

Billboard

The International Music-Record News Weekly

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

U. S. Rocks & Reels From Beatles' Invasion

Chicago Flips Wig; Beatles And Otherwise

CHICAGO — The usually staid and conservative Midwest has virtually flipped its wig over the mop-headed Beatles from Liverpool.

Dealers describe Beatlemania as the most virulent form of record fever since the heyday of such artists as Elvis Presley and the Everly Brothers.

Even then, neither Presley nor the Everlys had more than one

[\(Continued on page 8\)](#)

Beatle Binge In Los Angeles

By Eliot Tiegel

HOLLYWOOD—The Southern California market has gone on a Beatle binge, according to a Billboard survey here. Retailers and broadcasters alike report that Beatle fare is getting top attention from buyers and listeners.

Music City Vice-President
[\(Continued on page 8\)](#)

NARM Conclave Open to Non-Members; George Marek to Be Keynote Speaker

PHILADELPHIA—The National Association of Record Merchandisers, for the first time in its history, will open its upcoming convention (April 19-23, Miami) to all rack jobbers, including non-NARM members. George R. Marek, executive vice-president of the RCA Victor Record Division, will be the keynote speaker at what promises to be the biggest conclave NARM has held to date.

NARM, heretofore, had restricted attendance at its conventions to its membership. This time, Jules Malamud, the

association's executive director, will send invitations to all established record merchandisers, whether or not they belong to NARM. The purpose of throwing open the convention to all rack jobbers is to provide non-members with an idea of what the association achieves at its conventions, and to show what the organization strives to accomplish.

The technique of occasionally opening a trade association convention to non-members is a device that has been used successfully by other trade organizations (such as Supermarket Institute) in an effort to attract a wider representation of an industry to its fold. Malamud told Billboard, "If NARM is going to be an even greater representative factor in the industry, it should speak for an even greater number of members engaged in record merchandising."

It will be the only time the convention will be opened to non-members.

As a result of inviting all established rack jobbers to the convention, NARM seems certain to have its biggest attendance in the six years it has conducted these events.

The theme of the convention will be "Reaffirmation of faith in the record industry." Inasmuch as Marek will be the keynote speaker, the choice of the convention theme is most appropriate. It stems from an exclusive statement given by the RCA Victor top executive to Billboard on the future of the record business during 1964 (see January 4 issue). The thought captured NARM's attention and was adopted as its convention theme.

In addition to attracting a record turnout, it now appears,

[\(Continued on page 8\)](#)

New York City Crawling With Beatlemania

By GIL FAGGEN

NEW YORK — In the New York City and New Jersey areas record dealers and one-stops are reporting sales in large volume on the Beatles.

New York's Colony Record store reports that Beatles sales are "real big" on the Capitol, Swan and Vee Jay versions. The store also noted increasing sales on these records throughout the weeks.

Stedman 1-Stop, Mount Vernon, N. J., said that sales on the Beatles "started out like an explosion, settled down to consistent and steady sales." The outlet is expecting "another big blast" this week as a result of the group's New York visit and appearance on "The Ed Sulli-

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Remo, Acts, Tix Are Sold Up

SAN REMO, Italy—Approximately \$48,000 worth of talent paraded across the platform of the casino here each evening. Entrance to the three evenings were priced at \$32 for each of the first two evenings and \$48 for the finale.

For the first two evenings the phonograph houses bought 270 tickets for each evening as part of their right of participation, equal to 25 per singer. In addition each bought 25 for the final evening for each participant. In the past these tickets had considerable value for the disk houses since numbers were drawn by lot for voting among the audience but this year all of the ballots were cast by external juries and those in the house

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Teen Singer Cinquetti Old Enough to Win San Remo Prize

By SAMUEL STEINMAN

SAN REMO—A new teenage star was born here when Gigliola Cinquetti, 15 years old and one of the two new artists in the program, won the San Remo Song Festival with the song "Non Ho L'eta per Amarti." The song is published

by Tiber (an affiliate of Messagerie Musicali).

Freely translated into English the title means "I'm Not Old Enough to Love You." It was written by Panzeri and Nisa and a French version of the lyric was sung by Belgium's Patricia Carli. The victory of this song, as sung by these two

artists, made a double win for the CGD record label which distributes disks for both artists in Italy.

The winning song was the only one sung by the distaff side in the finals. Lyricist Panzeri repeats his victory of the first San Remo Festival in 1951

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West Germany Record Industry Sees a Year Of Reshuffling in Wildly Shifting Markets

By OMER ANDERSON

COLOGNE—West Germany's phonograph industry is facing a year of sweeping readjustment to the rapidly changing economic situation in Europe created by the European Common Market.

The forecast is for a series of mergers, consolidations, and corporate reorganization putting the German diskeries in better shape to compete for—not the German—but the European market.

Thinking big has become a

matter of sheer survival in the economic reshuffling ushered in by the trading community. The forecast is for fewer but bigger and more viable German diskeries at the end of 1964.

The German industry's problem is capsuled and dramatized

by the 1963 output. Analysis of the 1963 figures shows that the character of the solely German as well as European market is changing fast — the emphasis shifting from singles to L.P. It reveals, too, that there is such

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STARTED FOR THE TOP

(already moving on the international scene)

Jim Reeves: "Welcome to My World"
c/w "Good Morning Self"

#8289 RCA VICTOR
The most trusted name in sound



ROSA BEGINS DISCUSSIONS WITH NARM FOR MERGER

NEW YORK—Irv Perlman, president of Record One-Stop Association (ROSA), and several of his key associates, including Manny Wells, have initiated discussions with the National Association of Record Merchandisers (NARM), with a view toward ROSA becoming an integral part of the record merchandisers' trade org.

Perlman stated: "We have discussed the matter . . . I feel that both organizations seek some of the same aims; that is, certain reforms and a bigger and better record business. I think there are advantages both to our members and to NARM if we could successfully conclude these talks and bring ROSA into NARM." Perlman said that he and other ROSA members were also members of NARM. He added: "We will be at the NARM convention April 19 and we will present our ideas on the matter."

Jules Malamud, NARM executive director, noted that exploratory talks had been held. "There are certain difficulties at the moment which rule out a quick decision," Malamud said. The NARM board, he stated, would not agree to the projected move without an affirmative vote by a large majority of the NARM membership. Malamud also noted that present bylaws would have to be amended if ROSA were to become an integral part of NARM. Thirdly, Malamud pointed out that the upcoming trade practice conference, scheduled for March, precluded the possibility of a quick decision . . . because speculation exists at this point as to what definitions may be forthcoming with regard to record merchandisers and one-stops.

Malamud indicated that the NARM would very likely discuss the ROSA proposal fully at the April meeting.

Talmadge Resigns From UA: Picker In

NEW YORK—Art Talmadge, president of United Artists Records, has resigned his post as of March 1 in order to enter business for himself.

Talmadge, president of the label for nearly four years, came to the firm from Mercury Records. Talmadge has also been one of the leading spokesmen in the recording industry and served as president of ARMADA in 1962.

Stepping into Talmadge's slot will be David V. Picker, a vice-president of the parent United Artists Corporation. Michael Stewart, at present executive vice-president of the company's publishing firms, has been upped to executive vice-president of the diskery, and will add these duties to his present ones. Si Mael, vice-president, becomes general manager of UA Records, director of business affairs, with responsibility for day-to-day activities of the company.

The reorganization will re-

sult in additional duties for all department heads. Lloyd Leipzig, director of creative services, will supervise the activities of the publicity and advertising departments, serve as liaison to the parent firm company, and be directly concerned with artists' relations and the creative talent on the label's roster. National sales manager, Joe Berger, is assuming complete control of the sales of album product for U. A. and its subsidiary labels, while Andy Miele will be in charge of singles for all labels.

Artist and repertoire direc-

Italian Musical 'Rugantino' Gets Mixed Reviews

NEW YORK—"Rugantino," billed as a Roman musical spectacle, opened last night at the Mark Hellinger to mixed reviews, ranging from good to middling to poor. The Italian musical borrows from the cinema to use of substitutes to get its message across with the exception that one reads from the top instead of the bottom.

The New York daily papers had this to say:

Times: "Mixed into it like a rich sauce for a tasty pasta are impudent and bawdy comedy, maudlin melodrama, songs with soft, swaying Latin rhythms . . . and a laughing, brooding affection for the spirit of old Rome."

Post: "It has the bad luck of being resolutely and resoundingly dull."

Journal American: "... a quite magnificent creation in many aspects, constantly pleasing to the eye, but it doesn't do anything that we don't do better in the way of music, mounting and, certainly, choreography."

Herald Tribune: "It's all too much and, except for the fun we have watching the principal rascal . . . too much of it is much too tame."

Daily News: "... it's a whopper . . . interesting and different."

World Telegram: "... the music is a Roman equivalent of the old Lucky Strike Hit Parade, and the voices are never more than indifferent."

tor, Jack Gold, will creatively supervise the singles product, and Leroy Holmes, musical director, will continue under the aegis of Sidney Shemel, and Ron Nackman continues in charge of all phases of production.

NARM Members Cast Votes for 1963 Bests

PHILADELPHIA — Nation Association of Record Merchandisers, Inc. members are currently voting for the best selling artists and product released in the past year. The results of the balloting will be announced at the awards banquet April 22 in the Pompeii Room of the Eden Roc Hotel, Miami Beach, Fla.

In addition to the 13 categories listed on the ballot, NARM members are voting for the record manufacturing company which has demonstrated sustained co-operation with rack jobbers throughout the years, and for the record company which has demonstrated in the past year the greatest progress in its relationships with the rack jobbers.

Categories included on the NARM ballot are: best selling single record, album, movie track album, male vocalist, female vocalist, vocal group, comedy recording artist, children's line, orchestra, economy price product (under \$1 retail), economy price product (over \$1 retail) and most promising male and female vocalist.

The banquet, which will be a highlight of the sixth annual NARM convention meeting this year April 19, will also feature the outstanding recording artists in the country.

Nominees for "Best Selling

Hit Single Record" are: "Blue Velvet," Bobby Vinton-Epic; "Dominique," Soeur Sourire-Philips; "End of the World," Skeeter Davis - RCA Victor; "Fingertips," Little Stevie Wonder-Tamla; "Puff the Magic Dragon," Peter, Paul and Mary-Warner Bros.; "Surfin' U.S.A.," the Beach Boys-Capitol.

Contestants for "Best Selling Album": "Days of Wine and Roses," Andy Williams-Columbia; "Joan Baez in Concert," Joan Baez-Vanguard; "Movin'," Peter, Paul and Mary-Warner Bros.; "Peter, Paul and Mary," Peter, Paul and Mary,-Warner Bros., and "The Singing Nun," Soeur Sourire-Philips.

Vying for "Best Selling Movie

'Journey to Bethany' First Disk on Life of Christ

spoken word presentation, "Journey to Bethany," presenting the life of Christ until the Ascension, has been developed by LOR Productions, newly formed diskery. The educational package which took three years to research, three weeks to record and will cost approximately \$500,000 when completed, is believed to be the first recorded project devoted to the life of



KENNEDY MEMORIAL: Sen. Edward Kennedy (left) accepts the first copy of a recording of the Boston Symphony's Memorial Tribute to the late President John F. Kennedy from George R. Marek, vice-president and general manager of RCA Victor. The memorial consists of a Solemn Pontifical Mass celebrated in Holy Cross Cathedral, Boston, and a performance of the Mozart Requiem by the orchestra. The Boston Symphony was augmented by a 180-voice chorus for the recording, under the direction of Eric Leinsdorf. Proceeds from the two-album package will go to the John F. Kennedy Library, Boston.

ARMADA Hopes FCC Adopts Its Proposals

NEW YORK—The American Record Merchants & Distributors Association has sent to its membership copies of the organization's proposed trade practice rules (The Billboard, February 8), and has notified its members that other trade groups within the industry will draw up similar recommendations for the Federal Trade Commission.

ARMADA President Amos Heilicher stated to the ARMADA membership his belief that the rules suggested in

the ARMADA draft are the best that can be drawn up at this time. He expressed the hope that all or a major part of the ARMADA proposals will be incorporated in the FTC's Trade Practice Rules when the latter are issued.

In the forefront in the matter of drawing up the ARMADA proposals have been, in addition to Heilicher, attorney Earl Kintner and ARMADA secretary Jim Schwartz.

Heilicher has requested the membership to participate actively in the open conference which is expected in March. Heilicher also asked the membership to read the ARMADA proposals carefully and notify the organization whether specific proposed rules are, in their view, desirable or undesirable.

The Sixth Annual ARMADA Convention, set from June 24 through July 1 at the Eden Roc Hotel, Miami Beach, will devote a major part of its program to the Trade Practice Rules. ARMADA intends to have experts on hand who will explain what the rules mean to all segments of the trade, and the means for obtaining compliance with the rules.

MAYOR HONORS ASCAP'S 50TH

NEW YORK—On Thursday (13) a proclamation marking the 50th anniversary of ASCAP will be given to the performing rights organization's President Stanley Adams by Mayor Robert F. Wagner. Adams will present the Mayor with a framed autograph and caricature of the late Victor Herbert to commemorate the occasion. Herbert and a group of his fellow songwriters founded ASCAP five decades ago. Original charter membership was 192.

Billboard will salute ASCAP on the occasion of the 50th anniversary in a special issue February 29.



ARNOLD HONORED: Honorable Frank G. Clement, governor of Tennessee, has proclaimed February as "Eddy Arnold Month" for his State, marking the RCA Victor country artist's 20th anniversary as a recording star. Arnold is a colonel on Clement's staff and is busy spreading good will for Tennessee and his RCA Victor product currently on a promotion tour.

Sound Track Album" are "Bye, Bye, Birdie"-RCA Victor; "Cleopatra"-20th Century-Fox; "How the West Was Won"-MGM; "Lawrence of Arabia"-Colpix, and "West Side Story"-Columbia.

"Best Selling Male Vocalist" contenders are: Andy Williams, Columbia; Elvis Presley, RCA Victor; Frank Sinatra, Reprise-Capitol; Ray Charles, ABC-Paramount-Atlantic, and Tony Bennett, Columbia.

Nomines for "Best Selling Female Vocalist" are: Barbra Streisand, Columbia; Brenda Lee, Decca; Connie Francis, MGM; Joan Baez, Vanguard, and Nancy Wilson, Capitol.

"Most Promising Male Vocalist" candidates are: Frank Fontaine, ABC-Paramount; John Gary, RCA Victor; Richard

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Ben Finn Spells Out Some NARRD Purposes

NEW YORK—The National Association of Retail Record Dealers (NARRD), formerly SORD, is taking steps to bring the retailer more in line with present industry conditions. An important step in this direction has been the appointment of Ben Finn as executive director. Finn, a professional management consultant, is kicking off a membership drive and has drawn up, with the aid of the NARRD board, a statement of purpose for retailers.

The statement contains the following points: (1) I believe in my business and my ability to conduct it honorably and with the respect of my fellow men . . . that it provides a needed service to my community and that it deserves my community's support; (2) I believe that I am entitled to a fair profit, an honest return on the capital I have invested . . . and I should receive a reasonable income for services rendered; (3) I believe that voluntary, close co-operation between retailers, distributors and manufacturers can result in better records and allied products merchandising . . . can create new business and increase the market potential in our industry; (4) I believe in action . . . that indifference and inertia have ruined more business than mistakes in going forward.

Stronger Position

In order to strengthen the retailer's position, NARRD intends to: (1) Distribute a monthly series of dealer-aid manuals on merchandising, advertising, promotion, stock control, store and lighting arrangements, banking and finance; (2) run trade shows geared specifically to products used by record retailers only, where they may concentrate on disks

and allied products; show will include retail sales management clinics; (3) open the trade shows to the public, and promote the occasion with a "Dealer Day," live recording artists, etc.; (4) establish an industry liaison committee to meet with manufacturers, distributors and other segments of the industry and exchange ideas for industry betterment; (5) establish a government liaison committee to represent the retailer on a national level and make known his needs and thinking on dual distribution, quality stabilization, tax bills, unfair trade practices, etc.; (6) group insurance: The NARRD insurance trust fund committee will submit a low-cost group life and group accident insurance program for owners, managers, clerks, their wives and families; (7) distribute a monthly newsletter; (8) open an associate membership category within NARRD, to include manufacturers and distributors of records and allied products.

LATE SINGLE SPOTLIGHTS

Pop

RAY CHARLES

BABY, DON'T YOU CRY (Leeds, ASCAP) (2:32)—**MY HEART CRIES FOR YOU** (Ross-Jungnickel-Gladys-Massey, ASCAP) (2:46)—Side 1 features a swingin' bossa nova-type beat called Swing Nova. Zap backing could bring back the big bands. Charles performs this one with great wit and excitement. **ABC-Paramount 10530**

LAWRENCE WELK

STOCKHOLM (Von Tilzer, ASCAP) (1:58)—Here's one done in the "Calcutta" vein that has been so successful for Welk in the past. Prominent is the harpsichord supported by strings—a pizzicato and chorus. Continental tempo is the order. Flip is "The Girl From Barbados" (Vogue, BMI) (2:15). **Dot 16582**

THE MURMAIDS

HEARTBREAK AHEAD (Dragonwyck, BMI) (2:27)—Follow-up of the gals' hit "Popsicles and Icicles" is in the same groove. The smooth ballad is done with a shuffle beat and spotlights smart harmonizing by the gals. Should be another big one. Flip is "He's Good to Me" (Screen Gems-Columbia, BMI) (2:15). **Chattahoochee 636**

First Disk on Life of Christ

• Continued from page 3

the completed story. He estimated the package would run from 10 to 15 records for an approximate total of eight hours of biblical history.

187 Speaking Parts

The complete package will boast 187 individual speaking parts with full sound effects and original music in mono and stereo versions. Boeckley is currently negotiating with several religious composers for an original score for the package. Exec anticipates having the finished package ready within three months.

Albums comprised of biblical material are not new to the industry. Capitol and Audio Books having issued LP's in the past, but this is believed to be the first time that a cast has been assembled to dramatize the life of Christ, much in the manner the story would be told in a full-length radio spectacular.

Price May Exceed \$50

Boeckley said it was too premature to officially state a price for the package, but estimates are known to exceed \$50.

It is understood the story will be available in single LP form in addition to the complete series. There are approximately 7,000 stores in the country carrying some form of religious product, with 3,800 stores specializing in religious products only.

NOONAN TO GIVE NARAS CHALK TALK

CHICAGO — Thomas E. Noonan, Billboard's director of research, will discuss the magazine's entire chart operation at the February 18 meeting of the National Academy of Recording Arts & Sciences here.

John Scott Trotter, national president of NARAS, will also be in town for the meeting. The Chicago chapter has been growing steadily since its inception two years ago and now has over 100 members on its rolls.

Noonan will detail operation of both Billboard's singles and LP charts as well as other sales figures published by the magazine. He'll discuss specifically how a record hits the charts, how it moves up or down, and what this movement means to an artist or record company.

Noonan will be joined on the podium by Dick Wilson, Midwest music sales manager, discussing Billboard's advertising program, and Nick Biro, Midwest editor, discussing the magazine's editorial policies.

LIVERPOOL WAVES

Beatles Begin New British Artist Push

By JACK MAHER

NEW YORK — Great Britain hasn't been as influential in American affairs since 1775. The sensational impact of the Beatles on England's former colonies has had the explosive effect of sending major and independent firms here scrambling for more and more British product.

The bidding has been hard and heavy for hit English product, with the greatest emphasis going on the Liverpool sound trend, of course, but a good many other artists who have been in the upper end of the English charts have also come in for their share of attention.

The Beatles' success has been significant on two levels. U. S. manufacturers note, with satisfaction, that not only is the current British Beatles hit, "I Want to Hold Your Hand" selling, but earlier material leased to other labels than Capitol, on Vee Jay and Swan, is selling at a torrid rate as well. The single and album on MGM are a different case because that material was cut in Germany by DGG for its Polydor pop label.

The fact that the Swan and Vee Jay records are selling now, after having been released with little or not impact on the market some months ago, indicates to many industry observers that Liverpool is ready to break as a full-fledged trend.

For this reason, labels that had been unsuccessful originally with Liverpool material are ready to go again with newer material, hoping that the public is ready now to accept that sound. They are also hoping that the same retroactive Beatles effect sets in, and that records that originally bombed by these artists will become hits once the artists are established here.

A quick check of the British charts shows that a large percentage of hit British material has been picked up and issued here. Besides the Beatles on Capitol, Gerri and the Pace-makers have been issued on the Laurie label, the Dave Clark Five has appeared on Epic and the Searchers' hit "Needles and Pins" came out this past week on Kapp. The Fourmost's new one, "I'm in Love," also came out last week on the Atco label. The Shadows have appeared on the Atlantic label and Billy J. Kramer and Dakotas have popped up on the Liberty label. Liberty is also preparing to release another big British hit, "Hippy Hippy Shake," by the Swinging Blue Jeans. Other hit British artists like Cliff Richard (Epic), Kathy Kirby (London), Dusty Springfield (Philips), the Caravelles (Philips), Frank Ifield (Capitol and Vee Jay) and many more have been issued in this country. Freddie and the Dreamers have been issued on Capitol.

But the accent is on Liverpool

ern, Milan. "Stasera No No No," sung by Remo Germani (Jolly-SAAR) and Nino Tempo and April Stevens (Atlantic-SAAR), Lotus (Leonardi), Milan. "Una Lacrima Sul Viso," sung by Bobby Solo (Ricordi) and Frankie Laine (CBS), FAMA (Ricordi) Milan. "Un Bacio Piccolissimo," sung by Robertino (Carosello) and Bobby Rydell (Cameo-CGD), Curci, Milan.

Teen Singer Cinquetti Wins San Remo Prize

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while composer Nisa hit the magic circle for the first time after many also-rans in other years.

Surprise result, however, left music people wondering how and where it happened and by what margin. Under the new rules no figures were announced and all other finalists were automatically ranked second. In an effort at complete impartiality, no winners were announced after the first night and the top 12, five from the first and seven from the second were named in alphabetical order. Voting in each case was by 19 different juries in 19 different Italian cities.

While this style of selection was considered by most to be justifiably impartial, it did take a good deal of the excitement out of the casino.

Greatest surprise after the two preliminary runs was the elimination of three-time winner Claudio Villa and star Milva. Only Italian in the finals not of the younger set was Domenico Modugno, also a three-time winner.

The other songs, with their singers and publishers, are ranked second and are listed alphabetically as follows: "Che Ne No Importa a Me," by Domenico Modugno, sung by Modugno (Fonit) and Frankie Laine (CBS), Curci, Milan. "Come Poteri Dimenticarti," sung by Tony Dallara (Music-SAAR) and Ben E. King (Atlantic-SAAR), Flaminia, Milan. "Ieri Ho Incontrato Mia Madre," sung by Gino Paoli (RCA) and Antonio Prieto (RCA), RCA, Rome. "La Prima Che Incontro," sung by Fabrizio Ferretti (Ri Fi) and the Fraternity Brothers (Derby-CGD), Southern, Milan.

"Motivo D' Amore," sung by Pino Donaggio (Columbia) and Frankie Avalon (Chancellor-Bluebell), Accordo (Curei), Milan. "Ogni Volta," sung by Ferrante (RCA) and Paul Anka (RCA) RCA, Rome.

"Quando Vedrai La Mia Ragazza," sung by Little Tony (Durium) and Gene Pitney (UA-CGD), Durium, Milan. "Sabata Sera," sung by Bruno Filippini (MRC) and Fraternity Brothers (Derby-CGD), South-

sound, and there are some new British climbers that have not yet been issued here. Some of these are the Hollies (who record for EMI's Parlophone), the Rolling Stones (who record for British Decca), and the Merseybeats (who record for the Philips subsid, Fontana).

Chairman Chairborne

LONDON—Sir Joseph Lockwood, EMI chairman of the board, has had to postpone his trip to the United States, due to take place this week, to a future date. Pressing business on the home front is the reason the EMI topper has had to re-schedule his tour.

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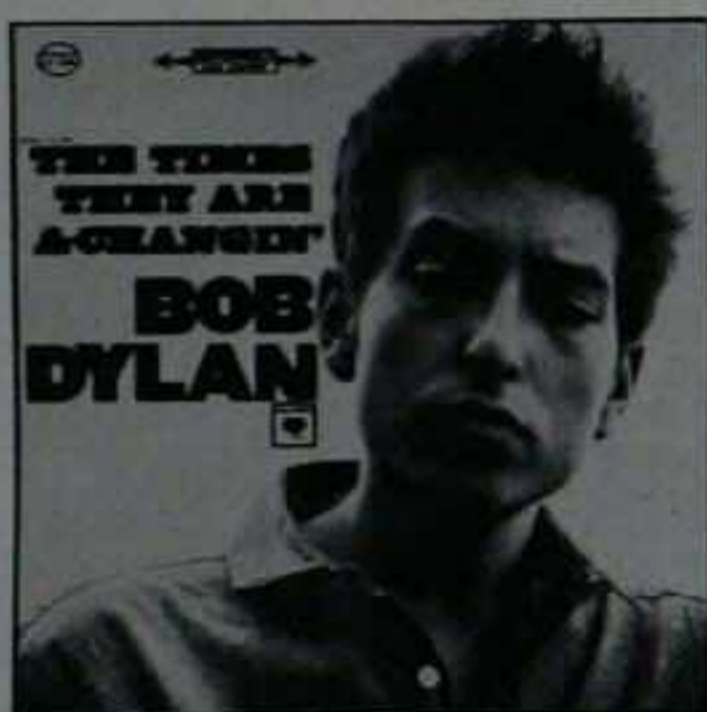
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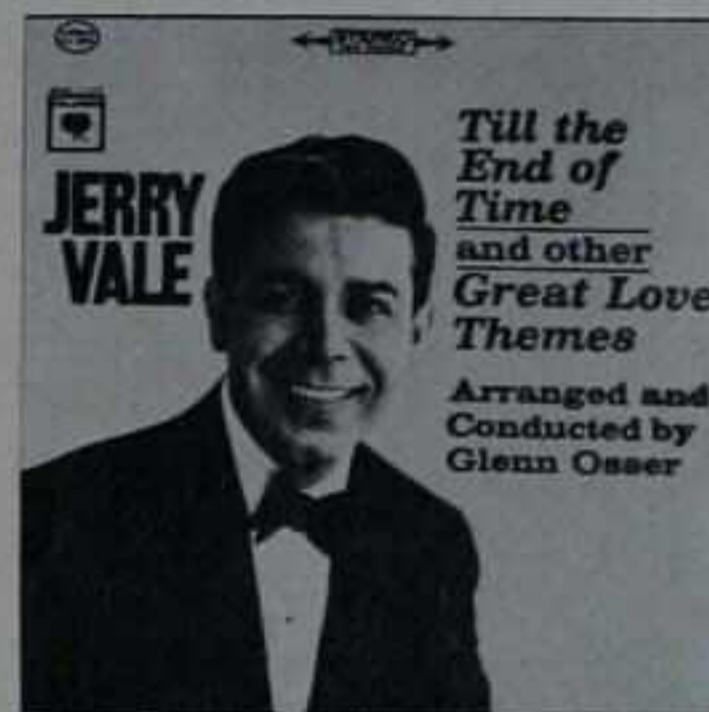
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...11 BIG FEBRUARY RELEASES
FROM COLUMBIA RECORDS*



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CL 2126/CS 8926



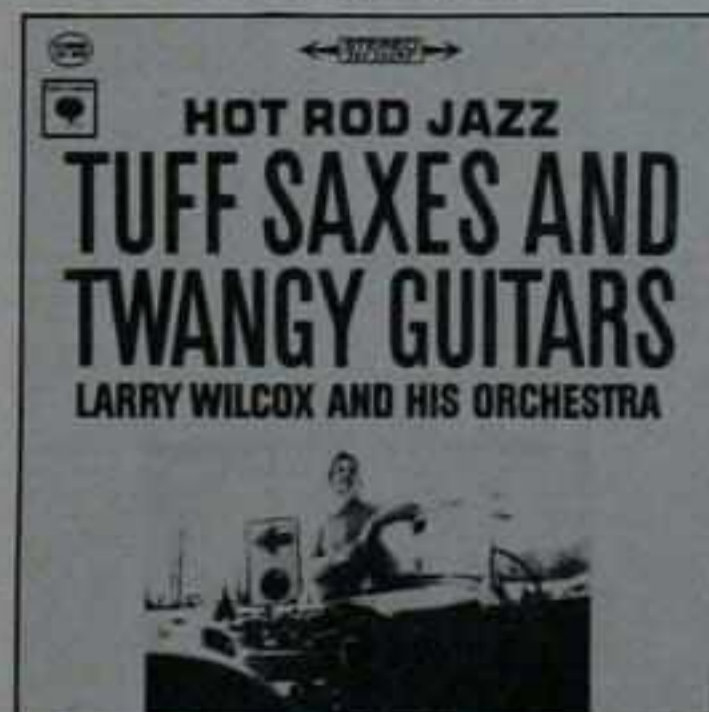
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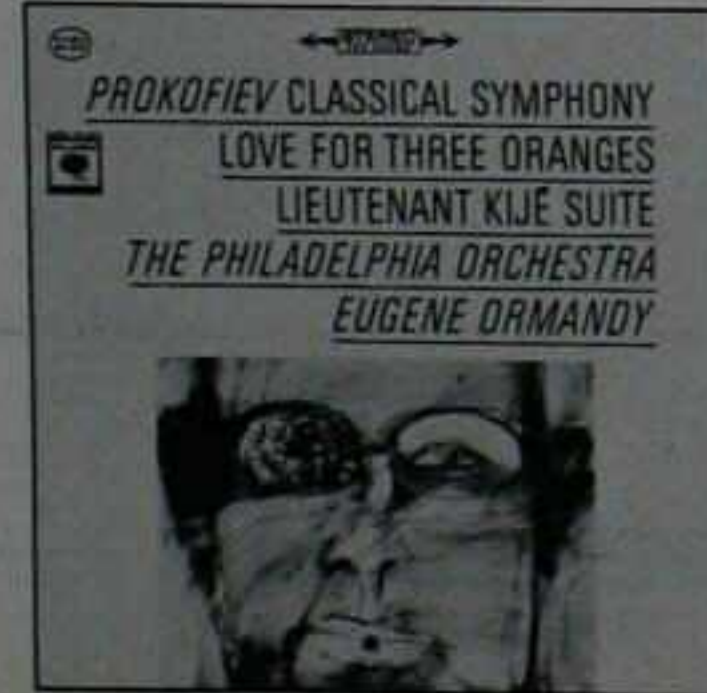
CL 2130/CS 8930



CL 2136/CS 8936



CL 2147/CS 8947



ML 5945/MS 6545/MQ 615*



ML 5939/MS 6539



NEW ALBUM RELEASES

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

ANGEL	
The Baroque Concerto; Virtuosi di Roma (Renato Fasano); 36153, 536153	M 5
BEETHOVEN: Concerto No. 3; Schnabel; COLM 3	
BEETHOVEN: Concerto No. 4; Schnabel; COLM 4	
FRANCK: Four Symphonic Poems: Les Etolles, Le Chasseur Les Dîners; Orch. National De Belgique (Cluytens); 36151, 536151	
MOZART: Concerto No. 4, Concerto No. 6; Menuhin; Bach Festival Orch. (Menuhin); 36152, 536152	
SCHUBERT: Richter Plays Schubert; 36150, 536150	
SMETANA: The Bartered Bride; RIAS Chorus, Lorengar, Wunderlich, Mercker, Frick and Bamberg Symphony Orch. (Kemp); 3642 (36159-60-61), 53642 C/L (536159-60-61)	
VERDI: Quattro Pezzi Sacri; Philharmonia Orch. & Chorus (Gullini); 36125, 536125	

ASCOT	
VARIOUS ARTISTS—Dixieland and Honkey Tonk Piano; ALS 16010	
VARIOUS ARTISTS—Selections from Sound Tracks and Film Scores; UM 13504-05 (2-12")	

AVOCA	
WILLIE BRADY—A Bit of Irish Humor; 33-AV-147	
JACKIE ROCHE & HIS IRISH DANCE BAND—The Kerry Dances; 33-AV-146	

BLUE NOTE	
DONALD BYRD BAND & VOICES—A New Perspective; 4124	
HAROLD VICK—Steppin' Out; 4138	

COLUMBIA	
TONY BENNETT—The Many Moods of Tony; CL 2141, CS 894	
The Brothers Four Sing of Our Times; CL2128, CS 8928	
CARL BUTLER & PEARL—Loving Arms; CL 2125, CS 8925	
BOB DYLAN—The Times They Are A-Changin'; CL 2105, CS 8905	
MAMALIA JACKSON (and HARPO MARK)—Let's Pray Together; CL 2131, CS 8930	
JOSE ALFREDO JIMENEZ—Cancion Del Corazon; EX 5112	
LOTTE LENTZ—Brecht/Wall, Happy Ends; DL 5630, OS 2032	
CHICO O'FARRILL & HIS ORK—Torrif Zone; EX 5113, ES 1813	
ORIGINAL CAST—In White America; KOL 6000, KOS 2430	
ANDRE PREVIN—Soft & Swinging—The Music of Jimmy McHugh; CL 2114, CS 8914	
THE RIP CHORDS—Hey Little Cobra & Other Hot Rod Hits; CL 2151, CS 8951	
THE JEREMY STEIG QUARTET—Flute Fever; CL 2136, CS 8936	
BARRA STREISAND—The Third Album; CL 2154, CS 8954	
JERRY VALE—Till the End of Time; CL 2116, CS 8916	
LARRY WILCOX & HIS ORK—Hot Rod Jazz—Tuff Sax & Twangy Guitars; CL 2147, CS 8947	
VARIOUS ARTISTS—Jazz Critics' Choice—Great Jazz Critics Choose Historic Performances; CL 2126, CS 8926	
VARIOUS ARTISTS—Jazz Odyssey Vol. 1—The Sound of New Orleans; CL130 (3-12")	
BACH: Easter Oratorio; Raskin, Forrester, Lewis, Beattie & Temple University Choir; Philadelphia Orch. (Eugene Ormandy); ML 5939, MS 6539	
BACH: The Well Tempered Clavier Vol. 1—Book 1; Glen Gould; ML 5938, MS 6538	
BEETHOVEN: Pathetic Sonata/ CHOPIN: Revolutionary Etude, Etude in C-Sharp, Scherzo #1/ DEBUSSY: 3 Preludes; Vladimir Moravits; ML 5941, MS 6541	
MANLEN: Symphony No. 5; New York Philharmonic (Leonard Bernstein); "Kinderfotofolien"; Jennie Taurai; ML 5938, MS 6538 (2-12")	
PROKOFIEV: "Classical" Symphony, "Lieutenant Kije" Suite, "The Love of Three Oranges" Suite; Philadelphia Orch. (Eugene Ormandy); ML 5945, MS 6545	
SCHUBERT: String Quintet in C Major, Op. 163; Budapest String Quartet & Bernard Heifetz; ML 5936, MS 6536	
SIBELIUS: Symphony No. 1; New York Philharmonic (Thomas Schippers); ML 5935, MS 6535	

DECCA	
Bill Anderson Sings; DL 4499, DL 74499	
The Best of Count Basie; DXB 170, DXSB 7170 (2-12")	
The Best of Jessie Crawford; DXB 171, DXSB 7171	
JIMMIE DAVIS—Highway to Heaven; DL 4432, DL 74432	
The Red Foley Story; DXB 177, DXSB 7177	
BILLY GRAMMER—Golden Gospel Favorites; DL 4460, DL 74460	
GOLDIE HILL—Country Hit Parade; DL 4492, DL 74492	
WEBB PIERCE—Sends of Gold; DL 4438, DL 74438	
Red Sovine; DL 4445, DL 74445	
Ernest Tubb Sings Just Call Me Lonesome; DL 4385, DL 74385	
Ernest Tubb Presents the Texas Troubadours; DL 4459, DL 74459	
The Best of the Weavers; DXB 173, DXSB 7173 (2-12")	
KITTY WELLS—Especially for You; DL 4493, DL 74493	
WILBURN BROTHERS—Take Up Thy Cross; DL 4464, DL 74464	
VARIOUS ARTISTS—On Stage at the Grande Ole Opry; DL 4793, DL 74793	

DESIGN	
PERCY FAITH, DAVID ROSE, RUSS CASE—Three of a Kind—Romantic Moods; DLP-901, SLP-901	
LANI McINTYRE, JOHNNY PINEAPPLE, JOHNNY POI—Three of a Kind—Hawaiian; DLP-902, SLP-902	
JOSH WHITE, LEADBELLY, BILL BROONZY—Three of a Kind—Folk Singers; DLP-903, SLP-903	
F. YANKOVIC, V. ZAMBRUSKI, STOSH & POLKA TONES—Three of a Kind—Polka; DLP-904, SLP-904	
THREE SUNS, ART VAN DAMME, LES PAUL—Three of a Kind—Instrumentals; DLP-905, SLP-905	
LAWRENCE WELK, CLAUDE THORNHILL, AL DONAHUE—Three of a Kind—Big Bands; DLP-906, SLP-906	
D. ELLINGTON, W. HERMAN, B. BERIGAN—Three of a Kind—Jazz Dance Bands; DLP-907, SLP-907	
TEDDY WILSON, ANDRE PREVIN, BARCLAY ALLEN—Three of a Kind—Piano; DLP-908, SLP-908	
IVORY JOE HUNTER, RAY CHARLES, JIMMY RUSHING—Three of a Kind—Blues; DLP-909, SLP-909	
WEBB PIERCE, PASTY CLINE, T. T. TYLER—Three of a Kind—Country & Western; DLP-910, SLP-910	

DEUTSCHE GRAMMOPHON	
BARTON-DAVID: Konzert Fur Viola; Pal Lukacs, Staatliches Konzert-Orchestra (Ferenesik); SLPM 138 874	
BEETHOVEN: Symphony #1 and #2	
BEETHOVEN: Symphony No. 1 in C Major, Symphony No. 2 in D Major; Berlin Philharmonic (Herbert Von Karajan); LPM 18 802, SLPM 138 866	
BEETHOVEN: Symphony No. 3 in E Flat "Eroica"; Berlin Philharmonic (Herbert von Karajan)	
MARTINI: 6 Monologues from "Everyman"; 3 Excerpts from "The Tempest"; Dietrich Fischer-Dieskau, Berlin Philharmonic (Martini); SLPM 138 866	
SCHUBERT: Piano Sonata in B Major; Geza Anda; SLPM 138 880	

STRAUSS: Festive Prelude, Till Eulenspiegel, Don Juan, Salome's Dance; Berlin Philharmonic (Karl Bohm); SLPM 138 866	M 5
WAGNER: Meistersinger, Lohengrin, Walkure, Rheingold, Rienzi, Parsifal; Jess Thomas, Berlin Philharmonic (Walter Born); SLPM 136 387	

EPIC	
Bobby Hackett Plays the Music of Bert Kaempfert; LN 24080, BN 26080	

KING	
VARIOUS ARTISTS—Turning Back the Clock; SP 859	
VARIOUS ARTISTS—The Other Side of Grandpa Jones; LP 888	

LONDON*	
JOHNNY KEATING & HIS BAND—Swing Revisited; SP 44034	

LONDON INTERNATIONAL*	
CAMILLO—Musical Memories of Love From Paris; TW 91316	
SALVATORE IDA—Musical Memories of Calabria; TW 91317	
VARIOUS ARTISTS—Musical Memories of Naples; TW 91313	
VARIOUS ARTISTS—Musical Memories of Sicily; TW 91318	
VARIOUS ARTISTS—Musical Memories of London; TW 91312	
VARIOUS ARTISTS—1964 San Remo Festival; Twelve Great Songs; TW 91332, AHS-1387-1388	

PRESTIGE/BLUESVILLE	
J. T. ADAMS & SHIRLEY GRIFFITH—Indiana Ave. Blues; BV 1077	
SHIRLEY GRIFFITH—Saturday Blues; BV 1087	
LIGHTNIN' HOPKINS—Got to Move Your Baby; BV 1091	
Lightnin' Hopkins His Greatest Hits; BV 1084	
ALEC SEWARD—Creepin' Blues; BV 1076	
BIG JOE WILLIAMS—Studio Blues; BV 1083	

RCA VICTOR	
ORIGINAL CAST—"Hello Dolly"; RPRM-0014, RPRS-0016	
MILHAUD: A Frenchman in New York Suite; Boston Pops Orch. (Arthur Fiedler); GERSHWIN: American in Paris; Boston Pops Orch. (Arthur Fiedler)	
MOZART: Pontifical Requiem Mass—John F. Kennedy; Boston Symphony Orch. (Leinsdorf); LM/LSC-7030 (2-12")	

REALM	
BAROQUE JAZZ ENSEMBLE—Jazz for Bach Buffs; B924, B-9245	

REGINA	
JIM HALL—A Jazz Portrait of Roger Kellaway; R 298	

SYNCO	
GEORGE MANSFIELD—L'Ecole Est Finie; EX 07	
Elle; Synco 06	

UNITED ARTISTS	
AL CAIOLA & HIS ORK—50 Fabulous Guitar Favorites; UAL 3330, UAS 6330	
Sing Along With Chipper and His Playmates; UAC 11032	
FERRANTE & TEICHER; 50 Fabulous Piano Favorites; UAL 3343, UAS 6343	
GREENHILL SINGERS—50 Fabulous Folk Favorites; UAL 3347, UAS 6347	
THE HIGHWAYMEN—One More Time; UAL 3323, UAS 6323	
FRANK LUTHER—The Emperor's New Clothes; UAC 11021	
RALPH MARTERIE & ORK—50 Fabulous Dance Favorites; UAL 3349, UAS 6349	
KEN McINTYRE—Way We Out; UAL 3336, UAS 6336	
TITO RODRIGUEZ & HIS ORK—50 Fabulous Latin Favorites; UAL 3345, UAS 6345	
VARIOUS ARTISTS—Voices of History; UAL 3351	
VARIOUS ARTISTS; Folk and Jazz Wing Ding; UAL 3328, UAS 6328	
VARIOUS ARTISTS—Gulliver in Lilliput; UAC 11024	
VARIOUS ARTISTS—The Jazz Greats of Modern Times; UAL 3333, UAS 6333	
VARIOUS ARTISTS—All Baba and the 40 Thieves; UAC 11018	
VARIOUS ARTISTS—Row, Row, Row Your Boat and Other Mother Goose Rhymes; UAC 11035	

WARNER BROS.	
Dead Ringer—Sound Track; W 1536, WS 1536	
DICK & DEEDEE—Turn Around; W 1536, WS 1536	

WESTMINSTER	
ZACH: The Great Organ Chorales (3 Vol.); Carl Weinrich; XWN 19048-19050, WST 17048-17050	
CHOPIN: Scherzi Op. 20, 31, 39, 54, Berceuse Op. 57, Barcarolle Op. 60, Fantasia in F Minor; Paul Badura-Skoda; XWN 19053, WST 17053	
CHAVEZ: Piano Concerto; Vienna State Opera Orch. (Chavez); Eugene List; XWN 19030, WST 17030	
GRIEG: Sonata No. 3 in C Minor; FRANCK: Violin Sonata in A Major; Andre Gerlier & Edith Farnadi; XWN 19054, WST 17054	
MILHAUD: Sacred Service for the Sabbath Morning; Heins Rehless, Chorus of the Radio-Diffusion-Television Francaise; Orch. of the National Opera Theater (Darius Milhaud); VWN 19052, WST 17052	
MOZART: Posthorn Serenade K. 320, Serenata Notturna K. 239; Chamber Orch. of Lausanne (Victor Deszarzen); XW 19057, WST 17057	
SCHOENBERG: Verklarte Nacht/ ELGAR: Introduction and Allegro/ BRITTEN: Prelude and Fugue; Chamber Orch. of Lausanne (Victor Deszarzen); XWN 19031, WST 17047	
STRAUSS: Metamorphosen, Le Bourgeois Gentilhomme; Chamber Orch. of Lausanne; Stephan Romascano, violin; Chamber Orch. of Lausanne (Victor Deszarzen); XWN 19026, WST 17026	
TELEMANN: Concerto for 3 Trumpets and Orch./ STOELZEL: Concerto Grosso for 6 Trumpets/ CORELLI: Concertino for 2 Trumpets/ MANFREDINI: Concerto for 2 Trumpets/ L. MOZART: Concerto for Trumpets; Roger Delmotte & Arthur Hanesse (Trumpets); Vienna State Opera Orch. (H. Sacher); XWN 19047, WST 17047	
WAGNER: Rienzi Overture, The Flying Dutchman Overtures, Siegfried Idyll, Lohengrin Prelude; Munich Philharmonic Orch. (Hans Knappertsbusch); XWN 19055, WST 17055	

WORD	
The Jant Brothers—W-3198	
MRS. MIGGSY—Under a Musical Mushroom; W-3254	
PHIL & LOUIE PALERMO—Traveling Together; W-3279	

*See Disk Deals for Dealers.

W. German Record Industry Sees a Year of Reshuffling

Continued from page 1

a proliferation of German diskeries as to be patently uneconomic. Twenty-three labels accounted for 1963 output of 2,307 singles, 838 EP's and 1,178 LP's. The breakdown:

	Singles	EP	LP
AMADEO	39	22	26
ARIOLA	246	126	189
AUSTROTON	67	38	32
BELLA MUSICA	—	—	—
CBS	317	119	271
DEUTSCHE GRAMMOPHON	228	60	260
DEUTSCHE VOGUE	281	97	103
ELECTROLA	277	35	111
FUNK-RECORD	7	—	—
HÖRNER	1	—	—
JUPITER RECORD	13	1	2
MARINO RECORDS	4	—	—
METRONOME	137	32	174
OSTINATI	2	—	—
PHILIPS	184	83	361
POLARIS	12	1	—
RECO	22	—	—
SCHALLPLATTENDIENST	54	12	5
7 7 7	5	—	—
TELDEC	362	190	138
TELETON	15	—	—
TEMPO	26	16	3
UKELA	5	—	—

Of 2,307 singles, German production supplied 1,178 and international production 1,129; of the 838 EP, German production 405; and of the 1,676 LP, German production 651.

Continues Strong
International production, thus, supplied nearly half of German singles titles, about half of EP, and about two-thirds of the LP. The forecast is for a continued big market in Germany for international production.

About 20 per cent fewer singles were produced last year than in 1962, but the singles drop off was more than offset by the boom in LP's. The Federal Statistical Office reports that total disk production for 11 months of 1963 amounted to 52.9 million records compared with 60 million in the 1962 comparable period. This is significant only as indicating the decline of singles, since the total value of disk sales was boosted appreciably by the increase in LP's.

Common Market
All of the major German record companies have plans for the European Common Market. The plans involve reorganization and expansion of individual firms, mergers and acquisitions, and revamping of production and distribution.

Already, the rumors are flying, and typical is that involving Plant of Eindhoven) would take over Deutsche Grammophon.

Grammophon, the statement underlined, will continue to remain in the unchanged ownership of Siemens, the giant German electrical concern. The statement continued, however: "The firms of Siemens and Philips merged their phonograph record interests in 1962 to strengthen and expand their competitive position on the world market. On the basis of this agreement, Siemens and Philips now each hold 50 per cent of the capital of Deutsche Grammophon-Gesellschaft mbH and the N. V. Philips Phonograph Industry."

Grammophon said there has been no change in their proprietary arrangement and none is contemplated. The fusion is proving highly rewarding, the statement said, and sales of both concerns, especially abroad, have increased substantially. Grammophon concluded that

ing Philips and Deutsche Grammophon. The latter management has just denied what it calls "irresponsible gossip" that Philips - Gloelampen - Fabrieken Eindhoven (Philips Lamp

in view of the rapid postwar expansion of its world trade, the diskery is reorganizing and decentralizing. The German trade is to be split off and placed in a "Germany department," which later on will be converted into a full subsidiary of Grammophon.

Europe-Minded
The German trade's European orientation is reflected in the rechristening of Ariola to "Ariola-Eurodisc," and in the redesigning and recasting of the firms' trademark, packaging and public relations image. For example, Polydor is undergoing such an image face-lifting.

NARM Votes

Continued from page 3
Chamberlain, MGM; Trini Lopez, Reprise, and Wayne Newton, Capitol.

"Most Promising Female Vocalist" nominees are: Lesley Gore, Mercury; Nancy Wilson, Capitol; Peggy March, RCA Victor, and Skeeter Davis, RCA Victor.

In the election for "Best Selling Vocal Group" are: Peter, Paul and Mary, Warner Bros.; the Beach Boys, Capitol; the 4 Seasons, Vee Jay; the Kingston Trio, Capitol, and the New Christy Minstrels, Columbia.

Contestants for "Best Selling Comedy Recording Artists" are: Allan Sherman, Warner Bros; Bill Dana (Jose Jimenez), Kapp; Rusty Warren, Jubilee; the Smothers Brothers, Mercury, and Vaughn Meader, MGM - Cadence.

"Best Selling Children's Line" nominees are: Colpix, Disneyland, Golden, Pickwick International, and United Artists.

Nominees for "Best Selling Orchestra" are: Billy Vaughn, Dot; Henry Mancini, RCA Victor; Joe Harnell, Kapp; Lawrence Welk, Dot, and Mantovani London.

"Best Selling Economy Price Product (under \$1 retail) contestants are: Ambassador Record Corporation, Crown Records, Pickwick International, Premier Albums, and Somerset Stereo-Fidelity.
Vying for "Best Selling Economy Price Product" (over \$1 retail) are: RCA Camden, Richmond-London, and Wing-Mercury.

Nat King Cole

My True Carrie, Love

b/w A Rag, A Bone and
A Hank of Hair #5125



New York City Crawls With 'Beatlemania'

• Continued from page 1

van Show" Sunday night. The Capitol and Swan diskings have been selling "almost in equal volume" at the Mount Vernon outlet, with little or no sales on the Vee Jay or MGM disks.

E. J. Korvette in downtown Manhattan completely sold out all of its Beatles product by the end of last week. The large discount store is gearing for a rush on Monday as a result of activities over the weekend.

The Al Levine Record store in New York City reports the Beatles' offering on Swan as their leading seller with the Capitol version trailing not far behind. The store reports no sales for the group on Vee Jay or MGM.

A somewhat different picture is painted by the Record Shack here, which described the sales of Beatles records as steady throughout the weeks with the Capitol Record "far in the lead" and followed by the Swan outlet. The outlet also reported no sales response to the Vee Jay or MGM waxings. The store is also preparing for an onslaught of Beatles record buyers this week as a direct result of their appearance on the "Ed Sullivan Show."

WWDC-Radio has proclaimed February 11 as "Beatles Day" in the Nation's Capital and in honor of the special occasion

deejay Carroll James will do his afternoon show from the site of the Beatles' first "live" appearance in the United States—The Washington Coliseum.

When the now famous Beatles arrive in Washington an unusual "art" exhibit demonstrating a facet of U. S. culture will greet the vocal group. The station, believing the Beatles have had a profound influence on our culture, has asked its listeners to send any picture from magazines, newspapers or whatever, with a Beatle haircut drawn on the subject.

The grand winner; that is, the entrant judged to be most original, will receive \$100, with all others judged unusual enough to display, \$12.60 each. WWDC will display the winners' "art" at the Coliseum tomorrow (11), the night of the concert.

New York's WINS is pulsating with Beatlemania. The station reports that for the first time Beatles recording occupy first, second, and third place on their musical play list. In first place is their Capitol recording of "Let Me Hold Your Hand," followed closely by "She Loves You" on Swan, and, finally, the Vee Jay waxing, "Please Please Me."

The Group W station has up-staged CBS-TV by taping exclusive interviews with the Beatles which were aired once an hour on Thursday (6) and Friday (7). On Sunday, at 7 p.m., one hour before their scheduled debut on the "Ed Sullivan Show," the Beatles were heard on WINS in a 30-minute special.

The in-person interviews were obtained for WINS through the action of the station's European correspondents Rod MacLeish and Jim Anderson in London and Bernard Redmont in Paris. The bureau also provided its New York outlet with Beatle wigs which have been awarded to listeners via an on-the-air contest. Also awarded were tickets to the Beatles' February 12 Carnegie Hall concert.

Brad Philips revived his old 1956 program "Battle of the Baritones" Sunday (9) from 8 a.m. to p.m. on WINS. This time, however, Philips is labeling the action "Battle of the Groups." The winner, to be determined by votes sent in by listeners, will battle it out again next Sunday and in ensuing weeks.

WMCA, New York, has been

Remo, Acts, Tix Are Sold Up

• Continued from page 1

could contribute little more than loud applause.

Biggest outlay for the festival was for music. Two orchestras, conducted by 22 different directors, played. This, too, was an innovation because in the past the singers had a choice of one of two directors. This year each was able to choose his own.

The two American RCA artists, Paul Anka and Little Peggy March, for instance, relied on the baton of an American, Robert Bageloff. Individual expenses by the phonograph houses included advertising of disks, sales of which began two days before the competition, and posters which bedecked every free inch of wall space in San Remo. Special choreography for each singer to assure his stage presence was another factor introduced by some companies.

Although the long-standing dispute between RAI-TV and the festival seemed to be settled in December, there remained a doubt until the last minute whether the first evening would go on the air in toto because official program releases by RAI spoke only of a summary for the first evening and complete services on the next two. Most newspapers protested that this would be unfair to half the singers who were called upon the first night. A series of conferences was immediately called to work out a solution.

running a Beatle wig contest. The "Good Guys" are seeking listeners to take photos of their friends or from newspapers and paint Beatle wigs on them. The station is awarding \$57 to the first two most original entries, with another 998 winners receiving a 45-r.p.m. disk featuring photos of the group and the "Good Guys" on specially made record jackets.

NARM Conclave

• Continued from page 1

according to Malamud, that the convention will also draw a stellar attendance by the top executives of all the leading labels. Malamud said symposiums will be conducted with the industry leaders participating. NARM's special legal-counsel on Federal Trade Commission matters, Albert A. Carretta, a former FTC commissioner, will be one of the convention speakers.

Chicago Flips Its Wig; Beatles and Otherwise

• Continued from page 1

record going for them at a time. Currently, the Beatles have no less than four singles and three albums.

Record stores are filled with different forms of Beatles promotion material that often defy the imagination. Even the discount houses, traditionally slow to use point-of-sale material from any one diskery, have gotten on the bandwagon.

Radio Promotions

Radio stations likewise are running promotions, and in all cases, playing the records like mad.

WLS, the big singles-selling powerhouse, has had a pair of promos by its two evening deejays, Art Roberts and Ron Riley, and is in the throes of starting a Beatles' fan club.

WYNR, the big McLendon Corporation rocker, has been pushing Beatles' records despite a recent station policy switch to an otherwise r.&b. format.

Even WIND, the middle-of-the-road Westinghouse outlet, last Friday (7) decided to add a Beatles' record to its list ("She Loves You" on Swan).

The university radio station at nearby Notre Dame played "I Want to Hold Your Hand" (Capitol) for one hour straight last week and students responded by storming the studio en masse (though whether in approval or protest, no one was able to figure out).

Jim Lounsberry, king of the teen-age hop specialists here, planned a Beatle Dance for his

Sunday (9) hop in Elgin, Ill., and was placing television sets around the hall so the kids could see the Beatles during their history-making appearance on the Ed Sullivan show.

Only the so-called "good music" stations were turning a deaf ear to the Four Charmers From England but with the way the Beatles' records were selling, nobody really seemed to care.

Capitol branch manager Tom Beckwith said he had moved over 100,000 Beatles' LP's and over 150,000 Beatles' singles. He said in the 10 years he's been in the record business, the Beatles are the hottest recording artists he's ever seen.

Beatles Suit in State of Limbo, City of Chicago

By NICK BIRO

CHICAGO — The Capitol-Vee Jay lawsuit over Beatles product was in what one attorney described as a "state of limbo," with counsel for both sides due in Appellate Court last Friday (7) afternoon for further hearings.

Last Wednesday (5), the Appellate Court granted Vee Jay a stay on Capitol's injunction prohibiting Vee Jay from selling Beatles records.

The stay was issued pending Vee Jay's appeal and on the condition that Vee Jay post a \$30,000 bond. The bond was posted, but, meanwhile, Capitol attorneys filed a petition for rehearing.

The rehearing was scheduled for Friday (7), and the court held off approval of the Vee Jay bond pending the outcome of the hearing. Vee Jay thus continued to be prohibited from shipping or manufacturing Beatles records, though the situation could conceivably be different as this issue comes off the press.

LBJ Ignored As N.Y. Crowds Chase Beatles

NEW YORK—President Lyndon B. Johnson visited here late last week, but his arrival was overshadowed by the Beatles' invasion. Few were aware of the President's presence in their midst, but no one could miss the fact that Britain's Beatles had descended upon the town. Radio, TV and all other communication media were filled with Beatle clamor. At Kennedy Airport here, Beatle greeters began lining up at 4 a.m. Friday to await the group's arrival that afternoon.

For the first time in disk history, a single attraction had five sides on the Hot 100 chart—all going up—plus three albums on the Top LP's chart. RIAA already has certified the Capitol single has a million seller, and the Capitol album as having sold more than 500,000 copies. The group, which was first introduced to U. S. TV audiences on the Jack Paar show via film a month ago, arrived here for its live TV debut on Ed Sullivan's show (9).

NEW BOOK ON PROGRAMMING

MIAMI — Billboard's Record Source International has concluded arrangements with Dick Starr (Stambaugh of WFUN, Miami, and associate Bob Harris to publish and distribute their 62-page soft-bound book "Professional Programming Vol. 1" for air personalities and program directors.

Copies may be obtained from Billboard Publishing Company, RSI Division, 165 West 46th Street, New York, N. Y., 10036, \$5.95 postpaid. The book provides the details on contests, rotation games, comedy production techniques, station comedy promos, exotic commercials, promos, station breaks and weather.

Plans are under way for a second volume which will be published in the not too distant future.



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finders keepers

i've got a secret ^{b/w}

Fox 468 The Shepherd Sisters A Bob Crewe Production

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the people say**

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would call me**

TCF -10

Martine Dalton & Bennie Bunn

the glory of love

i need you so

TCF -12

Dean Barlow



WATCH FOR THEM!



O'SEAS REVIEW

Ella Wins Hong Kong

HONG KONG—There has never been a concert quite like it in Hong Kong before. Ella Fitzgerald, tired after an exhausting tour of Japan, came on stage at Hong Kong's City Hall and completely captivated her audience with one of those really great performances. Much has been said, and as much written about Hong Kong's tough-as-nails concert audiences that have often left performers either in tears or vowing never to return again. Jazz does not really have a following of any dimension here.

Certainly she worked hard Friday (January 24) and the response brought tears to her eyes. Ella received an ovation before

she had sung a note, and from the moment drummer Gus Johnson picked up the beat on her opening number, "Cheek to Cheek," the applause rose to a crescendo. Ella's fatigue—which caused her to miss a dinner in her honor and for Harvey Shein, CBS vice-president—seemed to drop off her like a cloak, and the great artist, buoyed along by the enthusiasm she had succeeded in generating, gave one of her greatest performances.

At the show's end, Ella took four curtain calls after being on stage for all of two hours. Even then the audience would not let her go. She sang a couple of encores, took more curtain calls then walked gracefully into the wings. **CARL MYATT**

MOVIE REVIEW

Alert Dealers on 'Sunday'

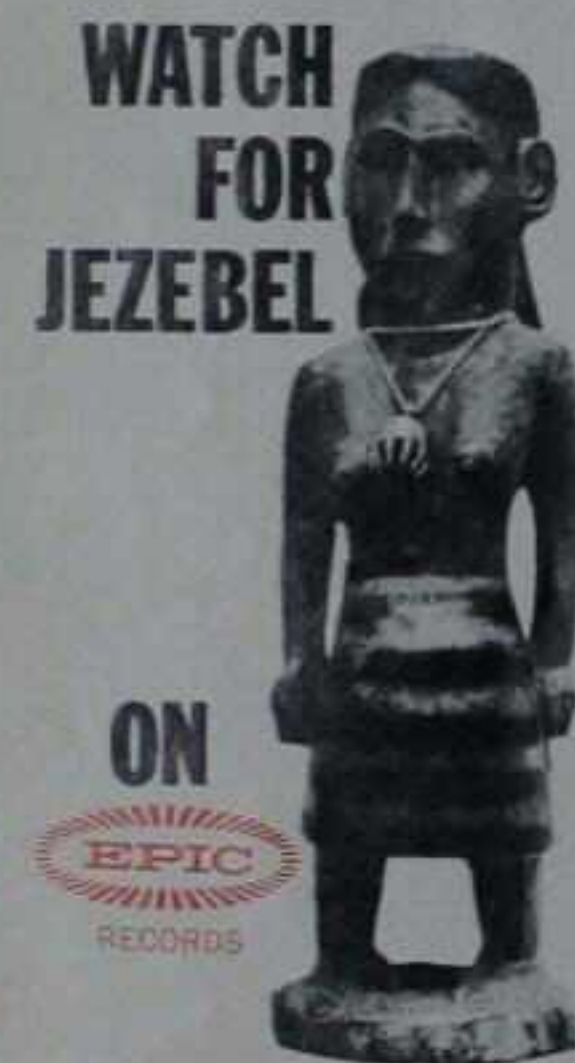
NEW YORK—The hip record dealers on the Loew's "Showcase" circuit will find added promotional bonus for record sales in the new Seven Arts comedy, "Sunday in New York." The picture is loaded with obvious dealer, rack and distrib tie-ins for disks by Mel Torme and Peter Nero.

Torme sings the vocal version

of the title song behind the titles and his version is already available on the Atlantic label. An LP which gives the tune top billing is already in the works. Pianist Nero, who wrote the score for the picture, is plugged liberally and two of his RCA Victor LP's are actually shown in scenes. The artist is also shown playing the piano with rhythm section in a club which is named after him. Victor has also released an LP which features Nero playing tunes from the picture.

The flick is a genuinely amusing feature based on the perennial question (which seems to be getting more attention than ever), "Should she? or Shouldn't she?"

The MGM release is a slick confection done in the Playboy magazine style—that is, a never, never land of bachelor apart-



Basie & Bennett At Carnegie Hall

NEW YORK—Tony Bennett returns to Carnegie Hall February 21, accompanied by the Count Basie orchestra. SRO was the order-of-the-day at his two previous appearances. Included in the concert will be many of the songs which have become identified with the singer over the years along with a concert arrangement of his current Columbia disk "Little Boy." Bennett won the record industry's 1963 Grammy award in a nationwide poll which named him outstanding male vocalist of the year.

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST
Miles Davis will play a benefit concert at Philharmonic Hall (12)... Thelma Carpenter returns to the Bon Soir for a four-week engagement (11)... Sharing the bill at the Bon Soir will be Isobel Robbins and the Three Flames... Count Basie plays Brunswick, Me. (13-14) and Orono, Me. (15)... Joseph Krips will begin his second guest conducting engagement of the season with the New York Philharmonic (13)... Henryk Szeryng will be

BOSTON REVIEW

Thatcher Has the Style

It is heartening to run into a lad of 21 who exhibits sound musicianship, presence, command and a delivery to his bag of musical tricks. While he may not have all these attributes presently under complete control, it is not an unreasonable prediction to say that Mark Thatcher, who has just made his first 45-r.p.m. for Columbia, is a performer of more promise than most.

The Montreal-born lad did not appear at the Monticello in Framingham as the star. He was in the middle of bill. Nor did he sing his Columbia recording, "One Good Solid 24-Karat Reason" b-w. "I'm Lonely." He preferred to stick to standards. Perhaps his notable number of the evening was his reading of "What Kind of Fool Am I?" It gave scope to Thatcher's unusual range which is in a mellow baritone and rises full-bodied into a ringing tenor range.

His style, which propels, yet does not drive, could easily fall prey to run of the mill rock and

(Continued on page 45)

ments and sports cars. Unlike some of the other films of this type, "Sunday in New York" has some believable people. Cliff Robertson is one, Rod Taylor another, and Jim Bachus a third. Jane Fonda plays the young lady who has to make the ultimate moral decision. **JACK MAHER**

It's Always Fair April Despite the Weather

NEW YORK—What's in a name? Miss April Stevens, one of the hit making team of Nino Tempo and April Stevens on Atco Records, makes a pretty cogent point in a new special deejay disk. On the disk she gives 11 capsule weather spots geared to fit any inclemency. The brainchild of Atco promo director Jack Fine, the 45 r.p.m. disks bearing April's insouciant voice are being sent to deejays across the land and the firm is guaranteeing her fervent, male-flattering weather remarks will warm the cockles of iron-bound hearts.

CBC Picks Winners

TORONTO—The Fifth Annual CBC Talent Festival finals for the 1963-1964 season will be broadcast on the CBC network Sunday, February 16. Sir Ernest MacMillan has traveled across Canada to host this series for the CBC and the finals will also see him acting as host with the orchestra under his direction too.

heard in concert in Philadelphia (10) and Rochester, N. Y. (13).

SOUTH

Peter, Paul and Mary continue their tour of the South with engagements in Memphis (11), Knoxville (13) and Raleigh, N. C. (14)... Dave Brubeck plays Orlando, Fla. (14) and New Orleans (15).

MIDWEST

Dates in Kenosha, Wis. (10) and Aurora, N. Y. (15) for

TV GUEST APPEARANCES BY RECORD TALENT

FEBRUARY 10-15
(All Times Eastern Standard)

- MONDAY 10—LESLIE UGGAMS, BOB McGRATH, THE QUINTO SISTERS, DOMINICK CORTESE, DICK HYMAN
All join hands on the Sing Along with Mitch show (NBC-TV, 10-11 p.m.).
- MONDAY 10—KATHY KEEGAN
This talented girl takes the singing spotlight on the Steve Allen Show.
- TUESDAY 11—GENE AUTRY, WOODY HERMAN, ROBERTA LYNN
A diversified program for the Steve Allen Show.
- TUESDAY 11—JOHNNY NASH
This vocalist shows up on the Tonight Show (NBC-TV, 11:15 p.m.-1 a.m.).
- TUESDAY 11—JOAN SUTHERLAND, AL HIRT, THE BROTHERS FOUR
All join in a salute to Lincoln's birthday and other anniversaries of the month on the Bell Telephone Hour (NBC-TV, 10-11 p.m.).
- WEDNESDAY 12—ALLAN SHERMAN
The comic guests the Tonight Show (11:15 p.m.-1 a.m.).
- WEDNESDAY 12—LOU RAWLS
The blues singer is featured on the Steve Allen Show.
- WEDNESDAY 12—RICK NELSON
Rick joins his parents on the Adventures of Ozzie & Harriet (ABC-TV, 7:30-8 p.m.).
- WEDNESDAY 12—PETE FOUNTAIN, JOHNNY MANN
The jazz musician and Mann come together on the Danny Kaye Show (CBS-TV, 10-11 p.m.).
- THURSDAY 13—EYDIE GORME, GEORGE JONES
Pop meets country on the Jimmy Dean Show (ABC-TV, 9-10 p.m.).
- THURSDAY 13—LENA HORNE, DEAN MARTIN
Lena and Dean join Perry in a Valentine show on the Perry Como Music Hall (NBC-TV, 10-11 p.m.).
- THURSDAY 13—BILL HAYES, THE HIGHWAYMEN
Bill and the Highwaymen visit Johnny Carson on the Tonight Show (NBC-TV, 11:15 p.m.-1 a.m.).
- FRIDAY 14—JULIE LONDON AND SERGIO FRANCHI
Julie and Sergio guest the Bob Hope Comedy Special (NBC-TV, 8:30-9:30 p.m.).
- FRIDAY 14—MARGUERITE PIAZZA, BOB NEHWART, JOHNNY PULEO'S HARMONICA GANG
Jack Paar plays host to the above talent on the Jack Paar program (NBC-TV 10-11 p.m.).
- SATURDAY 15—WILD BILL DAVIDSON AND HIS SALT LAKE CITY SIX, MIKE SETTLE, THE BRANDYWINE SINGERS, ORRIEL SMITH, SERENDIPITY SINGERS, HERBIE MANN MODERN JAZZ SEPTET
All visit the famous winter carnival at Dartmouth College, the site of this week's Hootenanny (ABC-TV, 7:30-8:30 p.m.).
- SATURDAY 15—JANE MORGAN, VIC DAMONE, THE FOUR AMIGOS
These stellar attractions meet others at the Hollywood Palace (ABC-TV, 9:30-10:30 p.m.).

The national network TV guest appearances listed above provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV 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 pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.



BOBBY GOLDSBORO
(United Artists)
PM: Buddy Buie

A recording of the distinctive voice of Bobby Goldsboro played for Jack Gold, a.&r. director of United Artists, resulted in a fast trip to Dothan, Ala., and the signing of the young Southerner to an exclusive contract on that label. "See the Funny Little Clown," which Bobby wrote himself, is his first release for them. After two years at Auburn University, Bobby free-lanced for a time before joining Roy Orbison as guitar player in January of 1962. He is still with Roy and his group. This happy working arrangement has brought about a collaboration between the two singer-songwriters.

Last spring Bobby married his high school sweetheart. Besides their love of music they share a love of sports. In fact, Bobby insisted when signing with United Artists that he should not have to record during the World Series.

LATEST SINGLE: "See the Funny Little Clown" is No. 22 on Billboard's Hot 100 this week.

Addiss & Crofut... Kai Wind-ing continues his engagement at the Celebrity Club in Chicago through the 23d... Earl Wrightson and Lois Hunt will appear this week in Oshkosh Wis. (11), Stevens Point, (13) and Waukegan, Ill. (15)... Byron Janis plays with the Indiana Symphony in Bloomington (11)... Gina Bachauer will be heard with the Chicago Symphony (13-14)... Janos

Starker will give concerts in Phoenix, Ariz. (10-11)... Woody Herman opens an engagement at the Off-Broadway Club, San Francisco (14).

NORTH

Stan Getz plays Montreal for a week (10-16)... One night in Toronto (15) for the Smothers Brothers... The New Christy Minstrels conclude their northern tour in St. John, Newfoundland (10-11).

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Radio-TV PROGRAMMING

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

Governor Collins Ups Programming at NAB

NEW YORK—The increasing importance of radio programming was given official recognition by Governor Leroy Collins, president of the National Association of Broadcasters in a luncheon speech before the International Radio and Television Society Wednesday (5).

Governor Collins told a jam-packed audience of advertising and broadcasting executives that one of the main objectives of the NAB during the current year will be to do constructive work in the area of radio programming.

The NAB Radio Board of Directors at their Sarasota meeting recently voted to hold four radio programming clinics, two in small cities and two in large cities, on a pilot basis.

"These will not be a dilatory combing-over of tired old ideas. They will be a driving attempt to push radio programming well beyond its present frontier and to break through into virgin areas," Collins said.

The NAB thinking behind these clinics is to test the feasibility of establishing a program department within the organization.

The NAB president said further that: "We will not be undertaking an examination of how things have been done in the past, except to develop a base from which we can draw a creative blueprint for how things can be done differently and better in the future. It will be a brainstorming effort, and we don't consider it a success unless we have many fresh ideas and tired brains when we get through."

The Governor remarked that in so few years, radio changed from an "intriguing toy" to a "necessity in the lives of people all over the world."

"It was not a smooth, steady transition. From the Twenties to the end of World War II radio was a vigorous, growing industry, without peer in its influence.

"In the fifties, there came hesitation, doubt and confusion. Support from the public and advertisers waned. Radio did not know in what direction its future lay—or, indeed, if it had any future at all.

"It has been said by some," Collins observed, "that radio's troubles during the Fifties were caused in great part because so many talented and creative people who left radio and moved into television. There may be some truth in this, but

Gershwin Programs For Anniversary

NEW YORK—Many stations across the country are preparing programs of Gershwiniana, February 12, in honor of the 40th anniversary of the first performance of George Gershwin's "Rhapsody in Blue."

I would guess it was not so much the people who moved out as it was some of the people who moved in."

Collins charged that radio stations were bought and sold like "cows at a livestock market, and the dominant criterion for their purchase was how much milk they would give." He said some of these people saw in radio not an opportunity to serve—but merely an opportunity to exploit.

"I think that period, thankfully, is about over. In the Sixties there is a strong stirring in radio, a new feel of optimism, a new professional pride in service, a new sense of potential, a determination not to be merely television without pictures, but to be radio with imagination and distinction," Collins concluded.

P. D. Chair a Challenge—Monroe

Larry Monroe is both a programming executive and air personality. Since July of 1961 he has held down the program director's slot, plus an air stint 3 to 6 p.m., on the Plough station in Baltimore, WCAO.

Monroe, who began his broadcasting career in 1947 at WGYN-FM, New York, while attending New York University, moved into program management at WNOE, New Orleans in 1956. He has served in similar capacities at KTSA, San Antonio; KLIF, Dallas; KIOA, Des Moines; KAKC, Tulsa; KXOK, St. Louis, and as director of programming personnel for the McLendon Stations.

In discussing the challenge of program directors Monroe said: "The short term benefits must not outweigh the long range

KDKA Award

NEW YORK—KDKA radio will be honored at the Broadcast Pioneers banquet tonight (10) in New York's Pierre Hotel. Bobby Vinton, Vaughn Monroe, the Four Saints and Ray Bloch and his orchestra will entertain. NBC vice-president Lee Jahnce, president of the Broadcast Pioneers, will preside and Clair McCollough of the Broadcasters' Foundation, will present the award to KDKA.

3 Phone Hours Added At Hollywood's KABC

HOLLYWOOD—KABC, which now airs more talk features than any other AM station here, has added an additional three hours of telephone commentary to its Sunday schedule.

Bob Grant is host of "Sunday Line," the new show heard from 12:15 to 3:30 p.m. Grant already hosts two other phone conversation shows, "Open Line" and "Night Line."

KHJ's New GM Fliesler Wooing Vast Untapped L.A. Audience Through Information Features

By ELIOT TIEGEL

HOLLYWOOD—A radio station which communicates with its audience through features with a distinct functional flavor is being created at KHJ through the programming concepts of its fiery commander Marty Fliesler.

A recent immigrant from New York and RKO General's top-rated talk Station WOR, Fliesler is attempting to program unique features which will bring about a "renaissance of radio" in a market which sees more people moving into it than any other area in the nation.

Fliesler has been KHJ's vice-president and general manager since July 5, 1963. The single most important thing he has discovered about Los Angeles is the transient audience and how radio, in his estimation, has failed to capture the majority of the million new residents to Southern California since 1960.

Fliesler's concept to capture these newcomers is to present an information and news station with music tying the features together. "Los Angeles is a great radio town," Fliesler said, "be-



KHJ's MARTY FLIESLER: "We're after a renaissance in radio programming."

cause of the beach, freeway and patio-living environments."

When Fliesler first arrived from New York, trade speculation was that KHJ would duplicate the talk format of highly successful WOR. Yet while there is more talk on the station now than in the past, the format is

music as a matter of every day living.

"Music may not be of universal appeal. Most of us are aware that there are many records that become tremendously popular in the Baltimore area, that never achieve this acceptance anywhere else. Conversely, some hits in Los Angeles don't make it here. We should remain sensitive to our area's tastes. We should spot music trends and changes in trends."

Monroe went on to caution that, "No one program director can predict all the hits to be. Constant experimentation with sounds and musical ideas lead to a continuing flow of exciting, appealing music. So program directors and musical directors are the ones to look for these subtle changes in taste and presentation. Without a sensitivity to tastes of our areas, we are losing touch with the best musical barometer there is... the listener!"

Owens Profile Draws Calls

HOLLYWOOD—When Gary Owens, KMPC's afternoon funnyman, told listeners about his profile in last week's Billboard, his engineer, Jack Foster, who converses with Gary on the show, asked on the air: "Do you think Billboard would do a story about my voice?" Whereupon Gary quipped: "No, I don't think so... they have too much taste."

Owens happily promoted the story on his Monday (3) show and later reported that congratulatory calls from traders kept his phone buzzing. He finally gave engineer Jack a chance to

more of a radio magazine of the air than a strict gab station. Get New Audience

Fliesler is out to capture specific audiences; the new arrivals who have not as yet developed any station loyalties and the people who have stopped listening to radio because there isn't anything which appeals to them.

Station now offers five-minute information features by guest experts on business, pets, fashion, travel and sports on its "Radio Los Angeles" afternoon show hosted by Jim Coy, Leo Durocher, one of the sports world's most colorful figures, does the capsule feature both morning and afternoon.

Fliesler sees these first features as the nucleus of additional information features on other subjects which will help build the station's image as the town's information outlet.

Additional philosophy behind KHJ's info features is the desire to service the community. During the "horrible four days" in November, KHJ created a community desk, and kept listeners up to date on cancellations of local events during the mourning period for President Kennedy. This feature brought torrents of grateful letters from listeners.

During its morning and afternoon programming, station's disk jockeys play the best of the pop *(Continued on page 45)*

NBC To Push Talk-Talk?

NEW YORK—And away we go! A phrase heard more around 30 Rockefeller Plaza lately than at Jackie Gleason's CBS studio.

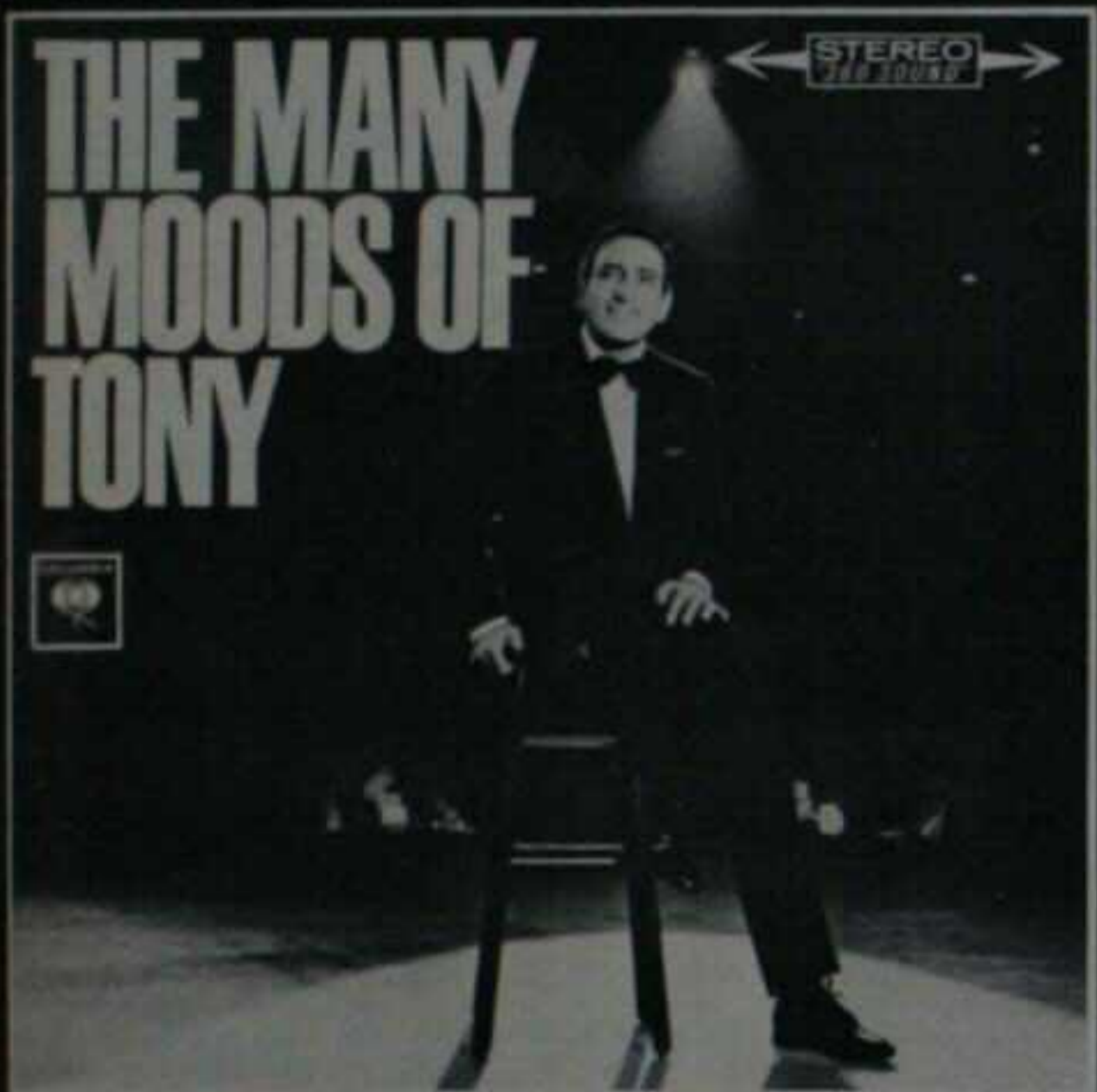
The 2d and 5th floor occupied by WNBC radio has been buzzing all this week with news of a new format and new air personalities soon to be introduced on the NBC-owned 50,000 watt.

George Skinner, recently appointed general manager of the station, reportedly has been pushing an all-talk format with the 9th floor powers. Several visits to the station this month by Brad Crandel, long associated with a top rated telephone controversy program on Toronto's CKEY, and now CHFI-FM staffer, seems to indicate that Skinner may have got what he asked for.

The flagship station has not been able to lift itself out of a long running rating and financial rut and has been searching for a way up and out. Just how extensive the personnel changes will be remains to be learned. All indications point to virtually a clean sweep.

sing, put on an Oriental-sounding voice and told dialers to listen if Jack could shatter a glass. After a moment there was a shattering and Foster asked, "Did I break the glass?" "No," answered Owens, "I dropped it."

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ON
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PROGRAMMING NEWSLETTER

Radio Case Histories Examined

By BILL GAVIN
Contributing Editor

Case histories of typical maladies are standard curriculum requirement in a medical student's course of study. A familiarity with the causes, symptoms and progress of an illness aids the doctor in diagnosis and treatment.



The story of American radio affords significant case histories of various maladies. Perhaps, since broadcasting is a never ending learning process, we may emulate the students of medicine and examine several case histories of typical illnesses that afflict radio and its people. In the following sketches, names and places are omitted to avoid embarrassment to those involved.

CASE HISTORY NO. 1. This market has been dominated for several years by a top 40 station. Its pre-eminence has been well earned by intelligent management, excellent music policy and programming and a high-grade disk jockey staff. A second station had made several aggressive moves to challenge the leader, but with little success. Then a new owner took over the loser. He brought in a new program director who had built something of a reputation in other markets. This p.d. started out as if he meant business. He brought in some disk jockeys. He exploited his record company contacts and asked to be given preferential treatment in being serviced first with all the hot new releases. He found, however, that his No. 1 competitor continued to receive many important new records before he did. He also found that the competitor was showing shrewd judgment in picking some left field hits that he had overlooked.

Frustrated, our p.d. foolishly tried to retaliate by refusing to program any picks that his competitor played first. As a result, his station was foreclosed from playing most of the new records that were destined to become hits in his market, whether he played them or not. His determination to be first and foremost kept him from seeing that

success is determined not by who you are but what you do. His present whereabouts is unknown.

CASE HISTORY NO. 2. A powerful No. 1 station in a large market had attained its position by combining the customary ingredients of staff, management, promotion and programming. Especially helpful was a talented music director. His ear was one of the best in the business. It was no surprise that his station broke many a national hit. His salary, however, was hardly commensurate with his ability, or with his importance to the station's success. When a bigger opportunity came along, he took it.

The station management, not sufficiently aware of the value of a top-notch music man, brought in an inexperienced replacement. The new man speedily demonstrated his incompetence by picking a high percentage of losers. He was also apparently susceptible to promo hypes, and tried very hard to be a "nice guy" to his favorite promoters.

Before long, management became aware that something was wrong. Management started tinkering with music policy, alternately shortening and lengthening the playlist. It was hoped that some new approach would change the gradual downward trend in ratings, but, no matter what was tried, the trend continued.

Eventually station management recognized the weak link and fired the music director. Unfortunately—again—management was still looking for a low budget man in the music field and hired another inexperienced replacement. Ratings continued to shrink. The illness can be expected to continue until a qualified music man can be found.

A good station deserves a good music director, who, in turn, deserves to be paid a salary commensurate with his key role.

CASE HISTORY NO. 3. The Smith Company (let's call it that) owns several retail record outlets in a certain city. Mr. Smith also has an interest in a one-stop and in a rack operation. He is a very important record man in that city. He is so important, in fact, that he often receives a

(Continued on page 43)

VOX JOX

By GIL FAGGEN



HORNING IN on WMEX (Boston) deejay **Arnie Ginsburg**, is **Freddy Cannon** (left) who has been making the radio station rounds on behalf of his first Warner Bros. winner, "Abigail Beecher."

My warmest thanks to **John Cook**, CBS chief of building operations, for the change of clothes last week. Got drenched in one of Manhattan's tropical rainstorms on my way over to see **Arthur Godfrey**.

Kudos to Nashville's **WSIX** radio, which marked its 37th anniversary in January.

Mark Edwards, WSAI (Cincinnati) deejay, father of boy, **Gregory**, January 14. Wife **Penny** doing well. **Wynne Moore** and wife **Margaret** parents of boy, **Louis**, January 15. Moore is WSAI news staffer.

Tex McCrary, of Tex and Jinx fame, returns to the air today (10) with a new interview program, "Tex McCrary Time" on WOR radio (New

York) 11:15 p.m. to midnight Monday through Friday.

Ed Dunn, early-evening man at WOAI (San Antonio) has premiered a five-minute talk feature titled "Voices of Man." Series will deal with historical documents presented in installments.

Steve Kirk of WSAI (Cincinnati) claims he suggested to **Bobby Vinton** that he record "There I've Said It Again," when the two met in Cincinnati a while back. The rest is history. Incidentally for any singers needing material for future hits... Steve has opened offices with a sign on the door... "Song Suggester."

Chuck Brigman, program director at WNOH (Raleigh) reports that the station is now issuing a chart reflecting record sales, audience requests and air play.

Congratulations to **KLEB** (Golden Meadow, La.) on its

(Continued on page 46)

SUNNY SHINES AGAIN

WITH A NEW CHART BREAKING SINGLE

"OUT of SIGHT...
Out of MIND"

B/W

"NO ONE ELSE WILL DO!"

TEARDROP #3027

SUNNY

and
the

Sunliners

#1 IN HOUSTON — HEADED FOR #1 IN THE

Nation



"GOING
BACK TO
LOUISIANA"

LECAM #122

BRUCE
CHANNEL

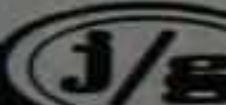
JAMIE GUYDEN WELCOMES...

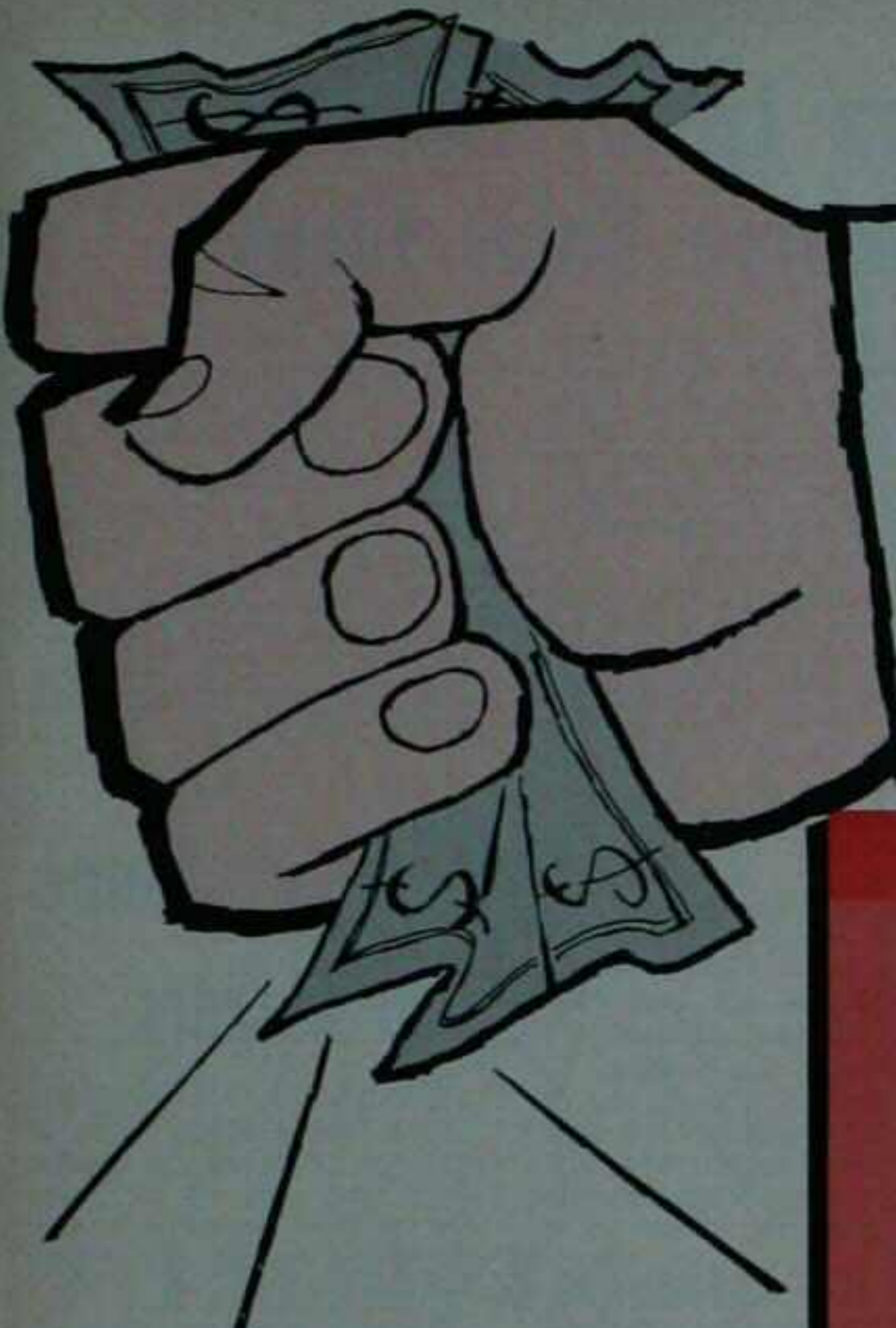
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2 GIANT SMASH HITS!



"DAWN (GO AWAY)"
The 4 Seasons 40166
 Their first hit single for Philips! Today's top new group with a fresh new sound that's really unique!



"I ONLY WANT TO BE WITH YOU"
Dusty Springfield 40162
 The first solo hit by the gorgeous English gal! An exciting, driving release that's headed for the top!

2 GIANT SINGLES JUST RELEASED



"CROOKED LITTLE MAN"
The Serendipity Singers 40175
 From the fast selling LP by the sensational new pop-folk group that's hitting big all over!



"HEY BIG BOY"
The Secrets 40173
 Hit No. 2 for this top new act.

AND MORE GREAT NEW SINGLES RELEASES!

A RHYTHM & BLUES HIT
"FUNNY WHAT TIME CAN DO"
Sylvia Shemwell 40149
 One of the most exciting R&B releases in years by a gal with more sound and soul than anyone in the business today!

"I'M STILL LOVING YOU"
The Frontiers 40148
 Fresh, unusual blending of voices for a real fine tune. This one is very alive and could hit the top across the board!



"THERE'S ANOTHER MAN"
Johnny Sea 40164
 Great new talent...great new voice...and a unique backing that could make push to the top of Pop and Country charts everywhere!



"NE SOIS PAS SI BÊTE"
 ("Don't be so stupid")
France Gall 40172
 The teen-age rage from France makes her first Philips single. Should be another big Philips hit from Europe.

Eulogy for 3 Jazz Greats

In two short months since December, three prominent members of the jazz world have died. Although each of these people was entirely different from the other, each had a forceful impact on the music as it is played, sung and produced.

In December, the whole music industry was shocked by the sudden death of Bill Grauer, president of Riverside Records. With Orrin Keepnews, Grauer built Riverside from a \$500 investment into a powerhouse jazz firm which, in the last two years of his life, moved substantial jazz product into the pop market.

He envisioned his company as becoming a dominant force in the independent record world. Although Bill was as much a music man as any, it was generally understood that Orrin was the record producer while he, Grauer, was the businessman.

As a businessman he was dynamic, driving himself and those around him relentlessly toward his goal—a bigger and better place in the sun for Riverside. He was among the first in jazz, with Norman Granz, to realize what drastic changes were taking place in the selling end of the record industry. He was constantly trying to gear his company to (and at the same time protect it from) the volatile effects of volume selling. One of his fondest wishes, which he often repeated, was to have Riverside stock offered for public sale.

At 40, Bill Grauer died young. The mistakes he might have made were done with the same boldness that built the firm.

After the shock and the sorrow, Orrin Keepnews has picked up the reins. He is a less dramatic figure than Grauer, but certainly his equal as a solid music man. The solace of the music industry has been his since mid-December; now the industry offers him all the encouragement to continue on.

Shortly after the death of Bill Grauer, jazz was struck again with the shock of Dinah Washington's death. Her passing left another unfillable gap. Her salty, uncompromising singing bolted her from the blues world to the world that goes pop. Her reading of even the softest and sweetest ballad had a realism and a sar-

donic quality that cut through even the most saccharine lyric. She seemed to see life through the hard-headed truth (as she saw it) of "Love for Sale."

Her artistry and conviction were so strong that she has become an influence on a myriad of singers, and ranks with the style setters along with Billie Holiday, Sarah Vaughan, Lena Horne and Ella Fitzgerald. So strong was this personality that even, as many suspected, when she was losing her voice through the last few years of her life, she could half talk and half sing a lyric and make it an impelling story.

As an artist she remains a Queen—and, as she used to say, "not just Queen of the Blues." In her prime her interpretation of a song—any song—had power. As she once said, "I can sing anything. The blues, jazz, musical comedy, opera—anything. And, if I have to, I can even go to church."

The third loss was as telling as the first two. Just a few short weeks ago, trombonist Jack Teagarden died. His personality and style as a human being was in sharp contrast to Bill Grauer and Dinah Washington, but his loss is as great, the place left unfilled as large.

The trombonist was as powerful in a retiring fashion. Like Miss Washington, he made direct contact with an audience. His tools were warmth, simplicity and open-handed genuineness. He wore his heart on his sleeve. His singing was touched with humor and a gentle sadness. His playing was alert, inventive, warm and full. Unlike many jazzmen who grow stale and openly show their loss of interest in music and control of their instrument, Big T played and sang with authority almost to the day he died. No small accomplishment for a man involved in the spirit-breaking business of playing and traveling for some 40 years. He was 58 when he died.

A huge quantity of music by Dinah Washington and Jack Teagarden is permanently recorded for posterity on phonograph recordings. In a time of sadness it is a comforting thought. The accomplishments of Bill Grauer, while not as tangible, are comforting. It was through his efforts that the artistry of a myriad of performers have been made permanent.

Jazz Labels Need Creative Sales Ideas

HOLLYWOOD—The small indie jazz labels must find a new, creative method of selling their product and forget about patterning themselves after the major labels, says Les Koenig, head of the Contemporary and Good Time diskeries.

The massive disk market with its new distribution outlets has seriously affected the availability of jazz product in many areas, reports Koenig, who recently visited seven key markets.

"There is a great demand for jazz product," states Koenig, "but we must realize that jazz can never attain the proportions of the pop market. We are dealing with a small per cent of the business, but one which can be both profitable and healthy for those of us concerned with it."

This tight jazz market, as Koenig sees it, is comprised of Riverside, Atlantic, Prestige, Blue Note, Impulse, Vee Jay, Verve, Fantasy, World Pacific and one of the majors, Columbia.

Exec says he finds racks, distributors and one-stops who don't carry all the lines or any depth of product and this catalog material is the key to survival for a jazzery.

With almost 60 per cent of disk business done through racks which only handle the hot chart items, Koenig feels he's losing a healthy slice of his business by being excluded. He relates an incident which occurred close to home which points up the unavailability of jazz product and the paradox of people asking for jazz. "I received a letter from Lou Hermann, a jazz disk jockey on KVEC in San Luis Obispo," Koenig recalls, "who wrote that he hadn't been receiving any of our records. We sent him several LP's, he played them on the air and people began calling to find out where they could get them."

Koenig then checked the Central California area, and discovered his product wasn't available in any store. He called the Pasadena rack jobber who handles the area and was told he only stocked those items he thought would sell.

"The racks aren't going out and promoting the specialty lines," Koenig beefs. In cases like the aforementioned San Luis Obispo incident, Koenig accepts

mail orders directly at his Los Angeles headquarters but would rather have the customer work through the local dealer.

Koenig feels there is a healthy collector's market which could be serviced if more locations would promote and stock the product. But with so much emphasis on today's hit, many distributor outlets aren't concerned about stocking catalog items, Koenig sadly reports.

Germans Name Top Jazzers

HAMBURG—Twen magazine, a leading music magazine here has published the results of its jazz poll of the year. The poll was conducted by the magazine's jazz critic Joachim Berendt.

Winning artists were named in two categories—international and German. The best musicians of the year category were John Coltrane and Klaus Doldinger. The best big bands were Duke Ellington and Kurt Edelhagen. The best modern combos were Dave Brubeck and the Klaus Doldinger Quartet. The best traditional groups were the Dutch College Swing Band and the Feetwarmers.

Among the instrumentalists results were trumpets: Miles Davis and Conny Jackel; trombones: Jay Jay Johnson and Albert Mangelsdorff; clarinetists: Jimmy Giuffre and Rolf Kuhn; alto saxes: Cannonball Adderley and Emil Mangelsdorff; tenor saxes: John Coltrane and Klaus Doldinger; baritone saxes: Gerry Mulligan and Helmut Brandt; flutists: Herbie Mann and Gerry Weinkopf; vibes: Milt Jackson and Wolfgang Schuller; pianists: Thelonious Monk and Horst Jankowski; guitars: Charlie Byrd and Attila Zoller; bass: Charles Mingus and Peter Trunk; drums: Elvin Jones and Hartwig Bartz; miscellaneous instruments: Jimmy Smith (organ) and Ingfried Hoffman (organ).

The singers who topped the lists in the female category were: Ella Fitzgerald and Inge Brandenburg; in the male category: Ray Charles and Knut Kieswetter. Top arrangers for the year were Gil Evans and Joki Freund.

Snafu of 1 Title Halts Album Sale

OSLO—The first Norwegian-made jazz LP, "Metropol Jazz," has been recalled from stores. Reason for the recall was the inclusion on the disk of the Rodgers-Hammerstein tune, "My Favorite Things," which had not been cleared for Scandinavia. Jazz musicians on the recording played for nothing on the LP hoping to promote an interest in home-grown jazz with the album. M. Knudson, who is handling the disk for Norsk Gramophonkomani, has said that he will write Rodgers and ask for clearance of the tune.

WAYNE SETS TAPESTRY WITH ELECTRIC BANJO

NEW YORK—On a new LP called "Tapestry," Chuck Wayne demonstrates something old played like new. Wayne, ordinarily a guitarist, plays electrified banjo on two of the tracks.

"Tapestry" has been released on the Focus label, which is being distributed by the Atlantic banner. The label comes from an idea and the money of Mort Fega, jazz deejay at WEVD here. It was his purpose to create the best package possible for Wayne, and the resulting album is a sharp, clean, well-paced set that features nine tracks of guitar trio work and two with the banjo as the front-line instrument.

Wayne has been a familiar face on the jazz and pop music scene for more than 15 years. He gravitated to the big band business from Boston, attracting a good deal of attention with a stint for Woody Herman, Barbara Carroll, George Shearing and a host of other groups.

The instrumentalist is currently one of the first-line sidemen in the recording, radio and TV studio ranks. He works on a wide variety of record dates from pop to jazz, and plays frequently at CBS.

It was a tour of duty at CBS that led to the artist's experimentation with the banjo. As part of a morning show, he was called upon to play fills and strum softly behind singers and instrumentalists. As a result, Wayne began "fooling around" with the instrument. "I tuned the banjo like the first four strings of guitar because I was more familiar with that finger-

ing. Everyone seemed to get a kick out of the modern chords and solos that resulted. Then I got my hands on a six-string banjo, something rather rare, and I was encouraged to bring it along on record and night club dates," he says.

"Actually," Wayne says, "the six-string version of the instrument has a really good sound when it's played like a front-line instrument. When you play it like a jazz guitar it gets a soft yet percussive sound that's interesting without being gimmicky."

On the album the banjo-playing guitarist is accompanied by a strong rhythm team of Ernie Furtado, bass, and Jim Campbell, drums.

Chuck Wayne has no plans yet for another album, or a tour on the road or a regular group to work night clubs. "We have played The Most (the East Side club here) with a trio, and you might say that that's where the new jazz banjo officially made its debut; but right now we'll just see what happens with this album."

Moscow Circus Scores On Slavania Label

MADISON, Wis.—An LP featuring reproduced scores from the Moscow Circus, currently on its first U. S. tour, is being put out by Slaviana, Inc., distributor of Slavic materials here.

The LP and an original Moscow circus program are being offered for \$4.95.

Mercer Offers Ellingtonia

NEW YORK—Riverside Records has leased a number of tapes produced by Mercer Ellington which feature Duke Ellington and various members of his orchestra. The tapes, which constitute enough material to fill four to five albums, were produced in the early 1950's. The first issued under the Riverside logo will be an LP of Duke Ellington — Billy Strayhorn sidemen; another has Al Hibbler singing, and still another features Duke fronting a medium-sized band.

Riverside also re-signed the Staple Singers, their staple gospel group, to another long-term pact. The new album by the group is entering the production stage.

THE BEST IN FOLK/THE BEST IN FOLK
PRESTIGE
THE BEST IN JAZZ/THE BEST IN JAZZ
Album Notes

Brother Jack McDuff
7274

LIVE

Chart Riding Jazz Organ Album

Willis Jackson
7285

GREASE n' GRAVY

Big Midwest R & B/Jazz Hit LP

Gene Ammons
7275

SOUL SUMMIT #2

Billboard Pick . . . Hot All Markets

Stitt & McDuff
7297

SOUL SHACK

Hit Album . . . Hot on Racks

Mose Allison
7279

SINGS

Building All Markets

Jack McDuff
7286

LIVE! AT THE JAZZ WORKSHOP

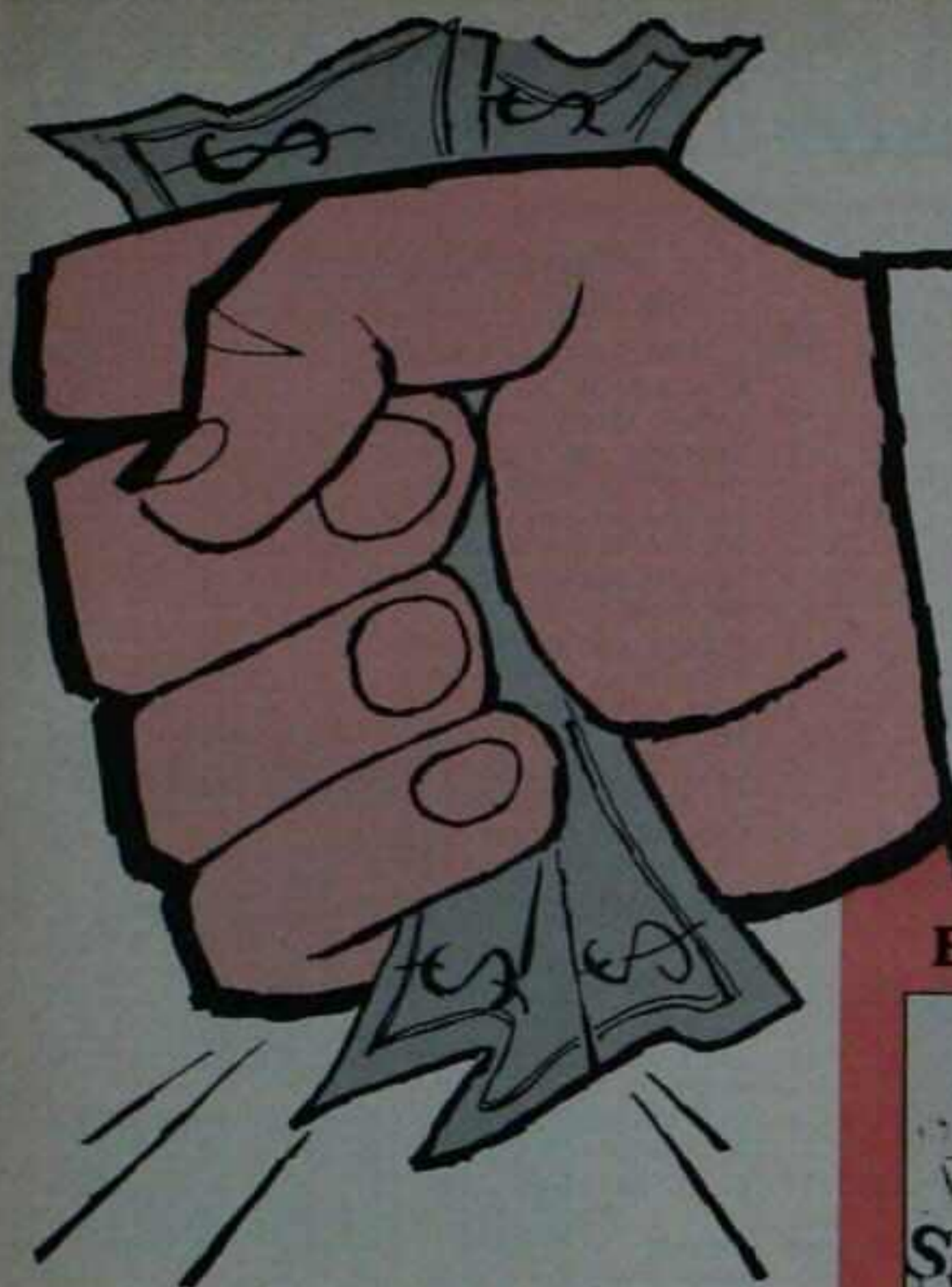
A New LP by Brother Jack . . .

Off and Running . . .

Watch It Climb the Charts!

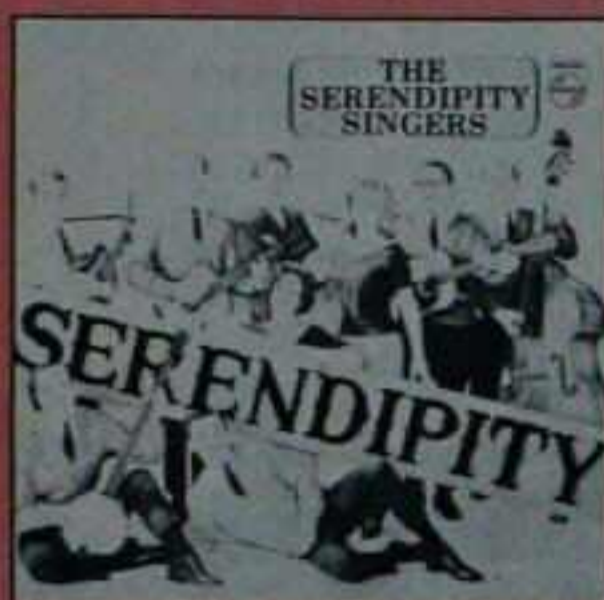


PRESTIGE records, inc.
203 s. washington ave.
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PHILIPS MEANS L.P. BUSINESS

EXCITING NEW PHILIPS LP'S BREAKING OUT!



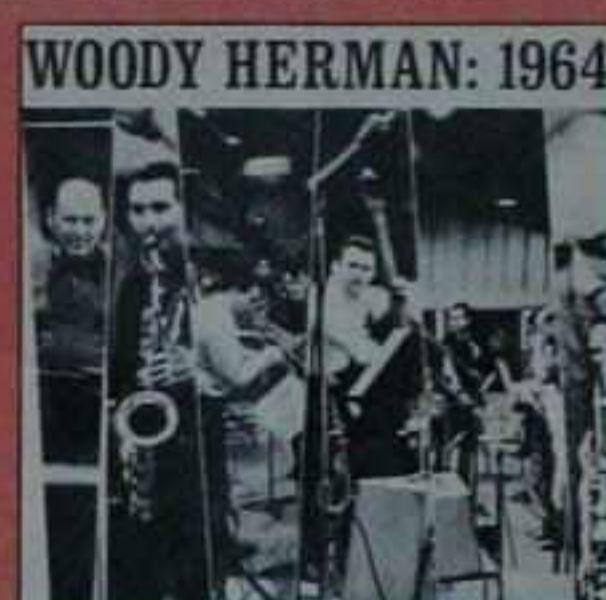
THE SERENDIPITY SINGERS
The Serendipity Singers
PHM 200-115/PHS 600-115

The great new folk-pop group that everyone's talking about! Terrific hit on ABC-TV's "Hootenanny" Show.



BORN TO WANDER
The 4 Seasons
PHM 200-129/PHS 600-129

The #1 group in the country with a sound all their own! Unique renditions of old and new folk material that will conquer both the folk and pop fields!



WOODY HERMAN—1964
Woody Herman
PHM 200-118/PHS 600-118

Selling faster than Woody's two previous Philips albums. A driving, swinging hit that shows why Woody's the talk of the big band world!

- ★ **The Big Talent**
- ★ **The Big Sales**
- ★ **The Big Excitement**
- ★ **All on the Big Philips Label**

MORE SALES HISTORY MAKING LP'S



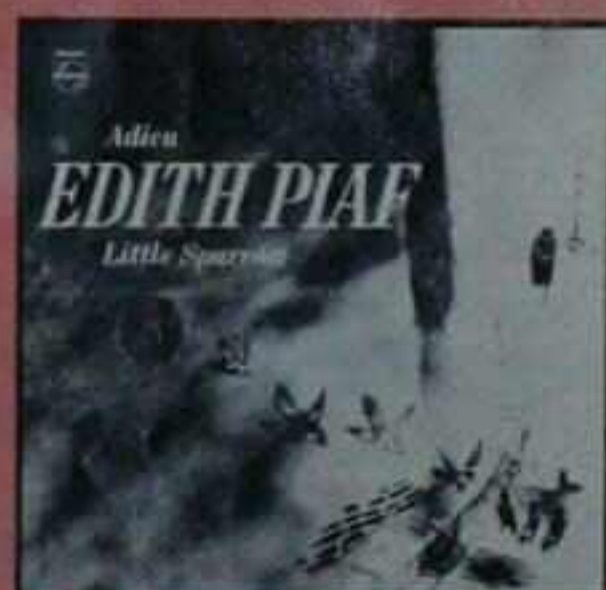
DIZZY GILLESPIE AND THE DOUBLE SIX
Dizzy Gillespie And The Double Six
PHM 200-106/PHS 600-106

The fabulous Diz and the unique Double Six of Paris—two of today's top jazz acts! A sure fire hit if ever there was one!



MOMENTS TO REMEMBER
Teresa Brewer
PHM 200-119/PHS 600-119

Teresa's new sound with more warmth and feeling than ever before. Large, lush orchestral backing!



ADIEU—EDITH PIAF (THE SPARROW)
Edith Piaf PCC 208

The original recordings transferred to LP without gimmicks or doctoring up! A Philips Connoisseur Collection release with line by line translations and sketches of Piaf's life story.

**STILL GOING STRONG...
STILL AT THE TOP OF THE CHARTS**



THE SINGING NUN
Soeur Sourire
PCC 203/PCC 603

A legend in the industry. Will continue to be one of the biggest selling LP's in recording history!

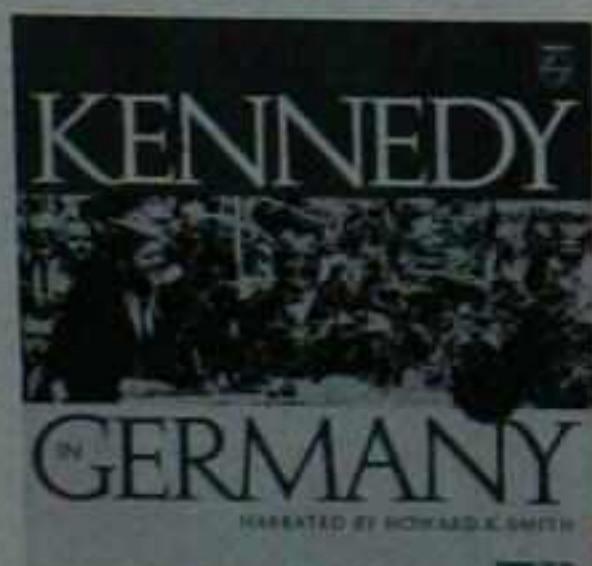


BACH'S GREATEST HITS
The Swingle Singers
PHM 200-097/PHS 600-097

A unique jazz classic. A witty, catchy jazz treatment of the classics that is still climbing the charts!

Philips Connoisseur
Collection Proudly Presents:
Kennedy in Germany
Narrated by ABC Newscaster Howard K. Smith

A stirring moment of President Kennedy's history-making tour of Germany. Complete with illustrated brochure with photographs of the dramatic highlights of the tour and complete texts of all the speeches and comments.



Bob Jeter in C.&W. Field

ALTUS, Okla. — Bob Jeter, owner and producer of Alta Records, new label with headquarters here, has begun promotional efforts to establish his diskery and artists in the country and western field.

His first effort along that line is a release by Adam Lee on "Cruel, Cruel World," to be followed by another by Roy Sneed, an old hand on c.&w., on "Until You've Been There." Jeter has just returned from the West Coast, where he signed a recording pact with Mary Nell, presently with "Big D Jamboree," Dallas. Jeter's future plans include the setting up of his own publishing firm and pressing plant.

National distribution on the Alta label is being handled by Independent Record Producers, Inc., Miami Beach, Fla.

COUNTRY D. J. OF THE WEEK



Gene Jackson, of WGAS, South Gastonia, N. C., will be "Mr. D.J. U.S.A." February 14 on WSM-Radio, Nashville. Gene has handled deejay chores at WGAS four and a half years. He has two shows daily, Monday through Friday, and one on Saturday. During World War II, Jackson served with the 82d Airborne Division. Prior to joining WGAS, Gene operated his own building contracting business.

Vern Terry in Hospital; Will Be Off Air 6 Months

GARFIELD HEIGHTS, Ohio — Vern Terry, country music disk jockey at WADC, Akron, and WWIZ, Lorain, Ohio, is in Marymount Hospital on McCracken Road here, where next week he is slated to undergo his third operation within a month to correct a throat ailment incurred in an auto accident in November 1961.

The upcoming operation will put him out of action on the air for at least six months, doctors say.

SALES! SALES! SALES!

Bobby Lord

SINGS

LIFE CAN HAVE MEANING

HICKORY 1232

when answering ads . . .

Say You Saw It in
Billboard



FARON YOUNG (left) shown signing a contract with Bob Brown, of Tracy Locke Advertising, Dallas, representing the Pearl Brewing Company of San Antonio, which will sponsor the airing of "The Faron Young Show" on 20 radio stations in Texas, Louisiana, Mississippi and New Mexico, starting April 1. Shown on the right is Billy Deaton, partnered with Young in Faron Young Productions, Inc., San Antonio. The shows will be taped in Nashville and will feature a name guest each day.

COUNTRY MUSIC CORNER

By BILL SACHS

Uncle Len Ellis, vet country deejay at WWCA, Hammond, Ind., has a promotion coming up at the Hammond Civic Center, Sunday, February 16, featuring a "Grand Ole Opry" package comprising Jim Reeves, Ernest Tubb, Carl Smith, Sonny James, Ernest Ashworth, Jean Shepard, Stringbean, the Blue

Boys, Jimmy Gately, the Country Strings, the Carpenter Brothers and the Texas Troubadours.

Joe Allison, star and host of "The Country Corner Show" on Armed Forces Radio & Television Service, has just completed a special program with RCA Victor's Bobby Bare.

(Continued on page 20)

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY

FOR WEEK ENDING 2/15/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	6
2	6	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	6
3	10	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	6
4	4	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	5
5	7	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	6
6	5	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	6
7	2	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	6
8	3	GEORGE JONES & MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M); UAS 6301 (S)	6
9	8	RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	5
10	9	PATSY CLINE STORY Decca DXB 176 (M); DXSB 7176 (S)	5
11	17	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	2
12	14	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor LPM 2835 (M); LSP 2835 (S)	3
13	12	KITTY WELLS STORY Decca DXB 174 (M); DXSB 7174 (S)	6
14	13	DETROIT CITY & 11 OTHER HITS Bobby Bare, RCA Victor LPM 2776 (M); LSP 2776 (S)	6
15	15	LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL Columbia CL 2045 (M); CS 8845 (S)	4
16	11	RETURN OF THE GUNFIGHTER Marty Robbins, Columbia CL 2072 (M); CS 8872 (S)	6
17	18	TALL, TALL GENTLEMAN Carl Smith, Columbia CL 2091 (M); CS 8891 (S)	6
18	—	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	1
19	—	SONGS OF THE CITIES Roy Drusky, Mercury MG 20883 (M); SR 60883 (S)	1
20	—	DAVE DUDLEY SINGS SIX DAYS ON THE ROAD Golden Ring LPGR 110 (M); (no Stereo)	2

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 2/15/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	B. J. THE D. J. Stonewall Jackson, Columbia 42889	11
2	1	BEGGING TO YOU Marty Robbins, Columbia 42890	12
3	5	SAGINAW, MICHIGAN Lefty Frizzell, Columbia 42924	6
4	2	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	22
5	6	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	14
6	8	FIVE LITTLE FINGERS Bill Anderson, Decca 31577	4
7	7	LAST DAY IN THE MINES Dave Dudley, Mercury 72212	10
8	9	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289	4
9	4	NINETY MILE AN HOUR (Down a Dead-End Street) Hank Snow, RCA Victor 8229	17
10	11	PEEL ME A NANNER Roy Drusky, Mercury 72204	11
11	15	LET'S GO ALL THE WAY Norman Jean, RCA Victor 8261	7
12	12	OLD RECORDS Marge Singleton, Mercury 72213	8
13	17	D. J. FOR A DAY Jimmy "C" Newman, Decca 31553	10
14	42	MOLLY Eddy Arnold, RCA Victor 8296	3
15	33	MILLER'S CAVE Bobby Bare, RCA Victor 8294	2
16	25	YOU'LL DRIVE ME BACK (Into Her Arms) Faron Young, Mercury 72201	9
17	36	MY TEARS ARE OVERDUE George Jones, United Artists 683	2
18	16	THE MATADOR Johnny Cash, Columbia 42880	15
19	14	THANKS A LOT Ernest Tubb, Decca 31526	21
20	19	YOUR HEART TURNED LEFT (And I Was on Right) George Jones, United Artists 683	3
21	18	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	3
22	24	HOWDY NEIGHBOR, HOWDY Porter Wagoner, RCA Victor 8257	5
23	28	ONE DOZEN ROSES George Morgan, Columbia 42882	5
24	30	A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237	3
25	13	JEALOUS HEARTED ME Eddy Arnold, RCA Victor 8253	11
26	22	COWBOY BOOTS Dave Dudley, Golden Ring 3030	20
27	10	MOUNTAIN OF LOVE David Houston, Epic 9625	18
28	32	TRIANGLE Carl Smith, Columbia 42858	9
29	27	TROUBLE IN MY ARMS Johnny & Janie Massey, Columbia 42841	15
30	23	THE MORNING PAPER Billy Walker, Columbia 42891	8
31	31	THROUGH THE EYES OF A FOOL Roy Clark, Capitol 5099	2
32	20	TALK BACK TREMBLING LIPS Ernest Ashworth, Hickory 1214	35
33	29	IF THE BACK DOOR COULD TALK Webb Pierce, Decca 31544	14
34	37	HE SAYS THE SAME THING TO ME Skeeter Davis, RCA Victor 8288	4
35	40	SURELY Warner Mack, Decca 31559	4
36	45	LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208	2
37	34	HELPLESS Joe Carson, Liberty 55614	10
38	26	GOING THROUGH THE MOTIONS Sonny James, Capitol 5057	9
39	21	THERE'S MORE PRETTY GIRLS THAN ONE George Hamilton IV, RCA Victor 8250	5
40	48	WIDOW MAKER Jimmy Martin, Decca 31558	2
41	—	EASY COME—EASY GO Bill Anderson, Decca 31577	1
42	39	DREAM HOUSE FOR SALE Red Sovine, Starday 650	6
43	44	TOO LATE TO TRY AGAIN Carl Butler & Pearl, Columbia 42892	6
44	—	YOU ARE MY FLOWER Lester Flatt & Earl Scruggs, Columbia 42954	1
45	—	A LITTLE SOUTH OF MEMPHIS Frankie Miller, Starday 655	1
46	49	MIND YOUR OWN BUSINESS Jimmy Dean, Columbia 42934	3
47	—	WAITING A LIFETIME Webb Pierce, Decca 31582	1
48	—	HOW CAN I FORGET YOU Glenn Barber, Sims 148	2
49	—	DON'T LEAVE ME LONELY TOO LONG Kathy Dee, United Artists 687	1
50	—	LIFE CAN HAVE MEANING Bobby Lord, Hickory 1232	5

14 WAYS TO MAKE WINTER GREEN!



TOGETHER AGAIN!
The **BENNY GOODMAN** Quartet

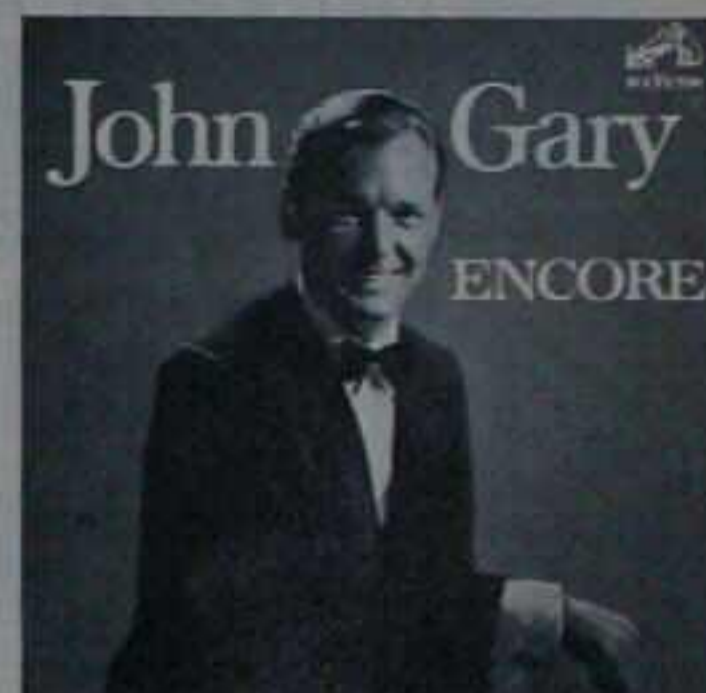


Benny Goodman



Lionel Hampton Gene Krupa Teddy Wilson

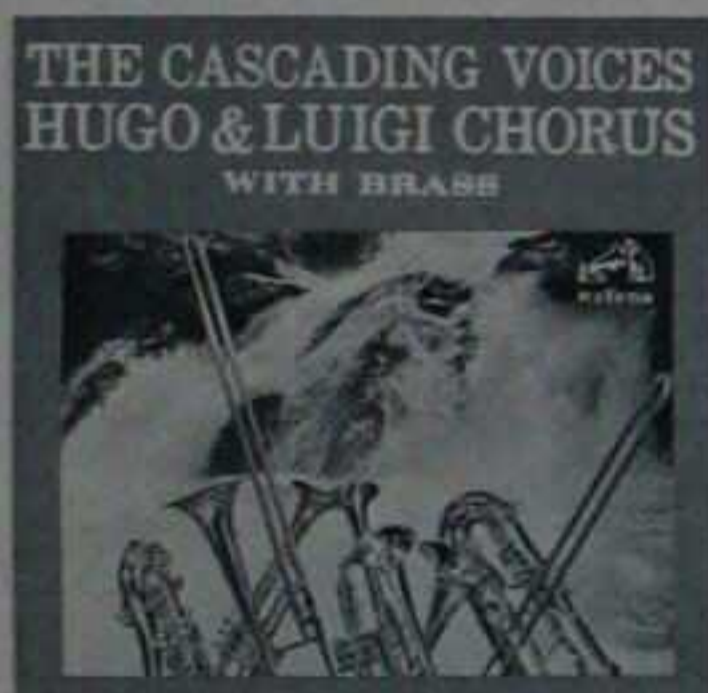
The original Goodman Quartet is back re-doing the great hits that made them famous. **LPM/LSP-2698**



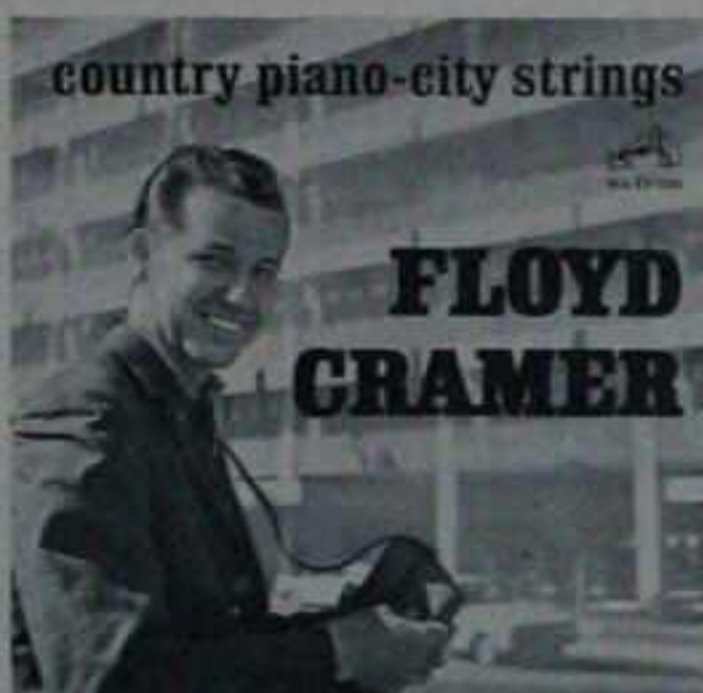
Another dozen big hits like "Tender Is the Night," "Anywhere I Wander" and "If." **LPM/LSP-2804**



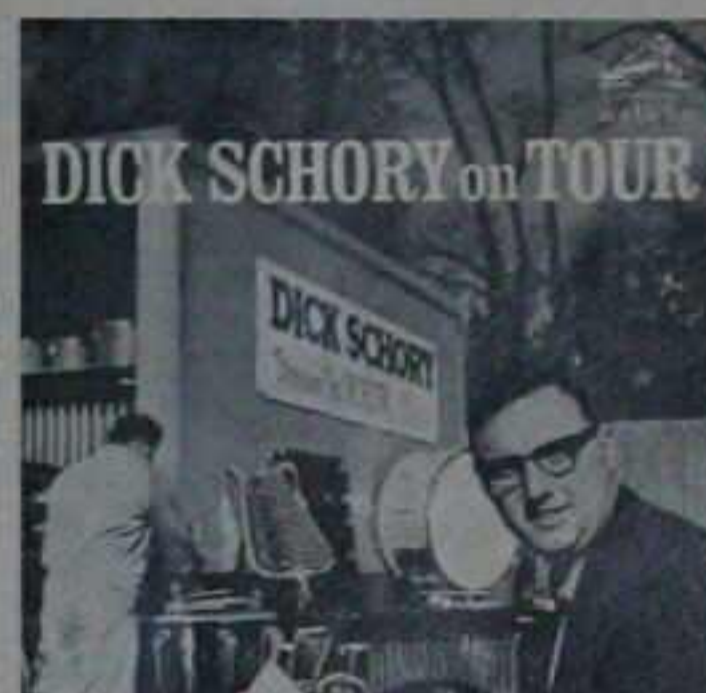
A new mood for Eddy—melancholy songs like "My Destiny" and "Summer Kiss." **LPM/LSP-2798**



Lovely voices sing "Autumn Leaves," "All Alone," "Seventeen," etc., accented with brass. **LPM/LSP-2789**



A lush string-along played to "Heartless Heart," "You Don't Know Me," 10 more. **LPM/LSP-2800**



The Percussion King caught "live": "Orinoco," "Charade," "St. Louis Blues," 9 more. **LPM/LSP-2806**



A voice with the true "folk" sound sings "Four Strong Winds," "Angel Cake and Wine," etc. **LPM/LSP-2836**



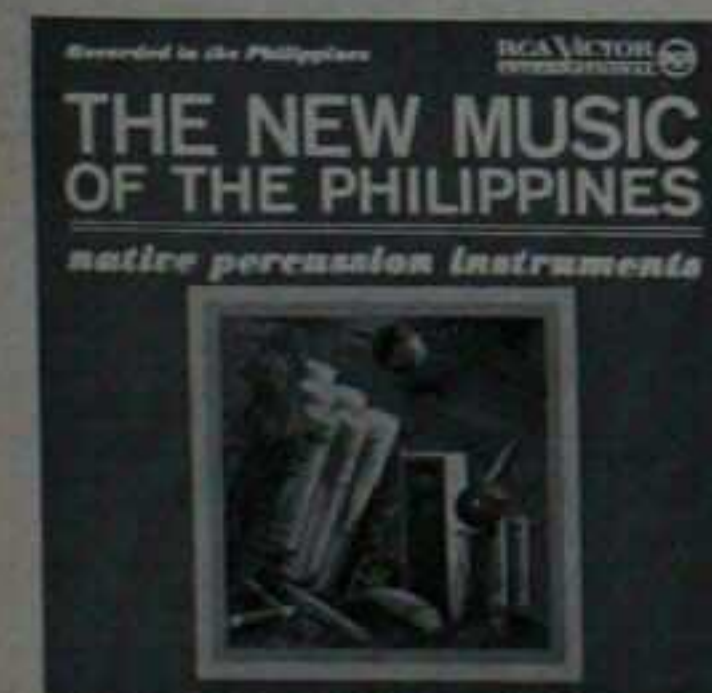
A rib-tickling collection of original tunes that make you laugh... (correction) roar! **LPM/LSP-2831**



Irish songs like "Danny Boy," "Kevin Barry" and "My Wild Irish Rose" with a country twist. **LPM/LSP-2801**



Recorded in Argentina. Memorable tangos from Argentina like "La Cumparsita," "Nostalgico" and "Tierrita." **FPM/FSP-118**



Original island folk music like "Sulsulyap-Sulyap," "Katakataka" and "Dahil Sa Polka." **FPM/FSP-117**



Erotic music of Hawaii like "Beyond the Reef," "Lovely Hula Hands" and "Ka-Lu-A." **LPM-2414**



Heart-stoppin' songs for the hot-rodder like "Devil Driver" and "650 Scrambler." **LPM/LSP-2858**



An unforgettable session in jazz. Includes "Blues Tonight" and "Hello, Young Lovers." **LPM/LSP-2725**

RCA VICTOR
The most trusted name in sound

MORE HITS FROM

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GET 'EM
WHILE THEY'RE
NEW

CLIFFORD
DAVIS

"LOSERS WEEPERS,
FINDERS KEEPERS"

4-7184

DR. FEELGOOD
AND
THE INTERNS

"BLANG
DONG"

4-7185

THE
OPALS

"DOES IT
MATTER"

4-7188

WATCH FOR A NEW
MAJOR LANCE LP!
COMING SOON!

COUNTRY MUSIC CORNER

• Continued from page 18

Other country music satellites who have been featured on the 55-minute broadcast recently were Eddy Arnold and Boudleaux and Felice Bryant.

Wilma Lee Cooper, mending from an illness which had her confined to a hospital for some time, will resume touring with her hubby Stoney late this month. . . . Ferlin Husky is set for stops at East Paterson, N. J., February 14; Baltimore, 16; St. Louis, 23, and Clovis, N. M., 29. . . . Ray Price takes his Cherokee Cowboys to Jackson, Miss., February 14; Baltimore, 16; Charleston, W. Va., 20; Charlotte, N. C., 22, and Norfolk, Va., 23. . . . Top songs at WCMS, Norfolk, Va., these days, according to Sheriff Tex Davis, are "Long Gone Lonesome Blues," by Hank Williams Jr.; "Welcome to My World," by Jim Reeves; "Miller's Cave," by Bobby Bare, and the one figured to go all the way, "Understand Your Man," by Johnny Cash.

The Jim Gemmill office, Richmond, Va., has set Salem recording artist Shirlee Hunter and her "Hootenanny 'n' Country" show as the featured grandstand attraction at the fairs at Monroe, N. C.; Harrisonburg, Va.; Front Royal, Va.; Grafton, W. Va.; McConnellsburg, Pa.; Indiana, Pa., and Greensburg, Pa. Miss Hunter has also been booked for the Wilmington, N. C., Azalea Festival, April 2-4, and the Shenandoah Apple Blossom Festival, Winchester, Va., April 30-May 2. . . . Bill Monroe and His Blue Grass Boys display their wares at London, Ont., February 11; Flint, Mich., 12; Muskegon, Mich., 13; Grand Rapids, Mich., 14; Lansing, Mich., 15 and Saginaw, Mich., 16.

The veteran Nat Vincent writes that the recent report of his passing was "greatly exaggerated," and that at age 74 and 54 years in the entertainment world, he is still going strong in Hollywood, where he has just opened a new studio in the Wilcox Hotel. Although still blind from glaucoma, Nat says he's still playing a lot of hot piano and singing low and lusty. . . . The Wilburn Brothers are routed for Jackson, Miss., February 14; Toronto, Ont., 17-18; Dothan, Ala., 22; Birmingham, Ala., 23, and Decatur, Ill., 29. . . . Tompall and the Glaser Brothers inked for personals at Columbia, S. C., February 21, and Charlotte, N. C., February 22.

Jimmy Martin, whose new Decca release, "Widow Maker,"

is showing up favorably on the country music charts, played last weekend (7-9) at the White Horse Bowling Academy, Philadelphia, and Wednesday (12) is set for a special Decca session at Bradley's in Nashville to cut an album titled "Window Maker." The deck will embrace Jimmy's current single click plus four other truck-driver songs. Deejays Johnny Barton and Johnny Hartford, of WHOW, Clinton, Ill., recently celebrated Jimmy Martin Day by playing the latter's records steadily over an eight-hour period. . . . Harry Weger, who heads up "Hoosierland Hoedown," live country show well known in the Indiana sector, has joined the staff of WBOW, Terre Haute, Ind., formerly exclusively Top 40. He is featured in a two-hour, early-morning country show. Star-Way Agency, Terre Haute, has Harry and his country music unit set for a string of personals in the Midwest area over the next several months. Group plays Lincoln, Ill., Saturday (15).

Tim Gayle, veteran public relations man and composer's agent, well known in the country music field, is contemplating giving up his lease at 319 West 48th Street, New York, to re-settle in Hollywood, where he was formerly located for 12 years. Tim has been hustling Henry Sommers' record, "Ole Country Music," by Rex Klingensmith on Process Records, and Lorry Raine's "Actress of the Year," which was California-produced by Gayle before his exodus from Sunset and Vine. Latter was cuffed by Gayle and Gene Kilham, of WCRB, Boston, and Lee Morris, the Boston high school teacher who also co-authored last year's big one, "Blue Velvet."

A special release on Flatt and Scruggs hit the racks last week. It's a theme from "Petticoat Junction," with the flip carrying a tune with a different tempo, "My Dear Companion." Columbia's Don Law flew into Nashville to supervise the special waxing. Lester and Earl will appear in concert again at Carnegie Hall, New York, April 3, and at Jordan Hall, Boston, April 4. . . . Jim Reeves, during his recent Hollywood sojourn, did a guest shot on Joe Allison's "Country Corner" show for Armed Forces Radio & Television Service. Producer of the show, Jack Giles, reports that Reeves, Hank Locklin, Bobby Bare and Marty Robbins are the most requested artists on the seg that originates in Hollywood and is beamed to all parts of the world.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Paul Perry, formerly for two and a half years country and gospel man at WCOR, Lebanon, Tenn., has joined WHIN, Galatin, Tenn., as country music deejay exclusively. The station is currently spinning country-style happenings three hours a day, and its top records at this writing are Johnny Elgin's "My Worst Habit," and Jimmy Martin's "Widow Maker." . . . Walt Breeland, 8708 Ruthby Street, Houston 77017, writes that he has deejay copies available on Wiley and Jessie Barkdull's first release on Allstar, titled "I'll Always Love You." Put your request on your station letter-head.

"We get extra good service on singles," writes Tex Justus, of WBNL, Boonville, Ind., "but we need c.&w. albums badly." . . . Alice South, formerly with KEAP, Fresno, Calif., is spearheading the programming at KOAD, Lemoore, Calif., the only c.&w. full-timer in California's San Joaquin Valley. Jack Olsen, Lonnie Tatum, Ron Franklin and Don Hillman are KOAD's country gentlemen of music. Dave South, KOAD general manager, says the station's 17-hour broadcast day may soon be expanded to 24 hours a day. Alice requests that all c.&w. releases, both old and new, be directed to her at the station, 15279 Hanford-Armona Road, Lemoore.

BREAKING IN MANY SOUTHERN MARKETS
MISS LAVELL'S SMASH HIT
"WHY YOUNG MEN GO WILD"
DUKE 372
BUDDY ACE HAS A BIG ONE!
"YOU'VE GOT MY LOVE"
DUKE 373
THIS ONE IS GOING BIG FOR JUNIOR PARKER!!!
"STRANGE THINGS HAPPENING"
DUKE 371
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b/w
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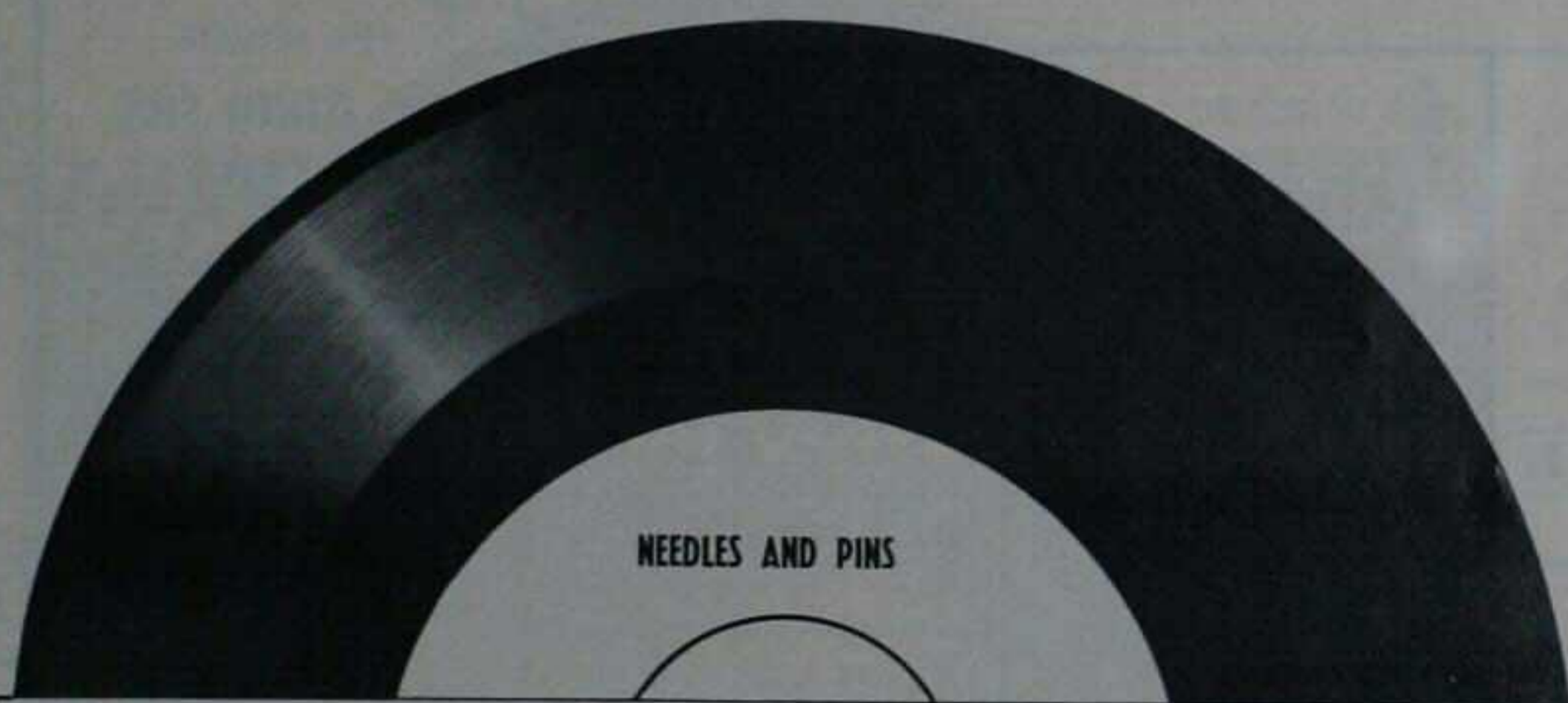
b/w
"Got My Mojo
Working"

Sun #389

Billy Adams
SUN RECORDS

639 Madison Memphis, Tenn.

While everybody was fighting
over who owns the Beatles,
the Searchers passed them on
the English charts, old boy!



THE SEARCHERS



K-577

**"NEEDLES
AND PINS"**

No. 1 in Britain according to The Record Retailer and Music Industry News, January 30, 1964.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

MY BONNIE

Beatles, MGM 13213

FUN, FUN, FUN

Beach Boys, Capitol 5118

★ REGIONAL BREAKOUTS

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

BE MY GIRL . . .

Dovells, Parkway 901 (Kalman-Wyncote, ASCAP) (Philadelphia)

SUSPICION . . .

Terry Stafford, Cruso 5 101 (Presley, BMI) (Los Angeles)

HIGH ON A HILL . . .

Scott English, Spakane 4003 (Sultan, BMI) (Boston)

HERE I AM BROKEN HEARTED . . .

Four Joys, Jamie 1267 (De Sylvia, Brown & Henderson-Jungnickel, ASCAP) (Philadelphia)

(The Story of) WOMAN, LOVE AND A MAN . . .

Tony Clarke, Chess 1880 (Chevis, BMI) (Detroit)

MY TRUE CARRIE LOVE . . .

Nat King Cole, Capitol 5125 (Cameo, ASCAP) (St. Louis)

HENRY'S IN . . .

Sam Kimble & Ork, TOF 728 (Caneil, BMI) (Hartford)

I CAN'T STAND IT . . .

Soul Sisters, Sue 799 (Saturn-Straccato, BMI) (Memphis-Nashville)

I'M NOT GOING TO WORK TODAY . . .

Boat Hog Pafferly, Sound Stage 7 2513 (Tree, BMI) (Seattle)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

ELVIS PRESLEY KISSIN' COUSINS

(Gladys, ASCAP) (2:12)

IT HURTS ME

(Presley, BMI) (2:27)—RCA Victor 8307

Two more contenders for chart honors from Elvis. First side is from forthcoming film and features good middle tempo rock with voices and guitars in support. Flip is slow ballad with strong gospel touches.

POP SPOTLIGHT

BOBBY DARIN I WONDER WHO'S KISSING HER NOW

(Vogel, ASCAP) (2:38)—Capitol 5126

The standard is given the Darin easy-wailin' treatment. The soulful reading is accented by the lonesome sound of blowing saxophone in Nashville on Sunday night. Flip is "As Long As I'm Singing" (T. M., BMI) (1:36).

POP SPOTLIGHT

DION DI MUCI I'M YOUR HOOTCHIE COOCHIE MAN

(Arc, BMI) (2:39)

THE ROAD I'M ON (Gloria)

(Mubon, BMI) (2:44)—Columbia 42977

Both sides are a radical departure for the young singer. "Coochie Man" is the famous blues hit of Muddy Waters. Backing is provided by harmonica and guitar. Flip is styled towards authentic folk ballad singing.

POP SPOTLIGHT

NINO TEMPO & APRIL STEVENS

STARDUST

(Mills, ASCAP) (2:06)—Atco 6286

The talented duo has come up with another of their personally stylized renditions of the old standard. Song is done in a solid middle tempo in the "Whispering" groove. Flip is "1-45" (Leigh, ASCAP) (1:45) (1:00).

POP SPOTLIGHT

THE CHAD MITCHELL TRIO

TELL OLD BILL

(Teena, ASCAP) (2:36)—Mercury 72234

Easy, folk ballad-type tune. Blues approach adds to pathos conveyed in lyric. Flip is "The Trainers Song" (Teena, ASCAP) (1:59).

POP SPOTLIGHT

THE FOURMOST I'M IN LOVE

(Northern, ASCAP) (2:07)—Atco 6285

Here's another hot-sounding British import. The group, top-rated in England, rocks this one with a strong beat in the Beatles tradition. Flip is "Respectable" (Werner, BMI) (2:04).

POP SPOTLIGHT

THE SEARCHERS NEEDLES AND PINS

(Metric, BMI) (2:14)—Kapp 577

This one was a big hit in England. Side has a slower Beatle sound featuring strong close-up vocalizing. Flip is "Ain't That Just Like Me" (Trio, BMI) (2:24).

POP SPOTLIGHT

TIMI YURO PERMANENTLY LONELY

(Pamper, BMI) (2:06)

CALL ME

(Vogue, BMI) (2:47)—Liberty 55665

Self, impassioned singing of a tender ballad that builds on strings and voices after a simple opening. "Call Me" is a ballad sung with conviction in the Dinah Washington style against triplets, strings and voices.

POP SPOTLIGHT

KAI WINDING PORTRAIT OF MY LOVE

(Piccadilly, BMI) (1:50)

MONDO CANE NO. 2

(Marks, BMI) (1:53)—Verve 10313

Both sides are strong sequels to Kai's big hit "Mondo Cane." Similar instrumentation is used on both sides. Kai could make it again with either offering.

POP SPOTLIGHT

SHIRLEY ELLIS (That's) WHAT THE NITTY GRITTY IS

(Gallico, BMI) (2:31)—Congress 208

Strong follow-up to the "Gritty" hit that has all the sounds of making it on its own. Side has compulsive beat, big brass, a shoutin', stompin' sound, and Shirley wails up a storm. Flip is "Get Out" (Gallico, BMI) (2:22).

POP SPOTLIGHT

SERENDIPITY SINGERS CROOKED LITTLE MAN

(Serendipity, BMI) (2:42)—Philips 40175

A fine sounding folk group featuring a calypso-like beat. A cute novelty, the side makes for good programming and refreshing listening. Flip is "Freedom's Star" (Serendipity, BMI) (2:30).

POP SPOTLIGHT

ADAM WADE SEVEN LOVES FOR SEVEN DAYS

(Screen Gems-Columbia, BMI) (2:40)—Epic 9659

A good song idea in the ballad school and Adam sings it with warmth and feeling to a classy arrangement that builds. Highly spinable side that could register big for the Pittsburgh lad. Flip is "A Whisper Away" (Print, ASCAP) (2:33).

POP SPOTLIGHT

DAVID HOUSTON PASSING THROUGH

(Wee Three, BMI) (2:29)—Epic 9658

A ballad, set to martial, Salvation Army beat with lots of patriotic flavor. Good chorus works effectively behind Houston. This could happen in both country and pop. Flip is "Chicashay" (Gallico, BMI) (2:09).

POP SPOTLIGHT

THE SECRETS THE OTHER SIDE OF TOWN

(Merjoda, BMI) (2:16)—Philips 40173

Another hit sound from the group that waxed the "Boy Next Door." Side highlights the social conscience theme with emphasis on a firm beat. Flip is "Hey, Big Boy" (Merjoda, BMI) (2:15).

POP SPOTLIGHT

THE FRONTIERS I'M STILL LOVING YOU

(Sylvia, BMI) (2:20)—Philips 40148

The new group comes up with a winner. It's crisp rockballad that builds and swings. Strings assist. The flip is "I Just Want You" (Sylvia, BMI) (2:33).

POP SPOTLIGHT

SUE PERRIN RECIPE OF LOVE

(Correct-Tone, BMI) (3:45)—Golden World B 1-2

The gal really wails on this side bolstered by effective dual voice tracking and close, hip chorus backing. Arrangement and driving beat all add up to that hit sound. Wax to watch. Flip is "Candy Store Man" (Jobete, BMI) (2:35).

POP SPOTLIGHT

FREEDOMS TEN STEPS TO LOVE

(Robin Hood, BMI) (2:15)—Constellation 105

Here's a wild one. It's a banging, strut tempo side that features the group lead singer wailing away against a thumping background that has an unusual effect in strummin' banjos. The flip is "You Lied" (Robin Hood, BMI) (2:05).

POP SPOTLIGHT

LOS INDIOS TABAJARAS ALWAYS IN MY HEART

(Southern, ASCAP) (2:30)—RCA Victor 8213

A fine lyric reading of the old standard. The duo keeps the mood in the same vein as their hit "Maria Elena." Great programming for most stations. Flip is "Moonlight and Shadows" (Paramount, ASCAP) (2:07).

C.&W. SPOTLIGHT

MARGIE SINGLETON & FARON YOUNG KEEPING UP WITH THE JONESES

(Tree, BMI) (2:28)—Mercury 72237

A smooth country ballad told with conviction and empathy by the duo. Story tells of the folly of a couple trying so hard to keep up that they follow the leaders right into the divorce court. Flip is "No Thanks, I Just Had One" (Moss Ross, BMI) (2:23).

C.&W. SPOTLIGHT

GEORGE JONES TARNISHED ANGEL

(Tree, BMI) (2:18)—Mercury 72233

Great singing from Jones with a smart piece of material that has to do with a honky tonk angel. Flip is "The Last Town I Painted" (Glad-Ross, BMI) (2:17).

C.&W. SPOTLIGHT

BUDDY MEREDITH TRAPPER MAN

(Newkeys, BMI) (2:17)—Rice 5003

Good ballad and tune for country market. Side moves along about life of a trapper. Sung with authority by Meredith. Flip is "Almost Out of My Mind" (Newkeys, BMI) (2:23).

C.&W. SPOTLIGHT

LESTER FLATT & EARL SCRUGGS PETTICOAT JUNCTION

(Carollton, BMI) (2:28)—Columbia 42982

Another hot TV show theme for the boys. Side features some mighty fast pluckin' and a mass of swingin' fiddles. Flip is "Have You Seen My Dear Companion" (Peer Int'l, BMI) (2:11).

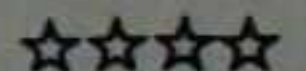
DISK JOCKEY

PROGRAMMING SPOTLIGHT

PEGGY LEE A LOT OF LIVING TO DO

(Morris, ASCAP) (2:34)—Capitol 5121

Here's an up-tempo offering by Peggy with plenty of zing and class. The standard features a modified twist beat and some mighty neat instrumental backing to go along with the top-notch vocal interpretation. Flip is "I Can't Stop Loving You" (Acutt-Ross, BMI) (2:03).



FOUR-STAR SINGLES

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

POPULAR

CHARLIE RICH
★★★★ Why, Oh Why (Rich, BMI) (2:55) —★★★★ Lady Love (Rich, BMI) (2:55), GROOVE 0032

(Continued on page 24)

The Jones to keep up with
is

JACK

K-571

LOVE WITH THE PROPER STRANGER

(From the Paramount Picture "Love With The Proper Stranger")

JACK JONES



Already on the charts and going!



SINGLES REVIEWS

Continued from page 22

POPULAR

DICK SHAWN
 ★★★★★ *Hambone* (Glenn, BMI) (2:05) — ★★★★★ *La Plume De Ma Tante* (Inf. Korwin, ASCAP) (2:00), 20th CENTURY-FOX 461

BILL PURSELL
 ★★★★★ *The Theme From Captain Newman* (Blue Grotto) (Northern, ASCAP) (2:55) — ★★★★★ *Remember Me* (I'm the One Who Loves You) (Voss, ASCAP) (2:28), COLUMBIA 42970

FRANKIE LAINE
 ★★★★★ *Up Among the Stars* (Entre Les Etoiles) (General, ASCAP) (2:52)

—★★★★ *Lovely Days of Winter* (Guitar, BMI) (2:13), COLUMBIA 42966

STU PHILLIPS
 ★★★★★ *Here She Comes Again* (Camarillo, BMI) (1:57) — ★★★★★ *Heart* (Window, BMI) (2:45), COLUMBIA 42978

CARL PERKINS
 ★★★★★ *I Wouldn't Have You* (Big D, BMI) (2:09) — ★★★★★ *After Sundown* (Cedarwood, BMI) (2:35), DECCA 31591

CARL HOLMES & THE COMMANDERS
 ★★★★★ *I'm at My Best* (When I'm Down) (Cameo-Parkway & Adato, BMI) (2:20) — ★★★★★ *I Want My Ya Ya* (Cameo-Parkway & Adato, BMI) (2:08), PARKWAY 900

FONTELLA BASS
 ★★★★★ *Poor Little Fool* (Placid-Oha, BMI) — ★★★★★ *This Would Make Me Happy* (Placid-Oha, BMI), SONJA 2006

JIMMY LE FEVER
 ★★★★★ *Blue Teardrops* (Morris, ASCAP) (2:17) — ★★★★★ *Cry for Me* (Morris, ASCAP) (1:57), MONOGRAM 518

PAUL BRYANT
 ★★★★★ *Sister Love* (Cireco, BMI) (2:21) — ★★★★★ *Why Me?* (Cireco, BMI) (2:57), FANTASY 576

JOEY POWERS
 ★★★★★ *Billy Old Buddy* (Arch, ASCAP) (2:26) — ★★★★★ *In the Morning* (Gloria) (Boston Road, BMI) (2:38), AMY 898

McGUIRE SISTERS
 ★★★★★ *Never* (American, BMI) (2:25) — ★★★★★ *Now and Forever* (Roosevelt, BMI) (2:30), REPRISE 0256

MAUREEN GRAY
 ★★★★★ *Good-Bye Baby* (Merjoda, BMI) (2:22) — ★★★★★ *I'm a Happy Girl* (La-La-La) (Merjoda, BMI) (2:18), MERCURY 72227

DEL SHANNON
 ★★★★★ *Mary Jane* (Vicki, BMI) (2:25) — ★★★★★ *Stains on My Letter* (Vicki, BMI) (2:22), AMY 897

THE CANADIAN SWEETHEARTS
 ★★★★★ *Hootenanny Express* (Irving-Doral, BMI) (2:04) — ★★★★★ *Half-Breed* (Cedarwood, BMI) (2:21), A & M 727

IKE & TINA TURNER
 ★★★★★ *You Can't Miss Nothing That You Never Had* (Placid, BMI) (2:04) — ★★★★★ *God Gave Me You* (Placid, BMI) (2:15), SONJA 2005

THE DANLEERS
 ★★★★★ *If* (Shapiro-Bernstein, ASCAP) (1:55) — ★★★★★ *Were You There* (Taitz, ASCAP) (2:20), SMASH 1872

FREDDIE ROACH
 ★★★★★ *Party Time* (Groove, BMI) (3:00) — ★★★★★ *Nada Bossa* (Groove, BMI) (2:55), BLUE NOTE 1892

PRINCE JEFFERIES
 ★★★★★ *So Good* (Maureen, BMI) (2:05) — ★★★★★ *The Ape* (Maureen, BMI) (2:05), OLD TOWN 1157

CATHY CARROLL
 ★★★★★ *There Must Be a Way* (Lanrel, ASCAP) (2:16) — ★★★★★ *I'll Be Hurt* (Original, BMI) (2:06), CHEER 1005

THE OPALS
 ★★★★★ *Tender Lover* (Sea Jack, BMI) (2:31) — ★★★★★ *Does It Matter* (Custom-Jalynnz, BMI) (2:49), OKEH 7188

JOHNNY CRAWFORD
 ★★★★★ *Sandy* (American, BMI) (2:13) — ★★★★★ *Ol' Shorty* (Vanguard, BMI) (2:50), DEL-FI 4229

JIMMY JORDAN
 ★★★★★ *The Same Kind of Girl* (January, BMI) (2:17) — ★★★★★ *Where Were You, Cindy Lou* (Bee-Cee-Dee, BMI) (2:19), 20th CENTURY-FOX 436

CHUCK MERRIAM
 ★★★★★ *Chuck's Monster* (Kalmann, ASCAP) (2:05) — ★★★★★ *Broken Glass* (Wyncote, ASCAP) (2:01), CAMEO 301

JOANNE & THE TRIANGLES
 ★★★★★ *After the Showers Come* (Jobete, BMI) (2:22) — ★★★★★ *Don't Be a Cry Baby* (Rickland, BMI) (2:29), V.L.P. 25003

LES COOPER & HIS ORK
 ★★★★★ *Swobblin'* (Screen Gems, Columbia, BMI) (2:20) — ★★★★★ *Motor City* (Screen Gems-Columbia, BMI) (2:25), DIMENSION 1023

NANCY WILSON
 ★★★★★ *Don't Rain on My Parade* (Chappell-Stein, ASCAP) — ★★★★★ *The Grass Is Greener* (Kacybee, ASCAP) (2:04), CAPITOL 5123

THE IMPALAS
 ★★★★★ *There Is Nothin' Like a Dame* (Williamson, ASCAP) (2:06) — ★★★★★ *Last Night I Saw a Girl* (Gamut, ASCAP) (1:52), 20th CENTURY-FOX 428

SONNY KNIGHT QUARTET
 ★★★★★ *Be True to Your Dog* (Irving, BMI) (2:00) — ★★★★★ *State Street* (Irving, BMI) (2:15), A & M 728

LAURIE JOHNSON ORK
 ★★★★★ *The Theme from Dr. Strangelove* (Screen Gems-Columbia, BMI) (2:17) — ★★★★★ *Love That Bomb* (Colgems, ASCAP) (1:41), COLPIX 723

DICK JACOBS, HIS CHORUS & ORK
 ★★★★★ *Blueberry Hill* (Chappell, ASCAP) (2:31) — ★★★★★ *Drug Race* (Merrimac, BMI) (2:04), BRUNSWICK 55261

BIG BUDDY LUCAS
 ★★★★★ *La-Ja-Ma-Doodle* (This Is My Lucky Day) (Spectorius-Rebecca-Palmina, BMI) (2:20) — ★★★★★ *Bump Te Bump* (Spectorius-Rebecca-Palmina, BMI) (2:10), LAWN 227

THE RIVINGTONS
 ★★★★★ *Weeje* (Walk) (Ardmore, ASCAP) (2:04) — ★★★★★ *Fairy Tales* (Ardmore, ASCAP) (2:30), LIBERTY 55671

SERENADERS
 ★★★★★ *If Your Heart Says Yes* (Jobete, BMI) (2:45) — ★★★★★ *I'll Cry Tomorrow* (Jobete, BMI) (2:30), V.L.P. 25002

IKE AND DEE DEE JOHNSON
 ★★★★★ *You Can't Have Your Cake* (And Eat It Too) (Placid, BMI) — ★★★★★ *The Drag* (Placid, BMI) IN-NIS 3002

BARRY SISTERS
 ★★★★★ *I Must Be Dreaming* (Screen Gems-Columbia, BMI) (2:35) — ★★★★★ *Nobody's Asking Question* (But Everybody Wants to Know) (Screen Gems-Columbia, BMI) (2:31), COLPIX 722

TY HUNTER
 ★★★★★ *Am I Losing You* (Chevis, BMI) (2:39) — ★★★★★ *Love Walked Right Out on Me* (Chevis, BMI) (2:02), CHESS 1881

CHUCK BERRY
 ★★★★★ *Nadine* (Is It You?) (Arc, BMI) (2:30) — ★★★★★ *O Rangtang* (Arc, BMI) (2:15), CHESS 1803

FRANK MOORE FOUR
 ★★★★★ *Seven Days* (Sands, ASCAP) (2:50) — ★★★★★ *Look Here Baby* (Sands, ASCAP) (2:20), ALMO 202

THE INITIALS
 ★★★★★ *School Days* (Arc, BMI) (2:23) — ★★★★★ *The Song Is Number One* (Old Lyne, BMI) (2:19), CONGRESS 207

ALICE SPINNER
 ★★★★★ *Sweet Promises* (Hicks, BMI) (2:20) — ★★★★★ *Good For Me* (Hicks, BMI) (2:30), HUGO 11722

COUNTRY

JOHNNY SEA
 ★★★★★ *There's Another Man* (Trio, BMI) (2:35) — ★★★★★ *My Baby Walks All Over Me* (Lo-Tal, BMI) (2:27), PHILIPS 40164

CLAUDE GRAY
 ★★★★★ *Eight Years* (And Two Children Later) (Tree, BMI) (2:23) — ★★★★★ *Lonesome* (Window, BMI) (2:23), MERCURY 72236

SWANEY CALDWELL
 ★★★★★ *Empty Chair* (Brizzell-Gar-pax, BMI) (2:24) — ★★★★★ *Heaven All Around Me* (Lois, BMI) (2:30), KING 5845

DORIS KING
 ★★★★★ *Blue Living Room* (Fred Rose, BMI) (2:30) — ★★★★★ *I Picked a Daisy* (Robyn Renee, BMI) (2:30), HICKORY 1242


RHYTHM & BLUES

JOHN LEE HOOKER
 ★★★★★ *Don't Look Back* (Conrad, BMI) (2:07) — ★★★★★ *Send Me Your Pillow* (Conrad, BMI) (2:27), VEE JAY 575

SPIRITUAL

JUBILEE STARS
 ★★★★★ *27 Psalm* (Jonvis, BMI) (2:35) — ★★★★★ *I Want to Rest* (Jonvis, BMI) (2:30), VISCOJON 639

WATCH FOR JEZEBEL



ON EPIC

THE BENNY GOODMAN QUARTET

TOGETHER AGAIN!

The **BENNY GOODMAN** Quartet



Benny Goodman



Lionel Hampton



Gene Krupa



Teddy Wilson

LPM/LSP-2698

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ON RCA VICTOR

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The Barbra Streisand Album

Cry Me a River
My Honey's Loving Arms
I'll Tell the Man in



The Second Barbra Streisand Album



Any Place I Hang My Hat Is Home
Right as the Rain
Down With Love
Who Will Buy?
When the Sun Comes Out
Gotta Move
My Coloring Book
I Don't Care Much
Lover, Come Back to Me
I Stayed Too Long at the Fair

CL 2154/CS 8954*



MONO-CL 2154

Barbra Streisand/The Third Album



*STEREO - COLUMBIA RECORDS AND TRISTAR IN U.S.A.

...And Barbra Makes Three! On Columbia Records

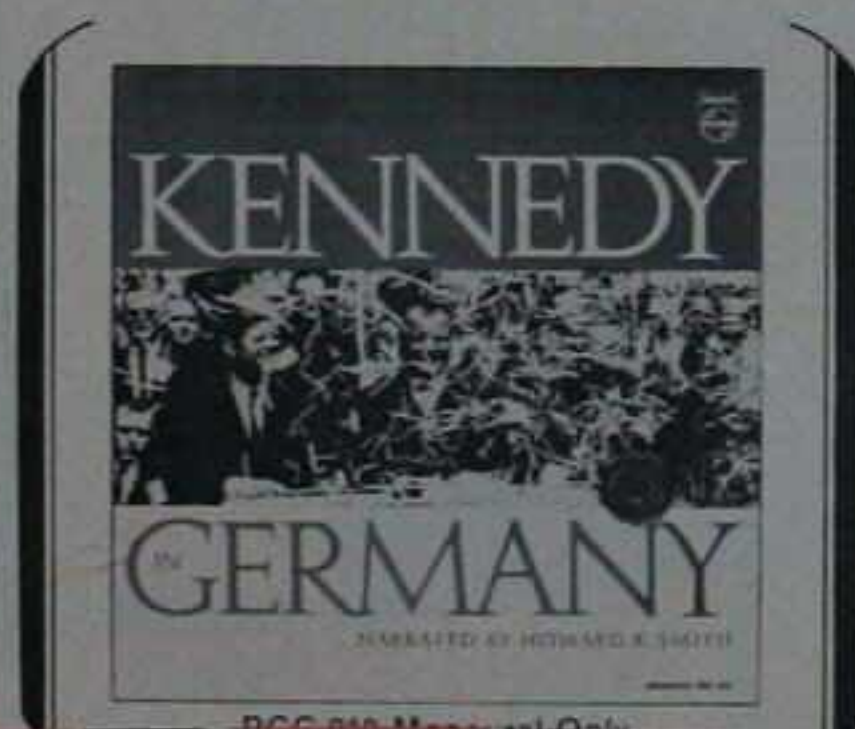
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release in Philips' Connoisseur Collection



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narrated by ABC Newscaster Howard K. Smith

*John Fitzgerald Kennedy's finest hour...recorded and photographed on the spot
just as each exciting, history making moment occurred!*



Lavishly illustrated brochure
of the dramatic highlights of
complete texts of all the speeches

★ President Kennedy's complete speech
the stirring "Ich bin ein Berliner" address



...of Chancellor Adenauer, West
and other important officials.

...of the hysterical crowds as they lined
up from windows and balconies.

...drama of one of the major diplomatic
events in the modern world, captured in an on-the-spot
recording that every American will want to own.

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OLD BUDDY"**
**Joey
Powers**
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HOT ALBUM



AMY 8001-M
**MIDNIGHT MARY
JOEY POWERS**

DEL SHANNON
"MARY JANE"
An Embee Production
AMY 897

LOU JOHNSON
**"IT AIN'T NO
USE"**

Produced By Burt Bacharach
HILLTOP 551

ED TOWNSEND
"I LOVE YOU"

Produced By Larry Maxwell
MAXX 325

TRACEY DEY • BROOKS O'DELL • JOEY
DAVID THORNE • JOHNNY AND THE
O'DELL • JOEY POWERS • DEL SHANNON
AND THE HURRICANES • THE RAYS •
TRACEY DEY • BROOKS O'DELL • JOEY
DAVID THORNE • JOHNNY AND THE
O'DELL • JOEY POWERS • DEL SHANNON
AND THE HURRICANES • THE RAYS •
TRACEY DEY • BROOKS O'DELL • JOEY
DAVID THORNE • JOHNNY AND THE
O'DELL • JOEY POWERS • DEL SHANNON
AND THE HURRICANES • THE RAYS •
TRACEY DEY • BROOKS O'DELL • JOEY

Service Company, headed by Don Belzer; and two smaller firms, Dasco, Inc., and Rapid Merchandising. (Not included are several out-of-town rack jobbers such as Handleman, and Bob Israeloff, which also do a good chunk of business, but which do not buy locally and hence are considered a loss as far as the distributors here are concerned.) The one-stop picture shows four major firms: All Records, owned by Heilicher and Jather, doing most of its business in retail singles; Acme, owned by Lieberman, handling LP's and singles, with a number of good juke box operator accounts (Lieberman is also the city's largest

Other Heilicher extr...
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will do business. If...
also has good syste...
HNSON • ED TOWNSEND • A
CHANDLER • TRACEY DEY
DAM FAITH • DAVID THORN
Y • BROOKS O'DELL • JO
HNSON • ED TOWNSEND • A
Y CHANDLER • TRACEY DEY
DAM FAITH • DAVID THORN
Y • BROOKS O'DELL • JO
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First Time
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**FABULOUS
FAVORITES**

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50 FABULOUS 50
PIANO FAVORITES ★★ ★

IN THE COOL, COOL OF THE EVENING ■ THE NEARNESS OF YOU ■ LOVER
■ MY IDEAL ■ MY SILENT LOVE ■ JUST ONE MORE CHANCE ■ HEART AND SOUL
■ CHAMPAGNE WALTZ ■ THAT'S AMORE ■ LOVE IS JUST AROUND THE CORNER
■ ONE DOZEN ROSES ■ LOUISE ■ TWO SLEEPY PEOPLE ■ JINGLE, JANGLE, JINGLE
■ BEYOND THE BLUE HORIZON ■ I HEAR MUSIC ■ BUTTONS AND BOWS ■ PLEASE
■ STELLA BY STARLIGHT ■ PENTHOUSE SERENADE (WHEN WE'RE ALONE) ■
I REMEMBER YOU ■ OUT OF NOWHERE ■ DOLORES ■ DRIFTING AND DREAMING ■
WITH THE WIND AND THE RAIN IN YOUR HAIR ■ HOORAY FOR LOVE ■ ROUTE 66
■ AC-CENT-TCHU-ATE THE POSITIVE ■ BASIN STREET BLUES ■ HEY, LOOK ME OVER
■ DEAR HEARTS AND GENTLE PEOPLE ■ FIVE MINUTES MORE ■ I'LL WALK ALONE
■ ENJOY YOURSELF (IT'S LATER THAN YOU THINK) ■ I'M GLAD THERE IS YOU
■ FOR EVERY MAN THERE'S A WOMAN ■ IT'S BEEN A LONG, LONG TIME ■ KIDS
■ IT'S SO NICE TO HAVE A MAN AROUND THE HOUSE ■ OLE BUTTERMILK SKY
■ I'VE HEARD THAT SONG BEFORE ■ MAKE BELIEVE BALLROOM ■ WITCHCRAFT
■ IN THAT GO... ■ OUT OF THIS WORLD ■ PLAYBOY'S THEME ■ TANGERINE
■ S'POSIN ■ WHEN YOUR HAIR HAS TURNED TO SILVER

5 GREAT NEW ALBUMS!



the fabulous piano magic of
FERRANTE & TEICHER—
50 FABULOUS PIANO FAVORITES
UAL 3343 (Mono) UAS 6343 (Stereo)

for your listening pleasure
AL CAIOLA—
50 FABULOUS GUITAR FAVORITES
UAL 3330 (Mono) UAS 6330 (Stereo)

for below the border
aficionados
TITO RODRIGUEZ—
50 FABULOUS LATIN FAVORITES
UAL 3345 (Mono) UAS 6345 (Stereo)

for your dancing pleasure
RALPH MALTERIE—
50 FABULOUS DANCE FAVORITES
UAL 3349 (Mono) UAS 6349 (Stereo)

for the evergrowing legion
of folk fans
THE GREENHILL SINGERS—
50 FABULOUS FOLK FAVORITES
UAL 3347 (Mono) UAS 6347 (Stereo)

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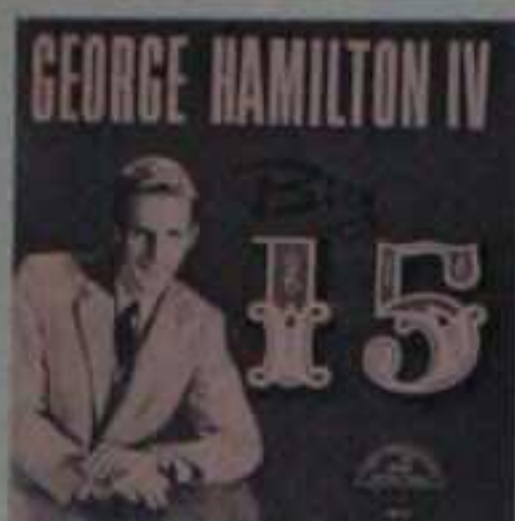


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ALBUM REVIEWS (continued)



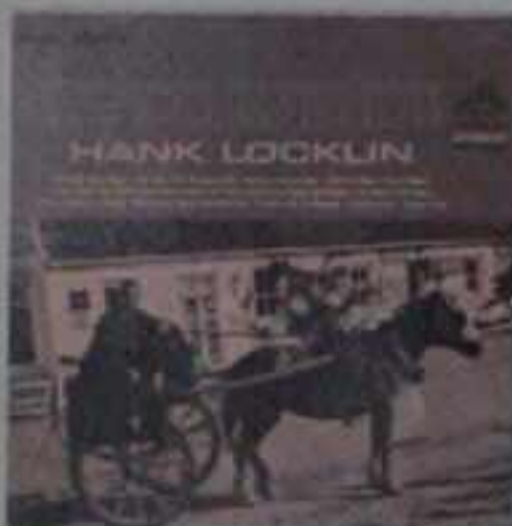
COUNTRY SPOTLIGHT
GEORGE HAMILTON IV
BIG 15
 ABC-Paramount ABC 461 (M); ABCS 461 (S)

The easygoing vocalizing of George Hamilton IV pervades this package of sentimental and romantic country ballads. Among the tunes featured are such past successes as "Rose and a Baby Ruth," "I Know Where I'm Goin'," "Even Tho'" and "Why Don't They Understand." Strong woe with pop potential as well.



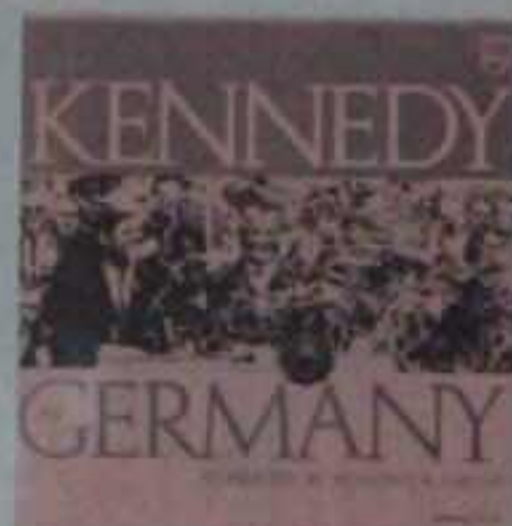
SPOKEN WORD SPOTLIGHT
1963 YEAR IN REVIEW
 Various Artists, Gateway GLP 9003 (M)

The significant world-shattering events that took place in 1963 are successfully capitalized in this album. Featured are the actual voice tracks of the people who made the news. With buyers being increasingly interested in audio history documentation (especially for children's education) Gateway also has provided a 1961 and 1962 year in review album.



COUNTRY SPOTLIGHT
IRISH SONGS, COUNTRY STYLE
 Hank Locklin, RCA Victor 2801 (M); LSP 2801 (S)

One of the most successful of the country chatters looks across the ocean to the old country here, the country of his own ancestors, to produce an intriguing album of Irish ditties, and Locklin sounds mighty at home with them all. The titles include "I'll Take You Home Again Kathleen," "My Wild Irish Rose," "Galway Bay," and "Danny Boy." A smart idea, well done.



SPOKEN WORD SPOTLIGHT
KENNEDY IN GERMANY
 John F. Kennedy; Narrated by Howard K. Smith, Phillips PCC 210 (M); (No Stereo)

Another in the long line of John F. Kennedy recorded memorabilia, LP features the complete recordings of his 1963 Germany Tour. Narrated by Howard K. Smith, the package contains all of JFK's Germany speeches, including those of Chancellor Adenauer and West Berlin Mayor Willie Brandt. Package features a complete pictorial description of the trip, and the text describes the tour in continuity.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

TENDER IS THE NIGHT
 Johnny Mathis, Mercury MG 20890 (M); SR 60890 (S)

SURFIN' BIRD
 Trashmen, Garrett G 200 (M); ST 200 (S)

YOU MAKE ME FEEL SO YOUNG
 Ray Conniff, His Ork & Charux, Columbia CL 2118 (M); CS 8918 (S)

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

MORE HITS OF THE 50's AND 60's
 Count Basie, Verve V 8563 (M); V6-8563 (S)

LADY IN THE DARK
 Original Cast, Columbia OL 5990 (M); OS 2390 (S)

WOMEN IN MY LIFE
 Sergio Franchi, RCA Victor LM 2696 (M); LSC 2696 (S)

BOB NEWHART FACES BOB NEWHART (Faces Bob-Newhart)
 Warner Bros. W 1517 (M); WS 1517 (S)

BEAUTY AND THE BEARD
 All Hirt & Ann-Margret, RCA Victor LPM 2690 (M); LSP 2690 (S)

MOMS MABLEY OUT ON A LIMB
 Mercury MG 20899 (M); SR 60889 (S)

TOGETHER AGAIN!
 Benny Goodman Quartet, RCA Victor LPM 2698 (M); LSP 2698 (S)

TALK BACK TREMBLING LIPS
 Johnny Tillotson, MGM E 4188 (M); SE 4188 (S)

WONDERFUL SUMMER
 Robin Ward, Dot DLP 3555 (M); DLP 25555 (S)

TOM JONES
 Sound Track, United Artists UAL 4133 (M); UAS 5113 (S)

THE BEST OF WOODY WOODBURY
 Stereodiscs MW 6 (M); SW 6 (S)

I REMEMBER BUDDY HOLLY
 Bobby Vee, Liberty LRP 3336 (M); LST 7336 (S)

HIT CITY 64
 Surfari, Decca DL 4487 (M); DL 74487 (S)

DOWN AT PAPA JOE'S
 Dixiebelle, Sound Stage 7 SSM 5000 (M); SSM 15000 (S)

THE VERY BEST OF JUDY GARLAND
 MGM E 4204 (M); SE 4204 (S)

THIS IS ETHEL ENNIS
 RCA Victor LPM 2786 (M); LSP 2786 (S)

HIGH FLYING BIRD
 Judy Henske, Elektra EKL 341 (M); EKS 7241 (S)

SUNDAY IN NEW YORK
 Peter Nero, RCA Victor LPM 2827 (M); LSP 2827 (S)

BIG HOT ROD HITS
 Various Artists, Capitol T 2024 (M); ST 2024 (S)

MUSIC TO HELP YOU STOP SMOKING
 Living Strings, Camden CAL 821 (M); CAS 821 (S)

SPECIAL MERIT PICKS

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



COUNTRY SPOTLIGHT
FOLK SONG BOOK
 Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)

The fine country balladeer turns his attention in the folk direction here and comes up with as smart an album production as he's had. The singing is warm and sincere and the arrangements go right along on such slick ditties in the folk-pop genre as "Green Green," "Gotta Travel On," "The Young Land," "Blowin' in the Wind" and a humor-tinged opus, "Poor Howard." A strong package with many spinnable tracks.

POP SPECIAL MERIT

CONNIE FRANCIS SINGS GERMAN FAVORITES
 MGM E 4124 (M); SE 4124 (S)

Connie's versatility is no longer astonishing to her fans, so that this album is hardly a surprise. She has been a favorite with the German public the past few years and here sings some of the songs which were hits for her there. Some are German-language versions of her international hits, such as "Everybody's Somebody's Fool" and "Don't Break the Heart That Loves You."

POP SPECIAL MERIT

THE BEATLES
 MGM E 4215 (M); SE 4215 (S)

Here's an album that is bound to attract some attention despite the fact that the Beatles are present on only four of the tracks and that these are Beatles of two years ago appearing as a back-up group to soloist Tony Sheridan. The Titans and the Beat Brothers are also featured with Sheridan on the other tracks. On name value, sales can result. But it surely is not the Beatles sound present on other disks.

POP SPECIAL MERIT

TAPESTRY
 Chuck Wayne Trio, Focus FM 333 (M)

Although this album has been introduced as, and will probably be distributed initially as a jazz LP, it has a much wider potential. Most tracks are ideal for middle-of-the-road programming and the set has pace, a touch of bossa and good standards. Guitarist Wayne also switches to banjo for a most exceptional playing of "Greenleaves."

POP SPECIAL MERIT

LOLITA SINGS IN GERMAN WHERE ALL THE FLOWERS GONE AND 11 OTHER FAVORITES
 Kapp FCL 4202

Lolita once surprised the pop world with a smash hit called "Sailor," which was done strictly in German. The gal retains her meaningful, contralto-ish sound here on a most listenable grouping of songs, again in the native tongue and done with much glow and warmth. The tunes themselves have a sort of nostalgic quality which adds to the appeal. The album should also sell well in German neighborhoods as well as in the pop market.

POP SPECIAL MERIT

OSCAR PETERSON & NELSON RIDDLE
 Verve V 8562 (M); V6-8562 (S)

A neat teaming of talents here brings Peterson more strongly into the pop area than at any time in the past. Riddle's arrangements blend handsomely with their 10 clarinet, 5 horn and 5 flute voicings, with Peterson's perhaps underplayed pianistic here. There is, in fact, a kind of Claude Thornhill quality to these proceedings, making for strong mood as well as jazz buyer appeal. "My Foolish Heart," "Judy" and "Someday My Prince Will Come" are included.

POP SPECIAL MERIT

THE VERY BEST OF JUDY GARLAND
 MGM E 4204 (M); SE 4204 (S)

Another potpourri of vintage Garland from MGM's vaults of film tracks. "Singing in the Rain," "I Don't Care," "The Boy Next Door" and other of her signet tunes are included.

POP SPECIAL MERIT

60 FRENCH GIRLS
 Les Djinns Singers, ABC-Paramount ABC 466 (M); ABCS 466 (S)

Les Djinns Singers have enjoyed enormous popularity in this country ever since their first album were released—and no wonder. Their freshness and straightforward vocal style is perfectly disarming in this album. "Chansons Americaines," they uphold their reputation with readings of popular standards (in French, of course) such as "Tou for Two," "Begin the Beguine" and "April in Paris."

POP SPECIAL MERIT

THE WORLD'S GREATEST LOVE SONGS
 Harve Presnell, MGM E 4194 (M); SE 4194 (S)

Presnell, who starred on Broadway in the "Unsinkable Molly Brown" and will also star in the film version of the hit musical, applies his lovely legit voice to the romantic outpourings of such dated fare as "Yours Is My Heart Alone," "You Are Love" and "Oh Promise Me." Henri Rene arranged and conducts on the date.

POP SPECIAL MERIT

THE VERY BEST OF MAURICE CHEVALIER
 MGM E 4205 (M); SE 4205 (S)

For those who don't yet have a collection of Chevalier performances, this album offers a collection of just what it claims—the very best. The remarkable showman is heard in "Mimi," "Louise," "Thank Heavens for Little Girls," "I Remember It Well" and "April in Paris."

POP SPECIAL MERIT

SATURDAY'S CHILDREN SING FOR A LIVING
 ABC-Paramount ABC 459 (M); ABCS 459 (M)

A noteworthy new group (John Montgomery, Phil Hirsch, Jackie Lewis and Roger Cowger) whose claim to fame is that they sing mightily well. The group sings with a soulful sincerity that makes all 12 cuts ring true. For city bills this is good work.

POP SPECIAL MERIT

ELLA FITZGERALD: THESE ARE THE BLUES
 Verve V 4062 (M); V6-4062 (S)

Ella has rarely recorded the blues in the strict sense of the word, which will make this album a welcome addition to Ella collections and something of a new size of the gal. She sings some real classics, "How Long Blues," "See See Rider," "Cherry Red," "Trouble in Mind" plus "St. Louis Blues," among others. She's enthusiastically backed by organist Wild Bill Davis; Ray Eldridge, trumpet; Ray Brown, bass; Herb Ellis, guitar, and Gus Johnson, drums. Another painting by David Stone Martin of the singer adorns the cover. It's the latest in a series of cover paintings.

POP SPECIAL MERIT

THE VERY BEST OF JIMMY DURANTE
 MGM E 4207 (M); SE 4207 (S)

The recent album and single disk success by the Schnoz on another label could mean some activity for these older tracks, even though they constitute the classic rather than the revival "September Song" kind of Durante. His stanch fans, however, will surely love this collection which includes "Bill Bailey," "I'm a Vulture for Horticulture," "I'll Do the Strut-Away in My Cutaway," and "I'm the Guy Who Found the Lost Chord." Eddie Jackson is present on some of the tracks too.

JAZZ SPECIAL MERIT

SWEET SEPTEMBER
 Pete Jolly Trio & Friends, Ava A 39 (M); AS 39 (S)

Jolly's pianistic prowess and musical taste abound in this fine set of performances. Meticulous and imaginatively improvisatory figures add up to a lively, infectious total. Listening is easy, and support from Chuck Berghofer (bass) and Larry Bunker (drums) is excellent. Examples of what is in store for the listener, besides the title tune, are "I Have Dreamed," "Any Number Can Win" and "I'm Beginning to See the Light."

(Continued on page 36)

ALBUM REVIEW POLICY

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

TOP LP's

★ STAR performer—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like MEET THE BEATLES, THE SINGING NUN, IN THE WIND, etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like ROMANTICALLY, WIPE OUT, THE SOUND OF MUSIC, etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like SINCE I FELL FOR YOU, STOP THE WORLD—I WANT TO GET OFF, ETTA JAMES ROCKS THE HOUSE, etc.

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CONNIE FRANCIS MONTH ON



Special merchandising on Connie's entire catalog on MGM, including these big best-sellers:



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E/SE 4210



The Very Best Of Connie Francis
E/SE 4167



Greatest American Waltzes
E/SE 4145



Modern Italian Hits
E/SE 4102

ELLA FITZGERALD MONTH ON



Month-long promotion of Ella's complete Verve catalog, including these big best-sellers:



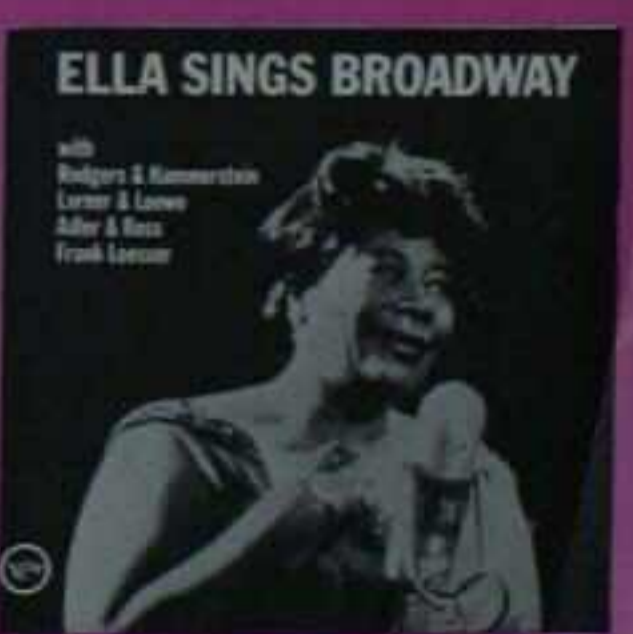
The George & Ira Gershwin Song Books
(5 LPs) V/V6-29-5



These Are The Blues
V/V6-4082



Ella & Basie
V/V6-4061



Ella Sings Broadway
V/V6-4059

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of Irish...
at home with...
"I'll Take You...
Wild Irish Rose...
my Boy." A sm...

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(IN THE STILL
OF THE NIGHT)"**

CA 164

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Santo & Johnny
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TEAR DROP • ROAD BLOCK • I'LL REMEMBER (IN THE STILL OF THE NIGHT)
DREAM LOVER • TEQUILLA • SILHOUETTES • SHAKE, RATTLE & ROLL
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ALBUM REVIEWS

Continued from page 34

JAZZ SPECIAL MERIT

MORE HITS OF THE '50'S AND '60'S

Count Basie
Verve V 8563 (M); V6-8563 (S)

The Basie big band turns to a group of tunes which had their original prominence during the last two decades; tunes which actually seem to be a catalog of Frank Sinatra items rather than generalized hits. The band swings fast and slow on such items as "Second Time Around," "Hey, Jealous Lover," "Only the Lonely," "Wee Small Hours," "I'll Never Smile Again," etc. Good, listenable arrangements were handled by Billy Byers.

CLASSICAL SPECIAL MERIT

VERDI: FALSTAFF HIGHLIGHTS

New Symphony Orchestra of London (Dawnes). London A 4154 (M); OSA 1134 (S)

It is rather questionable whether many people are interested in buying an excerpts album of this magnificent opera, since it is a work that doesn't lend itself well to breaking down into set pieces. However, the cast is excellent, featuring Regina Resnik, Fernando Corena, and others. It is boxed.

CLASSICAL SPECIAL MERIT

SCHUMANN

Emil Gilels/Dimitri Bashkirev/Sviatoslav Richter. Bruno BR 14051 (M)

Bruno has reprogrammed three excellent performances by top Russian pianists, which have appeared on other recital albums previously. Gilels performs the Sonata No. 1, Bashkirev does the Intermezzi, Op. 4, and Richter gives a compelling performance of the Introduction and Allegro Appassionato, Op. 92. A fine programming idea for Schumann buffs.

CLASSICAL SPECIAL MERIT

GROFE: GRAND CANYON SUITE

London Festival Orchestra (Black)
London SPC 21002 (S)

Grofe's very popular tone poem is given an appropriately vivid reading on this disk. The recording itself—London's Phase 4—is almost as important as the lusty, expansive performance that Stanley Black extracts from the musicians.

COUNTRY SPECIAL MERIT

THE GOLDEN HITS OF COUNTRY AND WESTERN STARS

Various Artists. United Artists UAL 3327 (M); UAS 6327 (S)

Judy Lynn, Melba Montgomery and George Jones appear on six of the dozen tracks here, which makes the package worthy of considerable sales. The Leroy Holmes Singers and Al Caiola's guitar share the remaining bands with bluegrass man Bill Harrell. A pleasant enough sampler of the label's catalog which can enjoy a good response.

COUNTRY SPECIAL MERIT

ALL-TIME FAVORITES

Slim Whitman. Imperial LP 9252 (M)

Slim Whitman's familiar vocal styling is loaned to some fine all-time hits. Among the selections are: "So Long Mary," "They Didn't Believe Me," "What'll I Do," and "Have I Told You Lately That I Love You." Package should register well with country music and Whitman fans.

BLUES SPECIAL MERIT

TURN BACK THE CLOCK

Various Artists. King 859

On name value alone, this can attract the attention of collectors. Present on the album with sides from the past are Eddie

(Cleanhead) Vinson, Memphis Slim, Jack Dupree, Lonnie Johnson, John Lee Hooker, Piney Brown and Willie Littlefield, among others. Good material for the real blues and r.&b. fans.

POLKA SPECIAL MERIT

THE BIG POLKA BAND HITS

Will Glahe & His Ork
London LL 3344 (M); PS 344 (S)

Glahe and his bright ensemble once surprised America's pop world with a sleeper hit in "Lichtensteiner Polka," and that's here again in an updated stereo version, along with other favorites like "Pennsylvania Polka," "Beer Barrel," "Clarinet Polka," "Hoop De Doo," and numerous others. Good bright sound in stereo should get the dancers on the floor fast.

LOW PRICE CLASSICAL SPECIAL MERIT

RACHMANINOFF: PIANO CONCERTO NO. 2/TCHAIKOVSKY: SERENADE FOR STRINGS

Hague Philharmonic (Van Otterloo)/London Symphony (Fistoulari)
Mercury Wing MGW 14040 (M); SRW 18040 (S)

Here is a strong coupling of two of the favorite repertory items. The pianist in the Rachmaninoff is Cor De Groot, and the performance is a confident one. Attractive packaging and price should catch the buyer.

LOW PRICE CHILDREN'S SPECIAL MERIT

GOLDOCKS AND THE THREE BEARS

Disneyland DQ 1250 (M)

Here's an intriguing set of three stories, all told appealingly by Rica Moore, with inventive use of a jazz-styled combo musical backup. The group on Three Bears, for instance, includes Johnny Guarnieri, Shelly Manne, Al McKibbon and Katherine Gotthoff. The same group is on the "Shoemaker and the Elves," while Red Mitchell and Larry Bunker appear on "Twelve Brothers." Miss Moore's exposition of the stories themselves is excellent.

LOW PRICE CHILDREN'S SPECIAL MERIT

WALT DISNEY PRESENTS THE STORY OF ROBIN HOOD

Disneyland DQ 1249

Here are selections taken from the original sound track of Walt Disney's film, "Robin Hood," and featuring a narration, interwoven with the dramatization, by Dal McKennon. Two songs, "Riddle De Biddle De Day" and "Come Sing Low, Come Sing High," are included. Otherwise, it's just plain good storytelling for the kiddies.

CHILDREN'S SPECIAL MERIT

WALT DISNEY PRESENTS FOLK HEROES

Wellingtons, Rex Allen, Fess Parker & Stan Jones. Disneyland ST 3921

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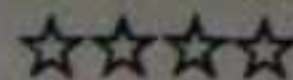
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Cameo C 1060 (M); SC 1060 (S)

WHISTLE STOP
Viny Bell. Verve V 8574 (M); V6-8574 (S)

MOODY'S MOOD
Pat Thomas. MGM E 4206 (M); SE 4206 (S)

I LIVE ALONE
Gordon Jenkins. Kapp KL 1361 (M)

DICK SHAWN SINGS WITH HIS LITTLE PEOPLE
20th Century-Fox TFM 3124 (M); TFS 4124 (S)

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Monty Sunshine His Clarinet & His Band. Kapp KL 1356 (M); KS 3356 (S)

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Joni James. MGM E 4208 (M); SE 4208 (S)

JONI JAMES SINGS "MY FAVORITE THINGS"
MGM E 4200 (M); SE 4200 (S)

THE FOUR DIMENSIONS OF ANDRE PREVIN
MGM E 4186 (M); SE 4186 (S)

A JAZZ PORTRAIT OF EDDIE THOMPSON
Regina R 299 (M); RS 299 (S)

YOUNG AMERICA DANCES TO TV'S GREATEST THEMES
Bill Ramal & His Ork. 20th Century-Fox TFM 3109 (M); TFS 4109 (S)

(Continued on page 38)

cookin...

HI-HEEL SNEAKERS

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Checker 1067

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by Tony Clarke

Chess 1880

NADINE

by Chuck Berry

Chess 1883

LOVE WALKED RIGHT OUT ON ME

by Ty Hunter

Chess 1881

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by The Corsairs

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Billboard HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	I SAW HER STANDING THERE	The Beatles (Parlophone)—Leeds
2	3	HE'S MY BLOND HEADED STOMPIE WOMPIE REAL GONE SURFER BOY	*Little Pattie (HMV)—Castle
3	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)—Leeds
4	7	SHE LOVES YOU	The Beatles (Parlophone)—Leeds
5	4	DO YOU LOVE ME	Brian Poole (Decca)—Tu-Con
6	9	PLEASE	Frank Ifield (Columbia)—Chappella
7	13	YOU DON'T OWN ME	Lesley Gore (Philips)—Alberts
8	11	BEAUTIFUL DREAMER	Roy Orbison (London)—Allans
9	6	VAYA CON DIOS	*Kathy McCormack (RCA)—Morris
10	2	TWIST AND SHOUT	The Beatles (Parlophone)—Chappella
11	10	KAHUNA	The Denvermen (RCA)—Leeds
12	8	SECRET LEADS	Kathy Kirby (Decca)—Allans
13	—	MY LITTLE ROCKER'S TURNED SURFER	*Digger Revell (RCA)—Johnny Devlin
14	—	HANGIN' FIVE	*The Delltones (Festivals)—Essex
15	5	MEMPHIS, TENNESSEE	Dave Barry (Decca)

BRITAIN

(A special list compiled prior to publication by the New Musical Express, London)
*Denotes local origin

This Week	Last Week	Song	Artist
1	7	NEEDLES AND PINS	*Searchers (Pye)—Metric Music
2	2	HIPPY HIPPI SHAKE	*Swinging Blue Jeans (HMV)—Ardmore & Beechwood
3	1	GLAD ALL OVER	*Dave Clark Five (Columbia)—Ivy Music
4	5	I'M THE ONE	Geri and the Pacemakers (Columbia)—Pacer Music
5	6	TWENTY-FOUR HOURS FROM TULSA	Gene Pitney (United Artists)—A. Schroeder
6	3	I WANT TO HOLD YOUR HAND	*The Beatles (Parlophone)—Lorna Music
7	8	STAY	*Hollies (Parlophone)—Lorna Music
8	4	I ONLY WANT TO BE WITH YOU	*Dusty Springfield (Philips)—Springfield Music
9	13	DON'T BLAME ME	*Frank Ifield (Columbia)—Campbell-Connelly
10	12	AS USUAL	Brenda Lee (Brunswick)—Jewel Music
11	15	5-4-3-2-1	*Manfred Mann (HMV)—Keith Prowse Music
12	9	SWINGING ON A STAR	Big Dee Irwin (Colpix)—Morris Music
13	17	WE ARE IN LOVE	*Adam Faith (Parlophone)—Freddie Poser
14	—	DIANE	*Bachelors (Decca)—Darewski Music
15	10	I'M IN LOVE	*Fourmost (Parlophone)—Northern Songs, Ltd.
16	14	DO YOU REALLY LOVE ME TOO	*Billy Fury (Decca)—Shapiro-Bernstein
17	29	LOUIS LOUIE	Kingsmen (Pye Int.)—World Wide Music
18	11	SHE LOVES YOU	*The Beatles (Parlophone)—Northern Songs, Ltd.
19	16	I WANNA BE YOUR MAN	*The Rolling Stones (Decca)—Northern Songs, Ltd.
20	19	ROLLING STONES (EP)	*The Rolling Stones (Decca)—Jewel/Dominion/Progressive
21	—	I THINK OF YOU	*Merseybeats (Fontana)—Welbeck Mellin
22	17	KISS ME QUICK	Elvis Presley (RCA)—West One Music
23	—	FOR YOU	Rick Nelson (Brunswick)—Feldman
24	24	BABY I LOVE YOU	Ronettes (London)—Belinda Music
25	—	CANDY MAN	*Brian Poole and the Tremeloes (Decca)—A. Schroeder
26	26	WHISPERING	Nino Tempo & April Stevens (London)—Darewski Music

27	—	MY BABY LEFT ME	*Dave Barry (Decca)—Aberbach
28	28	DAVE CLARK FIVE (EP)	*Dave Clark Five (Columbia)—Dominion/Belinda/Progressive/Melcolico-Ivy
29	—	SONG OF MEXICO	*Tony Meehan (Decca)—Francis, Day & Hunter
30	22	DON'T TALK TO HIM	*Cliff Richard (Columbia)—Shadows-Belinda Music

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Song	Artist
1	4	MARIA ELENA	Los Indios Tabajaras (RCA)—Southern
2	5	TOMBE LA NEIGE	*Adamo (Pithe)—Rudo
3	1	IF I HAD A HAMMER	Trini Lopez (Reprise)—Eds. Tropicales
4	9	THIS LAND IS YOUR LAND	Trini Lopez (Reprise)
5	3	ALLEEN	*John Larry (Polydor)—Passe Partout
6	—	TCHIN TCHIN	Richard Anthony (Columbia)—World
7	8	DON'T TALK TO HIM	Cliff Richard (Columbia)—Belinda Music
8	2	BOSSA NOVA BABY	Elvis Presley (RCA)—Belinda Music
9	—	VERLATEN HART, GEBROKEN HART	*Will Tura (Palette)
10	7	BLUE BAYOU	Roy Orbison (London)—Acutt-Rose

FRANCE

(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

This Week	Last Week	Song	Artist
1	2	SI JE CHANTE	Sylvie Vartan (RCA)
2	1	LA MAMMA	Charles Aznavour (Barclay); Compagnons (Polydor)
3	3	SHE LOVES YOU	The Beatles (Decca)
4	5	SI J'AVAIS UN MARTEAU	(If I Had a Hammer)—Claude Francois (Philips)
5	—	ET POURTANT	Charles Aznavour (Barclay)
6	9	MA BICHE	Frank Alamo (Barclay)
7	7	TCHIN TCHIN	Richard Anthony (Columbia)
8	—	SACRE DOLLAR	Les Musiles (Discret)—Thomson
9	4	IF I HAD A HAMMER	Trini Lopez (Vogue)
10	8	LA MARIE JOCONDE	Alain Barriere (RCA)

HOLLAND

(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	SPIEGELBEELD	Willeke Alberti (Philips)—Altona
2	2	IF I HAD A HAMMER	Trini Lopez (Reprise)—Basart
3	3	NIMM DEINE WEISSE GITARRE	Gert Timmerman (Telefunken)—Basart
4	4	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)—Basart
5	5	IK HEB EERBIED VOOR JOUW GRUIZE HAREN	Gert Timmerman (Telefunken)—World Music & Int. Music
6	6	MARIA NO MAS	Cliff Richard (Columbia)—Holland Music
7	7	LASS MEIN HERZ NICHT WEINEN	Imca Marina (Imperial)—Anagon Music
8	8	RED SAILS IN THE SUNSET	Fats Domino (ABC)—Parimount—Melodia
9	9	LA BAMBA	Trini Lopez (Reprise)—Basart
10	10	AMAPOLA	The Spotnicks (CNR)—Basart

HONG KONG

(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

This Week	Last Week	Song	Artist
1	3	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)
2	4	ONE SPECIAL GIRL	Bobby Rydell (Cameo)
3	1	MARIA ELENA	Los Indios Tabajaras (RCA Victor)
4	5	WONDERFUL SUMMER	Robin Ward (Dot)
5	2	THE GREAT ESCAPE MARCH	Mitch Miller (CBS)
6	6	THE SAVAGE	The Ventures (Liberty)
7	7	GERONIMO	The Shadows (Columbia)

8	—	HE SAYS THE SAME THINGS TO ME	Skeeter Davis (RCA Victor)
9	—	I CAN'T STOP TALKING ABOUT YOU	Steve and Eydie (CBS)
10	—	SOME ENCHANTED EVENING	Pat Boone (Dot)

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	Song	Artist
1	2	CHE M'IMPORTA DEL MONDO/DATEMI UN MARTELLO	*Rita Pavone (RCA)
2	1	O MIO SIGNORE	*Eduardo Vianello (RCA)
3	4	LA VENDEMMIA DELL'AMORE	Marie Laforet (Festival)
4	3	L'ETA' DELL'AMORE	Francoise Hardy (Vogue)
5	5	RIDI	*Michele (RCA)
6	7	BABY	*Peppino Di Capri (Carisch)
7	6	PER QUESTA VOLTA	Richard Anthony (Columbia)
8	12	CITTA' VUOTA	*Mina (Ri-Fi)
9	11	MES AMIS MES COPAINS	*Catherine Spaak (Ricordi)
10	9	T'AMO E T'AMERO	*Little Tony (Durlum)
11	10	NON TE NE ANDARE	*Jimmy Fontana (RCA)
12	14	PLEASE PLEASE ME	The Beatles (Carisch)
13	8	SABATO TRISTE	*Adriano Celentano (Clan)
14	15	GLI AMICI E TU	Paul Anka (RCA)
15	—	CIAO RAGAZZI	*Adriano Celentano (Clan)

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	WASHINGTON SQUARE	The Village Stompers (Epic)—Toshiba
2	7	MENDOU MITAYO	*Ueki Hitoshi (Toshiba)—JASRAC
3	6	WAKARE NO IPPON SUGI	*Asaoka Yukiji (Toshiba)—JASRAC
4	8	I LEFT MY HEART IN SAN FRANCISCO	T. Bennett (Columbia)
5	4	LANA	The Velvets (London)—No sub-publisher
6	2	KONNICHAWA AKACHAN	*Azusa Michiyo (King)—JASRAC
7	3	YUUIH NO OKA	*Ishihara Yujiro & Asaoka Ruriko (Teichiku)—JASRAC
8	5	BE MY BABY	The Ronettes (London)—Shinko
9	13	SAVE THE LAST DANCE FOR ME	*Koshiji Fubuki (Toshiba)—Aberbach
10	10	JINSEI KAIJO	*Hatakeyama Midori (Columbia)—JASRAC

MEXICO

*Denotes local origin

This Week	Last Week	Song	Artist
1	1	DOMINIQUE	*Hna. Alegria (CBS); *Los Dominic (Orfeon); *Angelica Maria (Musart); Singing Nun (Philips)—Pending
2	—	GRACIAS	*Javier Solis (CBS)—Reimsa
3	1	IF I HAD A HAMMER	Trini Lopez (Reprise)—Ludlow Music
4	6	MAGIA BLANCA	(Devil Woman)—*Hnos. Carrion (CBS)—Grever
5	7	RECUERDOS DE IPACARAI	—Neil Sedaka (RCA)—Fermata
6	4	ENTREGA TOTAL	*Javier Solis (CBS)—Mundo Musical
7	5	EL COPETON	*Malu Reyes (Musart)—Emmi
8	3	QUIERO QUEDARME AQUI	—Steve Lawrence/Eydie Gorme (CBS)—Aldon Music
9	9	EN LA REVANCHA	*Sonia Lopez (CBS)—Pham
10	10	TEQUILA CON LIMON	*Los Juniors (Peerless)—Pending

NORWAY

(Courtesy Verdems Gang)
*Denotes local origin

This Week	Last Week	Song	Artist
1	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)—Edition Lyche
2	2	DOMINIQUE	*Socor Sourire (Philips)—Norsk Musikforlag
3	3	SHE LOVES YOU	The Beatles (Parlophone)—Edition Lyche

4	6	GLAD ALL OVER	Dave Clark Five (Columbia)—Norsk Musikforlag
5	8	MARIA ELENA	Los Indios Tabajaras (RCA Victor)—Southern Music
6	5	DON'T TALK TO HIM	Cliff Richard (Columbia)—Belinda
7	4	DETROIT CITY	Bobby Bare (RCA Victor)—Cedarwood
8	—	JEG GAR PA SKOLE	*Wenche Myhre (Triola)—Egil Munn Iversen
9	—	HIPPY HIPPI SHAKE	Swinging Blue Jeans (HMV)—Imudico
10	7	DAGLIG LIV I FOLKEHEMME	*Ragnhild Michelson/Rolf Just Nilsen (RCA Victor)—Arild Feldborg

PHILIPPINES

*Denotes local origin
This Week Last Week

This Week	Last Week	Song	Artist
1	1	WHAT KIND OF FOOL AM I?	—Andy Williams (Columbia)—Mareco
2	4	CUANDO CALIENTE EL SOL	—Steve Allen (Dot)—Mareco
3	6	IF I HAD A HAMMER	Peter, Paul & Mary (Warner Bros.)—Mareco
4	3	COSSACKS	*Celtics (Mabuhay)—Mareco
5	7	I'M IN PARADISE	Ronnie Villar (Mabuhay)—Mareco
6	2	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia)—Mareco
7	9	DEAD MAN	G. Weston (Challenge)—Dyna Products
8	5	FUN IN ACAPULCO	Elvis Presley (RCA)—Filipinas
9	—	GUADALAJARA	Elvis Presley (RCA)—Filipinas
10	—	UNCHAIN MY HEART	Ronnie Villar (adaptation) (Mabuhay)—Mareco

SOUTH AFRICA

This Week Last Week

1	1	DOMINIQUE	The Singing Nun (Philips)
2	2	TWIST AND SHOUT	The Beatles (Parlophone)
3	3	MOCKIN' BIRD SONG	Charles Jacobs (CBS)
4	4	DON'T LET ME CROSS OVER	Jim Reeves (RCA)
5	5	GREEN GREEN	The New Christy Minstrels (CBS)
6	6	MULE TRAIN	Frank Ifield (Columbia)
7	7	500 MILES AWAY FROM HOME	Bobby Bare (RCA)
8	8	LODDY LO	Chubby Checker (Continental)

SPAIN

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	Song	Artist
1	9	IF I HAD A HAMMER	Trini Lopez (Reprise)
2	1	TELL HIM	*Luis Aguile (Voz Amo)—Robert Mellin
3	3	HEART	Rita Pavone (RCA)
4	2	AMOR DE VERANO	*Duo Dinamico (Voz Amo)—Musica Sur
5	—	GRACIAS	Connie Francis (MGM)—Canciones Mundo
6	—	PAZ	*Los TNT (RCA)—Armonico
7	4	CRYING IN THE WIND	Paul Anka (RCA)—Hispanvox
8	10	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Hispanvox)—Jazz Universal
9	—	LO NUESTROM TERMINO	*Duo Dinamico (Voz Amo)—Musica Sur
10	—	MANTILLA ESPANOLA	Enrique Guzman (CBS)

ALBUM REVIEWS

Continued from page 36

JAZZ

INCOMPARABLE!
Anita O'Day, Verve V 8572 (M); V6-8572 (S)

JAZZ FOR BACH BUFFS
Baroque Jazz Ensemble, Realm B 924 (M); B 924S (S)

TELL IT THE WAY IT IS!
Paul Gonsalves, Impulse A 55 (M); AS 55 (S)

JAZZ ILLUMINATION!
Elvin Jones/Jimmy Garrison Sextet, Impulse A 49 (M); AS 49 (S)

JAZZ 'ROUND THE WORLD
Yusef Lateef, Impulse A 56 (M); AS 56 (S)

CLASSICAL

OISTRAKHS IN A BACH PROGRAM
Bruno BR 14058 (M)

BIZET: CARMEN
Rome Symphony Orchestra (Savino), Kapp KL 1373 (M); KS 3373 (S)

COUNTRY

THE OTHER SIDE OF GRANDPA JONES
King 858

THE WORLD'S BEST 5-STRING BANJO
Don Reno with Red Smiley, King 861

INTERNATIONAL

SWEDEN
William Clauson, MGM E 4198 (M); SE 4198 (S)

AN EVENING IN OLD MOSCOW
Various Artists, MGM E 4196 (M); SE 4196 (S)

MARTHA SCHLAMME SAYS:
KISSIN'S NO SIN AND OTHER

FOLK WISDOM
MGM E 4190 (M); SE 4190 (S)

HEIMWEH NACH ST. PAULI
Freddie, MGM E 4195 (M); SE 4195 (S)

VIVA! VERA CRUZ
Juan Davila & His Banda Mexicana, Kapp KL 1355

POLKA

HERE COMES LI'L WALLY
Jay Jay 1058 (M)

SPECIALTY

IGOR KIPNIS—HARPSICHOORD (2-12")
Golden Crest CR 4071

CHILDREN'S

THE DO-RE-MI KIDS HOOTENANNY
Kapp KL 1360 (M); KS 3360 (S)

LOW PRICE CLASSICAL

RESPIGHI: ROMAN FESTIVALS
Minneapolis Symphony (Dorati), Mercury Wing MGW 14039 (M); SRW 18039 (S)

STRAVINSKY: PETROUCHKA
Minneapolis Symphony (Dorati), Mercury Wing MGW 14038 (M); SRW 18038 (S)

VIVALDI: THE FOUR SEASONS
Stuttgart Chamber Orchestra (Conrad), Mercury Wing MGW 14041 (M); SRW 18041 (S)

LOW PRICE COUNTRY

GREAT COUNTRY & WESTERN STARS
Various Artists, Mercury Wing MGW 12268 (M); SRW 16268 (S)

Dot Gets Judy, 5-Way Thrush

HOLLYWOOD—Judy Bright, a 20-year-old folk singer who warbles in five languages, has been signed by Randy Wood

COMING MARCH 28

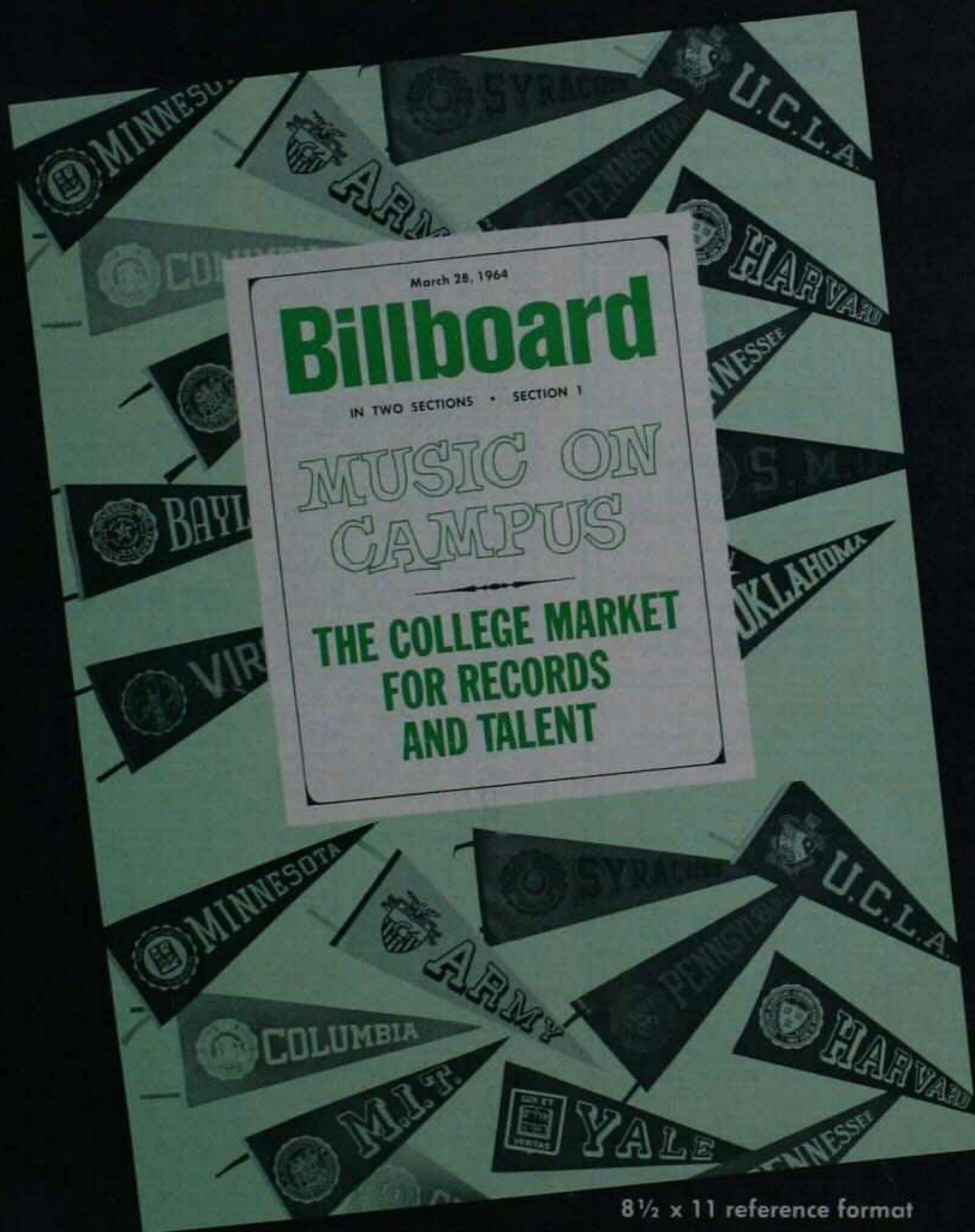
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**Another Industry Service
From Billboard**

Radio, TV Aid Danes With Eurovision Pick

By KLAUS NICHOLLSON

COPENHAGEN — Denmark is a beehive of activity. The country is not only preparing for the forthcoming Eurovision finals which will be held here

March 21, but the mechanics for a whole new method of selecting Denmark's entry in the contest is in the process of being set up. This contest will take place later this month.

Denmark will follow a system of tune selection that approximates the procedure used by Sweden in past years. Rather than selecting its song and performing artist in secret, as in past eight years songwriters (or teams of writer-composers) have been commissioned to write eight tunes. These eight compo-

sitions will be performed on radio and TV and the public will choose the ultimate winner which will be presented as the Danish entry March 21. The Eurovision final will be held at the Tivoli Concert Hall here with Volmer Sorensen as emcee.

Recording companies are already vying for the rights to record the three best tunes in the elimination contest, since they have proved strong sellers in past years.

Insiders in the Danish music industry privately say that the strongest entries in the Eurovision test will come from Italy, Great Britain and France. Danish chances have taken a decided step backward since it seems unlikely that last year's winners, Jorgen and Grete Ingmann, will enter this year's event.

Sam Cooke Yarns for Creative Roll

HOLLYWOOD — Vocalist Sam Cooke, one of RCA's brightest stars and owner of his own two small labels, has quit the one-nighter field to concentrate on being a disk executive and talent developer.

"My future lies more in creating music and records than in being a night club performer," Cooke revealed last week. He has firmly ensconced himself in Hollywood where he now concentrates on writing songs for himself and for the artists under contract to his Sar and Derby labels. Cooke, like Bobby Darin, who recently stated he was through with the nitery business, said he would rather be the creative producer in the control room than be the worn-out singer in a bistro spotlight.

Normally on the road eight months out of the year, Cooke plans cutting his in-person activities down to about two months and using the time to create words and ideas for records.

Cooke isn't concerned about his lack of personal appearances hurting his career. "Records are the main thing which keep you alive," he says. "The proof is that there are people knocking around on the road who don't have that hit record and they're struggling for success."

Cooke believes that if an artist keeps the hits coming, he can stay at home and play selective club dates. Cook has been in showbiz six years and has had his own disk operation with J. W. Alexander for the past three years. Just working with the people who record for Sar and Derby would be a full-time job in itself. Cooke's roster includes the Gospel Soul Stirrers, the Chicago group in which he developed; Johnny Morissette, Patience Valentine; his brother, L. C. Cooke; the Sims Twins, the Valentinos, Mel Carter and Johnny Taylor.

In developing material for these people, Cooke says he tries to "get away from the pack," from those producers who "play it safe" by copying each other. He says he tells his artists what the current disk market is and then they try for a different sound or approach. His basic philosophy is that music has to either "move or soothe."

"I want my artists to evolve something different, based on their own philosophies. The business today is almost all sound. It used to be that the sound brought attention to the lyric," he explains.

N. Y. DISTRIB FINDS PRICE KEY

NEW YORK—Music Merchants Distributors, local distributor for Epic Records, has made a significant move to increase its profits from the record business.

Three weeks ago, executives of the firm took a long look at the Epic "new era" of profits program, under which the price of \$3.98 LP's to all dealers was made a flat \$2.25 all year-round with no discounts, and decided this could be the key to a greater take. Accordingly, the firm brought the price of all its other lines to the Epic level. The plan was started three weeks ago and according to a company spokesman, "It has met with good acceptance from our customers so far."

REPRISE STAFF TO BURBANK

HOLLYWOOD — Warner Bros. hopes to have the entire staff of its Reprise subsidiary moved out to Burbank, Calif., by the end of February.

Plans are for WB to sublease the Reprise building on Cahuenga Boulevard in Hollywood once the Reprise people have moved to the WB headquarters at 3701 Warner Boulevard.

It is understood that a key music publisher is already interested in obtaining the Reprise building.

Genson Prowls For New Talent

HOLLYWOOD—Don Genson, executive vice-president of two pubberies and an inactive diskery under the Marty Melcher banner, is out to purchase an active record operation and also entice young composers to come knocking on his gold-lined door.

Genson told Billboard he is launching a two-fold search for young writers and performers for his Daywin and Artists Music firms and for Arwin Records. He's also interested in buying himself an operable disk firm, one which is "not encumbered with debts and lawsuits." Melcher had been one of the bidders for Fred Astaire's Ava label before the owner decided to retain the company.

The Melcher operation currently has no signed talent for any of its outlets. Genson, who has been in the slot little more than one month, seeks to change that. "I want to open the door for the young writers who seem to be controlling the business today," he said. "There are many good songs being written by these young authors and we'd like to get our share of them."

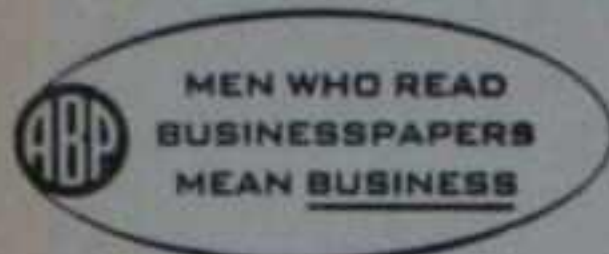
While his thinking appears to concentrate on youth and the singles market, Genson also wants the "old line" writers to submit material for LP consideration.

ARC Fetes CBS For 8th Anni

SYDNEY — On January 28 Australian Record Company celebrated its eighth year as distributors of American Columbia Records released under the CBS banner in Australia. Following the procedure of past years, ARC celebrated the anniversary as a birthday — sending cakes, studded with eight candles, to every radio station in Australia.

With the new hot rod craze starting to break in Australia, ARC moved quickly by releasing their CBS disk of the Rip Chords singing "Hey Little Cobra." Another single could easily establish pop singer Andy Williams in this country as his latest release of "A Fool Never Learns."

Australian Record Company is also in full swing preparing sales promotion and advertising campaign for Marty Robbins, who records for CBS. He has 15 active albums, four extended plays and six singles (including his latest "Begging to You") on the market in Australia at the present time. Scheduled to arrive February 18, Robbins will have a 10-day stay during which time he will cut segments for TV-ATN's new c.&w. show "Country Style" and will also do several concerts supported by local c.&w. artists.



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MUSIC AS WRITTEN

PHILADELPHIA

Murray Roman, club comic turned concert promoter, who scored with his presentation of the **Smothers Brothers** last month, has two more dates at the Academy of Music next month—**Al Hirt** plus **Woody Allen** February 9, and **Louis Armstrong** on February 23 . . . Steve Oxman, the local **WIFI** folk specialist, will emcee the **Bill Crosby-Big 3** concert promotion at the Academy February 21. . . Marna Musicant, publicity chief at Chancellor Records, here, will chaperone

"Miss North America" to Majoraca next June for the "Miss United Nations" contest. . . **Bob Marcucci**, Chancellor Records chief, is re-releasing **Russell Faith's** "Theme for Jacqueline." . . **Sid Mark**, the **WHAT-FM** jazz authority, will begin the town's only live jazz telecast series over **WHY** next month—local educational channel.

MAURIE H. ORODENKER

CHICAGO

Ethel Ennis, RCA Victor's find, had a smash reception here from the city's deejays and dealers. **Ralph Ergas**, **Bob Krueger**, **Irv Brusso**, et al., threw a wing-ding introduction party for her at the Lake Tower Motel. Ringsiders included **Lurlean Hunter**, **WBBM** thrush. . . **Milt Salstone** and company threw a bash for **Roger Williams** at the newly built Continental Hotel. **Moe Preskell**, **Norman Greer** and **Barry Freeman** were among the parent label's out-of-town reps. . . The Maryland's **Celebrity Lounge** is on its big-band policy—first **Ralph Marterie**, now **Si Zenter**. Zenter's packing them in. . . **Howard Neumiller**, veteran **WBBM** musician and music librarian, retires this month after completing 33 years with **CBS** in Chicago. . . When **WIND's** **Dick Williamson** asked listeners to send in old Christmas cards (for charitable organizations), neither he nor the station anticipated the 11,452,031 they've received to date. **WIND** had to rent a special room in the **Wrigley Building** basement.

NICK BIRO

PITTSBURGH

Peter, Paul and Mary mopped up for **Lenny Litman** a few weeks ago at **Syria Mosque** so he's planning to bring them back in March for possibly the quickest repeat date in history here. . . **Harold Betters'** third LP for the local **Gateway** label, "Harold Betters Better Than Ever," has already topped the 2,000 mark in this area. . . The **Horizon Room**, which re-opens at the **Greater Pittsburgh Airport** March 30, has set **Lonnie Sattin**, **Gretchen Wyler**, the **Crew Cuts**, **Al Martino** and **Rusty Warren** for summer dates. . . **Lee Levine**, publicity man for **Ben Merman's** **Standard** Distributors, and wife, **Shirley**, celebrated their 13th wedding anniversary. . . Recent visitors were the **Sapphires**, plugging their **Swan** waxing of "Who Do You Love?" and the **Tymes** in behalf of their **Parkway** recording of "Somewhere."

Jimmy Interval's newest record, "Daddy's Little Girl," backed with "One Sided Love," has just been released by **Lou Guarino's** local **World Artists** label. He appeared on the **WIBC-TV** **March of Dimes** Show January 31. . . The legit musical, "The Boys From Syracuse," at the **Nixon** gave the **Capitol LP** of the old **Rodgers and Hart** musical a spurt in sales.

LEONARD MENDLOWITZ

HOLLYWOOD

The **New Orleans Jazz Club** of **California** and pianist **Jack Wilson**, both recent **Billboard** feature subjects, were signed by associate producer **Carmen Phillips** for the "Panorama Pacific" TV show over **KNXT**. **Wilson** and his quartet played several tunes from his **Atlantic LP** on his showcase, with club president, **Bill Bacin**, presenting seven nonpros on their outing. Program plans calling back other

members of the **Dixieland** club in future weeks.

Tom Virzi is the new promo man at **Columbia's** **Los Angeles** branch, replacing **Bob Murphy**, who moved to **Denver** as sales chief with the **Craig Corporation**. **Virzi** was formerly with **Al Sherman's** **Record Sales**. He is concentrating on singles, with **Ted Rosenberg's** other promo man, **Bob Moering**, now working on LP's. This new alignment makes the **Los Angeles** branch the only **Columbia** distributorship with two promo men, according to **Gene Block**, regional sales manager.

Craig Peters has joined **Research Craft** as custom sales manager. He formerly toiled for **Capitol's** custom service department. . . **Page Cavanaugh's** **Page 7** nitery remains dark in **Studio City** despite the group's kick-off on **RCA**. . . **Country Music Association** exec, **Gene Autry**, was recently named **Man of the Year** by the **City of Hope**. **Autry** raised over \$50,000 to help fight cancer, thus earning the accolade.

ELIOT TIEGEL

HOUSTON

The **Rooftop Singers** headlined a **March of Dimes** benefit show here **January 28**. Co-headliners on the show were the **Levee Singers**. . . Comedian **Jerry Van Dyke** will take over at the **Tidelands**, opening **April 6** with the **Don Goldie** orchestra. . . **Eddy Arnold** will headline the **Houston Livestock Show** and **Rodeo** at the **Sam Houston Coliseum** opening **February 19** through **March 1**. . . "Bottoms Up" opened to a packed house at the **French Quarter Club**. The revue comes here from **Dallas**, where it was at the **Hotel Adolphus**. **BARRY CANDY**

PHILADELPHIA

The **Davis Family** formed a new label, **Al Records**. The new disk firm contains efforts of **Albert, Ethel, Arlena** and **Alexis Davis**. . . **Nat Niederman**, owner of **Clarion Record Company** and onetime assistant director and songwriter for **MGM**, has produced a three-hour documentary film here on **Judaism** and religious ritual. . . **Johnny Grande**, onetime accordionist with **Bill Haley**, who runs a music store in suburban **Sharon Hill, Pa.**, has opened a branch operation in the **Bazaar** of all **Nations** shopping center here.

MAURIE H. ORODENKER

BOSTON

The **Newport Folk Foundation** has awarded the first of a series of grants to individuals, organizations and publications noted for dedication to the world of folk arts. **Boston's** educational station, **WGBH**, was among the recipients. The funds were raised from the proceeds of the **Newport Folk Festival** held last July. . . **RCA Victor** spreading the gospel about singer **Ethel Ennis** at a soiree here. She disclosed that she's the wife of the assistant attorney general, the highest office-holder of his race in the **State of Maryland**. . . **Blinstrub's Village** has announced another star line-up with **Teresa Brewer**, **Pat Boone**, **Jimmy Durante**, **Edie Adams** and **Alan Sherman** slated in the next several weeks.

Roger Williams, here to promote his **Kapp** albums, got writer's cramp from signing autographs at **Jordan Marsh** department store. . . The **New Christy Minstrels** will play their first visit to **Boston** at **Symphony Hall** for a **Valentine's** night date. . . The occasion of the memorial mass for the late **President Kennedy** saw the first

presentation in the **Western Hemisphere** of **Mozart's** **Requiem Mass** in **D Minor, K626**. **Erish Leinsdorf** led the **Boston Symphony Orchestra** in **Holy Cross Cathedral** before 1,800 worshippers.

CAMERON DEWAR

TORONTO

Andy Williams' **May 4-9** appearance at the **O'Keefe Center** here is sure to be a sellout. **Andy's** latest single, "A Fool Never Learns," is strong across **Canada**, with the flip side starting to catch on too. . . **London's** "War Requiem" album (having already sold out once) is in stock again and is the greatest seller that **London** has had here. In the hit department, **London** reports that "percentage wise, we are ahead of last year, already."

The **J.F.K. LP** on **Documentary Unlimited** label is outselling all other **J.F.K.** recordings released in **Canada**.

London's first show album, "Stop the World," is starting to be played on many of the radio stations. The show is booked into the **Royal Alexander** in **Toronto**, **February 10** to **March 7**. . . The **Romeo's** have finished another (their third) recording session with **Columbia**. . . The **Travellers** have started traveling again. This time they

will go right across **Canada**, from **Halifax** to **Vancouver**.

Sparton picked up the **Good Time Jazz** label in **Canada** and will release 10 new albums immediately and 25 early this spring. . . **Chubby Checker's** single, "Hey, Bobba Needle" b/w "Tzena, Tzena," was picked by radio **Station CHUM** in **Toronto** as the hit of the week and seems to be building to one of the major hits in **Canada**. . . Starting **March 3** the **Brothers Four** will tour five **Canadian** cities. . . **Oscar Peterson** will introduce his new "Canadiana Suite" on the **CBC's** **TV Wayne and Schuster Show** **February 9**. Time will allow for only excerpts of the Suite on this show. The **Peterson Trio** will start a tour of **Europe** and **Britain** in **March**.

RUTH MCGARRETT-CHILDS

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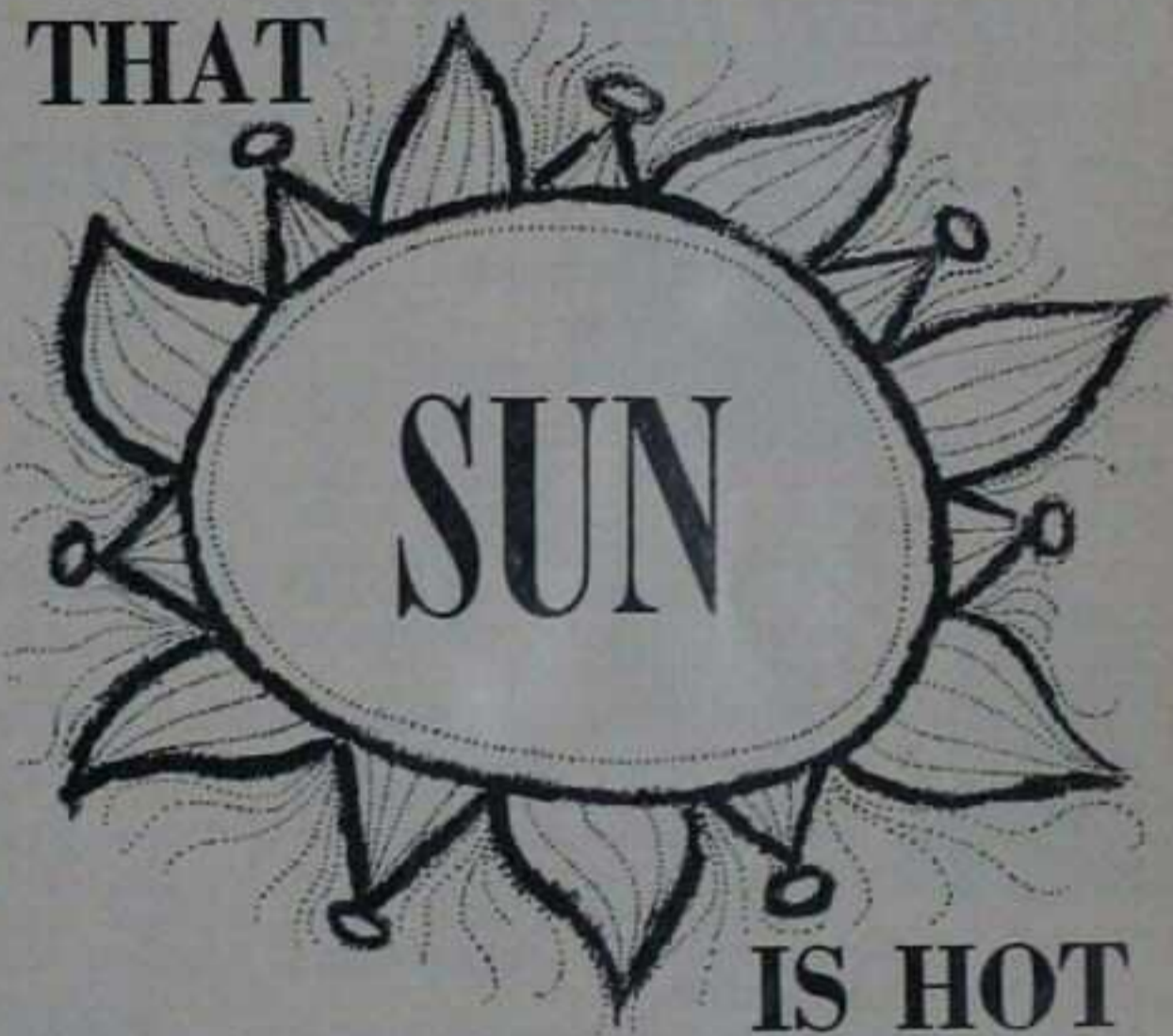
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Salem Prizes to Sell Them

By NICK BIRO

CHICAGO—It all started with an idea by Fred Salem, Columbia's regional promotion manager here. Salem's idea: A contest for dealers based not just on sales, but on total merchandising effort. Dealers were to be judged on originality of window display, indoor display, advertising, point-of-purchase merchandising—in short, the total effort made to sell (what else?) Columbia Records.

The contest was held in the Chicago, Milwaukee and Minneapolis markets. Dealers joined in so enthusiastically that distributors in each of the markets were among the nation's leaders all winter. When it was all over, 15 dealers walked off with prizes ranging from golf clubs and stereo portables to transistor radios, not to mention a handsome plaque carrying the inscription, "Columbia Record Merchandising Award, Fourth Quarter, 1963, for Outstanding Total Merchandising Effort."

In Chicago, the awarding of the plaques and prizes was a major ceremonial event. Columbia brass included Don Van (Continued on page 44)



PRIZING PRIZE: Columbia's Chicago branch manager, Paul Smith, looks mildly embarrassed when Bernice Best of Lake Forest, Ill., counters with a compliment after Paul awards her first prize in the Midwest Dealer Merchandising Contest. Looking on are (left to right) Don Van Gorp, regional manager; Fred Salem, regional promotion manager, and Nick Biro, Billboard Midwest editor.

EQUIPMENT NEWSLETTER

Tape to Hurdle Price Barrier

By DAVID LACHENBRUCH

Contributing Editor

(Editorial Director, Television Digest)

THE NEXT BREAKTHROUGH in the tape recording field will be a break through the cost barrier. Developments now in the works should result in reduction in initial costs of quality recorders, reduction in operating expenses, reduction in maintenance costs.

Some of the major developments may be a year off—perhaps far more, perhaps even less. They are all aimed at one goal: making recorders competitive with quality disk-playing equipment, and, incidentally, making pre-recorded tapes competitive with LP records.

One area which is getting the heaviest attention is tape speed. Some remarkable progress is being made in this area, and the big goal here is high fidelity recording and reproduction at 1 1/2 ips—in moderately priced tape recorders. As compared with 7 1/2 ips currently used for high fidelity recordings, this is a fourfold saving in tape. Stated another way, a seven-inch reel of the new triple-play tape could provide more than 12 hours of stereo music or 24 hours of four-track mono subject matter!

Of course, slow-speed high fidelity recording already exists—at a relatively high price—in the 3M-Revere tape cartridge system and in the Roberts Electronics "crossfield head" recorder.

The crossfield head is regarded as a very promising development, and is now being extended to other makes of recorders—again, high-priced units, so far as we know. The principle is available to any recorder manufacturer, and a low-priced version will be available.

The crossfield head is a development of IIT Research Center of the Illinois Institute of Technology, which holds most basic magnetic-recording patents. IIT magnetic recording expert Marvin Camras said the development is available to all of IIT's magnetic recording licensees. The principle, he told us, is "not basically expensive." He said it makes possible frequency response up to 15,000 cycles at 1 1/2 ips. The crossfield principle sharpens the head's magnetic field, and makes possible the use of an extremely narrow gap in recording and playback.

Camras feels it will be just "a matter of time" until the new head becomes the industry standard. There is another big problem in slow-speed tape, however, which is currently imposing the major barrier to its use in moderate-priced machines. This is the mechanical problem—the problem of eliminating wow and flutter at 1 1/2 ips.

"At the present time, the need is for better and more expensive tape transport mechanisms" for

extremely stable tape speed at 1 1/2 ips, said Camras. "Of course, the problem becomes even more acute in lower cost machines, because of the high degree of precision needed."

Echoing Camras' sentiments is Bernard Killinger, sales manager of Michigan Magnetics, one of the largest American manufacturers of tape recording and playback heads. "The mechanical problem," he told us, "is probably larger than the head problem. We probably will solve our problem before the manufacturers of motors and tape drives solve theirs."

Michigan Magnetics also is working toward the 1 1/2 ips recording head, and it is doing this through a reduction in the size of the gap. Killinger feels that the crossfield head "isn't imminent" in mass production, and his company prefers at this time to improve frequency response through refinements in conventional methods of building tape heads.

"We are shooting at the lowest possible speed," he said. "This would not only reduce costs of raw tape to the user, but it could result in sharp reduction in prices of pre-recorded tape by bringing down the cost of reproducing from master tapes. The most expensive factor in reproducing tape is the time involved," he added, "and slowing down the playing speed would make it possible to speed up the reproducing process."

"The whole recording industry," said Killinger, is faced with getting costs down to the point where magnetic recording is comparable to disks in price. Today, unfortunately, a really good record is closer to the price class of color TV than it is to good record-playing equipment."

Killinger pointed out one of the less dramatic ways in which recorder costs are being reduced. In recent years, he said, costs of recording heads have dropped by as much as 40 per cent.

An imminent development by Michigan Magnetics is aimed at cutting the maintenance costs of tape recorders. It will soon announce heads made from a new material—so new it doesn't yet have a trade name. "This material extends head wear characteristics beyond anything we've ever hoped," said Killinger. "It virtually eliminates the element of head wear. We have found no problems at all in 2,000 hours of continuous use."

The new head material will also help Michigan Magnetics program aimed at increasing tape-playing time and reducing speed. "We could always make a head gap as narrow as we wanted. But holding it was the problem. This new material will help hold the gap to the proper size."

These are just a couple of the upcoming developments in magnetic recording. Together with others in the works, they're expected to help the recorder industry's drive to break through the cost barrier. The future dimensions of the audio recording industry will depend on how effectively the cost challenge is met.

Phono-Tape

MERCHANDISING

BEST SELLING PHONOS • DISK DEALS
EQUIPMENT NEWSLETTER

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$81 and \$100

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	11/9/63 Issue	8/10/63 Issue		
1	1	1	Magnavox	23.8
2	4	6	General Electric	16.2
3	6	4	Masterwork	10.4
4	—	5	RCA Victor	9.4
5	5	2	Voice of Music (V-M)	9.0
6	6	8	Zenith	7.4
7	2	3	Decca	6.8
8	8	7	Webcor	4.1
9	3	—	Motorola	3.1
			Others	9.8

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

11/9/63 Issue: Symphonic (8).

8/10/63 Issue: All brands represented on current chart.

DISK DEALS FOR DEALERS

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

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

IMPERIAL—Expires February 15, 1964. Started January 14, 1964.

Special terms and dating to qualified dealers covering new releases and entire catalog.

LIBERTY—Expires February 15, 1964. Started January 14, 1964.

Special terms and dating to qualified dealers, covering new releases and entire catalog of Liberty, Premier series, Dolton and Double L.

MERCURY—Expires February 29, 1964. Started January 2, 1964.

Ten per cent discount on all new January releases and all catalog product except Storyteller children's series. Dated billing to qualified dealers.

MONUMENT—Expires February 2, 1964. Started February 5, 1964.

All monaural and stereo will be sold at a six-and-one-free deal.

SOUND STAGE 7—Expires February 29, 1964. Started February 5, 1964.

All monaural and stereo will be sold at a six-and-one-free deal.

LONDON—Expires March 31, 1964. Started December 15, 1963.

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

ABC-PARAMOUNT—Expires March 31, 1964. Started January 9, 1964.

A 12 1/2 per cent discount on all new and catalog ABC-Paramount and Impulse albums.

SIMS—Expires February 29, 1964. Started January 1, 1964.

On 15 country and gospel album releases, three free albums for each 10 purchased. A 100 per cent exchange privilege on all product.

STARDAY—Expiration indefinite. Started January 1, 1964.

A 15 per cent discount on all regular Starday albums. A 10 per cent discount on Starday economy line albums.

Concord Elects

HOLLYWOOD—Concord Electronics has named six new warranty service stations to provide consumers with outlets in 44 States, the District of Columbia and Canada.

The new outlets are Tape-tronics, Davenport, Ia.; A. A. Radio & Electronics, Houston; Berkeley Radio & Electronics, Berkeley, Calif.; Nevada Photo Service, Las Vegas; Richards Electronics and Joe's Radio & TV, Columbus, Ohio.

Ampex Cartridge

HOLLYWOOD—Ampex is undertaking a study of tape cartridges for radio use. C. Gus Grant, tapers' operations vice-president, said the company is looking at the various tape cartridge systems presently in use by broadcasters for spot announcements.

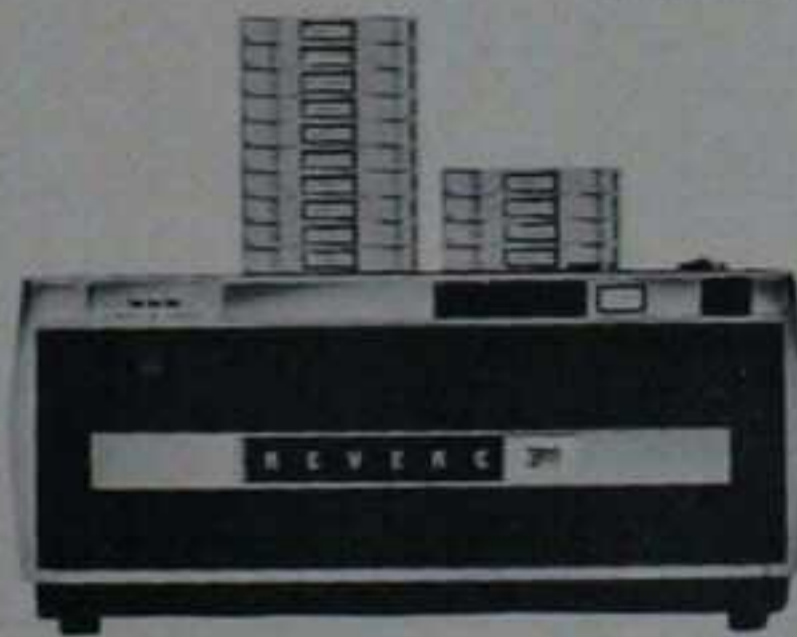
Grant said the study would help solve the "controversy" over the presently available tape recording systems—reel-to-reel or cartridge—both of which are used in daily broadcasting operations.

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LAMBERT, HENDRICKS, ROSS!

ENJOY LIGHT... LET'S BOSSA

Uncle Milty Turns Deejay; Dealer Lassoes C.&W. Sales Power to Boost Business

CULVER CITY, Calif. — Country and western music, which has proved successful in selling everything from corn flakes to Cadillacs, is being harnessed here by Milton Aller's Tops TV to push stereo phonograph, tape and TV set sales.

Aller has set up his Little Red Barn broadcasting studio in his store window from which he broadcasts a daily two-hour c.&w. show on Station KTYM, Monday through Friday. The program, called "Uncle Milty's Show," features Aller broadcast-

ing various c.&w. disks. Aller bills himself as "The world's worst hillbilly singer," and sometimes chants along with the disks to prove his point.

The window broadcasting studio, affectionately referred to as the Little Red Barn, is decorated in rustic style to match its brand of musical fare. It features a hayloft, a few bales of hay, and other props to build the hillbilly setting.

The stunt proves to be a novel crowd-stopper, lining up droves in front of the West Washington Boulevard store. It serves to bring in a healthy share of the crowd, affording Aller an opportunity to demonstrate his stereo phono equipment and other home instruments.

Aller has been a strong radio user during the past year. At one time he bought as much as nine hours per day of air time, using, in addition to KTYM, time on stations KRKD, KBLA and KFOX. He shared the time with c.&w. personality Smiley Monroe, now a disk jockey on Station KIEV in nearby Glendale.

Aller told Billboard: "It takes something different to attract business" and "since I've always enjoyed taking a hand in country and western music," the combination of his c.&w. hobby and the equipment business has been paying off handsomely in increased sales volume.

EMI Mulls Quiz for Industry Candidates

LONDON — Britain's biggest diskery, EMI, is consulting dealers about a plan to hold examinations in the leading cities in a bid to entice well-educated youngsters to take up the record industry as a career. The company would award diplomas to successful candidates which would give the trainees considerable standing at the start of their careers in the trade. EMI already pioneered Record Sales Training courses which this year expand to include a syllabus on classical platters.

CZECHS DON'T KNOCK ROCK

WARSAW—In Poland there are still heated discussions about whether or not rock'n'roll has any intrinsic value—apart from the fact that it is popular. In Czechoslovakia, however, they don't talk about rock music—they go ahead and record it. Czech band leader Karel Vlach has a small rock group as part of his band. At the Magic Lantern in Prague the Mefiste quintet, which consists of five swinging teen-agers, is a big hit. All rock concerts in Czechoslovakia are sell-out dates.

International Marketing

WASHINGTON—A one day conference on international marketing will be held March 10 during the Electronics Industries Association's Spring Conference March 9-12 at the Statler Hilton Hotel here.

The 1964 International Marketing Symposium is sponsored by the Export Section of the EIA Government Products Division with the co-operation of the Systems Systems Requirements Committee.

P. T. Valentine has been named plant manager at the Mountaintop, Pa., plant of the RCA Industrial Tube and Semiconductor Division. Former plant manager, William H. Wright, has become manager of operations planning and financial controls at the firm's plant in Somerville, N. J.

BEST SELLING

PRE-RECORDED TAPE

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

CLASSICAL REELS

Pos.	TITLE, Artist, Label & No.
1	TCHAIKOVSKY: 1812 OVERTURE Minneapolis Symphony Orchestra (Dorati), Mercury ST 90054
2	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor FTC 2043
3	BEETHOVEN: SYMPHONY NO. 5 Chicago Symphony Orchestra (Reiner), RCA Victor FTC 2032
4	BRITTEN: WAR REQUIEM Various Artists, London LO 90067
5	CONCERTOS UNDER THE STARS Leonard Pennario; Hollywood Bowl Symphony Orchestra (Dragon), Capitol ZP 8334
6	PUCCINI: MADAME BUTTERFLY Various Artists, London LO 90010
7	PORTS OF CALL Philadelphia Orchestra (Ormandy), Columbia MQ 581
8	LORD'S PRAYER Mormon Tabernacle Choir; Philadelphia Orchestra (Ormandy), Columbia MQ 324
8	VICTORY AT SEA, VOL. I RCA Victor Symphony Orchestra (Bennett), RCA Victor FTC 2000
10.	HANDEL: MESSIAH Various Artists, Columbia MQ 510

Salem Prizes

• *Continued from page 42*

Corp, regional sales manager; Paul Smith, branch manager; Dick Gassen, promotion manager; Salem, the father of the plan, and Nick Biro, Billboard's Midwest editor. The group bundled into a two-car caravan and spent a day visiting the far reaches of the city.

First prize, a set of matched golf clubs, went to Best Record Shop, Lake Forest, Ill. Second

prize, a stereo portable phonograph, went to Lombard Television, Lombard, Ill. Third, fourth and fifth prizes of a transistor radio went to North Shore Talking Machine, Evanston, Ill.; Hollander Music, Chicago; Busch Television and Records, Glenview.



NIPPOL MODEL 200 PORTABLE... COMPANION TO EXCITING FUN

There is nothing like music to bring on the party spirit. For more fun and excitement at parties, picnics and folk dances, your indispensable companion is the Model 200 Transistorized Portable Record Player. Light and easy to take anywhere, yet it plays both regular and LP records. Tone and resonance are comparable to a large phonograph. It's also excellent for language lessons. Weighs only 4 lbs. with batteries.



Model T-17 Smartly designed 7-transistor, miniature radio fits in your pocket or purse. Gives rich tone and powerful reception.

NIPPON COLUMBIA CO., LTD.

Shinkawa Bldg., No. 6, 6-chome, Tamura-cho, Shiba, Minato-ku, Tokyo

Fliesler Woos Vast Audience

Radio Case Histories Examined

• Continued from page 12

• Continued from page 14

releases, with hourly newscasts utilizing the facilities of the Mutual Network and its own respected local staff headed by Cleve Roberts.

To introduce itself to new arrivals to Los Angeles, station

Mark Thatcher

• Continued from page 10

roll, but he exhibits subtle control just short of this point. He has evolved a unique, forceful, yet subtly pleasant style. He is at the moment a gratifying singer with a good presence and enunciation. A medley of standards, "This Is My Beloved," "Love of My Life" and others of that ilk had a remarkably appreciative effect on his audience. When maturity mellows his boyishness to fit his glossy air he should have no difficulty in returning to such big rooms as Monticello and Blinstrub's at the top of the bill. Meanwhile, he should have little trouble establishing a following among old and young for his recording.

CAMERON DEWAR

has an exclusive tie-in with the Welcome Wagon, which averages 2,000 calls a month and lets new families know that KHJ is the station with information features about their new home.

Two distinct music shows stand out in the programming: a Saturday afternoon "Hootenanny" presided over by Bruce Hayes and a Sunday afternoon "Sinatra and Strings" with host Paul Compton. During weekdays, KHJ's other personalities include deejay Red McIlvaine, and Michael Jackson, who handles a five-hour evening phone conversation stanza. On weekends, the line-up features Cal Milner and Stan Richards.

To add an "enrichment of diet, General Manager Fliesler has turned to two dramatic shows and has his eyes on future drama segs. On Sunday evenings, the 5 to 6 hour offers "Sherlock Holmes" with Sir Ralph Richardson and "The Shadow" in its original form. "These are primers to jog the jaded imagination of listeners," Fliesler remarked. "We're also looking at tomorrow's radio drama and have been thinking about starting a workshop for local writers."

Fliesler says this is only natural since radio's heritage is so steeped in this kind of programming. He believes that with

substantial amount of free records as an inducement to put special effort into promoting them. His stores all make weekly sales reports to two local radio stations. Frequently included in their lists of best selling singles will be those items on which freebies have been received, even though in fact they may not have sold that well—if at all.

One of the stations is well aware of the discrepancies and distortions present in reports from the Smith stores. Every effort is made to ferret out the phony listings by careful cross checking with dependable sources of information. As a result, the station's playlist is an accurate reflection of record popularity in the market.

The other station accepted the reports at face value. Result: Their playlist contained a certain percentage of losers. As a further result, this station is lagging far behind in audience ratings, while the other station, with its carefully checked playlist, is consistently No. 1.

CASE HISTORY NO. 4. This is a composite of several bad examples. It concerns the disk jockey of obvious talents who never quite made the big time. He started out well. He "owned" his town—a smaller town. Record men knew about him and spread the word. A big town station invited him to send tapes. He got the job.

an adult "rebirth," people who left radio will return.

To further add diversity, station is negotiating for the entire package of recently announced NANA taped shows, including 52 Arch Obler plays, 30 "Fat Man" segs, two 15-minute soap operas, "Pepper Young's Family" and "Big Sister" and two five-minute features, "Dear Dorothy Dix" and celebrity interviews

with Army Archerd.

The effect KHJ is striving for with this diversity of program-

ming is the sound of a powerhouse network flagship realistically aimed at a local market.

CUSTOM RECORD PRESSING
Mastering—Processing—Labels
POLYMAX 100% ANTI-STATIC
FACTORY CLEAN
SIDNEY J. WAKEFIELD
P. O. Box 6037, Phoenix 5, Ariz.
Direct Dial 602-252-5444

POLYMAX
PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static
CREATED BY **RESEARCH CRAFT CORPORATION**
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

A NEW DECCA PHONOGRAPH

already the leader in its price range!



THE NORFOLK I DP-690
Designed for use as:
A CONSOLE
A TABLE MODEL
A WALL MOUNTED UNIT
(Legs are detachable)
A ROOM DIVIDER **\$79.95***

*All prices are suggested list, plus 45 RPM spindle, and are slightly higher South, Southwest and West.

FIRST RUN SOLD OUT AND AVAILABLE AGAIN FOR IMMEDIATE DELIVERY

VOX JOX

• Continued from page 14

eight month on the air. Maybe next month it will have a little FMer. Staffers are Jerry Mitchell, Jerry Brent and Alex (Bo) Plaisance, who also serves as p.d.



Steve Woodman (right), WNBC air personality discusses his skiing progress with Boris Deric (center) area director at Davos Ski Area and Werner J. Kuhn, patrol leader. The Woodridge, New York, ski resort is fast becoming the weekend and vacation haven for radio-TV

and showbiz folks from all over the East.

SEGUE

Morton (Doc) Downey, formerly with WYNR, KUDL, KJR, KFAY, exits KRIZ (Phoenix). . . Bob McGraw upped to music director at WDXN (Clarksville, Tenn.). McGraw also handles a "Teen Tune Time" show 9 to 10 Saturday mornings. Another addition at WDXN is Bill McCutcheon who has been appointed sports director and afternoon deejay. . . Hugh Lampman has joined staff of KVIL (Dallas) as host of late night music and chat program. Lampman formerly hosted American Airlines' "Music Till Dawn" program on KRLD (Dallas). . . David McNamee, formerly with WLEE (Richmond, Va.), joins WTRY (Albany), as air personality. . . Doug China, recently program director-air personality at WPOP (Hartford) named eastern sales representative of PAMS Syndi-

cated Productions, Dallas, with headquarters at Hartford, Conn. . . Jack Gale, WKKO (Cocoa, Fla.) staffer to WMEX (Boston) as air personality. . . Bob Norris, formerly with WCOP (Boston), joins WKKO as air personality.

VIP APPOINTMENTS: Bob White, music director of KILT (Houston) upped to program manager replacing Dick Lahm, who has been promoted to national sales manager. . . Frank D. Beaman named program director at WSOY (Decatur, Ill.). . . Greoff Edwards, formerly

director of special events for KHJ radio, appointed program director replacing J. Arnold Schorr, who has resigned. Edwards was program director at KFMB (San Diego) prior to joining RKO General. . . Merlin O. Simundson, account executive for KRSI (St. Louis Park), named station manager of WMIN radio (Minneapolis). . . H. Roger Dodson upped to operations manager of radio station KODY (North Platte, Neb.). Dodson has been with the Stuart Broadcasting Company for the past three years.

READY-TO-GO PROGRAMMING

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

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	FOR YOU, Rick Nelson, Decca 31574	8
2	2	ANYONE WHO HAD A HEART, Dionne Warwick, Scepter 1262	11
3	4	JAVA, Al Hirt, RCA Victor 8280	7
4	5	A FOOL NEVER LEARNS, Andy Williams, Columbia 42950	6
5	11	STOP AND THINK IT OVER, Dale & Grace, Montel 922	4
6	3	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	12
7	17	HAVY BLUE, Diane Renay, 20th Century-Fox 456	4
8	18	SEE THE FUNNY LITTLE CLOWN, Bobby Goldsboro, United Artists 672	6
9	6	FORGET HIM, Bobby Rydell, Cameo 280	15
10	12	IT'S ALL IN THE GAME, Cliff Richard, Epic 9633	11
11	7	POPSICLES AND ICICLES, Murmaids, Chaffahoochee 628	13
12	15	THE SHELTER OF YOUR ARMS, Sammy Davis Jr., Reprise 20216	10
13	19	I LOVE YOU MORE AND MORE EVERY DAY, Al Martino, Capitol 5108	3
14	10	AS USUAL, Brenda Lee, Decca 31570	10
15	16	CHARADE, Henry Mancini & His Ork, RCA Victor 8256	11
16	20	GOING, GOING, GONE, Brook Benton, Mercury 72230	4
17	9	SOMEWHERE, Tymes, Parkway 891	11
18	8	WHISPERING, Nino Tempo & April Stevens, Alco 6281	9
19	—	I WISH YOU LOVE, Gloria Lynne, Everest 2036	6
20	—	HE SAYS THE SAME THINGS TO ME, Skeeter Davis, RCA Victor 8288	4

YESTERYEAR'S HITS

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

POP—5 YEARS AGO February 16, 1959

1. Stagger Lee, L. Price, ABC-Paramount
2. 16 Candles, Crests, Coed
3. Donna, R. Valens, Del-Fi
4. Smoke Gets in Your Eyes, Platters, Mercury
5. All American Boy, B. Parsons, Fraternity
6. My Happiness, C. Francis, MGM
7. Lonely Teardrops, J. Wilson, Brunswick
8. Goodbye Baby, J. Scott, Carlton
9. Gotta Travel On, B. Grammer, Monument
10. Manhattan Spiritual, R. Owen Ork, Palette

POP—10 YEARS AGO February 13, 1949

1. Oh My Papa, E. Fisher, RCA Victor
2. That's Amore, D. Marlin, Capitol
3. Secret Love, D. Day, Columbia
4. Stranger in Paradise, T. Bennett, Columbia
5. Changing Partners, P. Page, Mercury
6. Stranger in Paradise, Four Aces, Decca
7. Rags to Riches, T. Bennett, Columbia
8. Heart of My Heart, Four Aces, Decca
9. Make Love to Me, J. Stafford, Columbia
10. From the Vine Came the Grape, Gaylords, Mercury

RHYTHM & BLUES—5 Years Ago—February 16, 1959

- Slagger Lee, L. Price, ABC-Paramount
Lonely Teardrops, J. Wilson, Brunswick
I Cried a Tear, L. Baker, Atlantic
16 Candles, Crests, Coed
Try Me, J. Brown, Federal

- Smoke Gets in Your Eyes, Platters, Mercury
The Right Time, R. Charles, Atlantic
Nobody But You, D. Clark, Abner
It's Just a Matter of Time, B. Benton, Mercury
A Lover's Question, C. McPhatter, Atlantic

Everybody's Pick!
"BECAUSE WE'RE VERY YOUNG"
THE PARLETTES
Jubilee 5467
Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

New R&B Smash!
Sam & Dave
"I Got a Thing Going On"
R 4541

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

Singing Valentines
I CAN'T GIVE YOU ANYTHING BUT LOVE
•
SAY SOMETHING SWEET TO YOUR SWEETHEART
MILLS MUSIC, INC.
New York 19, N. Y.

Overnite Hit!
"BE MY GIRL"
P-901

THE DOVELLS
(With the New Sound)
THE DOVELLS ARE ON CAPERS/FRANKS

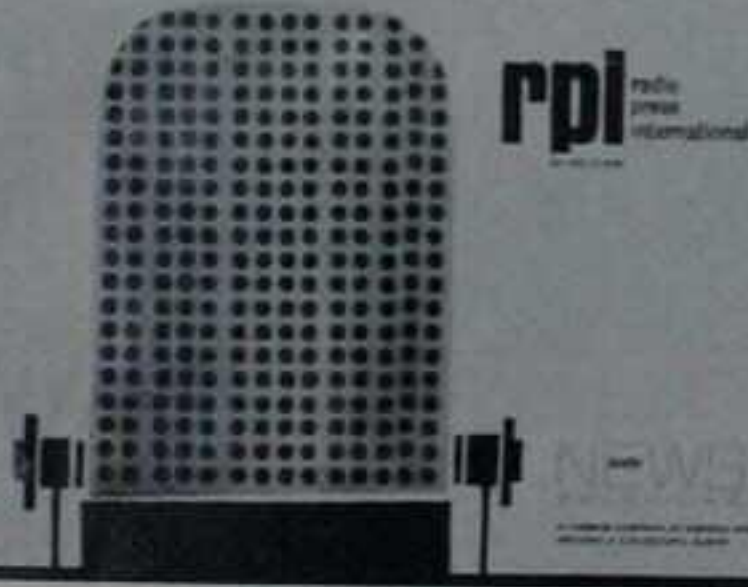
"I'M IN LOVE"
THE FOURMOST
ATCO 6285

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

AGAIN...THIS YEAR!
A COLLECTOR'S ALBUM FROM ALCOA AND GATEWAY

history in sound
1963 year in review

with the voices of John F. Kennedy • Charles de Gaulle
Lyndon B. Johnson • Lord Home • Ludwig Erhard • Arthur Schlesinger
Madam Ngo-dinh-Nhu • Pope Paul VI • Martin Luther King
Sandy Koufax • Joseph Valachi



A SUITABLE COMPANION FOR
AWARD WINNING

"1962... Year in Review"
WHICH IS STILL AVAILABLE
AND **"1961... Year in Review"**
SOON TO BE PUBLISHED



GATEWAY RECORDINGS, INC.
PUBLIC AFFAIRS DIVISION
243 FORBES AVENUE, PITTSBURGH, PA. 15222

**NATIONAL BREAKOUT
GOING ALL THE WAY
"YOU WERE WRONG"**

by Z. Z. HILL

M & H RECORDS

Distributed by Rayco Records

c/o UNITED RECORD DISTRIBUTING CO.
2628 W. Pico Blvd., Los Angeles, Calif.

Floyd Ray
DUmkirk 5-4045

German Trade United at Last

Foreign Product at Top of Its Fo

BRITAIN IN LIGHT TRACK

F. S. JR. TOUR OF BRITAIN SRO

ITALIAN RADIO SEG PLUGS JUKE BOX PLAY

German Row Intense Over Copyright Law

BURTON LAYS IT ON THE LINE

New BMI Head Spells Out Views on Music Export Scene

Blackpool Show Draws Crowd From Continent

EMI, Philips Disks With

'Sukiyaki' Leads Japanese Industry to Biggest Feast

Manila Disk Firm Sets Radio Outlet

'Hammer' Nails Down Title

Coin Games at Low In Czechoslovakia

Norse At Prize Goes To Teen Lass

Kennedy-Adenauer-Erhard Disks Rise of Spoken Word Disks in Germ

EP's In Book Binding

Duke, Woody, Anita Top German Lists

Red Royalty Tab

Western Labels Sold For Foreign Money

W. German Government Issues Coin Machine Statistical Study

British Trade Girds to Hold Price Line

Fear Its Country Will Repeat U. S. Discount Scene

LP Boom Takes Up Slack of Singles Dip

Liberty Reaps Biggest 1/2-Year Sales in History

Publishers, Talent Guys Get in to See Sholes

Beatles Heat Flares in Court

Valiant Plunges into Folk Field

HELLO, DOLLY! OPENS, CRITICS TOSS HATS

BEATLES HOT IN NORWAY

CLIP GETS YOU A CUT—AND VICE VERSA

Erin Disks Come To Minneapolis

Norway Prep Eurovision Entry

Disks Stars Set For Int'l Show

Train in Paris

Youth Zips Up Dutch Firm

BERNSTEIN'S 3d IN TEL AVIV

Trials in Paris

SEES IN 5 Y EQUIP

Disk Tops

ic Growing, land Tourist

INTERNATIONAL

NEWS

this week and every week

Billboard

HITS OF THE WORLD

ARGENTINA	FRENCH (WALLOON) BELGIUM	MEXICO	SOUTH AFRICA
1. The Beatles - "I Wanna Hold Your Hand" (Capitol)	1. The Beatles - "I Wanna Hold Your Hand" (Capitol)	1. The Beatles - "I Wanna Hold Your Hand" (Capitol)	1. The Beatles - "I Wanna Hold Your Hand" (Capitol)
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Billboard

More Vocalists, Foreign Names in San Remo Fest

Billboard

Adenauer Hot-C

Billboard

Paul Anka and Connie Love In Spanish Foreign Artist Poll

Cliff, Elvis Top Norse Poll

Billboard

Firms Can Buy Only TV Spots

Billboard

Widen Sphere of In

Billboard

Eurovision Report

Billboard

Erin Disks Come To Minneapolis

Billboard

Norway Prep Eurovision Entry

Billboard

Disks Stars Set For Int'l Show

Billboard

Train in Paris

Billboard

Youth Zips Up Dutch Firm

Billboard

BERNSTEIN'S 3d IN TEL AVIV

Billboard

Trials in Paris

Billboard

SEES IN 5 Y EQUIP

Billboard

Disk Tops

Billboard

ic Growing, land Tourist

Billboard

THE BMI STORY TODAY

Billboard

The International Music-Record Newsweekly

DEPARTMENTS & FEATURES

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- 53-54 Chart Page 29
- 55-56 Chart Page 30
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- 99-100 Chart Page 52

CLIP GETS YOU A CUT—AND VICE VERSA

THE BMI STORY TODAY

Billboard Buyers & Sellers CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

SITUATIONS WANTED

GENE ATRY, RUDY VALLEE CO-authored published songs with lyricist composer now seeking co-author country recording artist, Buddy Valentine, 2341-A No. 44th St., Milwaukee 10, Wis. fe22

RECENTLY I HAD SOME ORIGINAL comedy material published by a very active BMI music publishing company. Will show you contract. I now need someone who can read and write music. Everything on a 50-50 team basis. Have good connections. Write P.O. Box 1186, Augusta, Ga.

NEW ENGLAND EXPOSURE NEEDED! Finest personal representation available with top independent promotion team. Free trial! Contact: Steve Bell or Paul Cass, 23 Keller Path, Newton, Mass., 02156. Telephone: 617-527-1678. fe22

ANNOUNCING a new low rate for SITUATIONS WANTED ADS

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

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

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

MAIL COPY AND PAYMENT TO:
MARTIN THAU
Billboard Classified Mart
165 W. 46th St.
New York, N. Y., 10036

HELP WANTED

HELP WANTED—MAN WHO CAN REPAIR Bowlers, Juke Boxes and Pin Ball machines. Good reference. Hanes Music Co., 528 N. Carver, Greensburg, Indiana. fe29

HELP WANTED: BINGO MECHANIC. Must be top caliber. No drinkers, no floaters. Good, permanent position. Box 538, c/o Billboard, 165 W. 46th St., New York, N. Y., 10036.

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

NEW 45's, 88 HUNDRED, FEW DUPLICATIONS. Mono and Stereo major LP's, \$1.25 each; Country and Pop budget LP's, 28 each, \$13.95 pop. Free catalog on request. Hal Faktor, 4143 W. Armitage, Chicago 29, Ill. CA 7-3722. mh21

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY

GUARANTEED RADIO PLAY—MORTY Wax National Record Promo Network, exact to exact. A complete program of disc jockey promo and trade paper publicity. Distrib. arranged. Morty Wax, 1733 Broadway, N. Y. C. CI 7-2156. np-ap8

"20 Years of Record Experience"

JOE PETRALIA RECORD PROMOTION

Park Sheraton Hotel
Suite 267 55th St. at 7th Ave.
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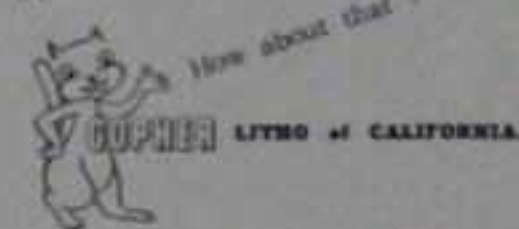
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- DOUBLE PLAY DISKS
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- BULK VENDING

United Patterns Topper After Skippy Shuffle



TOPPER

CHICAGO—Topper, United's new shuffle alley, is patterned after the firm's highly successful Skippy, but with a number of refinements and improvements.

The backglass has been changed, as has the hood. Both are trimmed in colorful, lighted motif. The cabinet of Topper has also been completely re-decorated.

Topper has large four-reel

scoring which goes into the thousands. Six can play and Topper features five different games: Dual Flash, Flash, Advance, Regulation and Regulation Champ. The last two have three-reel scoring.

Topper is also adjustable for easy or normal strikes. Multiple coin mechanism is optional. Perhaps most distinctive are the game's walnut Formica side-rails and fluorescent lighting, both a distinguishing feature of Skippy.

Ariz. Distributor Expands Office

PHOENIX, Ariz. — Bill Bryant, of Valiant Amusement Company, Arizona Wurlitzer distributor, has doubled the size of his office, storage and repair space without increasing personnel. A veteran operator and distributor, Bryant services the entire State of Arizona and needs all the space he can get.

A feature of the new design is a row of vertical green drapes four feet apart all the way across the 50-foot frontage. At night a lighted phonograph shines in each of the spaces to make an eye-catching display on the otherwise dark suburban highway.

British Coin Show Sets New Attendance Record

By ANDRE de VEKEY

LONDON—More than 3,000 coinmen from all parts of the world helped to make the recent 20th annual Amusement Trades Exhibition at the New Royal Horticultural Hall the best in the history of the event. Many exhibitors doubled their sales over their highest previous year, and attendance broke all records.

Despite the success of the show, there is a strong feeling that the A.T.E. must have a bigger hall. Gordon Marks of Phonographic Equipment, Ltd., London, expressed the prevalent attitude. "When you realize that the A.T.E. is the biggest show of them all," he said, "more important to us than Chicago, Frankfurt, Paris or Hamburg, we are in a hall much too small for us, falling

over ourselves because we cannot get space to do justice to our merchandise."

Combined Show

During the past years the industry has grown, and the range of machines and equipment vastly increased, necessitating much more space for all major exhibitors. Some firms told Billboard that the idea of combining the show with the Hotel and Catering and the Vending Exhibitions should be considered if, by doing so, a bigger hall could be obtained.

The suggestion was offered as one solution to the organizers' problem—that of getting sufficient exhibitors to fill a much larger hall. The big companies, however, deprecate this difficulty.

One important exhibitor said: "This hall is totally inadequate

for the needs of the trade now. The lighting is deplorable, heating bad and the general amenities leave much to be desired. Some overseas visitors coming for the first time have left with a poor impression of our trade."

Why London?

Another suggestion made to Billboard was that if no suitable site could be found in London, perhaps one could be found in the Provinces. "Does it have to be held in London?" one firm asked.

The organizers of the A.T.E. handed out a questionnaire to visitors, asking for comments on the timing and length of the show. It stated that they were considering transferring the Exhibition to a larger hall. The outcome of this will certainly be a strong guide to future arrangements.

Lowen Automaten, of Bingen, Germany, beaten by the space problem, managed to show at the nearby St. Ermins Hotel, but, for unstated reasons, were not allowed by A.T.E. organizers to announce their show at the exhibition hall. They were smart enough to get a sandwich man and station him outside the hall announcing their own venue.

Other firms, like Juke Box

[\(Continued on page 57\)](#)

NY Coin Trade Will Honor Harry Siskind

NEW YORK—The executive committee of the Coin Machine Division of the 1964 United Jewish Appeal of Greater New York unanimously elected Brooklyn operator Harry Siskind guest of honor for the Division's victory dinner to be held late in the spring.

During the nominating and voting, Chairman Emeritus Al Denver, president of the Music Operators of New York, presided, and the distributors present abstained from voting.

Those present were Chair-

man Irving Holzman, United East Coast Distributors, who was unanimously re-elected chairman for 1964; Harold Kaufman, Musical Distributor; Carl Pavesi, president of the Westchester Operators Guild; Ben Chicofsky, Music Operators of New York; Aaron Sternfield and Ed Barnes, Billboard; Marty Toohey, Cash Box; George Nemzoff, United Jewish Appeal; Ted Blatt, Max Weiss, MONY counsel, and Gil Sonin, operators.

The committee set Saturday May 23, as a tentative date for the victory dinner and agreed to settle on a date and choice of guest speakers at the next meeting, scheduled for Wednesday (12) at the offices of United Jewish Appeal, 220 West 58 St., New York.

NIXON MAY BE GUEST SPEAKER

NEW YORK—Irving Holzman, chairman of the Coin Machine Division of the United Jewish Appeal, said at the meeting of his committee on Wednesday (5) that he expects to announce soon that Richard Nixon will be the featured guest speaker at the Division's victory dinner, tentatively set for Saturday, May 23.

Britain, but would seek the widest possible international grouping.

The Austrian trade leader even proposes welcoming representatives of the Iron Curtain trade, on the premise that the more interested they become in international trade affairs, the more likely they will buy Western equipment.

Marchant (a manufacturer), Van der Wege (a distributor) and Odenthal (representing operators) regard themselves as evidence that all facets of the

[\(Continued on page 55\)](#)

Van Der Wege Leads Effort To Revive Euromat Project

By OMER ANDERSON

BRUSSELS—Efforts are being made by European coin machine trade leaders to revive the Euromat project for the creation of a single European-wide coin machine organization.

Leader of the "revive-Euromat" movement is Alex Van der Wege, spark plug of the Belgian coin trade. Van der Wege believes that "the hour has struck" for coinmen to unite even as the nations of Europe are doing.

There is increasing criticism that while major European industries and trade segments are organizing on a European Common Market-wide basis, the coin machine trade "has turned its backs on progress." Euromat proponents warn that the coin machine trade risks being left behind in the economic transformation taking place in Europe through creation of the trading community.

Trade Support

Van der Wege, the long-time president of the Belgian trade group, U.B.A., has support for his Euromat concept from leading trade figures in West Germany, France, and Austria.

Euromat, in fact, is the idea of Jacques Marchant, proprietor of France's leading phonograph production firm, Ets. Marchant of Paris. Marchant's conception of "one big European coin trade" progressed to the stage of convening a con-

gress in Brussels, at which Britain was represented along with Continental countries.

In retrospect, British participation is regarded by Van der Wege and other revive-Euromat proponents as an act of farsighted statesmanship. Britain also is counted on to play a prime role in a Euromat revival. Marchant, contradicting General Charles de Gaulle, believes Britain should be a member of the European Common Market—and certainly of Euromat.

German operators strongly support the concept of Continental operator unity. Dr. Hans Odenthal, business manager of the Central Federation of the Organizations of the German Coin Machine Operating Trade (ZOA) calls for a "one-trade" concept of Continental coin machine operation.

International Approach

He proposes an international approach to resolving trade problems. He would convene regular meetings of representatives of European operator organizations.

In Austria, Van der Wege and Marchant are strongly supported by the Verband des Oesterreichischen Automaten - Gewerbes (VOA), whose secretary, Dr. Rudolf Rampf, is seeking to foster international trade contacts. Dr. Rampf would not restrict a Euromat organization to merely member states of the European Common Market and

Chicago Ops Re-Elect Earl Kies

CHICAGO—Earl Kies, five-year president of Recorded Music Service Association and last year board chairman of the Chicago juke box operator group, was re-elected to the presidency for another year last week.

Kies was nominated and elected by a unanimous vote despite a personal plea that it was "time to retire."

Elected vice-presidents were Sam Greenberg, Dan Gaines and Moses Profit. Louis Arpaia was elected secretary-treasurer. Directors are Frank LeMaskin, Charles Sacco, Victor Lucas and Vince Angeleri.

Granger Speaks

Fred Granger, Music Operators of America's new managing

director, spoke, as did Gene Corrigan, a representative of the Illinois department of revenue.

Discussion centered mainly on the new \$10 coin machine tax which was passed here last fall. The State seeks to apply the tax to the individual operators, while the operators contend it is a location levy.

Operators seek to have the licensing uniform with the federal tax, so the location owner would post a coin machine license on his wall.

Operators also feel that if the tax is applied to the operators, the location would refuse to share it. Location taxes are traditionally shared by operator and location owner.

Corrigan told operators he would attempt to obtain a fair ruling for them from the State.

Granger reiterated much of what he said a week ago in Springfield before the Illinois Coin Machine Operators Association. It was his first appearance before the Chicago group.

He cited public relations, membership drives and a continued opposition to copyright legislation as his chief goals. He called for full support from the Chicago group.

The RMSA meeting last week was at the Water Tower Inn, a departure from the traditional Bismarck Hotel site. Some 80 operators were in attendance.

European, U. S. Coinmen Gather at British Show



OPENING DAY drew a packed hall. The photo clearly shows the cramped conditions that prompted many complaints from exhibitors.



AT THE Loewen Automaten booth are, left to right, Herbert Nach; Andre de Vekey, Billboard; Gunther Redlich and Chief Engineer Rupert Mosinger.



AMONG SCORES of visitors from overseas were, left to right, J. Bromley, Sega, Panama; G. Queirolo, of Quematic, Florence, Italy; and R. Stewart, also of Sega, Tokyo. The lady is an interpreter.



CAMERA CATCHES trio in discussion at Cinebox exhibit. Left to right are H. Hohenstein, technical director; Director Trevor Watts of Butlin, and Arthur Gelardi, chairman of Filmbox Equipment Company.



MICHAEL SHEFRAS, right, of M. Shefras & Sons, appears pleased at taking an order from representative Bywater of Midland Automatics.

AT Billboard's stand Andre de Vekey, second from left, hosts, left to right, Oscar Adams, Elz, Germany; Hans-Jurgen Glawe, Hamburg operator, and Lars K. Skriver, Skriver Bros., Hamburg.



A SWEDISH contingent gets the news from Billboard. Left to right are David Brodin and Freius Danneman of Abadan Handels and Rudolf Gyllenpalm of AB Big Bronco, Stockholm.



JOHN SHELLEY, right, general manager of Automatic Canteen, and W. Smith of Music Hire Ltd., Leeds, inspect the new AMI Electronic, a European-made model.



ROGER PROUDLOCK, right, is about to show a film on Filmbox Equipment Company Ltd. machine to dancer Fay Craig and European band leader Acker Bilk.



MAURICE SYKES, left, of Jennings fruit machines, presents an award at a Carlton Tower reception to W. C. Coughtrey, Coughtrey's Auto Supplies, Nottingham, in recognition of Coughtrey's leading sales record.



NOVA-APARATE PRESIDENT Alfred W. Adickes, left, is pictured with Gordon Walker, center, and Ruffler and Walker representative Gerry Bowyer.





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Illinois Operator Meet Candid Shots



LOU CASOLA (second from left) and Clint Pierce (second from right) discuss strategy on the copyright bill currently in the House Rules Committee, with a handful of Illinois operators following a meeting of the State group in Springfield last week.

LEADERS OF the newly formed Illinois Coin Machine Operators' Association huddle after the group's successful meeting last week in Springfield. Left to right: Bud Hashman, Don McDonald, Ed Ginsberg, Ed Gilbert, Les Montooth and Bill Poss.



HUNGRY OPERATORS attack the table at a buffet sponsored by Eddie Ginsberg of Atlas Music, Chicago, following the third meeting of the newly formed Illinois Coin Machine Operators' Association in Springfield last week.

EDDIE GINSBERG welcomes Fred Sipiora, Singer One-Stop, and a table of Illinois operators to dinner following the meeting of the newly formed Illinois operator group in Springfield last week. Both Sipiora and Ginsberg have been steady supporters of the Illinois association since its inception last fall.



IT WASN'T PLANNED, but the ladies ended up having a confab of their own following the Illinois Coin Machine Operators' Association meeting in Springfield last week. Here 10 of the gals sit over dinner. Included are Mrs. Don Knott, Mrs. Orma Johnson, Mrs. Clint Pierce, Mrs. Fred Granger, Mrs. Bentley, Mrs. Bill Poss, Mrs. Dunn, Mrs. Rofenberger, Mrs. Carr and Mrs. Ed Gilbert.

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

JOHNNY MATHIS—
Johnny's Greatest Hits Columbia

Pop Instrumental

THE VILLAGE STOMPERS—Washington Square .. Epic
LES AND LARRY ELGART—
Big Band Hootenanny Columbia

Jazz/Rhythm & Blues

VARIOUS ARTISTS—Americans in Europe,
Vol. 1 Impulse

International

VARIOUS ARTISTS—Mal Richtig Tanzen,
No. 3 Telefunken

* * *

SEEBURG ARTIST OF THE WEEK

Irish Vocal

DENNIS DAY—Shillelaghs and Shamrocks... Reprise

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

Granger Asks Continued MOA Organizing Drive

CHICAGO—Music Operators of America's newly named managing director Fred Granger listed a "continued membership drive" as one of the first things on his agenda. Granger said a lot of excellent work has been done in this direction but that the effort must be continued. MOA membership, which now stands at 829, is broken down as follows:

Alabama	9	Nebraska	20
Alaska	1	Nevada	1
Arizona	7	New Hampshire	2
Arkansas	3	New Jersey	22
California	83	New Mexico	12
Colorado	2	New York	100
Connecticut	17	North Carolina	16
Delaware	none	North Dakota	1
Dist. of Columbia	3	Ohio	41
Florida	13	Oklahoma	none
Georgia	16	Oregon	4
Hawaii	1	Pennsylvania	62
Idaho	1	Rhode Island	4
Illinois	75	South Carolina	37
Indiana	19	South Dakota	7
Iowa	15	Tennessee	7
Kansas	11	Texas	17
Kentucky	7	Utah	3
Louisiana	4	Vermont	1
Maine	1	Virginia	25
Maryland	12	Washington	8
Massachusetts	15	West Virginia	37
Michigan	18	Wisconsin	19
Minnesota	7	Wyoming	1
Mississippi	8	Panama	1
Missouri	26	Canada	1
Montana	8		

EUROPEAN NEWS BRIEFS

Electronic Bows

FRANKFURT—AMI's West German subsidiary, Tonomat, has developed a new phonograph for the European trade, the 160 selection "Electronic."

The box has a novel electronic system of selection and sells to compete with European compact equipment. A console model, the new phonograph has been field-tested in West Germany for the last year with complete success.

It is now being delivered to AMI distributors throughout Europe and in the United Kingdom. It will not replace but will complement AMI's Tropicana box. In effect, it represents AMI's answer to Wurlitzer's

European-designed and manufactured Lyric phonograph.

Pinball Licenses

MILAN — The Italian trade organization, SAPAR, has rejected proposals that the government lift the ban on so-called "electromechanical" games (pinballs) in return for the agreement of operators for the licensing of such equipment.

The authorities propose issuing a license for each pinball, the theory being that offending equipment could be controlled by withdrawal of its license.

Authorities continue to reject the guilt-by-association arguments of the operators. The au-

(Continued on page 58)

Tournaments Boost Take For Pool Table Operator



CLOSE-FITTING PLASTIC cover lets location owner use coin pool tables as additional bar space.

MILWAUKEE—Leo Dinon, H. & G. Amusement Company operator, is boosting pool table action in his locations by organizing tournaments. The idea has caught on and is increasing the take not only of the tables but of juke boxes and other games.

Dinon lists a number of points to remember in making a tournament successful: Appoint a responsible tournament secretary. Post accurate statistics and standings in each participating location. Limit the number of locations in each tourney to a manageable total — about a

dozen teams is the usual top figure. Confine the tournament as nearly as possible to a single neighborhood.

H. & G. Amusement recently concluded a 12-location tournament that substantially improved receipts from all machines in each place.

Dinon has an answer for the location owner who complains that pool tables take up space needed for dancing or entertainment. He provides a neatly fitting composition cover that not only protects the table surface but provides additional bar space where customers may sit comfortably with food and drinks.

Struve Stages Promotion, Sells 50 New Seeburgs

DENVER—Pres Struve, president of Struve Distributing Company, recently sold 50 new Seeburg phonographs to 25 operators within 60 days by staging an original give-away program without the aid of factory funds.

By limiting the entries to 25 operators, who needed only to buy two new Seeburgs to qualify, Struve was able to put on a give-away drive in which every entrant was a winner.

First prize, a 1964 Cadillac or \$5,000 in cash, went to Jack

Porter, Service Music Company, Albuquerque, N. M., who got the news while sick in bed.

Second prize was a choice of a trip for two to Hawaii or Puerto Rico or \$1,200. Third prize was a 4-day trip to Mexico City for two or \$750 in cash. The next seven prizes involved 3-day trips to Las Vegas or \$225, and all the remaining entrants were awarded \$200.

Sub-zero temperatures cut attendance at the prize drawing, causing several big winners to be absent, but 10 of Colorado and New Mexico's top operators were on hand when Denver sales manager Al Morrison distributed prize-drawing tickets.

European Firms Want U. S. Units

WASHINGTON—Two European firms are interested in buying U. S.-made coin machines, according to information received from embassies abroad by the U. S. Department of Commerce.

Pan-Nordic Automation AB, P.O. Box 18, Saro, Sweden, is interested in automatic music systems; and Heinrich Hecker, 4 Kapellenstrasse, 479 Paderborn, Germany, is interested in coin-operated amusement machines of all kinds.

The latter company would like to hear from U. S. manufacturers only, with price quotations F.O.B. U. S. ports.

Erwin Moss Dies

DETROIT — Erwin B. Moss, founder and president of Moss Music Company, died here recently. He operated a juke box and record business. Moss leaves his wife, a son, a daughter, two brothers, three sisters and five grandchildren. Services were held at the Ira Kaufman Chapel.

WALL BOX TEST ENDS; CHANGE BIG PROBLEM

DENVER—Keane Smith, operator of Mood Music Systems here, has withdrawn the experimental wall boxes he recently installed in a 14-room wing of the New Denver Centre Motel. He still thinks the idea is good, but it needs a method of keeping the occupants supplied with change.

Although the motel tried giving each guest the first 50 cents worth of music, few customers would take the trouble to go to the motel office for more change when they ran out, and most didn't bring enough with them in the first place.

Installation of dollar-bill changers at various points might have provided a solution but would have entailed too great a financial risk.

Alberta Operators' Assn. Elects W. E. Morrow

CALGARY, Alta. — W. E. Morrow of Calgary was elected president of the Alberta Music Operators' Association at a meeting here. He succeeds Stuart McIntosh. Lorne Bethel is secretary, and Frank Manzano, treasurer.

AMOA is a four-year-old group made up of the province's 40-music machine operators. It was formed, said Morrow, to give the public better juke box programs and service, and to provide a discussion medium for operators. One product of AMOA re-

search is the trend to tavern juke boxes.

"We thought it might work out using them as background music," Morrow said, "but it turns out the patron will pay to have popular music just as in a restaurant."

About 125 of the province's juke boxes are in Calgary.

John Starchuk, Alberta Hotelmen's Association director, told the meeting he was "astounded" at the success of juke boxes in hotel beverages rooms in the past 10 months.

COINMEN IN THE NEWS

Denver Doings

Leonard Grooms, juke box and games operator with headquarters at Akron, Colo., stopped to visit Denver distributors and operators en route back from a week-long vacation in Reno and Las Vegas.

Pete Geritz, Denver Rock-Ola distributor, has a new hobby—correspondence with relatives in Germany and Holland, whom he uncovered while on a recent four-week European tour. Geritz traced down off-shoots from the family tree in both Amsterdam, Holland and Prier, near Belgium on the West German border. Among souvenirs which the Denver distributor brought back was a new Volkswagen 1500 sedan.

Wilbur Beyer, phonograph operator from Fort Collins, Colorado, brought U. Beyer along for shopping trip in late January. Beyer, whose territory embraces the high mountain resort areas of Colorado, reported volume down about 15 per cent for 1963 from 1962. BOB LATIMER

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Auto Photo Model #11.....1,300	Bally Golf Champ.....150	Pro Basketball.....275
Mills Panorams.....350	Basket Ball Champ.....125	Pro Hockey.....275
Cap. Panorams.....325	Cranes.....125	Quarterback.....135
Cap. Panorams.....350	Chester Pollard Golf.....95	Road Racer.....275
Kiddie Color.....325	Chester Pollard.....95	Radiogram, fl. model.....95
Cartoons.....325	Football.....95	Space Age.....195
Phil. Toboggans.....350	Evans Bat-A-Score.....125	Sidewalk Engineer.....110
Ex-Ray Pokers.....225	Ex. Hi-Ball.....75	Set Shot Basketball.....195
Bow-A-Ramas.....700	Cross Country.....225	Ten Pins.....125
Bally Bowlers.....700	Evans Hole in One.....75	All Star.....125
Hole-in-One.....55	Coalee.....110	Bonus Gun.....195
Pro Golfer.....95	Hi-Fly Baseball.....125	Spook Gun.....250
Hair Dryers & Chair.....175	Harvard Metal Typer.....225	C. C. Ray Gun.....275
	Horseshoe Vendors.....125	Carnival Gun.....125
	Ingo Floor Grips.....65	Big Top Gun.....175
	Jack Rabbit.....110	Crusader Gun.....225
	Jet Pilot.....195	Gen. Sky Gunner.....110
	License Bureau.....95	Sportsman Gun.....180
	Love Meter, fl. model.....95	Pop Gun Circus.....250
	Foot Vibrator.....150	Mid. Shooting Gallery.....175
	Shoe-shine Machine.....150	Mid. Bazooka.....175
	Lord's Prayer.....175	Four Sagger.....125
	Motorama.....175	Mid. Slugger.....275
	Mid. Red Ball.....125	Mally Champ, Horse.....350
	Mills Scales.....75	Donald Duck.....175
	Waffling Scales.....110	

CLEVELAND COIN International
M. S. GISSER Sales Manager
2029 PROSPECT AVE. CLEVELAND 15 OHIO
All Phones, Tower 1-6715

ENJOY POPULAR PRICES at our newly remodeled 1500-room, world-acclaimed SHERMAN HOUSE

Yes, everything has been newly decorated just for you and yours. And our popular prices extend even to our fabulous gourmet restaurants...

COLLEGE INN-PORTERHOUSE Porterhouse Lounge/Grill Well-Of-The-Sea, Celtic Cafe

Everything exciting is within walking distance. Free radio and TV. Drive-in garage parking.

No charge for children under 12.

SHERMAN HOUSE
Clark & Randolph/Chicago/FR 2-2100

American's "IMPERIAL" Pays...

The exciting IMPERIAL attracts more players and more coins because it is designed to work for you, the operator.

Handsome and sturdily constructed, its many new features include Horse-Collar Play Control, Pin Gate Control (even when electricity is off), beautiful, cantilevered scoreboard, brilliant lighting.

For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.

American SHUFFLEBOARD CO.
210 Paterson Plank Road
Union City, N.J. • 201 UN 5-6633

BULK VENDING

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Cent, 1¢ Tab Gum Mech.	18.00
N.W. Model 232, 1¢ Perc. Com.	6.30
ABT Guns	30.00
Mills 1/2 Tab Gum	12.00
Acorn 5 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.48
Pistachio Nuts, Sheik, Red	.43
Cashew, Whole	.48
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	.32
M&M-ets, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo Ball Gum.	.32
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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

Price Releases Kennedy Ring

ROSLYN, L. I., N. Y.—The Paul A. Price Company this week released a John Fitzgerald Kennedy flicker ring.

The unit has a picture of the late President and an American flag. Dates of President Kennedy's birth and death are imprinted below the flag. The ring itself is vacuum-plated.

This marks the second JFK charm released by Price. The first was a rocking chair.

F. E. Amborn Dies

UNION, N. J.—Frederick E. Amborn, for 14 years a partner in A & R Service, coin machine distributors, died here recently at the age of 53. Amborn, a native of Newark and member of many local fraternal organizations, leaves his widow and his mother. Services were held at the McCracken Funeral Home.

N.Y. Bulk Operators Mull Slug Problem

NEW YORK—Discussion at the monthly meeting of the New York Bulk Vendors Association Monday (3) largely concerned the use of bingo chips as slugs in bulk machines despite the existence of an official ruling making production of such chips illegal.

Operator Art Bianco estimated that he loses \$500 a year on slugs in his machines, and the meeting resolved to press harder for enforcement of the law.

Visitor Herb Goldstein, of Acorn Sales, Los Angeles, faced a barrage of questions on the improvement of built-in protection against theft in machines.

He fielded the queries forthrightly, but adroitly enough to close the meeting on an amicable note.

Ed Leaf, Leaf Gum Company, Chicago, also attended the meeting, which was chaired by association President Roger Folz, Folz Vending, Oceanside, Long Island.

Art Bianco, Bronx operator, displayed his burglar-proof washer which may be used as extra protection on Acorn and Northwestern machines (Billboard, February 8).

Pretzel Machine Ups Collections

PHOENIX — Bulk operator Ed Butkus of suburban Scottsdale here, whose machines dispense ball gums, jellybeans, candy corn and charms, has increased sales by installing 10-cent pretzel machines at 50 locations, including taverns and service stations.

He introduced the 10-centers at locations where he was already strong with 1-cent machines and found that in addition to selling well themselves, the pretzels led to more 1-cent and 5-cent business.

Wherever pretzel machines have proved especially popular, as in coin-operated laundry and dry cleaning stores, the other bulk business has improved. Some location owners, persuaded to try pretzel machines, have asked him to back them up with 1-cent machines.

Butkus is trying to expand into other dry, weatherproof items which can be vended at 10 cents.

NAMA Exhibitor Contracts Mail'd

CHICAGO — Prospective exhibitors at the 1964 National Automatic Merchandising Association exhibit will receive contracts in the mail this month, reports NAMA Trade Show Committee chairman R. R. Saloman, CONEX Division of Illinois Tool Works, Inc., Des Plaines, Ill. The show is scheduled for October 17-20 at McCormick Place here.

Saloman also says that 55,000 square feet of exhibit space will be available to vending machine manufacturers and suppliers of products, parts and services to the industry. With minor exceptions the floor plan will be the same as last year.

The committee has also recommended policies on service contractors, exhibit hours, move-in time, distribution of product samples, dress of exhibit personnel and future exhibit dates. All recommendations will be submitted to the board of directors meeting set for Thursday and Friday (20-21).

New Eppy Charm

NEW YORK—Eppy Charms, Inc., is marketing a new 10-cent capsule line of six soft, plastic foam pets. Bears, monkeys, pigs and elephants are included. According to the manufacturer, the items may also be used as novelty foam erasers.

Tiny Garden

IN CAPSULES \$20.00 per M

at your nearest warehouse or direct from . . .

KARL GUGGENHEIM

159-07 Archer Ave., P.O. Box 210, Jamaica 31, N.Y. 212-84-5343

A complete line of ACORN

Vending machines with original slip-out mechanism **NOW IN STOCK!** Immediate delivery. These are finest bulk vendors in America. Write for prices.

BULK MERCHANDISE

	Pack	Per Lb.
Cashews, 450 count, whole	.30	.48
Mixed Nuts	.30	.45
Spanish Peanuts	.30	.31
Virginia Splits Peanuts	.30	.38
Rainbow Peanuts (candy)	.30	.32
Boston Baked Beans	.30	.32
Licorice Lozenges	.30	.32
Confection Mix	.30	.32
Jumbo Pistachios (red)	.30	.42
Medium Pistachios (red)	.30	.73
Small Pistachios (red)	.30	.47
Leaflets (M&M style candy)	.15	.25
Teeny Jelly Beans	.22	.32
Hersheyettes	.25	.47
M & M's	.25	.37
Candy Coated Choc. Peanuts	.25	.47
Chiclic Base Cub Chicks, 320	.20	.42
Chiclic Base Cub Chicks, 320	.30	.42

RAINBLO BALL GUM VARIETIES

140-170-210	.25	.32
100's Centuries, ass'd colors, grape, cherry, orange	.18	.24
Swami Balls	.18	.23

ACCESSORIES

Single Floor Stand	\$ 5.50
Dbl. Cross Bars for above	2.00
Triple Cross Bars for above	2.25
4 Place Rack without wheels	9.00
4 Place Rack with wheels	12.50
3 Place Rack with wheels	8.95
1¢ Coin Counting Scale	23.50
1¢-5¢ Coin Counting Scale	23.50
Stamp Folders, per 10,000	6.00
Ass'd Trading Cards	3.25
Ball Point Pens, Gr.	3.50

RECONDITIONED & REFINISHED VENDORS

N.W. Model 49, 1¢ or 5¢ Bulk	\$13.50
N.W. Model 49, 1¢ Ball Gum	12.50
Silver Kings, 1¢ or 5¢ Bulk	8.50
Victor Toppers, 1¢	11.00
Acorns, 1¢ or 5¢ Bulk, clean	12.50
Mills 1/2 Tab, 6 col.	14.50
Premier 1/2 Card Vendors	14.50
Ajax 5¢-10¢ 3 col. bulk	29.50
Model V 1/2 Ball Gum	4.50
Model V 1/2 Mdsce.	4.30
Schermack 2-col. Roll-Type Stamp, 10¢ & 25¢ vend	49.50
8 Col. Cigarette Vendor, 35¢	49.50
Pre-Pop Popcorn Vendor, 10¢	79.50
N.W. Model 40, 5¢	12.50
Victor Vendoramas, 1¢ B/G	13.50
Victor Vendoramas, 1¢ Mdsce.	13.50
Victor Vendoramas, 5¢ or 10¢ Cap.	13.50
2 Col. Trading Card	29.50

COUNTER GAMES

Kickers and Catchers	\$29.50
ABT Total Score	29.50

SEND FOR NEW CATALOG
1/3 DEPOSIT ON ALL ORDERS
BALANCE C.O.D.
SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

Rake Coin Machine Exchange
609 A Spring Garden St., Philadelphia 23, Pa. WAlnut 5-2676

THERE ARE BIG PROFITS IN GUM

GET YOUR SHARE WITH **Northwestern**

TAB

You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St. New York 18, N.Y.
LOngmeade 4-6457

Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender. Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

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Northwestern CORPORATION

2243 E. Armstrong St., Morris, Ill.
Phone: WHItney 2-1300

Say You Saw It in Billboard

The SUPER SIXTY Capsule Vender*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.



BITTERMAN & SON

(Member MVMD, INC.)
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VENDING HEADQUARTERS for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

VENDORAMA

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1c, 5¢, 10¢ or 25¢ play.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

LOGAN DISTRIBUTING CO., 1850 W. Division St., Chicago 22, Ill.

COMING SOON!

Victor's new **Selectorama®**

The greatest ever in the bulk vending field. Write now for advance information;

VICTOR Vending Corp.
5701-13 W. Grand, Chicago 39, Ill.

SPECIAL!

FOR \$22.50

We Will Give You **ONE NEW 5¢ ACORN JUMBO CHARM VENDOR**

PLUS 600 JUMBO ROCKET CHARMS

Rush 1/3 With Order, Bal. C.O.D.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES

715 Lincoln Place, BROOKLYN 16, N. Y.
President 2-2900

FIFTEEN DIFFERENT 10¢ CAPSULE MIXES

FREE DISPLAY FRONT

All mixes are packed 250 per bag hand counted . . . biggest value for the best quality in 10c Capsule vending.

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

The **PENNY KING** Company

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

For Sale

VICTOR BABY GRAND DELUXE CAPSULE MACHINES
 50-10c-\$7.00 each
 50-5c-\$7.00 each
VICTOR V's BALL GUM & CHARM
 50-1c-\$6.00 each
 25% down, balance C. O. D.
ROBERT J. RALEIGH
 3616 East 25th Street
 Indianapolis 18, Indiana
 Phone: Liberty 5-8061

Rake Sets Move To New Offices

PHILADELPHIA — Rake Coin Machine Exchange plans to move to newer quarters in the early spring. The change will enable the company to enlarge its parts department, says Nathan Rake, and also to maintain a complete inventory of parts, machines and supplies for quick service to operators.

Rake, a distributor of Acorn bulk vending machines, recently went over 1964 sales plans with Herb Goldstein of Oak Manufacturing Company, who was on tour from his Los Angeles headquarters.

Holzman at Party

NEW YORK — Joseph Carlino, majority leader of the New York State Assembly, and William Kahn, district attorney of Nassau County, were fellow guests with Irving Holzman, United East Coast Distributors, at a dinner party at the Capri in Long Beach, N. Y. Saturday (8).

Burglar Suspects Let Off In St. Paul Vending Case

ST. PAUL — Three suspected vending machine burglars, paying a brief visit to St. Paul, were arrested for annoying two young girls and then detained when their car revealed a number of well-filled coin bags and several hundred vending machine keys. Without sufficient evidence to prosecute, police reluctantly released the men after brief detention but confiscated the vending machine keys.

The trio was identified as including William O. Sutherland, 33; Kent L. Cox, 31, and Lewellyn McGavic, 27, all of Louisville, Ky.

They told police they arrived in St. Paul on Sunday (12). That night they were apprehended on a complaint from two girls who reported a car with Kentucky license plates was following them.

Routine Questioning

Stopping the car for routine questioning of the men, St. Paul

police discovered the coin bags, which held \$1,300 in nickels, dimes and quarters, and the quantity of keys.

A check with Louisville police was said to have revealed that one of the men, McGavic, is now out on a \$5,000 bond on a federal charge involving coin-operated machines. St. Paul police quoted the man as claiming to be the first person in the country tried under the new anti-slug law.

After conferring with the local county attorney, Detective Robert LaBath of the St. Paul police theft division reported there were no apparent grounds for holding the men and reluctantly ordered their release.

He returned the money to them but kept the keys, advising the trio they would have to sue the police department for their return. "I do not think we will hear from them again," he added, saying the keys will likely be destroyed.

Confiscated Keys

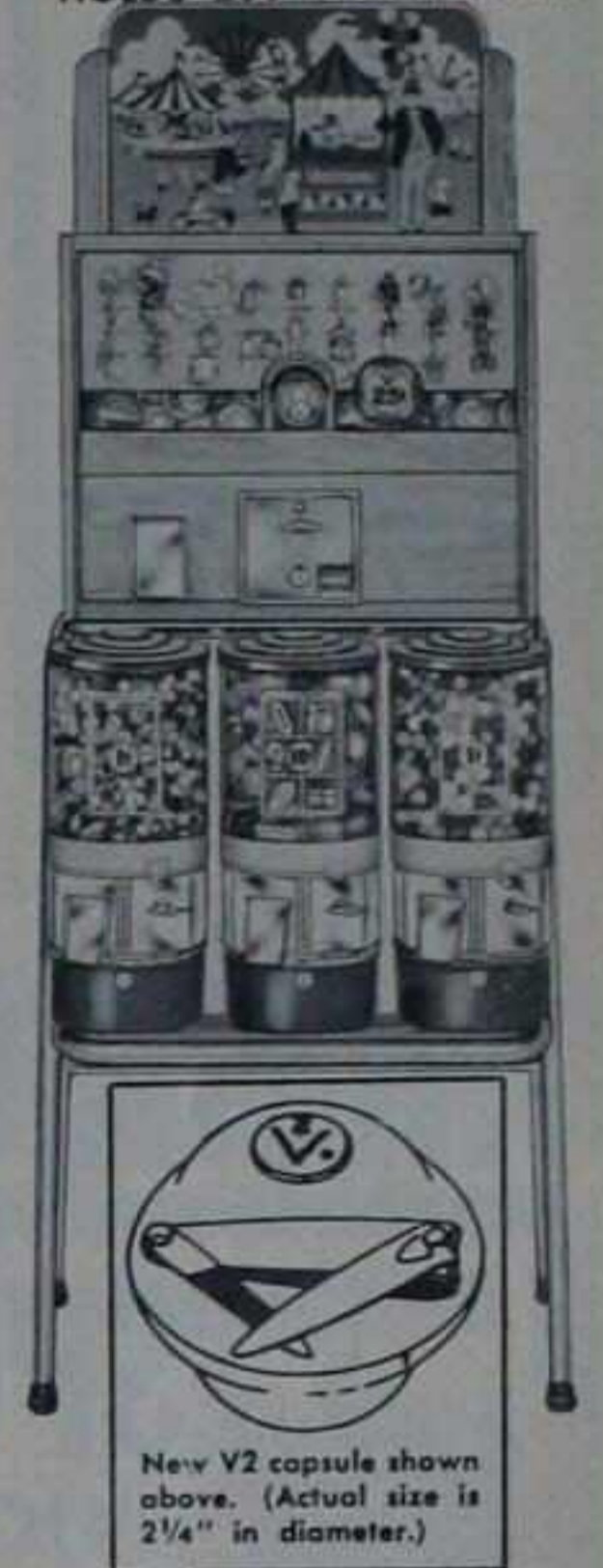
Among the confiscated keys were those of Atlas, Rockford, Bellock, Chicago Lock, Taylor Lock, National Cash Register and some bootleg blanks.

LaBath said the collection was so large the men could probably open any vending machine in the country.

"These keys ought to be construed as burglary tools and possession of them, without reasonable justification, ought to be evidence of mischief," LaBath said.

The county attorney in St. Paul, however, indicated that under Minnesota law there seemed no possibility of detaining the men without further evidence.

OPERATORS REPORT FABULOUS EARNINGS FOR
VENDORAMA®
V2 25c & 50c
 Capsule Vendor
 HOLDS 200 V2 CAPSULES



New V2 capsule shown above. (Actual size is 2 1/4" in diameter.)

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.

VICTOR VENDING CORP.

5711 W. Grand Ave., Chicago 29, Ill.

Cigarette Industry in Move to Avert Panic

CHICAGO — The cigarette vending industry moved quickly last week to prevent any panic action following the unfavorable report on smoking issued by the Advisory Committee to the U. S. Surgeon General.

Results of a nationwide, six-step, self-regulation program to prevent the illegal sale of cigarettes to minors from vending machines was immediately presented to Dr. Luther L. Terry, U. S. Surgeon General, by the National Automatic Merchandising Association.

NAMA also called a series of State meetings for early February to plan legislative activity regarding the cigaret-health controversy (see separate story).

Louis J. Risman, chairman of NAMA's special committee on cigaret vending, informed the surgeon general that "Operators of cigaret machines in every State have ordered more than 260,000 'minors-are-forbidden' labels for their machines in the past year.

"This covers more than twice the 15 per cent of vending machines which were in locations freely accessible to minors when the program began," Risman said.

In addition to the prominent

warning labels for machines, the vending industry's self-regulation program provides for "a constant survey of the machines' accessibility to minors, repositioning of machines to assure surveillance, removal where necessary, and close collaboration with local law enforcement officials to prevent violations.

He pointed out that most cigaret machines have always been located in taverns, cocktail lounges, factories and offices where minors do not go.

"Individuals not familiar with the vending industry have at times accused cigaret machines erroneously as the chief purveyor of cigarettes to youngsters," Risman wired Dr. Terry.

Risman said that a 1963 study by the Gilbert Youth Research organization showed that less than 5 per cent of all teen-agers purchased cigarettes from vending machines.

Risman informed the surgeon general that the "cigarette vending industry has long been on record in favor of observance of laws and regulations which cover the sale of cigarettes to minors."

He said that NAMA's special committee on cigaret vending would welcome the opportunity of counseling with the surgeon general's staff if vending machines should come under consideration as part of his program.

BIG SAVINGS on BALL AND VENDING GUMS

SAME TIME FLAVORS CENTERS and COATING

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 30 1/2 lb.
 Chicle Ball Gum, 130 ct... 38 1/2 lb.
 Chicle-a-Vend Ball Gum... 43 1/2 lb.
 Chicle-a-Vend Chicks, 320 ct... 43 1/2 lb.
 Chicle Chicks, 320 & 520 ct... 39 lb.
 Bubble Chicks, 320 & 520 ct... 31 1/2 lb.
 Tab (short stick), 100 ct... 40c box
 5-stick Gum, 100 packs... \$2.00
 F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS

29 years of manufacturing experience
 4th & Mt. Pleasant
 Newark, N. J. 07104

Scripto Pen VENDORAMA

CABINET NOW AVAILABLE IN METAL OR SOLID OAK

Improved mechanism

Write for Beautiful Illustrated Circular and Prices.

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 1784 N. Decatur Rd., N.E.
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when answering ads . . .
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 Billboard

Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

CLEVELAND COIN MACHINE EXCHANGE, INC.
 2029 Prospect Ave. Cleveland 15, Ohio
 Phone: TOver 1-6715

Exclusive Vending Headquarters for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

VENDORAMA

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1c, 5c, 10c and 25c play. Large Stock of Vendors—Parts and Merchandise. Write for Prices.

Member National Vending Machine Distributors, Inc.
GRAFF VENDING SUPPLY CO., INC.
 2817 W. DAVIS ST. DALLAS, TEXAS

Euromat Project

Continued from page 49

trade stand to profit from a broad international trade organization.

Brussels Headquarters

The sponsors of a Euromat revival propose Brussels as the organization's international headquarters, because the original Euromat sessions were held here and because of the European Common Market's headquarters here.

It is proposed that the first order of business for the international trade organization be the planning of a campaign to harmonize coin machine legislation inside the Common Market. Suggested points:

- Taxes and license fees.
- Regulations on a uniform basis as to equipment permitted and prohibited.
- A code of ethics.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
 COMPANY _____
 ADDRESS _____
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Fill in coupon, clip and mail to:
KING & COMPANY
 2700 W. Lake St. Chicago 2, Ill.
 Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Lemlets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

Buy OAK for your PROFIT LINE!

THE TITAN

Capacity of 2 Cases Century Gum (4000 Pieces)

Separate Coin Box

Built in Cast Iron Base No Other Stand Needed

Coin Control Interchangeable 1c, 5c, 10c, 25c or Foreign Coins

Shipping Weight, 45 lbs.

Height 40", Diameter 15"

Packed One to a Carton

\$49.50 F.O.B. Factory

THE OAK TREE—6

Will Take All Six Acorn Machines

No Need to Disassemble Upper Row of Machines to Service Bottom Machines

Stand Takes Up Only 1 1/2 Square Feet of Floor Space

Cast Iron Base Weighs 30 Pounds

Base Measures 13x16 inches

Overall Height of Stand Including Machines is 50 inches

Wheels Mounted on Rear of Base for Easy Moving

Stand Can Be Assembled and Ready for Use Within 5 Minutes

Assembly Instructions Packed in Each Carton

Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors

oak MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.

Write for the name of your nearest OAK distributor

BARGAINS FOR THE WEEK BOWLERS

- Un. Jumbo or Royal, 14' \$ 73.00
- Un. Bonus, 14' 135.00
- Un. Playtime, 14' 190.00
- Un. Duplex, 14' 175.00
- Un. Advance, 14' 300.00
- Bally ABC Tournament... 73.00

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

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

Write or Call Us Collect. MAIn 1-3511

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

Central DISTRIBUTORS, Inc.

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

New Bedford Leads Mass. In \$250 Gaming Stamps

By CAMERON DEWAR

BOSTON—According to figures released last week by the Internal Revenue Service, New Bedford is the in-line capital of the Bay State, with the Whaling City accounting for 81 of the 171 \$250 federal gaming tax stamps issued in the Commonwealth.

Somerville follows with nine stamps; Revere is third with eight. The Internal Revenue Service is not concerned whether or not the game actually is used for gambling. As long as it contains certain arbitrary features, it must carry the \$250 stamp.

Not a single permit was taken out in Boston or Fall River, IRS statistics show. Boston banned these devices in 1959 and some 800 machines went out of business, but three locations, a bus

terminal and two arcades were allowed to operate for amusement purposes only.

IRS Viewpoint

Said an IRS official: "Some operators prefer to register their machines and take their chances that local law enforcement officials won't catch them doing anything illegal. Others feel that if local officials look into our records and find their names they will have a line on them."

Periodic raids set up by undercover agents annually net a fair amount of machines being operated illegally and are supposedly used to scare operators into complying with the stamp rule.

An official of the Massachusetts Department of Standards, which passes on the category of each machine, estimates that there are about 7,000 such machines in the Commonwealth.

Rapid Turnover

He noted that there is a fairly rapid turnover in machines. "The baseball and hockey and other legal amusement machines stay in vogue from year to year, but the general run of the game requiring the \$250 tax stamp is changed frequently. Once the player feels he has mastered the game he wants a new challenge," he explained.

Whether or not the machines pay off to the customers, New Bedford operators boosted the government's take by \$20,250 this year, so far.

Correction

FORT SMITH, Ark.—Felton W. Landrum, who operates the B&L Amusement Company here, reports that he has not bought a route from Mrs. Dan Levin as reported in the February 8 issue of Billboard.

Milwaukee Distributor Bows New Wurlitzer



HARRY JACOBS JR. (right), United, Inc., president, shows the new Wurlitzer 2800 to Mr. and Mrs. Ed Mann, Ambrose Automatic Amusements, Kenosha, Wis.



TWO VETERAN MUSIC OPERATORS, Tom Strong, Iron Mountain, Mich. (center), and Vince Waters, Milwaukee, get the Wurlitzer 2800 story from another veteran, Harry Jacobs Sr. (left).



UNITED, INC.'S SERVICE MANAGER, Mark Case, left, points out the fine features of the Wurlitzer 2800 to a couple of Okauchee, Wis., operators, Clarence Schermeister, and Glenn Cooper, Okauchee Music Center.

chicago coin's

New SPOTLITE PUCK BOWLER



SPARE-LITE Feature! First Time Ever on a Puck Bowler! Directional Arrow on Playfield "LIGHTS-UP"—Showing Player Where to Aim to Pick-up Every Spare!

- SPOTLITE Skill Game! Plays without visible pins. (Pro's call it "shadow bowling").

Rear scoreframe goes all the way to floor

AT YOUR CHICAGO COIN DISTRIBUTOR!

Chicago Dynamic Industries, Inc. 1733 W. DIVERSEY BLVD CHICAGO 14, ILLINOIS

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... be a woman of the world!

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

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

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Please enter my subscription to BILLBOARD for

1 YEAR \$15 3 YEARS \$35 New Renew

Payment enclosed 2 EXTRA issues for cash Bill me later

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

Company _____

Name _____

Address _____

City _____ Zone _____ State _____

Type of Business _____ Title _____

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

Arcade Operation Pays Off For Summer Tourist Route

DENVER — Installation of complete arcades has been the means of capitalizing on the summer tourist influx at mountain resorts for the Capitol Sales Company here, headed by Jack Williams.

The tourist centers are widely separated, requiring long trips that wipe out any profit. The owners of resort locations have therefore largely bought their own phonographs, amusement and cigaret machines, leaving little for Denver operators.

Williams' solution is to set up a large number of machines at focal points in locations subtlet from concessionaires operating such enterprises as lawn games, pony rides or boat rentals. The leases run only from the official opening to the official closing of the tourist season.

The large number of machines produce enough volume to war-

rant regular service from Denver even though it involves hundreds of miles of driving. Williams has obtained many of these locations by his policy of rotating arcade equipment to produce a complete change of games and other machines from year to year. Concessionaires know that a large part of their volume comes from the attractions of the arcade, and the yearly variety of Williams' offering make a strong selling point.

Bremner in Hospital

CHICAGO — Jerry Bremner, formerly of Central Ohio Coin Machine Exchange, is recuperating at Garfield Park Hospital here following recent surgery. He would enjoy seeing some of his old friends.

British Coin Show Biggest in History

• Continued from page 49

Distributors and Seeburg, held open house at their own offices.

Social Events
Nick Young, of Juke Box Distributors, used the show period to hold a 5th Anniversary party at their Wardour Street offices, and Peter Groom, Seeburg's London general manager, welcomed numerous trade visitors at his new offices and showroom in Edgware Road. Visitors wishing to cover the lot had a busy time running around London, plus a call at the Hotel and Catering Exhibition, concurrently showing at Olympia.

Exhibitors had obviously worked hard and planned carefully for this annual show window of the amusement trades. The marked trend is for more electronic devices in games and juke boxes and a wider price range. Many of the cheaper juke boxes now incorporate refinements found only in the better quality machines of a year or so ago.

Developments in multi-slot equipment and electro-mechanical fruit machines have been considerable. One good example of the latter was the "British Challenger" on the stand of Mar-Matic Sales. A Jennings machine designed by Maurice Sykes, it is virtually a three-in-one coin changer, coin counter and a pay-out machine, with the payouts made electronically.

An example of electronics in jukeboxes was the AMI "Electronic" model, which made its debut. Cathode tubes have replaced switches, cutting out many working parts, enabling a selection to be made in six seconds. This model is made in Germany by a subsidiary of Automatic Canteen.

Rock-Ola Sales
Alfred W. Adickes, president of Nova Apparate, Hamburg, who was visiting the Ruffler & Walker stand, told Billboard that sales of Rock-Ola, already a record for 1963 in Europe, will be even better under their program for 1964. Adickes had high praise for Ruffler & Walker and was delighted with their selling efforts during the past year and with the impres-

sion given by their display at the Exhibition.

Cinebox, imported by Film-box Equipment, put a touch of showmanship into the event by getting Acker Bilk to attend their stand, where they also showed films featuring this artist.

The Gainsmead Group, who were showing the German made "Eltec" consoles and wall jukeboxes, were unfortunately let down by customs and thus unable to show the latest M100 model "Eltec." Nevertheless, the G100 wall model attracted much interest.

Ditchburn was an example of a company offering jukeboxes in both high and low price brackets. The latest Wurlitzer is Model 2800, a 200-selection three-speaker stereo unit with spring loaded front lid. The front panel can be unclipped and suspended for change of cards.

The Top Seven Golden Bar feature enables automatic selection of top seven tunes of the week for two shillings (28 cents). Ditchburn's smaller Lyric 100-selection has redesigned cabinet and button selection instead of previous wheel selection.

M. Shefras & Sons, Ltd., famed for its rejectors, were showing many examples of Mills mechanisms in new cases. The latest Jubilee fruit with light-up front was one of several exhibits of high-rate interest.

Loewen Automaten
Gunther Redlich and Herbert Nach of Loewen Automaten said that as a result of the interest their juke boxes aroused in Blackpool last November they decided to show at the A.T.E., but were disappointed that they could not get space. In fact, their conditions at the St. Ermins Hotel were very comfortable and enabled visitors to enjoy good listening to their phonographs. They say that many British buyers liked the period styled cabinet using the Serenade mechanism.

They still offer a model with a "new look" cabinet of contemporary design, using the

NEWSPAPER STORY CITES BANKER-COIN EXECUTIVE

ROANOKE, Va.—The Roanoke World-News recently ran a feature story on John W. Boyle, vice-president and a director of the Roanoke Vending Exchange, Inc., Richmond.

The occasion was Boyle's promotion to president and chief administrative officer of Roanoke's Mountain Trust Bank. Born in Oklahoma, Boyle followed a banking career in New York City until his move to Virginia 12 years ago.

His banking philosophy turns on the desire to help a client succeed as much as on the desire to make a good investment. He has, he says, helped more than one man on the way to becoming a millionaire while on the board of the Small Business Administration.

O. J. Barsotti, Pioneer Op, Dies in Memphis at 78

MEMPHIS — O. J. Barsotti, pioneer in juke box operation and one of the largest cigarette vending machine operators and wholesale tobacco dealers in the South, died recently at age 78.

He was president of O. J. Barsotti & Company and Tennessee Tobacco Company, both of which he had founded.

Barsotti was born in Lucca, Toscana, Italy, and came to America 60 years ago. His family settled in Memphis.

He was one of the first phonograph operators in the area when he started in the business in 1935. In 1946 he expanded into wholesale tobacco and cigarette vending and at his death

100-selection Fanfare mechanism, but the new Serenade has the new well-tried mechanism incorporating many excellent features such as easy accessibility of all working parts for maintenance. This year they will have a 160-selection model available from their Bingen factory, one of the largest and most up-to-date in Europe.

The latest item from Kraft's Automatics was an electronic pay-out machine (as yet unnamed) with four slots. It takes threepenny pieces and pays out sixpence, ninepence and one shilling.

In counting and change machines, the International Coin Counting Machine Company featured two new lines: a hand-operated model specially designed at a reasonable price and a model which gives sixpences for half-crown and two-shilling pieces. Visitors were told that other coin denominations could be considered.

Another coin changer which has been designed by British TV conjuring personality David Nixon was shown by Phonographic Equipment. Called the "Nixon Quick Changer," it was incorporated in the stand of a fruit machine and gives change for three types of English coins, in sixpences.

Football Game

A first showing for Automaten-Bau Forster from Germany, gave visitors a chance to see six of their football game models, presented in a variety of Formica plastic finishes. Prices range from about \$150 to \$255.

Other lines from Germany included those shown by Symplay, Ltd., who handle the Th. Bergmann Company's (Hamburg) products. They featured the latest electric shooting game, "The Safari Gun," claimed to be the smallest electrical mirror gun made. A game of 30 seconds costs sixpence (7 cents).

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ONLY BIBLE SURVIVES
Arkansan's Home Burns While He's in So. Amer.

CROSSETT, Ark.—The home of Graham Wilson, owner of Wilson Music Company, burned recently while he was on a flying business trip to South America.

Ironically, everything in the living room burned except the Bible. The Arkansas Gazette, Little Rock daily newspaper, ran a picture showing the Bible untouched by the roaring flames.

Another stroke of misfortune hit Wilson. He flew his private plane on the trip, which was to investigate a possible investment in Argentina.

He landed at the Dominican Republic for refueling and in the process cracked up his landing gear.

"Ten soldiers ran up with Tommy guns, grabbed my suitcases and searched them," Wilson said. They found nothing subversive and released him.

Wilson had to leave his plane there and take a commercial flight back home—to find out about his house having burned to the ground. He had fire insurance and he and his wife are looking for another house.

EUROPEAN NEWS BRIEFS

• *Continued from page 52*

thorities contend that pinballs tend to attract a rowdy element to trattorios (bistros), and, hence, pinball locations are more incident-prone than non-pinball establishments. SAPAR contends, however, that licensing of individual equipment would establish a dangerous precedent.

Impartial Experts

VIENNA — Austria's coin machine trade is proposing creation by the government of a body of coin trade experts to advise on the drafting of legislation affecting the trade.

The proposed body of experts would function as impartial experts on technical aspects of trade legislation and regulation. Austrian trade organizations have protested to the government that legislation currently being drafted is the work of bureaucrats remote from reality as concerns the affects of the legislation they draft.

Mobile Showrooms

ANTWERP — The firm of Nonkel Rik, the Belgian distributor for the West Berlin-made Eltec phonograph, is having substantial success with mobile showrooms.

The firm has equipped three trailers as luxurious traveling showrooms, each trailer having two phonographs on display. The mobil equipment has a small kitchen to provide snacks for the sales prospects.

The mobil showrooms literally

Memphis Cigaret Sales Up Despite USPHS Reports

MEMPHIS—A totally unexpected surge in cigaret sales for the first 24 days of January has local coin machine operators puzzled.

Despite the January 11 report by the U. S. Public Health Service on the hazards of cigaret smoking, city tax collections on cigarets for the period almost tripled in comparison to last year. Revenues in 1964 amounted to \$106,791 as against \$36,359 for 1963.

George Sammons, president of Sammons-Pennington, Inc., coin machine distributor, received 25 new cigaret machines soon after the government announcement and has sold them all. Machine sales were still good a week later, and Sammons' weekly shipments of machines have continued to move well.

Drew Canale, president of Canale National Tobacco Distributors, Inc., has an average sale of 95,000 packs per month with an inexplicable yearly drop of 10 per cent during the months of November through February. This year's January sales are down only 8 per cent, indicating a 2 per cent increase over the usual volume for the period.

The local cigaret men, including W. B. Brazelton, president of Bluff City Cigaret Service, feel that it's too early to predict the final results of the Public Health Service report. Brazelton, however, points to the resumption of normal sales in England after a similar report three years ago and says, "If the publicity subsides and the government takes no action against the industry, such as the required warning labels on cigaret packs, the situation could get back to normal."

place any operator within reach of an Eltec salesman, a fact reflected in rising Eltec sales in Belgium.

Paris Fair

PARIS—An expanded exhibition of coin machines has been arranged for this year's Paris trade fair, which will be held from May 16 to June 1.

The fair management announced that an entire exhibition hall has been reserved for the display of coin machines. Invitations to participate are being sent to all coin machine firms in Europe and the U. S.

Although a general trade fair, the Paris showing will place more emphasis on coin-operated equipment this year than ever before.

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BARBRA'S THREE: Barbra Streisand is caught emoting for her "Third Album" for Columbia label. Miss Streisand also opens soon in the Broadway musical, "Funny Girl."



A COVEY OF STARS: Bing Crosby, flanked by his wife Kathryn and Rosemary Clooney, will be joined by those two young ladies as well as (left to right) Peter Gennaro, Frank Sinatra and Dean Martin. The artists will be teeveed over CBS Saturday (15) on "The Bing Crosby Show."



HIT MAKERS GATHER: Bobby Rydell poses with Puerto Rican hit artist Chucha Avellanet (right) and Alfred D. Heger (left), P.R. booking agent and deejay. Rydell scored at his Sheraton Hotel appearance on the island and also video-taped six programs for Heger's production firm.



WELCH'S RARE BIT: Lenny Welch (left), who had the big hit, "Since I Fell for You," on Cadence, shakes hands, over the song lead sheet, with Budd Johnson, writer of the tune. Johnson, as band leader, and his sister Ella scored with the tune originally well over a decade ago.

Billboard
Photo Gallery
OF NEWSMAKERS



EVERYBODY'S GROUP: Denvermen, hit-making Australian group, are presented with a plaque for being 1963 recording stars as named by Down Under magazine, Everybody's. Pictured from left to right are Les Green, Allan Crows, Margret Lindsey-Thompson (magazine's record reviewer), Phil Bower and Tex Thoz. Group records for RCA.



ORBISON DOWN UNDER: Roy Orbison is shown performing during a tour of Australia. Monument artist made trip with other U. S. and local talent as booked by Harry Miller into New Zealand as well.



THEY'RE CAPITOL: Starring with Orbison on the Australian trip were Beach Boys. Hit Capitol Records ace visited Brisbane along with other cities Down Under and scored mightily. One of the biggest crowds was in Brisbane, where 10,000 fans packed the park they played.



INTERNATIONAL ACCORD: Phil Spector was thrown quite a bash in London by British Decca. Star artists from both sides of the Atlantic were on hand to do him honor. The girls in the picture are the Ronettes, hit makers for Spector's Philles label, while left to right standing behind him are Billboard international director Andre De Vekey; Tony King, Decca promotion staffer; Beatle John Harrison and Decca promo chief Tony Hall.



HAWAII SMILES: One of the stars to show up to honor Arthur Godfrey when CBS threw a Hawaiian-type bash to celebrate his 30 years in radio was Erroll Garner. Garner often appears on the Godfrey show.