale Spinners for Children
UAL 3339 (Mono) UAS 6339 (Stereo)

TALE SPINNER
Tale Spinners for Children
UAL 3339 (Mono) UAS 6339 (Stereo)

TALE SPINNER

TALE SPINNER

TALE SPINNER

TALE SPINNER

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)

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)

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

16487 SUGAR SHACK JIMMY GILMER & THE FIREBALLS

SINGLES

16539 Daisy Petal Pickin'/When My Tears Have Dripped
16520 Letter From Sherry JIMMY GILMER & THE FIREBALLS
16555 Our Love Affair/The First Kiss DALE WARD
16530 Wonderful Summer WINK MARTINDALE
16561 Mama Was A Cotton Picker/Together ROBIN WARD
16559 Some Enchanted Evening/That's Me JIMMIE RODGERS
16564 Maybellene PAT BOONE
16554 The Touch Of Your Lips MATT LUCAS

1963 BEST-SELLING SINGLE IS NOW A HIT LP

NEW ALBUM RELEASES

3545 Sugar Shack & 1963's Great Hits JIMMY GILMER
3555 Wonderful Summer/ Robin Ward
3556 Town & Country/ JIMMIE RODGERS
3544 A Tribute To The All-Time Greats Pat Boone

BEST SELLING ALBUMS

3552 Wonderful! Wonderful! Lawrence Welk
3547 Mr. Showmanship! Lawrence Welk
3541 Golden Organ Hits Lennon Sisters & Cousins
3540 Number 1 Hits, Vol. 1 Lawrence Welk
3538 More Lawrence Welk
3536 Myron Floren Polkas Jerry Burke
3535 Wipe Out Billy Vaughn
3516 Pipeline Steve Allen
3515 Gravy Waltz & 11 Current Hits The Surfaris
3510 1963's Early Hits The Chantays
3497 1962's Greatest Hits Lawrence Welk
3450 Greatest Organ Hits Billy Vaughn

HOT DOTS
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 Greatest 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 Till 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
Dr. Charles Kendall
Gale Storm
Billy Vaughn
Tommy Jackson
Mac Wiseman
Hal Aloma
Original Sound Track
Eddie Peabody

THE NATION'S BEST SELLING RECORDS

Dot Records
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 the latter is so very much technique. It is my impression that there is not nearly enough technique. To be a composer, in the modern sense, requires a 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

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 Bad Lauterberg, 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 was the way in which, most profoundly reflected in his work, he had an instinct to grow and develop his own love and understanding of music, and it also drove him to impart this love and understanding to others. While he was a violinist by profession, it is said that he was a capable performer on nearly every instrument, ideally, he felt that music should never exceed the comprehension of consumers. "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 "Gebräuchsmusik," or "music for use." A producer once said: "This music is written neither for the concert hall nor for the artists; the idea is only to provide interesting new practice material for those who play for a small circle who are of the same mind. Because of this there is no great technical burden laid on the performer."

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

(Continued on page 34)

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 Beeethoven (a seven-record package). At the suggestion of Paul McKinnin, (head of 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 company is promoting a special drive with spot announcements on radio station KKLJ.

According to McKinnie, the combination of circumstances resulted in more than 2,200 sets being sold within the first month following Krips' debut with his new company.

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

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 Cathedr-al. 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 Endlich, soprano, Eunice Alberts, contralto; 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.

Ormandy to Direct at Academy Anniversary

PHILADELPHIA — In two weeks (23) the 1970 Anniversary Concert of the Academy of Music will be marked, and Eugene Ormandy will direct the Philadelphia Orchestra in a glittering triple-concert.

Soloists on the first half of the program will be 17-year-old pianists and 16-year-old Korean violinist, Young Sun Myung of Chicago, and 16-year-old Korean violinist, Youn Yoon Oh of Philadelphia, soloists now live in Philadelphia.

Watts will perform the Lizst Concerto No. 1 at the end of the first half. Just last year ago brought him national attention with his performance with the New York Philharmonic, and which was subsequently recorded by Columbia Records.

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

The second half of the gala program will feature highlights from the "Richard Strauss" opera "Der Rosenkavalier," with performers on this occasion will be veteran soloists. Youn Yoon Oh will solo with soprano Phyllis Curtin as the Marschallin; Anneilein Rohrbocher as the Octavian, and Ralph Herbert, portraying Baron Ochs.

NEW CARMENS! 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 (for the Older Angel (Los Angeles)). While it has been some time since a new "Carmen" has been recorded, two were released just recently on Louis and Vox. The London set stars Regina Resnik (left) in the title role, while the Vox set features Jean Madeira (right). Both are favored by RCA Victor, 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 made in the future. The Madeira and Resnik have racked up numerous performances of the opera on the opera stages around the world, the role is relatively new to Ms Price. Resnik's most recent performance was in Dallas, last November. Madeira will make her Australian debut in the role in March, at the opening of the new Elizabethan Theatre in Adelaide. England's Queen Mother will act as official host on this occasion. She will also perform in the role in Orlando, Fla, in early February. 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.

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 Kremiln Theatre and the Bolshoi Opera) has released 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 handles his gold, jeweled-bedeked 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 Metropolitain to continue his season there.

Opera's Voluptuaries

[caption]
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 mis-pronunciation.

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

Pronouncing the classics

12" LP with 1,200 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 Artist Bureau as equal partners in 1958. As executive vice-president and general manager, Moeller headed up the business, allowing Denny to devote more time to the increased workload as president of his flourishing Cedarwood Publishing Company.

The two firms reported 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 in the business and handles exclusively a host of stars, including Webb Pierce, Kitty Wells, Johnny Wright and the Tenness.

(Continued on page 28)

Starday Sets Winter Sales Plan

FROM THE HOUSE OF BUDGET HITS
Billboard Spotlight Album

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

"Betty & Dupree"

"Got My Mojo Working"
Sun 239

Billy Adams
SUN RECORDS
639 Madison
Memphis, Tenn.

E U R O T O N E
Announced the first of two personnel, or the firm's long-established policies.

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

THE NITTY GRITTY
SHIRLEY ELLIS
CONGRESS 202

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

SOUTHTOWN U.S.A.
The DIXIEBELLES
SOUND STAGE 7 2517

DON'T CROSS OVER
LINDA BRANNON
EPIC 5-9640

THAT'S WHAT MAKES THE WORLD GO AROUND
CLAUDE KING
COLUMBIA 4-42959

DON'T CRY
THE DEMENSIONS
CORAL 62392

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

JOHNNY ZERO
MERLE KILGORE
MGM K13209

Here's More for '64

WATCH THESE HITS!!!
SINNERS NOT A SAINT . . .
Trini Lopez, United Modern 106 (Time, BMI) (Philadelphia)

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

STICKS AND STONES . . .
Gene Ludberg, Atlantic 5034 (Tangarine, BMI) (San Francisco)

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

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

MISS LAVELL
WANTED YOU TO GO WILD
(Boo, BMI) (1:18–Don 237)

Here's a solid offering for lake boats and stations. It's a clickin' cool background and powerful pop blues singer. The flip is "Are You For Me" (Boo, BMI) (1:15).

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 are in the country music and rhythm and blues categories in addition to achieving 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.

C.A.W. SPOTLIGHT

WAYNE KEMP
LITTLE BITTY WOMAN
(Round, BMI) (1:50–Boyd 126)

Good side that means right along onhand chase. Cutting guitar introdoce sound strong support to sleekly backup dance punch. The flip is "Tell Me All About It" (Edl, BMI) (2:31).

AL CASEY
WHAT ARE WE GOING TO DO IN '64?
(Bweet-Bee, BMI) (1:20–Starg 465)

Swinging two-sided vocal group on this one has catchy, harmonious sound. It's got a solid up-tempo and captivating backing. The flip is "Coquet" (Kanda, BMI) (2:12).

HAGY LANDS
BABY COME ON HOME
(Boo, BMI) (1:31–Atlantic 2217)

The singer really preaches on this one from the opening modulation to the wailing finish. Gets vocal group fills out the background with strong, poetic guitar touches. The flip is "Baby Let Me Hold Your Hand" (Melvin, BMI) (2:36).

BOBBY CHARLES
EVERYONE KNOWS
(Goviste, BMI) (2:27)

EVERYBODY'S LAUGHING
(Bar-Max, BMI) (2:20–Ivory 728)

This one could be a real left field winner. Gets a soft ballad pop sound with excitement by the band against simple backing. The flip is also good, a bright tune with delicate melody and clipping from the lead, but the lead has the edge.

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

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

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The American London Group greets 1964 with
3 BIG NOISEMAKERS!

The Pyramids

PENETRATION
BEST - 13002

Round Robin and the Parlays

DO THE SLAUSON
DOMAIN - 1400

BILL BLACK'S COMBO

COMIN' ON
HI
2072

THE AMERICAN LONDON GROUP
NEW RELEASES IN
MERCURY'S

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
### HOT 100—A to Z (Publisher-Licensee)

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### Bubbling Under the Hot 100

1. Here Comes the Rain Again
2. Coming On Too Strong
3. Some Kind of Wonderful
4. Respect
5. I'm Gonna Love You More
6. I'll Be Family
7. Shadow, Shadow
8. I'm Gonna Love You More
9. Respect
10. Here Comes the Rain Again
11. Some Kind of Wonderful
12. Respect
13. I'll Be Family
BILLBOARD SPOTLIGHT PICK

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

BILLETT UNIT X M J I TE T T L EV I T S

Billy Vaughn, Tamla 250

Little Stevie forkes the hitlistics associated with his small single releases for legil straightforward vocalizing. Stevie sings such standards as "Don't Juan Lean," "Deep in the Night," and "Sweet Little Sixteen." The A-side is a decided plus giving Stevie some decent sales.

BILLIE JOE JAMES

Billie Joe James, Imperial 6419

A fine entry on the Broadway scene. Placed among his Fats Waller and Fats Domino songs is a treatment through Noel Coward's musical adaptation of Tenenure. His version of the classic tune, "The Princess and the Showgirl," score and particular lyrics are superior to usual standards. "Boogie Woogie" the Broadway fare. The attractive package, particularly lyrical, is superior to usual mendes. Stereos outstanding. Excellent listener and programing. Highly recommended.

LEVI STEVENS

Levi Stevens, Specialty 2537

A fine entry on the Broadway scene. Placed among his Fats Waller and Fats Domino songs is a treatment through Noel Coward's musical adaptation of Tenenure. His version of the classic tune, "The Princess and the Showgirl," score and particular lyrics are superior to usual standards. "Boogie Woogie" the Broadway fare. The attractive package, particularly lyrical, is superior to usual mendes. Stereos outstanding. Excellent listener and programing. Highly recommended.

A T R I B U T E TO THE ALL-TIME GREATS LAWRENCE WELK

Lawrence Welk, Dot DLP 2554 (M); DLP 25544 (S)

Welk returns for a second LP to his hits of all-time great tunes. Included are "Be My Love," "(Sweethearts in) the Picture Show," "(Sweetheart of) The Ranyl," "(Sweetheart of) The Ranyl Land," and "(Sweetheart of) The Ranyl Night." The songs are arranged by Percy Faith and have been used extensively in movies. This is a surefire hit.

A TRIBUTE TO THE ALL-TIME GREATS LAWRENCE WELK

Lawrence Welk, Dot DLP 2554 (M); DLP 25544 (S)

Welk returns for a second LP to his hits of all-time great tunes. Included are "Be My Love," "(Sweethearts in) the Picture Show," "(Sweetheart of) The Ranyl," "(Sweetheart of) The Ranyl Land," and "(Sweetheart of) The Ranyl Night." The songs are arranged by Percy Faith and have been used extensively in movies. This is a surefire hit.

NANCY WILSON

Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)

A fine matching of talent and material pervades throughout this album. Nancy is a distinctive vocalist who is able to provide a variety of moods from suiting. A few of the gems heard are "Dinner Time," "My Love," "Purse Love," "Pure Love" and other known favorites of Mr. Kennedy's. Proceeds are to be donated to the Kennedy Child Study Center. Single release of title song has already become a chart climber.

THE GIRL WHO CAME TO SUPPER

Capitol T 1999 (M); ST 1999 (S)

Here’s a sure-fire collection of Garland's big hits. Capitol has selected some of her most potent disk efforts, such as "Come Rain or Come Shine," "The Man That Got Away," "The Boy Friend," "How About You?" and such. The Atom-Hungarian's version of "Over the Rainbow," is restored with a Garland's inimitable, emotion-packed styling.

LEE EVANS IN CONCERT

Command RS 858 (M); RS 858 (S)

The making of Lee Evans with a full orchestra produces an unsurpassed love affair. Lee's voice is a technical and harmonic technique is highly suited to close solo work with a fine orchestra. Lee's Fingers do the magic. "Midnight in Moscow," "The Welsh Harp," and "Serenade" are outstanding. Excellent listener and programing. Highly recommended.

20 ORIGINAL GOLDEN DUETES, VOL. 3 & 4

Various Artists, Mr. Monarch 1010, 1111 & 1112

This is one LP of a four-LP series. Each cover depicts the current摩托車 and is attractively packaged. The first is of the newest past as performed by the original artist. There are 80 titles available that should be excellent fodder for the many hundreds of radio stations featuring the old formula. For anybody who have to do is pick from the best.

GREATEST BOOGIE WOODIES HITS

Billy Vaughn, Dot DLP 3558 (M); DLP 25568 (S)

Billy Vaughn has another winner with this LP. Most of the songs are feature hits and standards. The songs are treated with a touch of New York-ness, a touch of Latin, and a bit of that old time swing. Some of the hits are "Satin Doll," "rainbow Boogie," and "Satin Doll." These are among the finest the band has to offer. They are sure to become hits among the kids.

THE HITS OF JUDY GARLAND

Capitol T 2012 (M); ST 2012 (S)

The lettermen have made a success with their youthful interpretations of standards. Here's 20 of their finest. The group has given us a romantic with a sexy performance of "Love Is A Many Splendored Thing." There's a number of former singles, in the oldies but goodies style, and a selection of songs like "Handle With Care," "Second Time Around," and "Bobby (Remember Linc's "Flying Circle" by Frank Day.

HITS FORGOTTEN TO BUY

Various Artists, Swon LP 512

For those who might have missed them, this package of this fine is a great selection of former singles in the oldies but goodies style, includes tracks like "Handle With Care," "Second Time Around," and "Bobby." One winner: sister Sister," "Handle With Care," and "Bobby." One winner: sister Sister," "Handle With Care," and "Bobby."

COUNTRY SPOTLIGHT PICK

THE MUSEUM YOU'RE GONE

Sonny James, Capitol T 2017 (M); ST 2017 (S)

Sonny James' singing is his prime asset as the lead item on an album that has a considerable amount of variety. The set features attractive atmosphere piece, the singer's voice against electric background. Besides the hits, outstanding are: "Going Through The Rains," "Bring Me Back To Virginia," "Bobby (Remember Linc's "Flying Circle" by Frank Day.

HITSLY WAYS TO BUY

Various Artists, Swon LP 512

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**SPECIAL MERIT PICKS**

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

---

**POP SPECIAL MERIT**

_J. K. THE MAN, THE PRESIDENT_

Barry Gray, Copyright Unlisted (1) (No Stereo)

**SING A SONG WITH THE KINGSTON TRIO**

Capitol KADS 2005 (5); SKAO 2005 (5)

**NEW ACTION LP’s**

These new albums, not yet on Billboard’s Top LP’s Chart, feature new and significant artists playing in major markets.

KENNEDY & ROOSEVELT

John F. Kennedy, Franklin D. Roosevelt, Somerset 18610 (No Stereo)

ETTA JAMES ROCKS THE HOUSE

Argo LP 4032 (LP); LP 4032 (LP)

LISTEN AND DANCE TO THAT SAN FRANCISCO BEAT

Emi Records, Los Angeles, CA 2086 (M); CS 8866 (S)

---

**CLASSICAL SPECIAL MERIT**

MANDEL ORATORIO SAMSON (3-12)

Various Artists & Symphony Orchestra of London (Barbirolli), Decca 5558 (5); BS 5561 (5)

"Samson" is a reviving musical experience in mature Mendelssohn form, written during the same period on "Haman’s Slaughter," before the publication, which has provided a musical mirror for all artists. In this recording, the singers and orchestra are highly effective.

---

**FOLK SPECIAL MERIT**

HOSTENANNY WITH JACK ELLIOTT

Prestige Folklore FL 1409 (M)

Jack Elliott is a genuine outstanding folk singer who has been singing in the clubs for a few years. This LP should help his albums stand out from the others. Thus, it has a big potential.

---

**CLASSICAL SPECIAL MERIT**

WARREN: ARAK IN EGYPT

Roger Wagner Chorale

Cambridge Recordings CR 172

Elton Remick Warren is a past master when it comes to writing for the voice. His works are built on the traditions of the great masters. They are highly attractive to the listeners and, thus, one of the best LP’s on the market.

---

**JAZZ SPECIAL MERIT**

HOW MY HEART SINGS

Bill Evans Trio. Riverside RM 472 (M)

The right choice of jazz devices, which are appreciated by the fans. This LP should help his albums stand out from the others and, therefore, it has a big potential.

---

**SPECIAL ALBUMS**

THE DREAM DUET

Annie Moffit/Sergio Franchi, RCA Victor LP 2675 (M); LSC 2675 (5)

DRAG CITY

Jan & Dean, Liberty LSP 3339 (M); LST 7339 (5)

HAVE YOU HEARD

Duprees, Cud LC9 906 (M); (No Stereo)

THE CARDINAL

Sound Track, RCA Victor LOC 1064 (M); SDO 1084 (S)

THERE’S A MEETIN’ HERE TONIGHT

Joe & Eddie, Crescendo QNP 86 (M); QNP 86 (S)

LAUGHING ON THE OUTSIDE

Aretha Franklin, Columbia CL 2079 (M); CS 8879 (S)

TOM JONES

Sound Track, United Artists DL 4113 (M); UAS 5113 (S)

I’M LEAVING IT UP TO YOU AND 11 OTHER HIT SONGS

Dale & Groce, Montel ML 100 (M); ML100 (S)

---

**HAWAIIAN MUSIC GROWING, THANKS TO STREAM OF ISLAND TOURISTS**

HOLLYWOOD — Hawaiian music, only a minor segment of Dec 3, it was a consistent seller on the mainland because of the expanding tourist market, which now flies there in four hours via jet.

“Last year,” said the tourists visit Hawaii for the first time,” says label’s Coast top drummer Bud Dant, who has been a scout from a talent search of the islands, “they are so captivated by the native music that they want to own the music as a remembrance of their trip.”

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

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

Dant claims Deca has the largest Hawaiian catalog and has been cutting native sounds for over 25 years. He explains he went night club hopping all around the islands in order to discover Hannie, female vocalist headlining the Royal Hawaiian Hotel show on Oahu.

Larry Rivers, 30-year-old vocalist at the Coco Palms Hotel on Kauai, and the Surfers, vocal-instrumental group at Duke Kahanamoku’s Club.

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

---

**Famous Music Nails Chicago Pub Office**

CHICAGO — Famous Music, Paramount publishing subsidiary here some 20 years, closes its doors January 1, and Sam Fox, who headed the firm for the past 14 years, moves to Fox’s offices in New York.

The exit is another in a long line of closings at the Coast Theater building, once the Tin Pan Alley of Chicago, now but a shadow of its former self with less than a half-dozen offices remaining.

---

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Order your extra copies while the supply lasts!!

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**PRESTIGE SETS NEW DISCOUNT PLANS**

BERGENFIELD, N.J.—Prestige Records has set new discount plans for the parent labels and its subsidiaries. These plans, which take the place of all former plans, are effective January 1. Disks on the Prestige 7000 series will be offered at a 15 percent discount; Prestige and the Prestige 1600 series are being offered at 10 percent discount. The Bluesville label is being offered on a buy-five-get-two-free basis. The plan will run through January 31.

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Starday Sets Its Winter Sales Plan

- Continued from page 18

between 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, Peters said. Starday has now become the largest country music album catalog in the world and is gathering an increasing amount of the Starday catalog is being selectively issued in London Records in England, which now has 40 Starday albums issued 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 sessions at Capitol Records under the guidance of Ken Nelson, move into Las Vegas and the Greek Theatre in California for a two-week stand, starting January 23.

While in the area, the McAuliffe aggregation will work a series of one-nighters promoted by KFOX country deejay Biff Collie. In addition, McAuliffe and the band are scheduled for dual appearances on the Coast TV-set, "The Cat Worthington Show."

KSON to Host Country Package

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

Prior to the show, KSON will remote broadcast from in front of the auditorium in its "Surely With the Fringe on Top" remote trailer. A table is expected for the two performances in light of the fact that KSON's ratings in San Diego have held since changing to the all-country policy, under the direction of KSON president, Dan McKinnon.

Decca Releases Clifton's 'Beatle' Wallet

LONDON — 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 Spot," ABC's "Hullabaloo" and appeared as guest artist in the hot seat at the BBC's "Juke Box Jury," where the disk was voted a hit by the jury.

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

Jim Denny Firm Changes Name

- Continued from page 18

see Mountain Boys, Bill Phillips, Porter Wagoner and the Wagonmasters, Norma Jean, Hank Snow and His Rainbow Ranch Boys, Carl Smith, Minnie Pearl, Carl and Pearl Butler, Stonewall Jackson, Jimmy Dickens, Lefty Frizzell, Jean Shepard, Grandpa Jones, George Morgan, Red Svine, Billy Walker, Claude Gray, Willis Brothers, Justin Tubb, Archie Campbell, Martha Carson, the Duke of Paducah, Connie Hall, Cousin Jody, Carl Perkins, Shirley Ray, Dotie 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 Svine. In addition to Moeller's responsibilities in guiding the careers of some 40 performers, he also serves as secretary of the Country Music Association.

"In Jim Denny," Moeller said, "I enjoyed the greatest partner that anyone could hope for, and I am fortunate that Jim's widow, Dotie, 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 and director 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 Dave Towler, of Jamboree Studi- oes, with headquarters at 3121 Grand St., here, announces the formation of a new country label to be known as Earl of Duke 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; follows Japan, 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 worked up a booking pact with the Bob Neal Agency, Inc., Nashville. King was in Nashville recently for a Columbia session with Don Law and Frank Jones, with release slated for next week.

George Jones, following play dates in Chicago, January 10, and Cleveland, January 11, returns to Nashville for a week of recording sessions under the direction of Pappy Daily and Tommy Jackson. . . . Charlie Louvin and Tommy Hagen, following a 10-day stand at the Flame R o m. Minneapolis, ended Saturday (4), took off for a string of personal appearances in the South and East, set by the Bob Neal office. . . . Merle Kilgore, after two weeks at the Mint Club, Las Vegas, entered a Nashville hospital last week for a check-up, following a bite by a virus bug. . . . Among the hottest platter items in the area of the nation's capital in recent weeks, according to Tom Reed, who spins the country wax on WDON, Wheaton, Md., and WASH-FM, Washington, have been George Jones' "My Mom and Santa Claus," Johnny Elite's "My Worst Habit," the Castillell's "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) Spedell'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 Drunks called 'Don't Leave Me Lonely Too Long,' embarked on a promotional tour Saturday (4) at Clarksburg, W. Va., and follows with Columbus, S. C., January 8; Durham, N. C., 10, and Richmond, Va., 11. Stops at area stations will be scheduled in between . . . Jim Ramone, of Texas Talent Enterprises, Dallas, has the Beavers (Rick, Robin and Judy) set to tour New York City, 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 back in town for a Saturday at 1:45 p.m. over WJLK, Ashbury Park, N. J., with Larry Blair handling the emcee chores. In Station WJKJ, Granite Falls, N. C., the Westerners have added a full-time country music format by bringing in a "Grand Ole Opy" unit, featuring Lester Flatt and Earl Scruggs, Carl and Pearl Rudder and the Louvin Brothers, for a single performance January 10. . . . Al Rogers, head of Arsal Music, Amarillo, Tex., and currently a regular feature on KBUD Radio, that city, is set for personal appearances in Roswell, N. M., January 17; Hobbs, N. M., 18; San Angelo, Tex., 24; and Childress, Tex., 25. Rogers recently signed Webb Lee, 18-year-old song-writer of Colorado Springs, Colo., to an exclusive writers pact.

Judy Lynn, currently set through January 15 at Harrah's Club, Reno, Nev., has begun work on a new gold guitar, a Christmas present from the country singer 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 recent for another "Hootenany" film set 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 show, with Gary Mc Kee conducting the station. The country record file is on the thin side and p.d. Crash (Larry) King asks for help from the disk jockeys and artists. . . . Carl Davis has moved from WFMX, Statesville, N. C., to WJKJ, Granite Falls, N. C., where he is serving as disk jockey and assistant manager. WJKJ made the switch to full-time c.d.w. music, effective January 1. . . . David L. Nash, president of Nash Family Trio, heard on Columbus 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's held appreciate voice tracts from the artists, as well as blog 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 Green from Tallahassee, Fla. . . . It will be strictly hillbilly, and I need records bad. I am dickering with WTNT and WRFB here, so I still don't known on which the program will be. It will be paid for by my spongers, 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 North-West Florida, South Georgia and Alabama.
ARGENTINA

[Raw text]

AUSTRALIA

[Raw text]

MUSIC AS WRITTEN

HOLLYWOOD

The success of Trini Lopez on Reprise in recent months has led other labels putting out product by the Texas vocalist. Trini is now competing with Capitol in the same field on his "home" label and on king, his former affiliation. This month and on the lower-priced lists, United Artists. The latter has an lp titled "The Spirit of Trini Lopez." With King, Trini Lopez Teenage Idol." "More Teenage Idol" and the single, "Stop It Baby," both enter Week 15 among the top ten. The Ritz leaves January 15 for three weeks on a p.a. tour to France, Austria, Germany and Argentina.


Herb Newman bought the model "Big Daddy" by the Pajewski firm for the clothes of Miss West Indies. Miss Rute Conte named her Chuta- hoppa line for the Miss Universe that goes through the city of Atlanta. Columbia closes to six singer groups West Coast jazzmen set to trek overseas in the first half of '63 including George Wein until leaving March 7 for several weeks. Orient with a concert package of Atlantic's 88'er Jack Wilson and several other names will accompany Gerald Wilson to the Paris Jazz Festival in April. Wilson is Dinah Washington's former accompanist. Alan Orlow, vet CBS-KXN engineer, out of St. Mary's Hospital, Santa Monica, Calif., after an operation. Universal Radio Re- corder's engineer Wally Kamen undergoes a heart operation at Hollywood West Hospital.

Merger talks between Cleaver-Strawinsky, the nation's largest record firm, McFadden & Eddy, two top PR firms handling major disk names, close to completion. Roger Gallagher, the former a.m. host of KTWY, is now the important staff announcer. The Murdie's are actually Carl Fisher's two daughters, Terry and Beth. The pair were previously announced. Third voice belongs to friend Sally Gordon. ... New Orleans Jazz Club of California honored 69-year-old bassist Bud Green at its January meeting. KFWV, San Fernando, Calif., reports its Sunday night rock Festival disk show from the Hollywood bowl in Canoga Park.

ELIO TIEGEL

DALLAS

Wayne Newman has been signed to appear in the presence at the Empire Room of the Statler Hilton, opening January 29. Al and Gene Warr, Ritz Stevens, and Jeff Jones are among the names being closely watched by the Ralph Rice. The annual Villanueva Intercollage Jazz Festival is set for Villanueva University in the Southwest. With Chairman Eddie Brann an- nouncement will be in the next issue of the Jazz Festival this summer.

MAURICE VON RODENHERK

PITTSBURGH

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 Mullally and his orch- estras played for the recent KDKA Radio hall at the Hilton Hotel. Glen Miller, forming with his FRENCH (WALLOON) BELGIUM

[Literary content]

FRENCH

(Royal Juke Box Magazine)

ARGENTINA

[Raw text]

MEXICO

[Raw text]

SOUTH AFRICA

[Raw text]

SPAIN

[Raw text]

WASHINGTON

[Raw text]

HITS OF THE WORLD

January 11, 1964

Bill Lawrence, Inc., has joined the staff of the Gallo record store. Local singer Cee Cee Joy, now being screened, has recorded a record out on the Regina label, "I Can't Believe My Eyes." Vaughn Monroe reports to John Beretta's Holiday House hotel in New York, where he will be followed by Andy Brothers and Bobby Breen. Incidentally, Beretta is in St. Francis Hospital with an eye injury sustained in a radio Station WWSH, which has been broadcasted-Burlington Symphony Orchestra concert on a delay basis from Syria Mosque, since 1941, contributed $1,000 to the Symph- ony. Conductor William Steinberg was recently honored by Bush for Israel as its "Man of the Year." Join Be- fides his "King of the Year," with Jan Pearce as guest soloist for the event.

LEONARD MENDOLOWTZ

ROME-MILAN

Coincident with her first re- lease for Decca, an unusual triple—three numbered records—Mina has been reinstated by RALTY for 12 weeks on the piane of several shows. Two other new shows have been taped last week for her, and Ver- nell and Peter Trivs, both of whom are members of RALTYS Arthur brother-sister team of Nino Toppo and April Stevens, Arlado Colombo and Don Backy are both appearing in the "Ciclopa" burlesque called "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 Bongosio or Fa- brizio Ferretti. The former has lopped 200,000 disks according to the RALTYS report. The network is in uniform but the military will not stop him from recording new disk for Decca and appearing at the San Remo Festival during his official leave. Many Italian disks win popularity by being played during the recording of these following slides in movie houses but one of which is "No, That's Not Going to the Cinema." Top singing feature on tour of one-night stands "All Stars on Stage" which features Eduard Vanezio, Alphonse Nos- check, Cocky Mattoes, Mar- cello Ferfeli and Tony Spada. Gli." Latest label is Gilbert with headquarters in Naples.

CBS is pushing its Italian artists, including for this campaign, "As- sa" as "King" and "Queen" of their winter campaign along with the "Ciclopa." This month, Parlaphon has nabbed the Beatles, the Hollies, the Beatles, for Italy. Monthly, Quartonillos, which runs a consumer service, has examined Italian disk prices and decided to sell records, high, including overtaxation. Andre Kom Mother Mila or Teheran before returning for a look at the Eternal City. Columbia has been issued the Edith Piaf memorial album with 12 of her songs. Quartonillos, which does not use its last Italian name, in his recording "Don't Play That Song," has already been announced by San Remo at the Eternat City. Gi- ancarlo Testoni has done a two- record album "The American Song" which includes 188 photos for Nuova Accademia. A five record project on "The Nea- politan Song" has been turned out by Roberto Marostica for Quarto's sister of national toxicity connected with "Grand Premio" music competition on TV. Ri-Fi is selling its catalog for its jet set for "What a Day That Day Was," presented on the pro- gram by Remo Germani. Phonogram's big yule tide promo- tion with "Christmas With Kaepem," offered in three Buckys and cut sales price from standard $4.66 to $3.45. Marlene Dietrich has consumed all of her Milan for February and March.

SAM LIVNEN

DUBLIN

The rapid rise of local boy Dickie Rock's debut duet, "All About Him, Al. To No. 1 on the chart was not totally un- expected as he has had a large following as lead vocalist with the Miami Showband the last seven years. Backing and choreographer Norman Mann will leave Telefis Eireann soon.
**Sukiyaki** Is World’s Dish

Sukiyaki was a smash hit, selling 900,000. His two other selections, "School Excursion" and "School Plaza," are also attracting thousands of teenage 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 London at Takarazuka Theater last Autumn. As the result of its success, another one-month performance is to be given in January. "Voyage in Review" and "60 Years Motor ing" (both London label) have rare material exclusively edited, and are attracting considerable interest of collectors, public. Saint-Saens' "Symphony No. 3" and Benjamin Britten's "War Requi em" (both London) are receiving wide acclaim.

**Tekiha**

Teikih Records celebrated its 30th anniversary last fall. "Red Hands" by Yuijro Ishihara, the top-notch movie actor-singer which was released in October 1962 gained unprecedented popularity in 1963 with its sales taking off reaching 68,000. "Nicht Mint Blues" and "Sunset Hill" by the same artist are the runners-up with the latter scoring 42,000 copies. "Poetry in Japanese," which was edited by Carmen Cavallaro on his return to the States from Japan where he produces 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 ventures to export 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 can command a dealer to purchase an album for 1,500 yen or more. Grammophon debuted "Scherzo 3" (EP) at 4,000.00 on October 1, which means one selection cost only 100.00 yen. This was very attractive. At the end of November, roughly 460,000 had been sold.

**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 disc affiliation was with Cadence where he had several hits. His discs will be cut by Nick Kaye, presty, of the 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 S5.

**Festival EP's In Book Binding**

SUISYDNEY—In January Festival Records will introduce three releases which will be the spear head 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 discs are presented in three polythene 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 titles and contents of the three releases, which are "The Eddie Duchin Orchestra fantastic sales around the world. Most of Toshiba's good sellers are derived from the EMI-Angel repertoire. Recordings by Fischer-Dirksau, Los Angeles and Chayten are good catalog sellers. A new Golden Angel Series took a bow last October, composed mostly of operas and religious music.

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**A RED HOT HIT**

ALLEN CURTIS' FIREBALL MAIL

HICKORY

**FIFTY YEAR VETERAN**: Danny Engle 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, Engle has been associated with Chappell Music, New York, as travel-in rep for the last 38 years.

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by ETTA JAMES

Argo No. 5459

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MUSIC AS WRITTEN
● Continued from page 31

Ottile Patterson as vocalist. The concert was broadcast on TV. The new year saw an increase in Finnish jazz musicians. Among others there was the Christian Schwidt combo. Schwidt had just returned from Oscar Peterson's institute in the pop field. Teenagers had their own twist concert with Jan Rohde, Jerry Williams and the Violents and Suzie from Holland. New dance here is called Letakajenka. It's an older dance with new steps. It is a clog with different steps. Finnish high school students took the jenka over to Sweden in a long line. So Finnish teenage guitar bands have done many recordings of the dance. One of these recordings is second in hit lists here. The name is "Doists the Jenka." It's done by Jan Rohde and the Adventurers.

S Y D N E Y
Sven Liebeck, a.d. manager for CBS Australia, has signed a new vocal group, the Saints.... The Jaylows, with a new album of surf tunes on Festival, have been selected to appear on the surf show, starring Roy Orison, the Surfers, etc. New Zealand bands are playing their 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. Grammy Ballet, New Guinea and New Zealand this month. In N. Z. they will be playing support role to Frank Hield.

Leading ARC list of new LPs 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.

E M I is issuing first Stateside studio album derived from U.S. Dave Dudley's "Taxi Cab Driver," "Surfin' Bird," the Everly Brothers' "Let's Make Love," ''I Can My Mary Be" (from DRP), "I Got a Dance to Cry," the Miracles. Warner Records has signed to distribute the independent German label Artola here. It is also believed that Artola 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 signed U.S. resident's resident EMI. EMI issued two new U.S. country albums, Cowboy Copas from Starday and Slim Whitman from Imperial. Philips released "Singing New LP." Australia's first hootenanny show, presented by Harry Wren and starring Shelly Wooley backed by local acts, was a dismal failure.

GEORGE HILDER

THE HAGUE
All happiness here goes to the recently engaged Dutch girl Miss Rina Ladders who is now engaged to Chubby Checker. The first Dutch jazz prize went to clarinet and sax Harris 'Choo Choo'. Frances Hardy has had a strong increase in pop following her winning of the Grand Gala du Disque. Both her LPs are in the top five here. "Je," Danyel Gerard, "Sugar and Spice," the Searchers, "Wives and Lovers," the Animals and other items and artists show strong signs here. New on the scene is John Negran, now handling the Congress line from the States. "My Dolly," by Shirley Ellis and a new Linda Scott single to work on. Bob De Nio cut a half dozen sides for Decca.

Johnny Lion introduced a new dance, "Hula Zumba," Willeke Alberti's version of "The Tenderness," is one of the biggest singles here, "Cherry" by Shirley Ellis and "Linda Scott" single to work on. Bob De Nio cut a half dozen sides for Decca.

M E C H E L E N, BELGIUM
The Adams tune "You've Met Me - Montroy, Monsieur" available only in EP so far, will be released as single later this year. Atlantic Records will distribute new British label, Decca Need in the United States. Disk set for release in States is "Sixteen Tons." The other hit the artist has had here is "I... love you in the morning." His first album will be issued here in a few weeks.

Ardmire and Beechwood landed rights to four British tunes. Europe No. 1 radio show was broadcast from the Epi Club, Brussels, for the first time and Atauma, Robert Cogi and others were invited to perform.

(Continued on page 34)

L A N D S T O Q U E N C Y:
Mottown Pushes Out Wall

NEW YORK—Mottown Records, already a powerhouse in the pop and r&b fields, and with some catalog in the jazz milieu, is setting up a diversification of product to extend the company's interests into country and folk areas. Diversification too can be found in the types of talent being signed by the label.

Typical is the prancing of former movie and singing star Bobby Darin, whose first album, Branching Out further is the inclusion of a new comedy prolejet by motion picture star Stephen Fretti.

The company is also reacting to the Melody label which will be used for country and folk product. Bruce Channel, who made his first record here while back, Howard Crockett and his quartet have both ended up to set appear. Records produced on this label will be handled by Al Klein in Dallas.

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MY WOODIE • KUK • IT’S SO EASY • MALAGUENA  
HENRIETTA

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

DISTRIBUTED NATIONALLY BY 119 NORTH NINTH ST.

RECORDING COMPANY  
MPLS. 3, MINNESOTA
**MUSIC AS WRITTEN**

**Continued from page 32**

Fonesca and son Ages Nain, house boats on the Rhone, have their second LP out... Pathe-Marconi set to issue an LP of easy Adorno hits... Richard Anthony pushing for his biggest sales with his new "Tchin Tchin"... EMI Belgium has as its top LP seller the opera set up "Le Jour de Pomp'Hen Hei"... The Rouge et Vert award was given to Guy Brelend, the most well known hit maker and hit maker Jean Rolle broke into the German column with "Les Git"... by Paul Kuhn on Columbia... France, where for the Connie Francis tune "Your Other Love" have been written by Michel Jourdon (now called "Toi Frége-

ex") and it will be recorded by a number of artists... The Martinis Bar in Brussels, a long time celebrity watering hole with eighteenth century title, Sante, Martini... JAN TORFS

**MADRID**

RCA introduced Dynagroove to radio, press, TV and the industry. Bill Carron recently named managing director, presentations in Madrid and Barcelo-

na. Jingles became a big thing last in Spain. Latest addition, Med. Bros. (blonde Spanish composer) and Tonio Araeta trumpet and singer. They formed a team which is having much success. Argentinian Ro-

edo Sciarmorella, and Luis Araque and Augusto Alguerio invaded the same field... Jerry Williams from Scandinavia came to Spain for the first time... and a three-day engage-

ment at Biondo Chino... Carlos Acuna, now called Carlos Gardel, is doing a weekly radio show in the country after only a few weeks. Acuna speaks Eng-

lish fluently and plans to visit New York in February... Frank Sinatra Jr. and the group topped by Son Donahue and the Tommy Dorsey orke, Helen For-

rest, the Pied Pipers and Charlie Shavers will visit Spain in Feb-

uary... Maestro Andre Kossinec, yesterday's guest of CBS, Spain... French singer Robert Tellier (son of the Spanish group Los Sonoros to tour France next season... Flor de Cor-

doza is a new flamenco star.

**NEW YORK**

Theola Kilgore is almost completely recovered from her automobile accident in Florida. Hildegarde recorded a single for Spiral Records. Jazz trade mourned death of Luis Carl Ronelli, brilliant and instrumen-

talist 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... Cop-

poser Lalo Schifrin has taken up permanent residence on the West Coast. He is working on a number of movie scores, among them "Rhino"... Capitol pro-

duction manager Bernard Freedman and wife 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 Maxim Miller with a night February 8. Society band leader Al Madi-

son started his own label, Almad Records. First LP release is called "Smart Set Swing." Olimpia is handling distribution... Regina Records has is-

sued its latest four minute album titled "A Profile in Courage" which contains a number of the late President's speeches.

JACK MAHER

**ARGENTINA**

**GERMANY**

**GREECE**

**NORTHERN IRELAND**

**SPAIN**

**UNITED STATES**

**WORLD WIDE MUSIC RECORD**

**BUYER’S GUIDE**

ARDUINO

**DISCOPHONIA**

by Raul Montes

Light music of Europe and America From 1950 to present stephanis... Most popular artists:

- Windsor
- Zephyr (4) X 3/16. $0.25 U.S.A.

Write for copies:

SANTILLANA, S.A.

46-23 Crane St., L. I. C., N. Y.

ARGENTINA: 700 Fifth Ave., N.Y.C.

ATHENS: Metropolitan, Greece

NORWAY

**HITSVILLE STRIKES AGAIN!**

**POP SPOTLIGHT**

EDDIE HOLLAND LEAVING HERE

(Atlanta, BMG) (2) 0-Meltones 1053

This side is another strong item from Holland, based here in Marvin Gaye groove with stamping middle-of-last and changing rhythm. The flip is "Brenda." (Atlanta, BMG) (3).95.

Chart Bound!!!

MAXINE DAVIS

I FOUND A LOVE

Gaydon 399

ITEMS/SHOTGUN Bill. (15)

EDDIE HOLLAND

RECORDS

1494 S. Michigan Ave.

Chicago 1, 11

Wade Flemons

V-1376

Vesuvius

HOT! HOTTER!

PETE SELGER-LIVE HODENMANN-A1106

Cashino Folk Pop Beat Best Dec 21, 1963

Billboard 46-23 Crane St, L. I. C., N. Y. E. 21442

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

Peter Reise, International Advertising Director.

Billboard, 1494 S. Michigan Ave., Chicago 1, 11

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For first $1, Minimum one week.

Able to supply for a one insertion in one issue Cash Check With Order. Please list rates for 12, 36 or 33 insertions in a one-year period.
**Billboard**

**Billboard will feature a comprehensive list of all performers of musical commercials, musical commercials in production for radio and TV, stations, advertising agencies, performers and composers for current musical commercials.**

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### OH, THE GOOD OLD DAYS

**Shadow**'s Back and Radio Stations With Him All the Way

By GIL FAGGEN

NEWS - To Be or Not to Be — That Is the Question as drama again makes its way onto 11 A.M. airwaves through syndication and original dramatic presentations.

An impressive number of radio stations and the three network radio networks are participating in the syndication of the runaway Broadway hit "Shadow" through the network's服務 from the box since the advent of television. A major resurgence of radio dramas has been seen in Pittsburgh where the two top-rated stations, KDKA and KQV have varied the days and times of their different types of drama shows.

The ABC-owned station closest with identified a top pattern format, kicked off two drama packages, both under the sponsorship of Alcoa. "Alcoa Theaters" 14 consists of 30-minute programs featuring such stars as Geralds Lilburne and Alex Guiness appearing in works from "The Shadow" to "Great Expectations." The package is scheduled to feature famous actors and actresses. Cordic reported the station was swamped with calls from radio stations and viewers who were eager to try their hand at the almost forgotten art.

"The Shadow" is being syndicated by Continental Productions and Video Tel International, Inc. and released in this country by Overseas Programeing Va., the syndicator.

"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 KVO an excellent opportunity to present to the new generation the depth, the imagination, and the intimacy of radio drama. "The Shadow", produced by G. Dorsey, Inc., and was a product of the KVO general manager John D. Gilbert.

KDKA—Live Drama KDKA, Group W's (Westinghouse Electric Company) station in the Steel City, has produced a single half-hour drama program which has been carried over the 6 p.m. Sunday time slot.

The station, which has been in its 6th or 7th place in the market several months ago, is now reporting that its morning ratings have doubled while the afternoon numbers have tripled. It was also revealed by WKRN that the sponsor (station WKNR in-the-box market with the less than two months into its second season.

KDKA is being added to the list of local radio stations which have syndicated "The Shadow." The show is being aired on the WKNR network in the 4 p.m. Sunday time slot. WBBM, CBS-owned radio station in Chicago, December 4, "Directions of the New Year," a new drama series, produced in cooperation with the Chicago Board of Rabbits.

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 written by prominent local authors being provided for the Board of Rabbits.

March, will be two and a half hours long and is slated to be slot in prime time listening.

Presently, WJZ is airing "The Shadow" at 11 a.m. Monday through Friday, suspended on Monday and Thursday. WJZ will also be airing "The Shadow" in the 4 p.m. Sunday time slot.

**THE SHADOW DO**

The presentation was a morality play with a Christmas theme written by Ed Kap, host of the station's "Party Line" and former writer of "Lights Out." KDKA is being added to the list of local radio stations which have syndicated "The Shadow." The show is being aired on the WKNR network in the 4 p.m. Sunday time slot. WBBM, CBS-owned radio station in Chicago, December 4, "Directions of the New Year," a new drama series, produced in cooperation with the Chicago Board of Rabbits.

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Stations With 'The Shadow' All the Way

Continued from page 35

So-called 'great years of radio'... are gone, and the form of radio entertainment is again coming into its own. We are firmly committed to this concept,” said McMillan.

The creators of the original radio drama, the networks, have not been idle and are gently feeling their way as the drama path through experimentation.

NBC Radio Network reported that more than 3,000 letters were received for “The Blue Horizon,” “The Green Hornet,” and a Martian invasion and an atomic attack aired on the network in the “Meet the Press,” Sunday, June 30, 6:30 to 7 p.m., on CBS.

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

ABC radio is working on original radio dramas in the 50-minute “The Mind's Eye” series. A Frank Magazine. The web's special program features division is vigorously seeking radio scripters.

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

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Records on Social Themes Said to Be Editorializing

SPRINGFIELD, Ill. — The thorny question of whether popular contemporary programs are, or are not, propa- gandizing against war, social and economic problems, etc., should be considered editorializing by radio stations was preferred recently by C. J. Keller of WTAX, here.

In a letter quoted in Broadcast-Filter, Keller asked: “If you wanted to get some propaganda among teen-agers — possibly encourage them to declare themselves conscientious objectors rather than be drafted — would you prefer a song with a message? played every hour? In the hours the youngsters might be most likely to listen to?"

“...he has been so critical of recording industry policies that disk jockeys are being played on a lot of stations with editorial 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 stop with the labeled editorial? We don’t think it does.”

---

OLD TUNES

UNFORGETTABLE

NEWARK, N. J. — Music of days before radio stations were completely forgotten by most American radio stations across the nation. As an example, the exhibit 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 continue the “Sunday With Hollin” show to the “Old Timers” every Sunday.

YESTERDAY'S HITS

Change-of-pace programming from your librarian’s shelves, featuring the disks that were the hottest in the fond five years ago and ten years ago this week. Here’s how they fit into Billboard's share of the Billboard chart.

POP—5 YEARS AGO

January 12, 1959

1. The Chipmunks Song, D. Seville & the Chipmunks, Liberty
2. Juke Gets in Your Eye, Platters, Mercury
3. My Happiness, C. Ferguson, MGM
4. Gotta Travel On, B. Gummer, Monument
5. To Know Him is to Love Him, Everly Brothers, Ode
6. Nobody Loves Me, E. Fraser, Modern
7. Whole Lotta Loving, F. Muth, Colu-
8. I've Got a Date With You, Z. Afrin, Imperial
9. Lovers Question, C. McAllister, Atlantic
10. One Hour, E. Preley, RCA Victor

POP—10 YEARS AGO

January 9, 1949

1. Oh My Papa, E. Figner, RCA Victor
2. Bags in Boxes, T. Bennett, Columbia
3. That’s Amore, D. Martin, Columbia
4. Big Joe, T. Brown, Columbia
5. Changes Partners, P. Page, Mercury
6. I’ll Be Anything, T. Bennett, Columbia
7. Love Me Forever, P. Page, Mercury
8. This Is the Way I Love You, Z. Afrin, Imperial
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RHYTHM & BLUES—5 Years Ago—January 12, 1959

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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 so- callette, 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 $99.95. The Summit I is a 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 series to be introduced. It comes in a choice of gold or silver, has four-speed automatic changer with a suggested list price of $39.95.

Philo to Up Ads by 50%

DETROIT—Philo will up its ad and promotion spending 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 1964."

Distributors, attending a sales convention here in the home base of Ford Motor Co., Philco parent firm, were told that 67 per cent of the increased ad and promotion spends will 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 buyer situation. At least, according to 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 marketing plans, said: "Our emphasis will be on outstanding, middle-of-the-line merchandising and low-end attention-getters to stimulate consumer preference for quality, appearance and full-line selectivity is our investment in the future.

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

(Equipment Newsletter)

DECCA'S SUMMIT PHONO

DECCA'S NORFOLK PHONO

News Briefs...

Harold B. Avery has been named sales manager for radio and portable phonos for Philco's consumer products division. General marketing manager Ar- min E. Allen, making the announcement, said Bruce Lamb- bert, who had served as radio sales manager, is now general manager of PDI, Philadelphia.

Also at Philco, Fred Rom- bach, manager of the firm's Wat- sontown, Pa., cabinet plant for 25 years, will retire February 1.

Dr. W. W. Wetzel, retiring vice-president and general man- ager of 3M's Magnetic Products Division, has received the Out- standing Achievement Award of the University of Pennsylvania. The award, given to former stu- dents for high eminence and dis- tinction in their fields, was pre- sented by the university's presi- dent O. Meredith Wilson.

Admiral's 9 New Phonos Ready to Spin Into Dealers

MIAMI BEACH—Admiral has introduced nine new phonos for early 1964 merchandising. Testing for special programming at a distributors meeting here include three portable stereos, three compact radios, and three transistorized consoles.

The last-named are actually the same basic model in three furniture styles: Danish Modern, Early American and French Pro- vincial. The model carries an open list price. These units, the Admiral (Y7003), the Merlit- ion (Y7057) and the Laurent (Y7089) contain solid state AM-FM transistorized amplifiers, transistorized speakers, six matched speakers. The changer with a turntable and an Admiral "vari-gram" tone-arm. Phono controls are also featured.

The new tube-type stereo con-soles include the LaGuarder (Y8021), with FM-AM radio and mahogany contemporary cabinet at $179.95, or walnut at $189.95. With the addition of FM-FM as its Step-up tone- arm, this unit becomes the Carleton (Y8031), with an open list. The final tube-type console, with AM-FM FM-FM, is the Langston (Y8031), also with open list.

The portables include the Troshbador (Y7057) at $69.95, the Promenade (Y7097) at $79-$89, and the Carrousel (Y5021) at $97-$104. All have tilt-out tone- arms and the last two have de- tachable wire earphones.

Also announced here was a compact portable radio-phonograph, 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 Weapons," a useful program resource.

T H E M E S
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 Theme. 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 channels, Pilot-Garrard automatic record changer, Autotral 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 refer to these for full information.

Buy 10, wet one free on entire catalog and new release.

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

Prestige 7000, 15 per cent discount. Fidelity and Prestige 1600, 10 per cent discount. Bluesville, one free for every five bought.

Label is offering one free for every seven bought.

Philco Ups Ads

- Continued from page 37

Poser. 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 salesmen, a 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 and added home TV sets. This type of picture may be entirely acceptable to some, unsatisfactory 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 at 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 114 inches in diameter, 13,200 feet per reel.

The machine records four tracks on the tape—two visual tracks and two audio—and thus can be played back at any time, like four-track stereo tape. On this 114-inch reel, it was capable of recording 22 minutes in each direction. 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 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 accessories miniature TV camera (to make possible home TV movies) for another $150. They've even announced a summer target date of $75 for retailers. At last report, however, they had made no manufacturing arrangements for the United States. They 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.
**EMPLOYMENT SECTION**

**HELP WANTED**

**GREAT OPPORTUNITY...**

Large phonograph record manufacturer is seeking a man who will administer the operations of 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 216

The Billboard Publishing Co.

188 W. Randolph St.

Chicago, Illinois 60601

**SITUATIONS WANTED**

**ANNOUNCING a new low rate for situations**

Wanted Ads to promote the professional career of those in the field of music, record, coin, promotion, entertainment, etc. Make the right move with a professional ad for less money. 

**$2.00 will do the trick for a 1½ ad in one issue...maximum 15 words plus name and address.**

WILL COPY AND PAY POSTAL TARIFF: BILLBOARD CLASSIFIEDS, 188 W. RANDOLPH ST., CHICAGO, ILLINOIS 60601

P.O. BOX 216, CHICAGO, ILLINOIS 60601

**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-find records."

100 Assorted New 45 RPM's, 78 RPM's plus 40, $80.00 per 1000 (1 to 2 yrs. old)

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

RAYMAR SALES CO.

170-21 Jamaica Avenue

 Jamaica, New York

Olympia 8-012

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"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.
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that is

if you like

the sound of money

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

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

Preserve Stakes

Europe seems 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 to the threat of American competition, more so than at any time in the past.

An official at Estiements 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 game manufacturer, has been watching figures on sales of European coin machines and will be using the market as a benchmark. The company's business was significantly boosted by the huge European coin machine market, which the company hopes to sustain.

"This is the most meaningful statistic of all," a SATEM sales executive added. "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 that 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 are climbing. Since U.S. new equipment costs substantially more than comparable European product, this means that the European market is prosperous and even booming.

However, while agreeing that the trend is on the threshold of the European market, "This is the prediction of April 1963 as sales manager, according to an announcement by David C. Rockola, president.

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

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

Howe's appointment indicates that Rock-Ola, already a major player in the vending machine industry, plans to expand in this field.

ROCK-OLA TAPS HOWLE AS SALES DIRECTOR

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New Rock-Ola

Howe has no reason to be optimistic for the coming year, but feels that "something new is bound to come." Just how successful it will be, however, is another matter. "This time 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 new, revolutionized everything. Perhaps 1964 should be thought of as a year of great change, according to Stern.

The Williams executive said he didn't expect any more adverse legislation in 1964, "there are no big changes anticipated, however, it would be a year of much change.

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."

The Williams 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 addition to Dunis, Music-Vend also bought the Sound Corporation's new Wurlitzer full-color jukebox and the Union Coin-Mechanical company in Portland, the latter company owned by Music-Vend.

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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 May, June and December, and the firm policy of delivery and pick-up are essentials in showing a worthwhile return from phonograph rentals, according to Kenneth Shryer, owner operator here.

Shryer 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 32.50. Most Seattle opera tions stick to a straight $25, but Shryer feels that if there is plenty of appeal in the $25.50 price, particularly since he limits this to a one-day charge, so that the customer must pay $43 for two days use, or pay the same on rare occasions when he permits use of the machine over weekends.

A one-column by two-and-a-half inch yellow page newspaper advertisement, that has constantly informed the public of “Phono jujube boxes for parties with nothing more than the show in mind,” has paid off. This simple notation, although it pulls in only 10 per cent rental at volume periods other than the Christmas season, is well worth while, Shryer comments.

He insists absolutely upon handling the delivery, even though there are frequent requests from customers seeking to have servants by handling the delivery themselves.

Shryer believes this to be bad policy, as much as few customers have the packing, the address, the dollars, and the diploma of handling records, which are essential to do a smooth, efficient and damageless delivery of the machine without damage.

In what few instances Shryer does send a rental delivery in this way, the record is usually scathe d, scratches on the phonograph, delicate electronics circuits jarring out of operation, damage to records, and even such long delays as 24 hours before the machine arrived.

Shryer gives the customer a wide choice of phonographs, and has found that all of his rental customers are likely to be repeat customers, by their exclusiveness to these points.

MIMOGRAPHED FIRST BOOSTS RENTAL PROFITS

SEATTLE—Furnishing prospective phonograph renters a mimeographed list of suggested records, which the customer can choose from, Shryer has considerably boosted the profits at Hit Parade Music Company, here.

By Edward H. Newell, owner of the firm, 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 up the selection he wants, then sends them to the stock, picks up the records which he would like to select the choice time even.

Hit Parade Music Company charges a flat $25 for rentals, uses new machines which have much less likelihood of breaking down on locations, and delivers rentals with not only its own equipment, and insures every machine, against loss from fire, vandalism, or accident.

It has been 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.

NEW YORK—At Hit's "Java," released on RCA Victor's big hit Billboard's Hot 100 chart for 14 weeks, it was likely to indeed, climbing from No. 96 to No. 78. The single was picked by the Music Operators Stereo Service panel in November in MSO No. 9. It was taken from the stereo album of the same title.

"Java" started for the jump on the field, as the mono, was not a hit until the version wasn't released until the stereo version, sold only to music machine dealers for a single, and play for several weeks. When the "Java" selections, taken from best-selling stereo albums

Ohio Agents Grab Pinball Machines

CLEVELAND — A 15-man special detail of State liquor agents selected in St. Louis and 10 Greater Cleveland taverns recently were assigned.

State Liquor Director Donald D. Cook, Columbus, told the agents that paywritings and that tavern owners will be cited. He said pinball gambling in Ohio taverns was investigated throughout the State.

By ELTON WHISENUNT

MEMPHIS—A blizzard hit Memphis and the Mid-South Saturday night, ending Jan. 19, 1964, and paralyzed the coin machine industry in its icy grip. Snow ranged from 1 to 14 inches, covering Tennessee, Mississippi and Arkansas and adjoining states. Roads were blocked, havoc and chaos, some home, because most Southerners are unpardoned for severe weather.

Temperatures ranged at night from zero to 10 degrees and days didn't rise above 20.

Traffic was reduced sharply, as most of the city officials warned motorists to stay off the roads and ice covered streets and highways.

Memphis Hit Hard

Hardest hit was the Memphis area, with slightly more than 14 inches of snow, areas hard hit were New Albany and Columbus, Miss., and New Marne and the southeast section of Arkansas, with snow ranging from three to four inches.

A check of coin 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-operated bowling alleys.

By HENRY H. RUSSELL

German Sunday Law

HAMBURG — The West German coin machine trade is seeking courteous, but firm, enforcement of the law prohibiting all but essential Sunday labor.

The Sunday contest contends that technicians employed by operators qualify for the "essential" category, and therefore do not even technically required to operate public utilities.

The trade has solicited a legal opinion from Professor Ludwig Schrños, Reichskanzler von Erdel, an expert on German trade law. Dr. Schroer von Colsfeld's opinion upholds the operators' contention that technicians are essential on Sundays.

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

Pioneer Operator

ESSEN, W. Germany—Herman Truckenbroad, of the West German pinball manufacturers, is celebrating a quarter of a century in the coin machine trade.

Truckenbroad ranks as one of Germany's pioneer pinball personalities. He was the first operator of pinball machines on his own, in Essen.

He uses a bicycle to get around his route, but when 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 1964, and Truckenbroad revived it after re-turning from Russia.

Romatol Joker

WEST BERLIN—Wulf-Apparatebau of West Germany, have brought out a new payout, Romatol Joker, marking the 25-year existence of the firm, which, in that period, has become a major manufacturer of amusement payout. Romatol Joker represents a refinement of its best selling payout, Romatol Vortakt, a combination of the line Optima, Addition and Unirol. The new machine produces the harmonic line of joke boxes.

Finger United

HAMBURG—Novo Apparate GmbH, West German mail order and service sales agency for the United Manufacturing Company of Chicago, which has become a major factor in the German bowling and shuffleboard market.

Supply was exhausted and orders were sent out to wholesalers.

Business Close

Most businesses closed for several days as the deep snow remained in the sub-freezing weather. Combination coin machine distributors closed many branches and closed them for route operations for several days.

They resumed when the streets cleared and both drive and traffic began to move some what.

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

EUROPEAN NEWS BRIEFS

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

Write for Special Prices

Racks: 20-30-50-100

Rack Bodies: New, Used, Assorted Colors

Carriers 15-30-50-100, New, Used, Assorted Colors

Display Units: New, Used, Assorted Colors

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MEMPHIS ONS To Name Officers

MEMPHIS — Memphis Music Association will elect new officers at its annual meeting, Thursday, Jan. 18, 1964. Current officers are: Edward Bodkins, President; Alvin Goodman, Recording Sec.-Treas.; Earl Phillips, Secretary; Robert Lord, Assistant Sec.-Treas.; and Fred E. Newell, Financial Secretary.

The annual meeting will be held Thursday, Jan. 18, 1964, at the Elks Club, 10th and Main, at 8:30 p.m., with dinner served at 6:30 p.m.

Order of business will be: call to order by President; reading of minutes; reports of officers; election of officers; and adjournment.
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 Dave Bonard, president of Sunshine Distributing Co., operators of the big Donald’s Drive-In, in Denver.

The draw-drapes, which drive-in, 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, Meek and Kondel were disenchanted 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 eating 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 dinner hour is over.

Inventing around 390 in drapes proved the correct answer, Kondel has found. Now, the mere fact that they pass through a draped-off, hand-some entryway tends to subdue youngsters who might otherwise be extremely noisy, while more or less concealing the players from the rest of the restaurant area even during "teen hours." Toward dinner time, when the average teen-age can be expected to go on home, closing off the room entirely, 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 energy 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 by trying to buy a Tennessee walking horse. Dave also expressed great interest in the subject and the Tel. & Tel. is about to publish the whole saga in its monthly publication.

Dave, incidentally, has announced that his company, Melo-Tone, has instigated a profit-sharing plan for its employees. Several prominent music firms have this including the

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

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 Pommeleau Room would be on January 18. The correct date is Wednesday, January 8.

Mr. Coin Man

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

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7 Censor Playland
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9 Censor Playland
10 Censor Playland

11 O’Brien
12 O’Brien
13 O’Brien
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Interobergo Music Company, Inc.

2115 Olive St., St. Louis 3, Mo.

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A. M. I.

IN YOUR CHICAGO COIN DISTRIBUTOR

Chicago Dynamite Industries, Inc.

250 S. Dearborn St.

CHICAGO 4, ILLINOIS

New "Firecracker Zone" EXPLODES with Scoring Action!

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

Now available in 2 Player Added Ball Models

At Your Chicago Coin Distributor!
Arizona Bulk Group Enrolls All But Three Ops in the State

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

Currently made up of 50 members who operate in Phoenix, Tucson, Yuma, Flagstaff, Prescott, Globe and Miami, the association holds meetings on an average of once every three months, taking a membership vote as to whether out-of-town members can convene on association headquarters, in the building of Best West Specialties Company, West Phoenix.

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

The association was formed by Walter Gray, one of the Southwest's best-known vending machine operators, together with Commano, 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.

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Memphis Games Up, Phonos Dip

MEMPHIS — Coin machine operators in Memphis paid taxes in 1963 on 379 cigarette vending machines, 738 phonographs and 800 amusement games, Sloan C. Craig, collector of licenses and privileges, reported last week.

It was an increase in cigarette machines and games over 1962, but a decrease in phonographs. At December 31, 1962, there were 2,151 cigarette machines licensed, 767 phonographs and 518 pinball machines.

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The 78 increase in cigarette machines was the result of several new, tre- mendous increase in the number of service stations built last year.

A well-known expression about Memphis was that "it has more churches than service stations." Now the reverse is true. And every service station has a cigarette machine.

The 85 jump in games was seen as the result of increased activity of two major distri- butors the past year, Sam- mons-Penn-Moore Company (Stanton) and Southern Amusement Distributing Company (River-AC).

The 29-machine decrease in phonographs was seen to be a combination of three things:

1. Loss of a great many phonograph localities because of the big urban renewal and expressway and street widening projects which have been going on for several years and will continue for some time.

2. The trend by some op- erators to fewer console type phonographs, on more lucrative locations, and not handling as many standup display phonographs as in the past.

3. The trend of many cab- aretine places which once used juke boxes to live music. There is an increasing pattern in Memphis of making use of phonographs, using pianists, singing pianists, small combos, etc., for the discrimination.

But all in all, it was a good year for coin men and they’re not looking forward, generally, to 1964 being better than 1963.

Threat Ease On Unit Taxes In Buffalo

BUFFALO—The threat of a per-machine taxing from $5 to $25 annually on vending machines in the city has been removed.

The legislative committee of the Buffalo City Council had been considering such a measure a couple of weeks ago. Arriving include the committee were Harold Folz, Ocean- side, N. Y., operator and presi- dent of the Automatic Vending Association, and Randy Stone, a local operator.

The pair argued that a per- machine fee would cause operators to give up locations, thereby contribute to unemployment in the area.

Last week the Buffalo City Council, which was to act on the measure, referred it back to the legislative committee.

Arizona Group Enrolls All But 3 State Ops

—Continued from page 44

Healing a committee with a strong, personal interest, is as much as he operated in Buckeye himself, Gene Cosmano sat in on a couple of meetings and postulated at least $575 for machine to machine.

Paid Under Protest

Unwilling to give up his loca- tions, Cosmano actually paid that amount, on a 1-5-machine string in Buckeye (a suburb of Phoenix), but continued to com- plain so bitterly, demanding that so-called “charitable asso- ciations” pay the tax that eventually the $75 per 10 machine bate was likewise dropped.

Now, the Arizona group feels that it has successfully elimi- nated in advance what might become a dangerous preced- ent throughout the State.

Arizona continues as the spark-plug of the group, serving as a major contact in touch with 30 operators spread over the far-flung desert State, and information about games and vending operations. A distributor of Ajax vending machines as well as an active operator, he has helped to keep bulk vending at a high level through Arizona, especially vending.

Incidentally, Cosmano is con- sidering retiring from active opera- tions in favor of a separate distributing organization.

State Peach School

CHICAGO — Peach State Trading Company in Columbus, S. C., will hold a service school on Williams equipment in its showrooms here January 15. Norm Clark, Williams engineer will conduct the session. All op- erators in the area are invited to attend.

Coin Shortages Fault

Of Dealers, Folz Says

NEW YORK—Despite alle- gations to the contrary, coin machine operators are not looking forward, generally, to the current coin shortage. That’s the opinion of Harold Folz, operator of the largest bulk operation in the East.

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

He explained that operators are being approached by coin dealers who offer to give folding money for bags of coins, at a slight premium.

These dealers then learn when deliveries of mint coins are due to arrive at local banks. The next step is to exchange a bag of old coins for a bag of new coins at the teller’s window. The teller is generally taken care of with a couple of dollars.

When the dealer gets the bags of new coins, he then sells them at a premium to a coin countering firm, which rebags them for several years. After several years have elapsed, the mint coins will often double in value. Folz recommends that bagging of new coins to dealers, and he ad- vises other operators to do the same.

According to Folz, employees of the Federal Reserve and bank officials share the blame for the shortage, as the trans-
European Mfrs. Up Production

- Continued from page 41

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

Distinctive Taste

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

The prime example is Bergmann at Hamburg, which has discovered a large, overlooked market for its novel target game, Arizona. The Bergmann game is tailored to the immense popularity in Europe of the American Western. The survey indicates that European manufacturers, overall, intend boosting games output by a minimum 35 per cent in 1964, and many manufacturers feel that the final figure may be well over 50 per cent.

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

U. S. Market

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

Rally and Bergmann produce pinballs, and both firms count on taking a bigger share of the European market in 1964 for this American scarcity 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

January 11, 1964

Orlando Site of Southern Party

ORLANDO, Fla. — Southern Music Distributing Company here held its annual Christmas party, with Ron Reed, president, as host, and Sol Lipking, 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. Trope, James B. Cashion, Charles Colding, Lonnie S. Cornelius, Fred L. Ellis, Merrill E. Hammon Jr., John O. Moran, Elton L. Munson, Richard C. Odem, Wilbur E. Nelson, Leroy Pledge, Grady Ricketson, Glenn F. Wright and Herbert A. Mullen.

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INDUSTRY AWARDS IN GOLD AROUND THIS WEEK as (top left) Jimmy Gilmer, center, receives two from Dot President Randy Wood for single "Sugar Shark," while Producer Norman Petty, right, beams with pride. At top right Mercury's Eydie Gorme accepts award from a big man Quincy Jones for "It's My Party." In the picture at lower left Fred C. Marks, director of Festival Records, presents gold discs 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 Schaffner, who won acknowledgments for selling over $1 million in Warner Bros. product during 1963 sales year.

C.W. DOWN UNDER: The popularity of country and western music in Australia continues to grow. Top draw at the Paramount Town Hall recently was the Reg Lindsay show. Crowds were turned away at the door for show which featured Reg, Slim Dusty, the McKee Sisters and Rex Waller. 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 Alfonsa Larrain, president of SACVEN; Gerard De La Chapelle, representing ASCAP; and Sergio Luis Martinez, secretary of SACVEN.