

# Billboard

The International Music-Record Newsweekly

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

## What are the top SALES IMPACT STATIONS in Washington, Baltimore and Seattle?

See Radio Response Chart in Radio-TV Section



FTC TRADE PRACTICE CONFERENCE in session. Left to right: Edward Hall, chief, Division of Trade Practice Conference and Guidance; John Benton, FTC attorney; Cmr. John Reilly; Eugene Baker, law assistant to Commissioner Reilly.

# World's Fair to Take Musical Spree

By MIKE GROSS

NEW YORK — The music business is preparing for a big splash at the New York World's Fair. The record companies, music publishers and even the performing rights societies (ASCAP and BMI) are banking on the flock of new musical productions to be used for the various industrial and pavilion pitches to showcase its product to an audience that will reach

into the high millions during the course of the Fair's run.

With such a large audience potential, it's more than wishful thinking on the music trade's part that there will be a handsome payoff for all who are affiliated with the musical material whether it be on the recording or publishing end. It's known that a number of major record companies are already in negotiation for original cast album rights and are also blue-

printing plans to cover the music, in one way or another, on disks. At press time, though, no deals were firmed.

### New Material

What's highly unusual in the Fair's musical push is that the material to be offered is mostly new and from ranking Broadway and Hollywood composers as well as from writers in the symphonic field.

The Fair's musical theme for the pop market has already

been kicked off by Richard Rodgers' "Fair Is Fair" and it's reported that Ferde Grofe is also whipping up a Fair theme to be titled "World's Fair Suite."

The main action, however, is expected to emerge from the musical productions. Upcoming are "To Broadway With Love," "America Be Seated," "Wonderworld" and "Les Poupees De Paris." On the industrial end there will be Du Pont's "The Wonderful World of Chemistry,"

"The Chrysler Show-Go-Round" and the New York Port Authority's 360-degree film show.

### Broadway's Past

"To Broadway With Love," which will use musical highlights from Broadway's musical past, will have a title song and seven "connecting" songs by Jerry Bock and Sheldon Harnick. The composing team won a Pulitzer Prize for their "Fiorello" musical and will be rep-

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

# Full FTC Commission Will Decide Hot Issues

By MILDRED HALL

WASHINGTON—The Columbia Record Club case and the Federal Trade Commission's procedures in finalizing record industry trade rules without a second conference in prospect, were subject to angry arguments during last hours of the get-together here March 13.

Protests were made by rack spokesmen and distributors against omitting all consideration of the FTC's complaint proceedings against the Columbia Record Club in final draft of industry rules. RIAA attorney Ernest Meyers, and NARM attorney Albert Carretta led the battle for a second chance for industry comment before final draft of proposed rules becomes effective. Lacking the Commission was ARMADA attorney Earl

Kintner, who wants to see the rules in effect as soon as possible.

### Final Decisions

Final decision on all of the argued issues will be made by the full Commission. They will study final draft of proposed rules and all industry comment and special pleading (deadline for further comment is April 2, 1964). The Commission will pay special heed to the views of supervisory Commissioner John R. Reilly, who conducted the Record Trade Conference hearing, and attorney in charge John Benton.

Staff wrap-up on the final draft of the rules will be under direction of attorney Benton, who hopes to finish in June. If Commission action follows quickly,

and is not delayed by current major actions such as its embroilment in proposed cigaret advertising curbs, record industry rules could be effective by July—but this is, of course, conjectural.

Rack spokesman Charles Schlang was the most persistent in dragging the Columbia Record Club into the final hours of the hearing. He said determination of the FTC on the Club's practices would certainly have a bearing on any trade rules for the industry. He urged that the rules hold off until the Columbia case could be taken into consideration. (Initial decision on the Columbia complaint is due by June 10.)

FTC attorney Benton pointed out that no case under complaint at the FTC could be considered before final

[\(Continued on page 3\)](#)

## Capitol Confirms BB's Exclusive

HOLLYWOOD—Capitol Records Distributing Corporation Vice-President and General Manager Stan Gortikov last week confirmed Billboard's exclusive report (March 21) that CRDC is notifying selected small dealers it will stop selling them and for these accounts to buy Capitol-Angel product from nearby one-stops.

As stated in Billboard's earlier report, Capitol is informing the smaller volume dealers of its new policy on a market-by-market basis following staff meetings in those areas. During these meetings, the accounts in each area are being evaluated

by CRDC to determine the most efficient and economical means of servicing them.

Capitol Records, Inc., President Alan Livingston, as quoted by Billboard in its March 21 report, said the new marginal dealer policy was part of the firm's "realigning of our distribution operations." This means that Capitol, as part of its "Stand for Stability" price policy, declared it was going to a uniform price level to all CRDC customers (\$2.02 per each \$3.98 LP) so as to bring back top-volume customers to the distribution firm. Gortikov at that

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

## RCA Debuting L. A. Office

HOLLYWOOD — RCA will officially debut its new West Coast headquarters April 21 when a host of New York executives wing here for dedication ceremonies. Company is moving out of its Sunset and Vine headquarters on April 1. (The new RCA building will be at 6363 Sunset Boulevard.)

The new facilities will provide three recording studios as compared with two the label has been working with in its previous home. Scheduled to move into the new offices are the Coast a.&r. department, headed by Neely Plumb with

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

## Beatles Are Enshrined in Mme. Tussaud's Waxworks

### IBM Computer Breaks Down Over Wild Sale Figures

By JACK MAHER

NEW YORK — The Beatles continue to rack up first on both sides of the Atlantic. In England, where it didn't seem possible the group could pull off another first-time achievement, the Beatles will be the first British rock and roll group to be immortalized in London's Wax Museum where John, George, Paul and Ringo will stand proudly beside kings and queens, assorted heroes and villains, etc.

On this side of the Atlantic, the group holds the first four

positions on Billboard's Hot 100. Counting these four records, the Beatles have a total of 10 disks on the big board, with yet another "Bubbling Under."

Among the phenomenal facts involved in this story is that the group is selling on five different U. S. labels now, with two of their Canadian entries pouring over the border in quantities big enough to put both of them into the 70's bracket of the Hot 100. The new Beatles single on Capitol, "Can't Buy Me Love," the biggest chart breaker came in at

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

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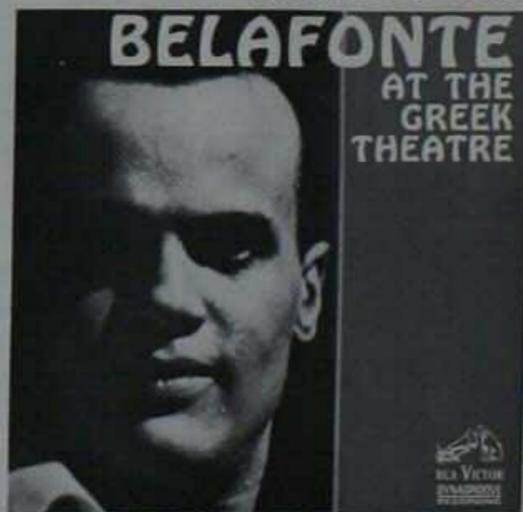
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# FTC Weighs Hot Issues In Industry Tug-of-War

• Continued from page 1

action was taken (and court contests can keep cases in litigation for years). He said, "We can come back to the Columbia Record Club case if a decision is made relevant to these rules. At that time, you can request new hearings, taking into account any new developments."

## Strong Criticism

NARM attorney Albert Carretta was strongest critic of FTC procedures in finalizing the trade rules. He said FTC had not really created its own rules, and there had been serious disagreement during the conference on the industry-proposed rules, to which FTC staff had added a few of its own.

Carretta said, "We need something concrete to criticize." That something should be the final draft of the rules. Failing this, Carretta suggested giving all industry members a chance to study the final draft and to comment on them in writing. RIAA spokesman Meyers also urged a second hearing.

Supervising Commission John Reilly said all requests would be taken under consideration—but the general feeling was that the industry was having its last go-round on the rules.

## Plead for Fast Action

ARMADA's Kintner got up to plead for fast action. He felt the staff and the Commission will have been briefed enough by the discussions, the conference itself, and the written comments submitted before, and to come, during the 20-day period allowed, following the March 13 hearing. "There is pressing need for these rules," said Kintner, who, as ARMADA attorney, has been in the vanguard for the whole program to stabilize industry practices.

Other arguments during final hours of the trade conference went to rules for disclosures on reissues, to problems of dating privileges and cut-outs, among others. Morning discussion had covered major issues in rules prohibiting discrimination of all kinds, free goods, discounting, transshipping, et al. (See Billboard, March 21, 1964).

Ralph Cunningham, Kintner aid, asked for careful attention to cut-outs and dating allowances. He said dating is as much an inducement as any other

type of discounting. Cunningham said that when used as an inducement to push merchandise, dating privilege becomes discriminatory. The same goes for "alleged" cut-outs, which he claimed are often only masking temporary price slash, but are actually in stock and can be reordered. Hans Lengsfelder of Request Records said, "It seems to me some manufacturers are manufacturing cut-outs the whole year-round."

## Burkat Up to Columbia VP; McClure A.&R.

NEW YORK—Leonard Burkat has stepped up from his post as director of Masterwork artists and repertoire at Columbia Records to label's vice-president in charge of creative services. Burkat's Masterwork spot will be filled by John McClure.

As creative services veepee, Burkat will be responsible to Columbia President Goddard Lieberson for the visual and literary image of the record company as produced by the creative services department. Reporting directly to Burkat

## BB Expands In Nashville

NASHVILLE—Billboard this week expanded its office here with the addition of two new staff members and the promotion of a third, all operating under the supervision of Mark-Clark Bates, general manager of the Nashville office. The move was made in recognition of the ever-increasing importance of Nashville as a center of the music industry.

Those joining the staff here include Larry Cole, formerly

## Concern With Dumping

Columbia's Clive Davis reverted to the subject of transshipping. He said his company is concerned with destructive dumping which seriously hurts competition in an area. He said it might be termed "illegal transshipping." (See separate story.) The whole question of transshipping is very thin ice for the Commission in this rule-making, since any kind of limiting of sales to specified areas equates exclusive dealing, barred by the antitrust laws. To get around the problem, FTC rules would have to stick to aspects of discriminatory pricing, and restraint of competition, et al., rather than territorial considerations.

On the cut-out question, rack spokesman Charles Schlang touched off fireworks among ARMADA group across the

## COMR. REILLY AND CONGRATS

WASHINGTON — Despite occasional heated argument in the FTC conference room anent proposed rules, the informal discussion wound up Friday (13) in a round of mutual compliments between record industry spokesmen and presiding Comr. John R. Reilly.

Commissioner Reilly was pleased that although the conversation revealed great differences in interests between different segments of the industry, "nobody got up and crossed the aisle." He congratulated the industry members for the way suggestions were well thought out and presented.

## EDITORIAL

# An Accurate Image

An avalanche of affirmative comment from all segments of the record industry has poured into Billboard following the statement by Hal B. Cook, Billboard publisher, that pop charts be audited. Cook's proposal, presented at the Federal Trade Commission's Trade Practice Conference Friday (13), in Washington, urged that any business paper or newsletter compiling popularity ratings submit its polling procedures, compilations and results to certified audits.

Billboard, of course, is gratified at the positive response and it is hoped responsible industry segments or trade associations take up the cause of finding ways and means to bring about more accurate chart listings.

What is at stake in the long run is the image of the record business. If it is to grow and prosper, if it is to achieve its full potential it can do so only in a climate of respectability.

A key device to ensure such a climate is the principle of audited charts.

# Testimony to FTC On Transshipping

WASHINGTON—One of the most interesting areas of discussion at the FTC trade practices conference Friday (13) concerned transshipping.

The matter of transshipping is a sensitive one. The practice is legal if it does not result in unfair price discriminations and unfair competition. In the record industry, however, these are the results and were so spelled out by Earl Kintner, ARMADA counsel. Kintner called transshipping the "bete noire" of the record industry. He developed the theme of areas of local responsibility established by manufacturers; and that a distributor must function well and meet his quotas and promotional obligations in his areas lest he lose his lines.

Some meet their quotas by transshipping or dumping, Kintner added, citing examples to illustrate the anti-competitive aspects of his practice. Each element in the chair of distribu-

tion suffers as a result of transshipping, he noted, calling it a "predatory price discrimination." He stated it can be corrected without the danger of allocation of territories. He added a distributor may be permitted to sell nationwide as long as he does not dump product into another area and destroy competition.

## Wexler Supports

Jerry Wexler, Atlantic Records vice-president, supported the Kintner view and analyzed the close relationship between an indie manufacturer and his distributors. He noted the importance of the indie distributor: "He is our collector, our promoter, our representative in an area." Wexler stated that if manufacturers availed themselves of their legal rights the distributor could be undermined. "I submit that we have one customer (in an area) and we like it that way," he concluded.

## FTC Conference in Session

A strong turnout of industry executives gathered in Washington Friday (13) for the Federal Trade Commission Trade Practices Conference. In the photo below, seated in the first row in the conference room, left to right, are Amos Heilicher, ARMADA president; Earl Kintner, ARMADA counsel and Washington representative; Ralph Cunningham, Kintner aid; Edgar Jones, ARMADA executive secretary; Ernest Meyers, counsel for Record Industry Association of America, and, at far right, Henry Brief, RIAA executive secretary. Many readers will recognize others seated in the room, including Jim Schwartz, Washington distributor; Bill Gallagher, Columbia Records vice-president; Bill Davis, Denver distributor; Bob Chattan, Oakland, Calif., distributor; Irwin Fink, Newark distributor. In photo at left, seated on bench, left to right: Edward M. Hall, chief, Division of Trade Practice Conferences and Guides, Bureau of Industry Guidance; John Benton, FTC attorney in charge of trade practice procedure; Comr. John R. Reilly, and Eugene R. Baker, law assistant to Commissioner Reilly. Addressing bench is Earl Kintner, ARMADA counsel and Washington representative.



# BILLBOARD ADDS POWER TO SINGLE SPOTLIGHTS

This week Billboard initiates a newly designed Singles Review page. The new singles review page is being introduced to be of greater service to broadcasters as well as dealers. In its new form records are reviewed and spotlights are chosen in three different categories: Across-the-Board Spotlights, Hot Pop Spotlights and Pop-Standard Spotlights. These categories reflect stations' major format differences.

**ACROSS-THE-BOARD SPOTLIGHTS** are applicable for play on practically all types of station formats, from rocking contemporary stations, in all their various shadings, through the softer standard pop formats.

**HOT POP SPOTLIGHTS** are geared for programming on contemporary-pop stations that traditionally play latest chart makers. These spotlights will be varied in the contemporary style to provide material for stations from the hard-through-softer contemporary sound.

**POP STANDARD SPOTLIGHTS** are those records which fit the formats of stations that cater to an audience that listens to pop music of a non-rock nature. These stations have been instrumental in the recent past in breaking records outside the usual rock format, and it is hoped that the extra attention given these records in the new pop standard category will make their chart climb quicker and more meaningful.



# Capitol Wins on 3 Fronts

## Court Reinstates Chi Injunction

CHICAGO—Capitol Records won a victory over Vee Jay Records last week when the Illinois Court of Appeals ordered an injunction prohibiting Vee Jay from manufacturing or selling recordings by the Beatles be reinstated. The injunction is effective immediately and prohibits Vee Jay, "its agents, attorneys or servants from manufacturing, selling, distributing or otherwise disposing of . . . any and all recordings by the Beatles."

The injunction originally was ordered January 15, two days after Capitol filed suit against Vee Jay. Capitol charged that whatever rights Vee Jay had to release Beatles recordings, ceased to exist last August 8 when the firm was notified by Trans-Globe, Inc., that its rights to issue Beatles records were being canceled due to breach of contract.

Vee Jay appealed and the Appellate Court stayed the injunction pending a decision on the appeal. That decision was made March 19.

Robert E. Carp, vice-president and general counsel for Capitol, stated: "Capitol will vigorously take action to enforce its legal rights under the injunction." Capitol is represented in Chicago by the Arvey, Hodes & Mantynband.

Meanwhile, evidence in the case is being presented before a Master in Chancery appointed by Judge Cornelius J. Harrington of Cook County Circuit Court.

## MORGAN LOSES TO CAP DISTRIB

HOLLYWOOD—The U. S. District Court in Philadelphia has denied I. J. Morgan's motion to have its case against Capitol Records Distributing Corporation returned to Common Pleas Court in Philadelphia County.

Morgan had filed suit against CRDC March 6, charging breach of oral contract, with CRDC countering by having the suit moved to Federal Court, claiming it is a Delaware Corporation and Morgan a Philadelphia concern.

## Frisco Distribs Halt Law Case

SAN FRANCISCO—Law suits against Capitol Records Distributing Corporation have been halted by the plaintiffs, Pic-A-Tune, Inc. The latest development in the case came last Wednesday (18) when plaintiff's attorneys asked the court to remove from its calendar a scheduled Friday hearing.

The court then set aside a temporary restraining order it had issued on ex-parte (i.e., CRDC was not aware of the proceedings and represented

(Continued on page 8)

## LATE SINGLE SPOTLIGHTS ACROSS-THE-BOARD

### VILLAGE STOMPERS

FROM RUSSIA WITH LOVE (Unart, BMI) (2:35)—Dixie from the Steppes scores. Flip: "The Bridges of Budapest" (Rayven, ASCAP) (2:15). **Epic 9674**

### HOT POP

#### THE DUPREES

WHERE ARE YOU? (Feist, ASCAP) (2:08)—Dulcid ballad singing again against Miller sax sound. Flip: "Please Let Her Know" (Paxwin, BMI) (2:18). **Coed 591**

#### RAY STEVENS

BUTCH BUBARRIAN (SURE-FOOTED MOUNTAIN CLIMBER, WORLD FAMOUS YODELING CHAMPION) (Lowery, BMI) (4:03)—Parentheses tell a funny story in "Ahab" groove. Flip: "Don't Say Anything" (Lowery, BMI) (2:47). **Mercury 72255**

## SPOTLIGHT LP PREVIEW

The following is a preview list of next week's album spotlights. These albums will be shown in full color in the April 4 issue of Billboard.

### POP SPOTLIGHTS

MORE OF TODAY'S BEST SOUNDS OF THE GREAT BANDS, VOL. 8—Glen Gray Casa Loma Ork (Capitol T 2014)

THE ITALIAN VOICE OF AL MARTINO—(Capitol T 1907)

THE EXCITING NEW LIVERPOOL SOUND—Various Artists (Columbia CL 2172)

MR. ELIMINATOR—Dick Dale and His Del-Tones (Capitol T 2053)

SHUT DOWN VOL. 2—Beach Boys (Capitol 2027)

HER JOY, HER SONGS—The Singing Nun (Philips PCC 209)

SOMETHING SPECIAL FOR YOUNG LOVERS—The Ray Charles Singers (Command RS 866)

FOLK SONGS AROUND THE WORLD—Mantovani (London LL 3360)

QUINCY JONES EXPLORES THE MUSIC OF HENRY MANCINI—(Mercury MG 20863)

### C&W SPOTLIGHTS

SONGS ABOUT THE WORKING MAN—Dave Dudley (Mercury MG 20899)

### CLASSICAL SPOTLIGHT

BARTOK: CONCERTO FOR ORCHESTRA—London Symphony (Dorati) (Mercury MG 50378)

MOZART: CONCERTO NO. 17—Artur Schnabel (RCA Victor LM 2636)

### FOLK SPOTLIGHTS

ANITA CARTER—(Mercury MG 20847)

THE FOLKSINGER'S CHOICE—Theodore Bikel (Elektra EKL 250)

### SPOKEN WORD SPOTLIGHT

UNCLE VANYA—Original Cast (Philips PHM 2-301)

## JAMES BOND-ING

# UA Puts Heavy Disk Plug on 'From Russia' Pic

NEW YORK—"From Russia With Love," the United Artists movie release, is coming in with one of the heaviest disk-plug ties in a long time. Already lined up by Murray Deutch, vice-president of the United Artists Publishing Company, are seven singles and three albums using the title theme.

United Artists Records has

the sound track album, of course, and it's also running with a single by Al Caiola. Other singles are by the Village Stompers (Epic), Matt Monro (Liberty), Jane Morgan (Colpix), Si Zentner (Liberty), Jimmy Haskell (Capitol) and Kenny Ball (Kapp). The other pic title albums are by Si Zentner (Liberty), and Jimmy Haskell (Capitol). Also from Capitol will be "Jackie Gleason Plays Romantic Hits for Lovers Only, Vol. 2," which will feature the film's title tune.

The "From Russia With Love" tune was written by Lionel Bart, the composer of the score for the Broadway hit, "Oliver." It's in Unart Music, UA's Broadcast Music, Inc., subsidiary publishing firm.

## Digest Takes Federal Order

WASHINGTON—Reader's Digest has agreed to a Federal Trade Consent order prohibiting it from claiming that sales of record albums are restricted to subscribers to the Digest, or that a supply is limited when in fact plenty are available, and that an offer is "limited" in time, or any other way, unless the alleged limits are actually adhered to by the company.

The consent was entered into with surprising speed, the complaint having been issued slightly over three months ago (See Billboard, January 4). Such an agreement does not constitute admission of guilt.

FTC's complaint charged that these typical advertising claims for a record album promotion were false, misleading and deceptive:

"An exclusive offer for Reader's Digest subscribers only." (This claim did not disclose

(Continued on page 6)

## New Singing Nun Part of Philips' March Release

CHICAGO—Philips' Singing Nun is back for an encore. Soeur Sourire, the Belgian Sister Smile, whose initial album and "Dominique" single made recording history, has a second album, "Her Joy—Her Songs."

The album contains 12 new tunes, sung and composed by the Dominican nun. It's all part of Philips' March release which contains eight LP's, two classical, one folk, one spoken word, two jazz and two connoisseur collection entries (one of them by the Singing Nun).

Philips is also introducing a new sales plan which calls for a 10 per cent discount on all product, new LP's as well as catalog. It's in effect through April 30. See Billboard's new release schedule for a run-down on the March releases.

## Geiringer Memorial To SACEM's Mgr.

NEW YORK—The copyright Society of the United States and New York University announce that the Second Annual Jean Geiringer Memorial Lecture on international copyright will be given by Jean-Loup Tournier, general manager of SACEM, the French performing rights society, Thursday, April 9, at 5:30 p.m. in the Cotillion Room of the Hotel Pierre. The subject will be the first five years of the French Copyright Law of 1957, with reference to its effect on music, literature and the theater.

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## NARM's Meet Sets Experts

NEW YORK—NARM's Sixth Annual Convention will present experts in the fields of wholesale marketing and antitrust legislation and compliance, in order to offer rack merchandisers and record manufacturers an opportunity to keep abreast of latest developments in these areas. The convention, April 19-23 at the Eden Roc Hotel.

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# That old Philips magic conjures up 8 Great New Hits!



Philips Records—the label that's become famous for turning offbeat product into big time hits—comes up with a new group of potential break-out LPs. Each and every one could easily be another "Singing Nun" or "Bach's Greatest Hits." So, stock up now and get ready for the big sales that Philips' big magic will conjure up!



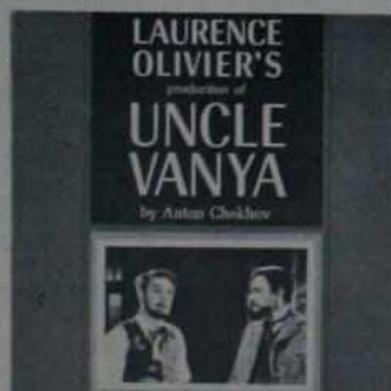
"HER JOY—HER SONGS"  
Soeur Sourire (The Singing Nun)

Sensational follow-up to last year's top best seller! All new songs! More enchanting than ever!  
PCC-209/PCC-609



"BASS BALL"  
Francois Rabbath

Another unique jazz package that could rival the success of "Bach's Greatest Hits." Bass solo and drums combine for an exciting new sound!  
PHM 200-128/PHS 600-128



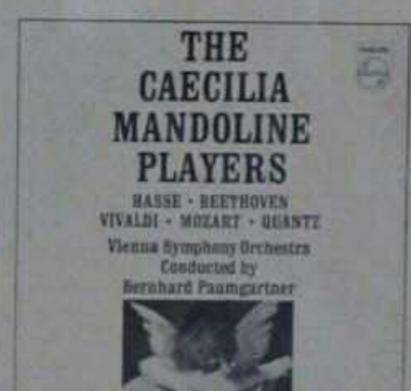
"UNCLE VANYA by Anton Chekhov"  
Various Artists

Sir Laurence Olivier leads a cast of the greatest names in the British theatre in a magnificent reading of the famous Russian play.  
PHM 2-301/PHS 2-701



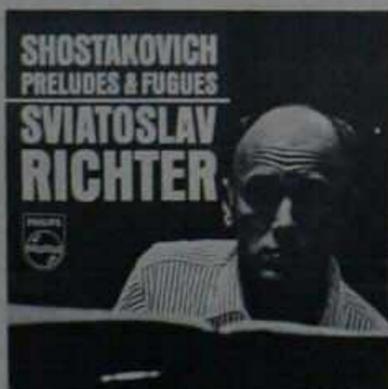
"RING OUT Mit Hellem Klang"  
Various Artists

An outstanding album of some of the most popular German folk songs ever written. Performed brilliantly by four superb German men's choirs.  
PHM 200-121/PHS 600-121



"CAECILIA MANDOLINE PLAYERS"

A really new and mellow sound—massed mandolines—in a sparkling repertory by Mozart, Beethoven, Vivaldi and other currently popular composers.  
PHM 500-049/PHS 900-049



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## TO HOLLYWOOD WITH LOVE

## Maxin Wants More Film Artist Loaned to More Labels

NEW YORK—Arnold Maxin, president of MGM Records, is on a campaign to drum up recording company interest in adapting the motion picture industry's loan-out approach on artists. It's Maxin's contention that new excitement can be brought to the recording field if artists had more maneuverability and were not tightly bound to a single company.

Maxin, of course, continues to believe in the importance of signing artists to exclusive deals but he's all for letting them out of the stable occasionally for a team-up with an artist on another label. "The loan-out approach," says Maxin, "could help the record business tremendously by stimulating new packaging ideas with performers who ordinarily could not work together on records."

## Working Example

As an example of how the loan-out angle works, Maxin pointed to the deal he made with Count Basie, a Verve artist, with Reprise Records. Frank Sinatra wanted to record an album with Basie so Maxin let the band leader go for the one-shot deal. Reprise pays Verve, an MGM subsidiary, a pre-arranged royalty deal which Verve in turn pays out to Basie. The Basie pairing with Sinatra on Reprise, Maxin figures, is sure to help build a bigger audience for his Verve releases.

Right now, Maxin feels that

## NARM's Meet

• Continued from page 4

Miami Beach, will hear a keynote address by George R. Marek, RCA Victor Records chief, on April 20. Marek's subject will be "A Reaffirmation of Faith."

Dr. Theodore N. Beckman, noted authority on wholesaling and Professor of Marketing at Ohio State University since 1932, will also address the convention. His talk, titled "The Rack Jobber: A Phenomenon in Wholesaling," will be followed by a panel discussion on the subject, "The Rack Merchant: A Phenomenon in Record Wholesaling."

William Gallagher, Columbia Records vice-president, will speak on the subject of product on April 21. Following this, Albert A. Carretta, NARM special counsel who represented the organization at the recent Federal Trade Commission hearing, will speak on "The Methods and Problems of Compliance."

he's a loner in this loan-out campaign but he won't be dissuaded that it can't be developed as an important business stimulant.

## Foreign Language

In addition to the loan-out pitch, Maxin is broadening his artists activities in the foreign language field. In the past year he's taken advantage of the growing overseas market by having such artists as Connie Francis, Roy Hamilton and Ginny Arnell record their American hits in Italian, German, Japanese and Spanish. Upcoming now in a similar multilingual groove are such new MGM artists as Johnny Tillotson and Chris Crosby.

Also on the overseas end,

Maxin is now anticipating a breakthrough on activities behind the Iron Curtain. MGM disks are already being sold through licensees in Yugoslavia and Maxin figures that Poland will open up for his product in about six months. The negotiations for a licensee in Poland were instituted by Maxin several months ago during a visit with the officials there.

Meantime, says Maxin, business, for the fiscal period beginning September 1, is 14 per cent ahead of the previous year and he's counting on a continuing sales upbeat from the soon-to-be released sound track of "The Unsinkable Molly Brown" and "Looking for Love."

## COMPOSING AS A HOBBY

## Liebman Wrote: Hampton Will Play

NEW YORK—Scratch most any man and you're likely to find a songwriter—even a composer. They come from the ranks of doctors, lawyers and Indian chiefs.

And latterly, believe it or not, from the upper executive echelons of R. H. Macy & Co., Inc. A specific example is Joseph Liebman, Macy's senior vice-president for sales promotion, member of the board of directors and director of sales promotion for the Bamberger division.

The culmination of this unlikely tale will occur on May 6, in Carnegie Hall (no less), where Lionel Hampton and a 44-piece jazz-symphonic orchestra will perform Liebman's compositions. Termed "An Evening With Joseph Liebman," the

affair will be for the benefit of the Wiltwyck School for Boys, which in the past has attracted such talent as Danny Kaye, Harry Belafonte, Benny Goodman, Richard Rodgers, etc.

Liebman has no formal musical training; yet his compositions range from funky jazz to folk, show material and classics. This all began five years ago, when he found himself staring at a beautiful Story & Clark piano on the furniture floor at Macy's. He bought it, and, as he says: "I found it rewarding."

## He Hears Music

"I can hear complete songs... and I can document this on the piano—but I could not remember the material after I played it... it seemed to be a spontaneous lyric expression."

Liebman solved this problem by acquiring a tape recorder. Since then, he has worked out a method of writing music, using letters instead of notes; and in the last two years he has completed more than 200 compositions of varying length.

Gradually, the commercial music world and Liebman effected a rapprochement. He did several pieces of material for an off-Broadway show, "Follies of 1910." He followed this with some film material. Jack Pleis recorded one of these, "Strange Feeling" on the Decca label. Liebman subsequently did the music for a Columbia Pictures short, "Rooftops of New York." Lionel Hampton performed the music in the short, which received an Academy nomination two years ago.

Subsequently, Liebman did the score for the Joe Levine film, "Light Fantastic," the sound track of which was recorded by 20th-Fox with Eydie Gorme doing the theme. This album, which received a four-star rating in The Billboard October 5, 1963, is in the modern jazz vein.

The Macy's executive is now writing lyrics to a lot of his material.

Arrangements for the Carnegie Hall concert are now being finalized. The climax of the evening will be the premiere of Liebman's concerto, "The Harmony of Man," a composition which seeks to combine the music of peoples all over the world.

## FTC Hears From Indie Disk Dealer

WASHINGTON—The independent dealer's voice was clearly heard during the recent Federal Trade Commission's conference here. Joining other representatives of the various sectors of the record industry were Herman Chapin, a Michigan dealer who addressed the conference on his own behalf; California's Howard Judkins, representing the National Association of Music Merchants; Benn Finn, executive director of the National Association of Record Retail Dealers, and Mickey Gensler, representing the New York NARRD chapter.

Chapin owns three stores in Michigan, all aimed at campus customers. The stores of the two Disc Shops at Ann Arbor, home of the University of Michigan,

and Record Center, Inc., at East Lansing, home of Michigan State University. Chapin, who said he was there on his own and unaffiliated with any group, told the FTC conference that he operates on a 38 to 44 per cent mark-up basis.

## Not Opposed

He said he was not opposed to rack jobbers, one-stops or record clubs, provided that all these facets of distribution did not enjoy any unequitable advantage over the dealer. He asked that all these segments of the industry buy their product at the same price so that one cannot hold a competitive edge over the regular retailer. After his statement, Chapin received a healthy hand of applause from all present.

Judkins, Finn and Gensler each rose to inform the conference of the group he represented, and the issues which dealers as a whole favored.

## RCA Spreads Trademark

NEW YORK—The RCA Victor trademark is now established all over Europe. According to Dario Soria, division vice-president of RCA Victor International Liaison Department, during the past three years the RCA label has been gradually converted in Europe, country by country, to RCA Victor.

Italy, Spain, England and France were among the first countries where RCA made the change. Now, with the addition of Germany, Austria, Switzerland, Benelux and the Scandinavian countries, the conversion has been completed, and uniformity of identification has been established between RCA Victor records in Europe and RCA Victor in the Americas.

## Decca Will Dist. London

NEW YORK — Decca Distributing Corporation in Memphis has taken over as distributor for all London Records' product in the Tennessee, Arkansas and Mississippi areas. Branch manager for the new London distributor is Jack D. Brown. Decca will immediately honor and ship all current London programs.

## Al Wish Retires

NEW YORK—Alfred Wish has announced his retirement as vice-president of Recoton Corp. Wish, who has been with the company as vice-president and director for over 20 years, states he has retired from active participation in the affairs of the organization.

## Mills Fair Album

NEW YORK — Irving Mills, Mills Music exec, has acquired from the World's Fair the rights to release an official World's Fair souvenir album. Society maestro Meyer Davis will cut the package. Mills estimates the package will contain 30 song titles.

New Album Releases  
Chart on Page 24



The smash  
of Europe  
is  
coming  
on

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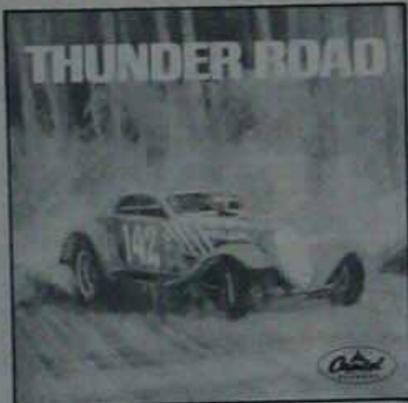
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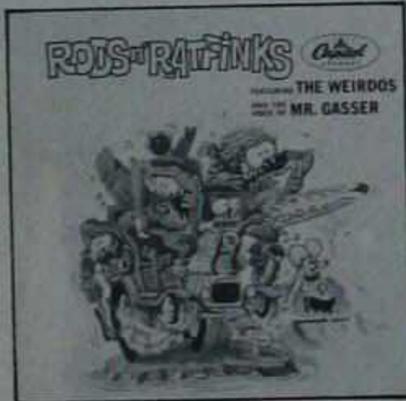
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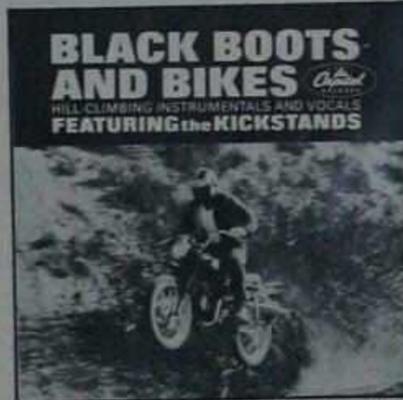
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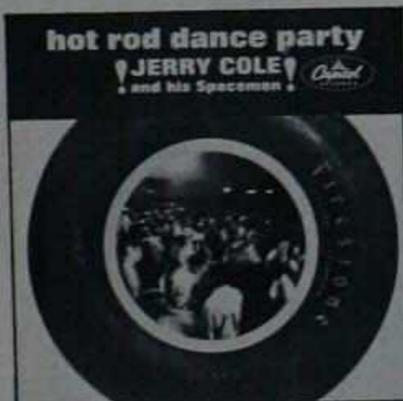


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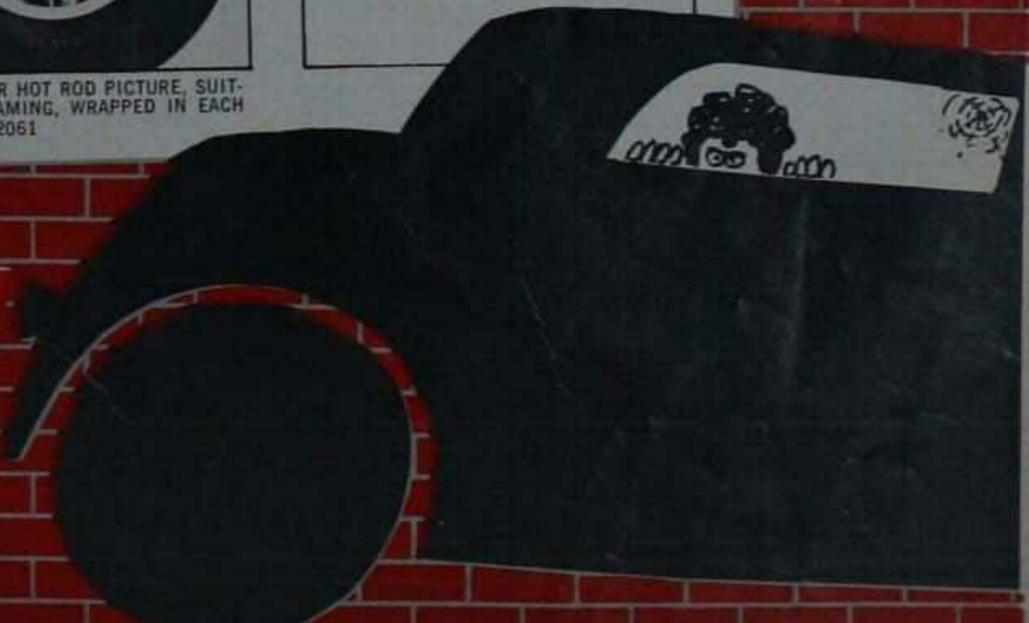
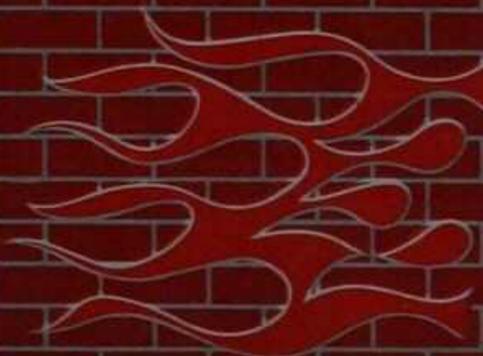
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the more  
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**HEART FUND**

## World's Fair Will Showcase New Musicals for Millions

• Continued from page 1

resented on Broadway next season with "Fiddler on the Roof." The Fair production was conceived and staged by Morton Da Costa, and George Schaefer is the producer. It will be shown at the Texas Pavilion.

"America Be Seated," is a modern minstrel show produced by Mike Todd Jr. David Axelrod (music) and Sam Pottle (lyrics) have written the original score which will be arranged by Sy Oliver.

"Wonderworld," which will be shown at the Aquacade, brings together the father-and-son writing team of Jule and Stanley Styne. They've written 12 new songs for the show which will be produced by Leon Leonidoff. And, Holly-

wood veterans Jimmy Van Heusen and Sammy Cahn will be represented with new songs for the "Les Poupees De Paris" production.

### Industrial End

On the industrial end, Michael Brown has written the words and music for Du Pont's "Wonderful World of Chemistry." (Incidentally, Brown is also the producer). As a sampling of the kind of exposure the music at an industrial exhibit can get, "Chemistry" will be shown 40 times daily in two theaters with eight companies of five singers and dancers alternating.

"The Chrysler Show-Go-Round" will have a score by Bernie Green (music) and Bob

Hilliard (lyrics). It will involve both film and "live" entertainment. Max Liebman is producing the show which will be housed in a specially built theater. It seats 2,500 in four separate auditoriums serviced by a single revolving stage. A performance of "The Chrysler Show-Go-Round" will take approximately 30 minutes, and performances will be continuous.

On the "serious music" level, Norman Dello Joio is supplying the music for the New York Port Authority's special film show.

In all it looks like Robert Moses has opened the musical floodgates.

## New Yorkers Due on Coast To Debut RCA Hdqs. There

• Continued from page 1

producers Joe Reisman, Al Schmitt and Darol Rice; Grelun Landon, publicity rep; custom sales headed by Al Hindle and magnetic tape and sales and engineering departments. Also to be housed at the new build-

### Beatles Enshrined

• Continued from page 1

the No. 27 position. This is the highest position any single has broken in in recent memory.

Capitol Records has also apologized for the fact that its Beatles' second single, which they claimed would be a million seller on the day that it was issued, has failed to make the grade on the initial day of its release, March 16. "Can't Buy Me Love" only sold 940,225 that first day and didn't hit the charmed million mark till St. Patrick's Day (17). Some say that this is the real wearing of the green. Factory requisition for this disk was at 2,100,000 as of Thursday (19).

A chagrined Capitol official reports that the label has asked the RIAA to conduct its official audit Monday (23) at the company's billing center in Scranton, Pa.

Capitol also reports that the Beatles album, "Meet the Beatles" has outsold the "I Want to Hold Your Hand" single. Official tabulation so far has the LP selling 3,650,000 against the single's 3,400,000. A new Beatles album, containing the controversial "Roll Over Beethoven," will be called "The Second Beatles Album" and is already in the works.

### Capitol Confirms

• Continued from page 1

time decried the fact that sub-distributors had elbowed CRDC out of the picture in servicing such prime accounts.

As it now stands, CRDC will be concentrating on the major volume accounts, plus moderate and smaller dealers, and will be turning over the marginal volume accounts to one-stops. CRDC feels these sub-distributors are better suited in servicing them.

ing is John K. West, staff vice-president of Western distribution and commercial relations for RCA.

Technical facilities include two mastering and editing rooms, one test room, electronic shop and a master tape storage room. One of the new recording studios will be RCA's largest in the U. S., measuring 25 feet high, 50 feet wide and 75 feet long.

In addition to all the departments in the record division, other RCA activities scheduled to move are broadcast and commercial products; electronic data processing, tube sales and West-

### BB in Nashville

• Continued from page 3

with WLAC-TV's news and production departments, who will represent Billboard in an editorial capacity, and Don Light, former general manager of Robert B. Ferguson Music Corporation, who will handle ad sales for Billboard in this area. Rosellyn Hunter, who has been with Billboard here since September, 1963, was elevated to the position of office manager.

Bates, who serves as general manager of Billboard's Nashville office, will assist each of the new staff members in their various areas, providing advice and creative guidance in their functions.



STU PHILLIPS, the Travelin' Balladeer, seen coast to coast on Canada's CBC Television Network with country music. Now on Columbia Records, Stu's first with the label is "HEART" (Col. #4-42978), a beautiful ballad and a "HEART" that's destined to "break."  
(Advertisement)

ern distribution and commercial relations. RCA has rented the first six floors of the building to house its branches with outside rentals sought for the other floors.

The record division has been the sole tenant in the RCA building at the corner of Sunset and Vine since NBC moved its operation out to Burbank over 10 years ago.

### Frisco Distribs

• Continued from page 4

by counsel) hearing February 28. The restraining order issued then restrained CRDC from soliciting business from customers of the plaintiffs. That order was later modified by the court to read that CRDC solicit business from plaintiff's customers with which it, CRDC, had done business since July, 1963.

Pic-A-Tune and Western were among several sub-distributors throughout the country which CRDC elected to cease selling as of February 24. As a result of that move, plaintiffs filed suit against CRDC alleging violation of the Sherman Anti-Trust Act.

### Burkat Col. V.P.

• Continued from page 3

will be Robert Cato, creative director of art and design; Morris Baumstein, director of advertising and sales promotion, and Blair Chotzinoff, director of literary services.

In his post as a.&r. chief of Masterwork, McClure will be responsible to Kenneth Glancy, vice-president of a.&r., for the direction, operation and administration of all activities of the Masterwork department.

McClure started with Columbia in 1952 as a tape editor in recording operation. He worked his way up to music director of Masterwork by 1960 and has processed recordings by Leonard Bernstein, E. Power Biggs, the Mormon Tabernacle Choir and the late Bruno Walter, among many others.

**New Album Releases**  
Chart on Page 24

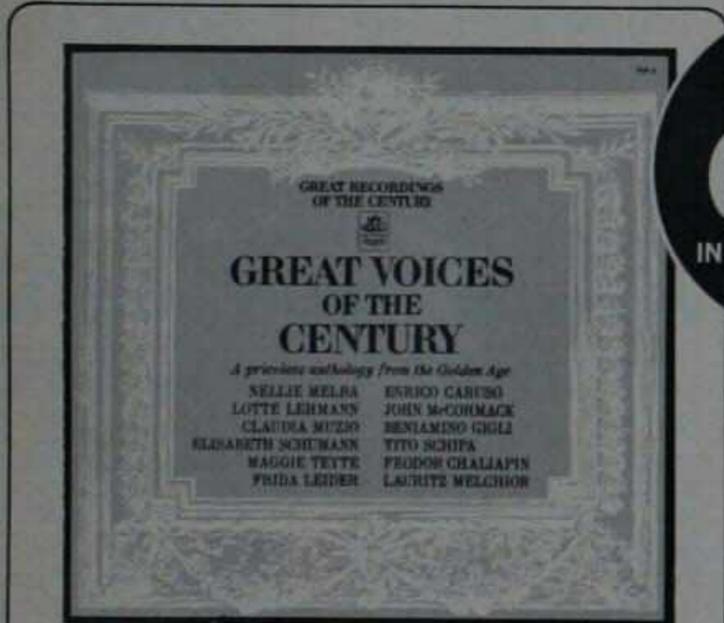
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If you are already familiar with Angel's *Great Recordings of the Century*, here is a rare bonus album to add to your collection at small cost.

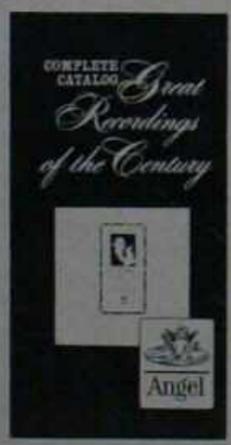
**I** This superb disc (Angel Album NP-4) is identical in quality with all other distinguished Angel recordings, and is so unusual an offer that you can pick up several copies as gifts.

A new and complete listing of the more than 50 Angel *Great Recordings of the Century* albums is coming off the press...ask your dealer for a free copy.

National ads (at left) will feature this introductory album Angel NP-4 in magazines like Saturday Review, High Fidelity, Schwann's, etc. And for dealers we have beautiful counter merchandiser displays (see below), window streamers, and local newspaper ad mats.



To further attract your customers to the entire "Great Recordings of the Century" line, we have printed a new and complete consumer folder listing all 58 G.R.O.C. albums.



# Musicians Union Watching Invasion of British Groups

NEW YORK—The influx of the British musical groups on the U. S. personal appearance scene is disturbing the American Federation of Musicians. It's understood that the AFM is now mulling some sort of action to halt the "Redcoat" invasion or at least bring about a more equitable arrangement by sending more Yankee musicians to Great Britain.

Up until the takeover by the likes of the Beatles and the Dave Clark Five, the arrangement between the AFM and the British musicians has been on a one-for-one basis. Now, the AFM says, the British rock and roll groups, whom they term "gutbucket guys," are upsetting the exchange equation.

Besides the Beatles and the Dave Clark Five groups, re-

ports from London indicate that the union objection has put a temporary stay on U. S. tours by the Searchers and the Swinging Blue Jeans. Both have hot singles here, and were being set up for tours in late spring or summer. The musicians union is also said to have voiced an objection in London to the proposed tour of a British rock package composed of groups of the Liverpool-Mersey genre. Reports from London also indicate that the musicians union would also like to have a little more to say about coming U. S. tours by such hot British single singing acts as Dusty Springfield and Cliff Richard.

Meantime, the Beatles have been set for a return to the U. S. this summer. The group has been lined up for a 30-day personal appearance tour in approximately 25 cities in the U. S. and Canada, starting August 18 on the West Coast under the sponsorship of General Artists Corporation.

GAC is making separate deals with the promoters in the various cities but each will be on a guarantee against percentage basis.

The tour will begin with a performance scheduled for either Los Angeles or San Francisco and end in New York September 13. Other cities already included on the itinerary are Chicago, Minneapolis, Detroit, Cleveland, Pittsburgh and Philadelphia. Other cities are currently being lined up.

## Eddie Condon Scores in S. F.

SAN FRANCISCO — Eddie Condon's new nine-man company, assembled for an extensive tour of Australia and Japan, scored impressively on its first job at San Francisco's Earthquake McGoon's.

Long lines of fans both nights (March 1 and 2) spelled success for club owner Turk Murphy, who is arranging to bring the Condon men back into McGoon's on their return trip.

For many San Franciscans it was the first view of jazzmen like tenor saxophonist Bud Free-

(Continued on page 11)



**LIFETIME TERM:** Gov. Jimmie Davis of Louisiana (right), who is retiring from public office May 11, accepts a plaque from Martin P. Salkin, Decca Records vice-president, honoring Davis' 30 years as a Decca artist and the signing of a lifetime contract with the label.

## PEOPLE AND PLACES

By MIKE GROSS

There's a bit of musical jingoism brewing against Ringo Starr and his British buddies. Some highly placed U. S. publishers feel that the air-play stress on the Beatles, the Dave Clark Five, etc., is hurting their home-grown product and they recall that only a few years ago the publishers in England were complaining that British radio was spinning too many Yankee records and asked for a more favorable quota policy. ... The Village Gate in N. Y.'s Greenwich Village returned to a full-week policy March 20 with Herbie Man's Septet, the Tarrriers, and Jorge Morel's Trio. The club had a weekend-policy since the first of the year because of the slow nitery business that had hit the whole town. ... Ted Korman Associates has signed Eileen Brennan, currently in "Hello, Dolly," for representation in all fields. ... Roulette Records has added Jacqueline Mayro, star of the off-Broadway musical "Cindy," to its roster. She recorded two songs from the show's score written by Johnny Brandon.

Like mother, a p.r. man's work is never done: Brown Meggs, who also doubles as head of Capitol Records' eastern operation, had just about unwinded from the Beatles' ballyhoo when his work on the Broadway musical "Fury Girl"

began and didn't become so funny. The show, for which Capitol has the original cast album rights, has been postponed three times, and once it was advanced two days to avoid conflicts with other shows, thus forcing Meggs to continually rearrange ticket schedules, press set-ups and recording session bookings. It's now scheduled to open March 26 with the recording date set for April 5. Well, that's show biz. ... Joel Hirschhorn, author-composer, has joined Ivan Mogull as assistant and staff writer for Four Star Television's publishing companies. ... The Kessler Twins (Alice and Ellen) will make their U. S. debut March 25 at the Persian Room of N. Y.'s Hotel Plaza. ... Wally Schuster has joined Broadway Music as general professional manager.

At the Players Club "Pipe Night" for ASCAP's 50th anniversary celebration, Abe Burrows served as "Pipemaster" and entertainment was supplied by Arthur Schwartz, Yip Harburg, Dick Manning, Tom Jones and Harvey Schmidt, and others. ... Neil Sedaka, RCA Victor recording artist, will be at the Hotel Diplomat, Fla., until April 4. ... The Grandison Singers open at Gerde's in N. Y.'s Greenwich Village on March 31. ... Sammy Shore has been signed to the Stereodiddies label.

## More of "More" Ortolani

NEW YORK — With the Academy Award nomination in the "Best Song" category for "More" already under his belt, 36-year-old Italian composer Riz Ortolani is now spinning into a full-blown American career. He's writing his first U. S. film score for United Artists' "The Seventh Dawn" and there are now other United Artists picture deals in the offing.

Providing the initial impetus for Ortolani's Atlantic crossing was U. S. publisher E. B. Marks which picked up the rights to "More" from the "Mondo Cane" film and the score for the "Women of the World" movie. United Artists has the soundtrack to "Mondo Cane" and Decca released the

"Women of the World" L.P. While "More" began racking up a total of more than 70 recordings, other Ortolani-scored imports began hitting the American market. Among them are "The Easy Life" and "Mediterranean Holiday."

Ortolani entered the international area composing for Stan Kenton and Les Baxter, and arranging and conducting for American labels, including the recent RCA album, "The Themes From Cleopatra." He's married to singer Katyna Ranieri, who was the very first to sing "More"—her version being on the soundtrack of "Mondo Cane" itself, and later recording it on the London label.

## TV GUEST APPEARANCES BY RECORD TALENT

- AZNAVOUR, CHARLES—Tonight Show (NBC-TV, 11:15 p.m.-1 a.m., Thursday 26).  
 BROTHERS FOUR, THE—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 26).  
 CARR, VIKKI—Garry Moore Show (CBS-TV, 10-11 p.m., Tuesday 24).  
 CASSET, CHUCK, SINGERS—Jimmy Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 26).  
 DECORMIER, ROBERT, SINGERS—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 26).  
 DEPASS, STEVE—Garry Moore Show (CBS-TV, 10-11 p.m., Tuesday 24).  
 ENNIS, ETHEL—Steve Allen Show (SYND).  
 FRANCHI, SERGIO—Hollywood Palace (ABC-TV, 9:30-10:30 p.m., Saturday 26).  
 JACKSON, MAHALIA—Jack Paar Program (NBC-TV, 10-11 p.m., Friday 27).  
 JONES, JACK—Jimmy Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 26).  
 JONES, SPIKE—Your First Impression (NBC-TV, Monday 23).  
 LENNON SISTERS, THE—Hollywood Palace (ABC-TV, 9:30-10:30 p.m., Saturday 26).  
 LYDIA AND BROOKS—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 26).  
 OLATUNJI—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 26).  
 PAGE, PATTI—Hollywood Palace (ABC-TV, 9:30-10:30 p.m., Saturday 26).  
 PYRAMIDS, THE—American Bandstand (ABC-TV, 12:30-1:30 p.m., Saturday 26).  
 REINER, CARL, AND BROOKS, MEL—Hollywood Palace (ABC-TV, 9:30-10:30 p.m., Saturday 26).  
 RYDELL, BOBBY—Red Skelton Show (CBS-TV, 8-9 p.m., Tuesday 17).  
 SERENDIPITY SINGERS—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 26).  
 SHERMAN, ALLAN—Garry Moore Show (CBS-TV, 10-11 p.m., Tuesday 24).  
 THAT WAS THE WEEK THAT WAS (NBC-TV, 9:30-10 p.m., Friday 27).  
 SMITH, CEDRIC—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 26).  
 SMOTHERS BROTHERS—Marineland Carnival (CBS-TV, 7-8 p.m., Sunday 29).  
 SNOW, HANK—Jimmy Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 26).  
 STAFFORD, TERRY—American Bandstand (ABC-TV, 12:30-1:30 p.m., Saturday 26).  
 ZENTNER, SI—Garry Moore Show (CBS-TV, 10-11 p.m., Tuesday 24).

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

## Christys Find Folk Farm Team Works

NEW YORK—The folk field is taking a cue from major league baseball and developing a "farm system" of its own. At least, is the case of the New Christy Minstrels' Zepher Randy Sparks, who is using his Los Angeles club, Greenbrier's, as an incubation spot for neophyte songsters with the possibility of their being promoted to the Christy group as vacancies come up.

Sparks calls his tryout singers The Back Porch Majority and gives them a place to work and develop at his club. He feels that there are few places around today where a young man can develop a professional profile and he is making his facilities available for such a purpose. Another reason for the "farm system" to develop new talent is to sustain the continuity of the New

Christy Minstrels Group. He expects the group to last a long time but he also anticipates dropouts along the way (the original girl singers already have departed) and he wants to have an active replacement pool ready to fill the gaps and keep the Christys intact.

### Merry Minstrels

According to Barry McGuire, the Christy Minstrels' lead singer who was in New York recently, Sparks' system is easy to sustain because of the fact that no member of the nine-person group really sticks out. "It's a team effort," says McGuire, "and nobody in the audience gets hung up on one person. We see it that there's always a lot going on for everybody so no one singer gets a chance to hog the spotlight."

Meantime, the current complement of Christys is preparing for its first visit to England later this spring and it's expected that when the U. S.-Russia cultural exchange program is resumed their Columbia Recording of "Saturday Night" will be part of the U. S. disk push behind the Iron Curtain.

### "Folk-Jazz"

And, as far as the future of folk business goes, McGuire feels that the surfeit of folk-styled music today has made it tougher for new groups to come through and that the only way to do it is to come up with something different. "Folk music," he says, "seems to be going the same way as jazz developing off-shoots as it goes along." He believes that the newcomers are developing something like a "folk-jazz" but, he concludes, "it's got to be done with taste and imagination if they are to score."

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PLAZA 7-0233

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The Smash of Italy  
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**RCA VICTOR**

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**RAY ANTHONY DANCE**

**Little Slip Betwixt  
Bunny Hip & 'Swim'**

CHICAGO—The man who set the dancing world on its ear 12 years ago with the Bunny Hop is out to do it again with something called "The Swim." Capitol recording artist Ray Anthony is creating quite a splash here in the Windy City. He and his "Swingin' Swimmers" are appearing nightly at the Living Room.

Capitol is even rushing out a pair of Swim tunes as this is being written: "Let's All Do the Swim" and "Everybody Do the Swim."

Each record sleeve carries a set of instructions and Anthony predicts the dance will catch

hold with the kids, eventually moving into an adult market.

**Dry Swimming**

The dance movements resemble swim strokes. The girls wiggle their shoulders, wave their arms and swing their hips

in a most intriguing manner. Just the thing to appeal to a novelty-conscious teen-age market.

Anthony said he found the Swim in San Francisco—much as he found the Bunny Hop in 1952. He immediately wrote four tunes to go with the dance, and it's two of these that Capitol is releasing now.

If the Swim does nationally what it did in the Bay City, it could be our next dance craze. There the dance took off in a club called the Galaxy.

To say that the club was

only enjoying moderate success is putting it kindly. After the Swim took hold, the place was packed every evening.

The Galaxy is now holding finals on weekends. The reaction has been compared to that of the Peppermint Lounge in New York with the Twist. Currently, Anthony is having a lot of luck with the Swim in Chicago's Living Room.

**To Miami**

From here, his next stop is Miami, and, considering climate, sun, et al., the Swim should be a natural for the vacation-

minded Southern market.

To Anthony, of course, introducing dance steps is nothing new. Back in 1952, he played a one-nighter in San Francisco and noticed the kids doing a new step to a tune called the "Blacksmith Blues."

Anthony wrote the Bunny Hop and the rest is history. He toured the country for over a year, and before he was done the Bunny Hop was a way of life.

Anthony later became involved with the Hokey Pokey and most recently the Twist.

**Verve Releases  
Aznavour Hit**

NEW YORK—Verve Records will be releasing Charles Aznavour's latest French hit this week to tie in with the artist's one man show at Carnegie Hall, April 4. The hit, titled "La Mama" appeared on the Barclay label in France.

The Carnegie Hall stint is Aznavour's second, he appeared for the first time in 1963. This year, the French artist will also appear at the Santa Monica Civic Auditorium in Los Angeles (17) and the Masonic Auditorium in San Francisco (18). This is the first time the singer has appeared on the West Coast.

**Eddie Condon**

• *Continued from page 10*

man, trombonist Vic Dickenson and bassist Jack Lesberg, who have seldom, if ever, played here.

Filling out the group were clarinetist Pee Wee Russell, trumpeter Buck Clayton, pianist Dick Cary, drummer Cliff Lee-man and, of course, Condon himself on guitar. Also traveling with the troupe was veteran singer Jimmy Rushing, who proved the hit of the show.

When Rushing moved onto the stage he completely took over the band. When not actually singing, he directed, clapped and kept audience and band alike stirred up.

Despite the musicians' lack of interest in playing Dixieland, Condon obliged those fans who came expecting to hear old two-beat warhouses. His seasoned players tried to take "Royal Garden Blues" and "Jazz Band Ball" in stride, but they were obviously more at home with "mainstream" numbers such as "Caravan" and "In a Sentimental Mood."

As the band had just come together, there was still some confusion in the ranks, but by the end of the first evening the rhythm section had become a solid entity. Doubtless the horns will work out a band sound of sorts as the tour progresses.

They may even overthrow the Condon format and come up with a modern-mainstream ensemble blend that will suit their present musical outlooks.

In any event, there is much good jazz to be heard in a collection of large talents like this one. Enough, indeed, to warrant at least one recording date.

**DICK HADLOCK**

**ORIGINAL SOUND TRACK RECORDING  
AVAILABLE IMMEDIATELY!**



An Original Sound Track Recording

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Award Winning

**LILIES  
OF THE  
FIELD**



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Composed and Conducted by Jerry Goldsmith

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- BEST SCREENPLAY — BASED ON MATERIAL FROM ANOTHER MEDIUM
- BEST ACHIEVEMENT IN CINEMATOGRAPHY, BLACK AND WHITE

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 "PICTURE OF THE MONTH"—**Seventeen** "FAMILY MEDAL AWARD"—**Parents Magazine**  
 3 Major Awards at Berlin Film Festival! / Special Applause Citation Motion Picture Association of America



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# Radio-TV PROGRAMMING

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

## VOX JOX

By GIL FAGGEN



An important influence on record sales in the Washington market is Bob King and his Teenarama show on WOOK-TV. Bob, holding mike, is surrounded by his teen committee that helps select the sides for the six-day-a-week TV dance show.

Cousin Bruce Morrow begins another season of live shows with record acts from Palisades Amusement Park in New Jersey, March 28. Bruce will be spotlighting record acts 2 to 3 p.m. every Saturday.

Ron Dean of WSTR (Sturgis, Mich.) hosts a "Dean Teen Hop" March 30 at the local armory. Lonnie Mack is the special guest.

My good friend and former colleague, Cal Milner (KHJ, Hollywood) played Louis Armstrong's old favorite, "Struttin' With Some Barbeque," and announced at the conclusion "wouldn't some ribs go good now!" Within half an hour a nearby all-night market delivered several pounds of the stuff to him. Just what "slim" needs.



WDGY (Minneapolis-St. Paul) deejay Johny Dollar bettered George Washington's dollar-throwing record recently by throwing Two silver dollars across the Mississippi. The crowd of Dollar fans, who lined the banks of the great river doubt if Johny's feat will ever

(Continued on page 27)

# Chicago Radio: Kings Remain Assumptive; Heirs Presumptive

By NICK BIRO

CHICAGO — Some not-too-subtle changes are injecting new excitement into an already bubbling radio picture here.

For one thing, three of the city's major stations have embarked on a change of format—all within the past two weeks.

For another, the latest eight-county metropolitan Pulse figures show the kings retaining their thrones but some drastic shuffling among the heirs presumptive.

First things first. Program changes—from minor to radical—are already occurring at WYNR, the McLendon outlet; WMAQ, the NBC outlet, and WJJD, the Plough chain station.

At WYNR, the change is to an all-r.&b. format, interesting in that McLendon started with an r.&b. sound when he took the station over little more than a year ago, but gradually switched to pop. Of late, there was little to differentiate WYNR's sound from that of the "top 40" powerhouse WLS. There were those who said that in the process, WYNR was losing its Negro audience, an audience that McLendon originally said he was out to capture.

Perhaps the greatest evidence of this was in the remarkable climb in ratings by WVON, the Chess Brothers' new outlet, started some months after WYNR, under the aegis of radio wizard Fran Ward (now with the Sonderling chain—WWRL—in New York).

WVON literally gulped up the city's Negro audience and the latest Pulse ratings show the station is no lower than sixth place and often as high as second.

The WYNR return to r.&b. is seen as an effort to fight WVON for the Negro listener, and the battle could be an interesting one.

At WMAQ, the changes are more subtle, and as yet, undefined. Chief architect is Mike Joseph, newly appointed vice-president, NBC owned radio stations.

Joseph has said nothing for the record but the feeling is that he will take WMAQ's virtually semi-classic sound and liven it up considerably.

The city's promotion men—who seem to have an uncanny nose for this sort of thing—feel the station might go as far as to inaugurate a "pop standard" sound. That is, no rock, but good singles and pop LP's, similar to the WNEW sound in New York. For staid and conservative WMAQ, this would amount to a major revolution.

At WJJD, the appointment of a new program director in Stan Scott (formerly with WING, Dayton and WLW and WSAI, Cincinnati), is expected to bring the station more life and a more local sound. WJJD has been very much under the Plough programming influence out of Memphis. The sound has been pop, but not strong local pop.

Scott hasn't said he would ignore Memphis, but he has said he intends to inject a lot of Chicago into his play list. The feeling here is that he'll also inject a little more life.

Scott's own words are that he's shooting for the "young adults," and that he'll program a mixture of albums and singles. To this reporter he specifically mentioned such artists as Jim Reeves, Johnny Mathis, Andy Williams, Della Reese, Frank Sinatra and Nelson Riddle.

It hardly appears that WJJD is going after the WLS "contemporary" sound, but rather for the "pop contemporary" and "pop standard" market currently dominated by WIND and challenged by WBBM (CBS).

This could produce some interesting battles. In the r.&b. market, there'll be a head-on clash between McLendon's WYNR (the challenger) and the Chess Brothers' WVON (currently the champ).

For contemporary music, WLS seems to have it alone. But for the "pop contemporary" and "pop standard oriented" audiences, it could be a very interesting three-way battle between WIND, WBBM and WJJD.

WIND has that market almost exclusively, but WBBM has of late been introducing a more youthful influence into its program, and now WJJD has served notice it intends to follow suit.

How about the actual ratings, which perhaps are behind the whole thing (Pulse, eight-county metropolitan area, November-December 1963).

In the morning, there's been virtually no change in the first four places from a year ago. WIND, with its wheel-horse Howard Miller, is way out in front, followed by WGN, WLS and WMAQ.

However, a year ago (1962), fifth place was occupied by WYNR and WBBM in a tie. This year, the tie is between WBBM and WVON. Thus we see WVON encroaching strongly on the WYNR threshold.

In the afternoon, 1962 saw WIND again out in front, but followed closely by WLS, WGN, WYNR and WMAQ. In 1963, WIND retains its lead, WGN and WLS are tied for a very close second, WMAQ remains in fifth, but fourth place has been taken over by WVON. Thus, in the afternoon ratings as in the morning ones, WVON has taken over a spot held the year before by its arch-competitor WYNR.

In the evening, the figures are even more startling. During 1962, WLS was way out in front with almost twice as many

points as its runner-up WGN. Then came WIND and WYNR in a tie for third, followed by WMAQ.

This year, WLS retains its lead for first, but the margin has been cut materially. In second place—almost unbelievably—is the darkhorse r.&b. outlet WVON. Then in order come WMAQ, WIND and WGN.

From the record industry point of view, the prime record-selling hours (on radio) are in the evening. Thus, during the hours that records are mostly sold in Chicago, the ranking stations are a contemporary outlet (WLS), an r.&b. outlet (WVON), a semi-classical station (WMAQ), a pop contemporary-standard outlet (WIND) and a standard formatted station (WGN).

Another interesting point, while the first-place slot is held by WLS broadcasting at 50,000 watts, smack in the center of the dial (890), the second-place slot goes to a station broadcasting at 1,000 watts way up at the top of the dial (1450).

Another interesting point, the eight-county Pulse ratings are a general audience rating—not a specialized market rating. Thus WVON is in second place in a sample that takes in the entire eight-county audience.

This either means that WVON has so completely saturated the Negro market that it has enough points to place second in a general average, or that its listenership has spilled over into the pop market.

Just what the answer is, no one is quite sure at this point. According to WVON general manager Lloyd Webb, it could be a combination of both. Webb notes that WVON has never once strayed from its original r.&b. sound. It is geared strictly to the Negro. The music is blues, spiritual, gospel and the like. There are numerous tie-ins with Negro civic and church groups.

It is particularly significant then that this sound should rocket the station into second place in a general radio poll of the Chicago eight-county metropolitan area.

## Prohibition Repealed On Gotham's WQXR

NEW YORK — Broadcasters, the NAB and the Distilled Spirits Institute are combating a hangover this week as the result of the surprise announcement on March 19 by WQXR here that it will accept liquor advertising after 10:30 at night.

Immediate protests were registered by the Distilled Spirits Institute and the NAB. The station is not a member of either organization. The DSI cautioned the "Tiffany of radio" (WQXR is a 50,000-watt classical-conservative formatted station) not to set an example that might have nationwide repercussions.

Howard Bell, NAB Code Authority Director, said that the station was instituting an "unwise policy" that could give new ammunition to dry forces.

WQXR's decision to accept liquor advertising was based on the reasoning that the station's adult-sophisticated audience was not unaware that liquor is sold

in this area. The after 10:30 p.m. rule is designed to avoid the liquor spots falling on the ears of impressionable youths. The station will permit only sponsorship of programs of a half hour or more duration. No spot announcements will be sold.

Elliot M. Sanger, executive vice-president of WQXR, said that all copy would be carefully checked to avoid any encouragement of drinking. He suggested that a dealer could advertise brands and their particular ages.

The major deterrent to liquor advertising on radio and TV has been the fear among broadcasters of the "dry pressure groups." These groups have a long record of appealing to congressmen for stricter control on all types of alcoholic beverages. If sufficient indignation is aroused, many broadcasters and NAB officials fear that it would result in an unfavorable climate vis-a-vis the government and broadcasting.

## ALAN FREED IS INDICATED

NEW YORK — Alan Freed, New York and Los Angeles deejay, was indicted last week by a Federal Grand Jury on charges of evading \$37,920 in income taxes for 1957 through 1959.

The charges stemmed primarily from Freed's failure to declare payola income received from record companies, etc., according to Robert J. McGuire, assistant United States Attorney.

Freed was hit for his payola activities in 1962 under New York State's commercial bribery law. He received a six-month suspended sentence and a \$300 fine after pleading guilty.

The former WINS deejay—frequently tagged the "father of rock-n-roll," is now living in Palm Springs, Calif. He had been associated with Los Angeles r.&b. formatted KDAY for a period after leaving New York City.

## Gotham Fm'er Promotes Stereo

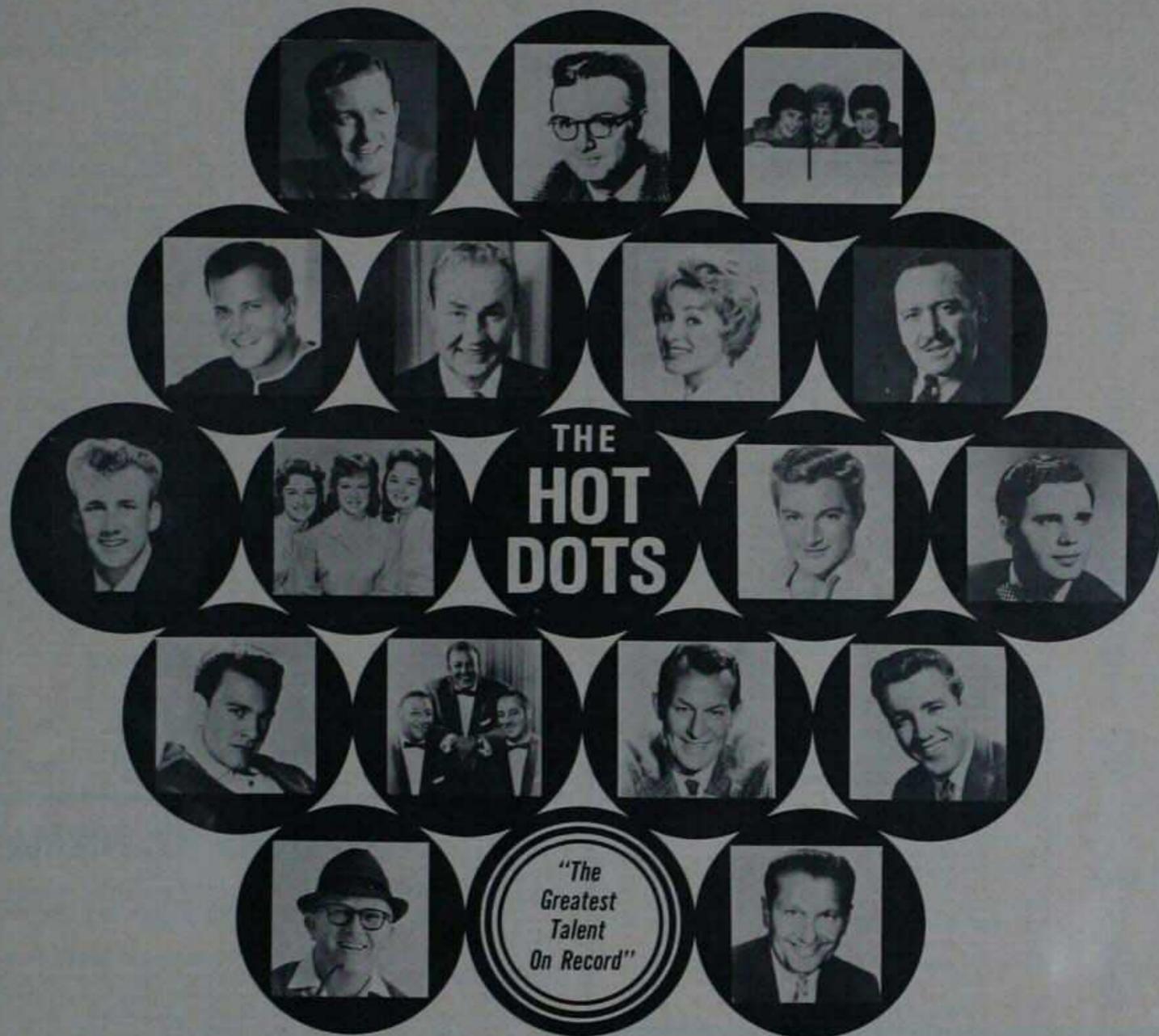
NEW YORK — There's some unusual and interesting programming fare emanating from WRFM here with the premiere Monday (24) of a one-hour (9 to 10 p.m., Monday through Friday) FM program entitled "Stereo Session."

Hosted by Bob Silverman, the show features guests from the musical world, as well as writers in the field. WRFM is using its stereo facilities to demonstrate the quality and versatility of components to its listeners, and manufacturers, designers and dealers will be invited to appear on the show.

"Stereo Session" invites the active participation of the listener by offering music to be recorded directly from the program on tape recorders. The equipment used to play and record the music on the program

(Continued on page 15)

*Dot* RECORDS proudly presents



**THE HOT ALBUMS**

- |      |  |       |  |
|------|--|-------|--|
| 3572 | Early Hits of 1964 <b>Lawrence Welk</b>                                | 3516  | Pipeline <b>The Chantays</b>                 |
| 3571 | My True Love <b>Wink Martindale</b>                                    | 3510  | 1963's Early Hits <b>Lawrence Welk</b>       |
| 3570 | Words of Inspiration by Aladdin  | 3504  | Days of Wine & Roses <b>Pat Boone</b>        |
| 3566 | Authentic Drag Strip Sounds  | 3499  | Waltz Time <b>Lawrence Welk</b>              |
| 3565 | Gems By The Mills Brothers   | 3497  | 1962's Greatest Hits <b>Billy Vaughn</b>     |
| 3564 | Hit Songs — Hit Sounds <b>George Cates</b>                             | 3481  | The Lennon Sisters' Favorites                |
| 3563 | My Most Requested <b>Liberace</b>                                      | 3453  | No One Will Ever Know <b>Jimmie Rodgers</b>  |
| 3562 | Eddie Peabody Plays More Smo-o-o-thies                                 | 3450  | Greatest Organ Hits <b>Jerry Burke</b>       |
| 3560 | Great Ragtime Hits <b>Steve Allen</b>                                  | 3431  | Vaughn Monroe — His Greatest Hits            |
| 3559 | Blue Velvet & 1963's Great Hits <b>Billy Vaughn</b>                    | 3412  | Moon River <b>Lawrence Welk</b>              |
| 3558 | Greatest Boogie Woogie Hits <b>Billy Vaughn</b>                        | 3406  | The Andrews Sisters' Greatest Hits           |
| 3557 | Dominique & Other Great Folk Songs <b>Lennon Sisters &amp; Cousins</b> | 3359  | Calcutta <b>Lawrence Welk</b>                |
| 3556 | Town & Country <b>Jimmie Rodgers</b>                                   | 3249  | Ragtime Piano Gal <b>Jo Ann Castle</b>       |
| 3555 | Wonderful Summer <b>Robin Ward</b>                                     | 3165  | Blue Hawaii <b>Billy Vaughn</b>              |
| 3552 | Wonderful! Wonderful! <b>Lawrence Welk</b>                             | 3157  | The Mills Brothers' Great Hits               |
| 3551 | The Fantastic Sounds of Eddie Baxter At The Lowery Organ               | 3131  | Dixieland Blues <b>Johnny Maddox</b>         |
| 3548 | Great Gospels — Great Hymns <b>Vaughn Monroe</b>                       | 3119  | The Million Sellers <b>Billy Vaughn</b>      |
| 3546 | The Touch of Your Lips <b>Pat Boone</b>                                | 3118  | Star Dust <b>Pat Boone</b>                   |
| 3545 | Sugar Shack <b>Jimmy Gilmer</b>  | 3100  | Sail Along Silvery Moon <b>Billy Vaughn</b>  |
| 3544 | A Tribute to The All-Time Greats <b>Lawrence Welk</b>                  | 3071  | Pat's Great Hits <b>Pat Boone</b>            |
| 3541 | Golden Organ Hits <b>Jerry Burke</b>                                   | 3068  | Hymns We Love <b>Pat Boone</b>               |
| 3536 | Myron Floren Polkas  | 3057  | Lure Of The Islands <b>Hal Aloma</b>         |
| 3535 | Wipe Out <b>The Surfaris</b>   | 3054D | The Ten Commandments Sound Track             |
| 3527 | Polkas: Greatest Hits — Vol. III <b>6 Fat Dutchmen</b>                 | 3016  | The Golden Instrumentals <b>Billy Vaughn</b> |

**THE HOT SINGLES**

- |                     |  |  |  |
|---------------------|--|--|--|
| <b>BEST SELLERS</b> | 16603  | Hello Dolly/Clair de Lune <b>Lawrence Welk</b> |  |
| 16598               | Rosemarie/I Understand (Just How You Feel) <b>Pat Boone</b>                        | <b>NEW RELEASES</b>                            |  |
| 16581               | Ghost Guitar/The Peanut Vendor <b>George Cates</b>                                 | 16592  | Beatles, You Bug Me!/Bloomin' Bird <b>The Bug Men</b>                          |
| 16551               | Convicted/Sweet Pea <b>The Dartells</b>  | 16591  | Daytona Drag/Gently, Gently <b>The Fireballs</b>                               |
| 16583               | Ain't Gonna Tell Anybody/Young Am I <b>Jimmy Gilmer</b>                            | 16588  | Good Feelin'/Walkin' Aroun' Worryin' <b>Billy Holden</b>                       |
| 16594               | Alley Cat/Theme From Outer Space <b>Liberace</b>                                   | 16584  | This I Feel/Daddy, Daddy <b>The Lavenders</b>                                  |
| 16597               | Why Don't They Understand/Big Buildin' <b>Wink Martindale</b>                      | 16586  | There He Is/Havin' Fun <b>Miss Johni Naylor</b>                                |
| 16579               | It Hurts Me More Than It Hurts You/Don't Blame Me <b>The Mills Brothers</b>        | 16593  | On The Run/Far Horizons <b>The Rondels</b>                                     |
| 16595               | The World I Used To Know/I Forgot More Than You'll Ever Know <b>Jimmie Rodgers</b> | 16589  | My Idea Of Heaven/What's She Got (That I Ain't Got) <b>The Sillaways</b>       |
| 16590               | Crying For Laura/I've Got A Girlfriend <b>Dale Ward</b>                            | 16585  | Hey, Sugar/Isabella <b>Roy Tann</b>  |
| 16578               | Winter's Here/Bobby <b>Robin Ward</b>  | 16587  | The Reading Teacher/The Lifeguard <b>Dick Whittinghill &amp; Dick Arbogast</b> |
| 16582               | Stockholm/The Girl From Barbados <b>Lawrence Welk</b>                              |  |  |

Order Now From Your Nearest *Dot* Distributor

# RADIO RESPONSE RATING

## WASHINGTON

TOP STATIONS		
Rank	Call Letters	% of Total Points
★ For POPULAR Singles		
1.	WWDC	39%
2.	WPGC	37%
3.	WEAM (Arlington, Va.)	19%
4.	Others	5%
(WEEI, Fairfax, Va.; WOOD)		
★ For POPULAR LP's		
1.	WTOP	30%
2.	WRC	28%
3.	WWDC	15%
4.	WMAL	12%
5.	WOL	11%
6.	Others	4%
(WAVA, WQMR, WPGC, WOOD)		
★ For R.&B.		
1.	WOOD (all 1st place votes)	40%
2.	WUST	31%
3.	Others	9%
(WPGC, WANN, Annapolis, Md.)		
★ For JAZZ		
1.	WMAL	49%
2.	WOOD	35%
3.	Others	16%
(WOL, WTOP, WRC, WWDC)		
★ For COUNTRY MUSIC		
1.	WQON (Wheaton, Md.) (all 1st place votes)	82%
2.	WINK (Rockville, Md.)	14%
3.	WAVA	4%
★ For SINGLES (Middle of the Road)		
1.	WWDC	30%
2.	WINK (Rockville, Md.)	20%
3.	WTOP	12%
4.	WMAL	11%
5.	WRC	11%
6.	WAVA (Arlington, Va.)	9%
7.	WOL	6%
8.	Others	1%
(WAVA, "Best of Pop")		
★ For FOLK		
1.	WWDC, Earl Robbins	30%
2.	WAVA	28%
3.	WAVA, Herb Davis	22%
4.	WWDC	20%
★ For COMEDY		
1.	WWDC	30%
2.	WTOP	25%
3.	WRC	19%
4.	WMAL	9%
5.	WAVA	7%
6.	Others	10%
(WAVA, Herb Davis; WPGC, Harry Moore; WOL)		
★ For CLASSICAL		
1.	WGMS AM-FM	68%
2.	WASH-FM	10%
3.	WMAL-FM	10%
4.	WQMR	6%
5.	Others	6%
(WTOP-FM, WRC)		

TOP DISK JOCKEYS				
Rank	Disk Jockey	Call Letters	% of Total Points	% of 1st Place Votes
★ For POPULAR Singles				
1.	Fred Fiske	WWDC	47%	64%
2.	Dean Griffith	WPGC	33%	32%
3.	Carroll James	WWDC	9%	4%
4.	Others		9%	
(Ron Gold-WEAM; Tiger Bob Bailly-WPGC; Mark Holliday-WEAM; Art Brown-WWDC; Jack Alex-WEEI; Doug Vanderbilt-WEAM)				
★ For POPULAR LP's				
1.	Eddie Gallaher	WTOP	30%	50%
2.	Al Ross	WRC	26%	21%
3.	Fred Fiske	WWDC	10%	7%
4.	Art Brown	WWDC	8%	14%
5.	Bob Kelly	WRC	7%	
6.	Milton G. Ford	WOL	5%	
7.	Others		14%	
(Jamie Bragg-WTOP; Stan Karas-WRC; John Wilcox-WMAL; Felix Grant-WMAL; Jim Gibbons-WOL; Herb Davis-WAVA)				
★ For R.&B.				
1.	Bob King	WOOD	46%	100%
2.	Cliff Holland	WOOD	22%	
3.	Bill Johnson	WUST	17%	
4.	Sammy Jay	WOOD	8%	
5.	Fred Garrett	WUST	6%	
6.	Others		1%	
(Al Clark-WOOD; Dean Griffith-WPGC)				
★ For JAZZ				
1.	Felix Grant	WMAL	48%	57%
2.	Al Clark	WOOD	27%	34%
3.	Others		15%	
(Milton G. Ford-WOL; Lee Shepherd-WTOP; Jamie Bragg-WTOP; Stan Karas-WRC; Bob Raiford-WTOP)				
★ For COUNTRY MUSIC				
1.	Don Dillard	WQON	66%	
2.	Tom Reader	WQON	28%	
3.	Others		6%	
(Herb Davis-WAVA; Bill Palmer-WINK)				

## SEATTLE

TOP STATIONS		
Rank	Call Letters	% of Total Points
★ For POPULAR Singles		
1.	KJR	100%
(Received all votes—no other station was mentioned by more than one respondent; eight other stations mentioned but by only one respondent each and are therefore ineligible for ranking)		
★ For POPULAR LP's		
1.	KVI	40%
2.	KING	31%
3.	KIRO	17%
4.	KJR	6%
5.	KIXI	6%
★ For COUNTRY MUSIC		
1.	KAYO	100%
(Received all votes) (No other station mentioned)		
★ For JAZZ		
1.	KOMO	30%
2.	KIRO	19%
3.	KING	16%
4.	KBYU	11%
5.	KOL	8%
6.	KTNT (Tacoma)	8%
★ For SINGLES (Middle of the Road)		
1.	KVI	38%
2.	KING	25%
3.	KIXI	18%
4.	KIRO	12%
5.	Others	7%
(KOL, KOMO)		
★ For FOLK		
1.	KING	55%
2.	KAYO	35%
3.	KVI	10%
★ For COMEDY		
1.	KVI	50%
2.	KING	28%
3.	Others	24%
(KOL, KJR, KIRO)		
★ For CLASSICAL		
1.	KXA-AM	56%
2.	KING-FM	29%
3.	KIXI	15%

TOP DISK JOCKEYS				
Rank	Disk Jockey	Call Letters	% of Total Points	% of 1st Place Votes
★ For POPULAR Singles				
1.	Fat O'Day	KJR	61%	100%
2.	Dick Curtis	KJR	13%	
3.	Lan Roberts	KJR	12%	
4.	Lee Perkins	KJR	7%	
5.	Others		7%	
(Frosty Fowler-KING; Dave Clark-KVI; Larry Lujack-KJR; Perry Allen-KVI)				
★ For POPULAR LP's				
1.	Perry Allen	KVI	26%	
2.	Ray Court	KING	26%	
3.	Dave Clark	KVI	12%	
4.	Frosty Fowler	KING	10%	
5.	Others		26%	
(Bob Hardwick-KVI; Gary Clume-KIRO; Jim French-KIRO; Pat O'Day-KJR; Johnny Carver-KVI)				
★ For COUNTRY MUSIC				
1.	Chris Lane	KAYO	50%	
2.	Bobby Wooten	KAYO	28%	
3.	Buck Ritchey	KAYO	22%	
★ For JAZZ				
1.	Bob Gill	KOMO	43%	
2.	Glenn Brooks	KTNT	23%	
3.	Gary Clume	KIRO	18%	
4.	Jim Gavin	KBYU	11%	
5.	Ray Court	KING	5%	

## STATIONS BY FORMAT

**WASHINGTON:** Tenth largest market. Fifteen AM and 13 FM. Survey includes Arlington, Va.; Fairfax, Va.; Bethesda, Silver Spring and Wheaton, Md.

**WWDC:** 5,000 watts. Independent. Music format: Pop Contemporary. Station programs new singles and LP releases, current hits and new versions of standards from LP's. Highly identifiable air personalities. Station presents strong on and off-the-air promotion. Editorial leader. UPI national News service. "Steve Allison Program" aired 9:35 to midnight featuring in person guests, talks, comment and controversy, syndicated "Dick Clark Show" with Earl Robbins. President, Ben Strouse. Vice-President-Programming, Irv Lichtenstein.

**WPGC:** Bradbury Heights, 10,000 watts day. Independent. Music format: Contemporary. Station programs new singles and current hits. Highly identifiable air personalities. General Manager, Robert Howard. Program Director, Dean Griffith (also does air show 2 to 6 p.m. daily).

**WEAM:** Arlington, Va. 5,000 watts. Independent. Music format: Contemporary. Station programs new singles and current hits. Emphasis on r.&b. Vice-President and General Manager, Harry Averil.

**WTOP:** 50,000 watts. Owned by Washington Post. CBS affiliate. Music format: Standard-Pop. Programs mainly from current and stock LP's of a non-rock nature. Current non-rock singles are also given exposure. Highly identifiable air personalities. Station features blocks of "information-talk" programming throughout day. Broadcasts Senators baseball and U. of Maryland and Colts football. Vice-President for radio, Lloyd Dennis. Program Director, William Hedgpeth.

**WRC:** 5,000 watts. NBC owned. Music format: Standard. Music emphasis is on LP's, both new and stock. Light sprinkling of new singles of non-frenetic nature. Station enjoys excellent news and public affairs image. Al Ross is ranked as city's "most popular" air personality. Station Manager, Harry A. Karr Jr. Vice-President, NBC owned radio stations, Michael Joseph.

**WMAL:** 5,000 watts. Owned by Evening Star. ABC affiliate. Music format: Standard-Pop. Station plays wide variety of music of a non-rock nature culled primarily from current LP's. Some new singles are played. Highly identifiable air personalities. Network news aired five minutes before hour and localcasts every 30 minutes. Strong public and community affairs image. General manager, Fred S. Houwink. Program Director, Harold Green.

**WOL:** 1,000 watts day; 250 watts night. Independent. Mutual affiliate. Music format: Standard. Programming mainly from stock and current LP's. Few single records used. Manager, M. A. Campbell Jr.

**WQMR:** 1,000 watts day. A Connie B. Gay station. Simulcast AM-FM. Music format: Standard-Show. Station features heavy schedule of music from shows, original cast LP's and instrumental show tunes. Other music strictly from new and stock LP's. Music programmed in 15 minute clusters with commercials on quarter hour. Sundays at 1 p.m. Ed Winton narrates the story of a Broadway hit show. President and General Manager, Ed Winton. Music Director, Bob Welch.

**WAVA:** 1,000 watts day. Independent. Music format: Pop

(Continued on page 15)

## BALTIMORE

TOP STATIONS		
Rank	Call Letters	% of Total Points
★ For POPULAR Singles		
1.	WCAO	40%
2.	WITH	26%
3.	WSID	4%
★ For POPULAR LP's		
1.	WFBR	44%
2.	WCBM	22%
3.	WBAL	22%
4.	Others	11%
(WATE, WCAO, WITH)		
★ For R.&B.		
1.	WSID	45%
2.	WEBB	31%
3.	WWIN	24%
★ For JAZZ		
1.	WFBR	60%
2.	WBAL	17%
3.	WCBM	10%
4.	WWIN	8%
5.	WSID	5%
★ For COUNTRY MUSIC		
1.	WBMD (No other station mentioned)	100%
★ For SINGLES (Middle of the Road)		
1.	WCBM	49%
2.	WFBR	35%
3.	WBAL	12%
4.	Others	4%
(WATE, WAGE)		
★ For FOLK		
1.	WFBR	32%
2.	WITH	21%
3.	WCBM	21%
4.	WBAL	18%
5.	WCAO	8%
★ For COMEDY		
1.	WFBR	71%
2.	WCBM	16%
3.	Others	13%
(WBAL, WAGE)		
★ For CLASSICAL		
1.	WBAL-FM (Bob Benson)	28%
2.	WATE-FM	28%
3.	WCBM-FM	19%
4.	Others	25%
(WFBR-FM, WAGE-FM)		

TOP DISK JOCKEYS				
Rank	Disk Jockey	Call Letters	% of Total Points	% of 1st Place Votes
★ For POPULAR Singles				
1.	Johnny Dark	WCAO	28%	37.5%
2.	Larry Monroe	WCAO	28%	31.25%
3.	Buddy Dean	WITH	27%	31.25%
4.	Bob Foster	WITH	9%	
5.	Others		8%	
(Paul "Fat Daddy" Johnson-WSID; Les Alexander-WCAO)				
★ For POPULAR LP's				
1.	Joe Knight	WFBR	39%	
2.	Lee Case	WCBM	14%	
3.	Mike James	WFBR	10%	
4.	Others		37%	
(Howie Williams-WBAL; Jay Grayson-WBAL; Perry Andrews-WBAL; Tom O'Connor-WBAL; Dick Covington-WCBM; Tom Cole-WCBM)				
★ For R.&B.				
1.	Paul (Fat Daddy) Johnson	WSID	29%	
2.	Rockin' Robin (Fred Robinson)	WEBB	16%	
3.	Larry Dean	WWIN	15%	
4.	Kelson Fisher	WWIN	14%	
5.	Others		16%	
(Al Jefferson-WWIN; Maurice "Hot Rod" Hulbert-WITH; Wiley Daniels-WEBB; Phil Mullen-WSID; Eddie Morrison-WEBB)				
★ For JAZZ				
1.	Mike James	WFBR	57%	
2.	Harley Brimfield	WBAL	10%	
3.	Chuck Richards	WCBM	10%	
4.	Mister "Vee" (Vernon Blackwell)	WWIN	9%	
5.	Others		14%	
(Kelson Fisher-WWIN; Russ Johnson-WSID)				
★ For COUNTRY MUSIC				
1.	Clark West	WBMD	67%	
2.	Joe Powers	WBMD	18%	
3.	Tommy Paige	WBMD	12%	
4.	Ray Davis	WBMD	2%	

# 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	2 Wks. Ago	From this week's Hot 100	Weeks on Hot 100
Week	Age	TITLE, ARTIST, LABEL	
1	4	HELLO, DOLLY, Louis Armstrong, Kapp 573	7
2	5	MY HEART BELONGS TO ONLY YOU, Bobby Vinton, Epic 9662	5
3	1	MAYY BLUE, Diane Renay, 20th Century-Fox 456	10
4	2	JAVA, Al Hirt, RCA Victor 8280	13
5	3	I LOVE YOU MORE AND MORE EVERY DAY, Al Martino, Capitol 5108	9
6	—	DON'T LET THE RAIN COME DOWN (Crooked Little Man), Serendipity Singers, Philips 40175	5
7	6	SEE THE FUNNY LITTLE CLOWN, Bobby Goldsboro, United Artists 672	12
8	7	BLUE WINTER, Connie Francis, MGM 13214	7
9	12	THINK, Brenda Lee, Decca 31599	4
10	8	THE SHELTER OF YOUR ARMS, Sammy Davis Jr., Reprise 20216	16
11	10	UNDERSTAND YOUR MAN, Johnny Cash, Columbia 42964	7
12	14	MY HEART CRIES FOR YOU, Ray Charles, ABC-Paramount 10530	5
13	16	TELL IT ON THE MOUNTAIN, Peter, Paul & Mary, Warner Bros. 5418	4
14	19	WHITE ON WHITE, Danny Williams, United Artists 685	4
15	11	I WISH YOU LOVE, Gloria Lynne, Everest 2036	12
16	17	HE'LL HAVE TO GO, Solomon Burke, Atlantic 2218	8
17	—	FOREVER, Peter Drake, Smash 1867	4
18	18	YOUNG AND IN LOVE, Chris Crosby, MGM 13191	7
19	20	LOVE WITH THE PROPER STRANGER, Jack Jones, Kapp 571	7
20	15	MY TRUE CARRIE LOVE, Nat King Cole, Capitol 5125	6

## 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 March 30, 1959

1. Venus, F. Avalon, Chancellor
2. Come Softly to Me, Fleetwoods, Dolton
3. Charlie Brown, Coasters, Alco
4. It's Just a Matter of Time, B. Benton, Mercury
5. Tragedy, T. Wayne, Fernwood
6. Alvin's Harmonica, D. Seville & the Chipmunks, Liberty
7. Never Be Anyone Else But You, R. Nelson, Imperial
8. Pink Shoelaces, D. Stevens, Crystaletta
9. I've Had It, Bell Notes, Time
10. It's Late, R. Nelson, Imperial

### POP—10 Years Ago March 27, 1954

1. Make Love to Me, J. Stafford, Columbia
2. Secret Love, D. Day, Columbia
3. I Get So Lonely, Four Knights, Capitol
4. Wanted, P. Como, RCA Victor
5. Young at Heart, F. Sinatra, Capitol
6. Cross Over the Bridge, P. Page, Mercury
7. Oh, My Papa, E. Fisher, RCA Victor
8. Answer Me My Love, Nat King Cole, Capitol
9. That's Amore, D. Marlin, Capitol
10. From the Vine Came the Grape, Gaylords, Mercury

### RHYTHM & BLUES—5 Years Ago—March 30, 1959

1. It's Just a Matter of Time, B. Benton, Mercury
2. Charlie Brown, Coasters, Alco
3. I Cried a Tear, L. Baker, Atlantic
4. Teardrops on Your Letter, H. Ballard & the Midnighters, King
5. The Right Time, R. Charles, Atlantic

1. Lonely Teardrops, J. Wilson, Brunswick
2. Where Were You (On Our Wedding Day), L. Price, ABC-Paramount
3. Try Me, J. Brown, Federal
4. Stagger Lee, L. Price, ABC-Paramount
5. Everybody Likes to Cha Cha, S. Cooke, Keen

## STATIONS BY FORMAT

Continued from page 14

**Standard.** Station offers wide range of musical fare—c.&w., new singles and LP's, folk and comedy. High personality identification. Vice-President-Programming, Herbert Davis. Program Director, Frank Pipes.

**BALTIMORE:** Thirteenth largest market. Twelve AM; seven FM.

**WCAO:** 5,000 watts. Plough owned. **Music format: Contemporary.** New singles and established hits featured. Highly identifiable air personalities. Imaginative audience promotions. Aggressive news operation. Vice-President and General Manager, Byron Millenson. Program Director, Larry Monroe (also does air show 3-6 p.m. daily). Music librarian, Mrs. Francis Jordan.

**WITH:** 1,000 watts day; 250 watts night. Independent. **Music format: Contemporary.** New singles, established hits. Highly identifiable air personalities. Executive Vice-President and General Manager, R. C. Embry. Program Director, Gene Creasy.

**WSID:** 1,000 watts day. Independent. **Music format: Contemporary.** Programming is primarily Negro-oriented but has significant influence on non-Negro listeners musically. High identifiable air personalities. General Manager, Helen Wherley. Operations Manager, William L. Riley.

**WFBR:** 5,000 watts. Independent. **Music format: Standard-Pop.** Emphasis is on music of a standard nature from current and stock LP's with a few non-rock singles. Highly identifiable air personalities. Heavy community involvement. Vice-President and General Manager, Robert Jones Jr. Program Director, Ralph Phillips.

**WCBM:** 10,000 watts. Owned by Metropolitan Broadcasting Company (Metromedia). CBS affiliate. **Music format: Pop-Standard.** Programming features latest singles and current hits of a non-rock nature. Current LP's given heavy exposure. Influential and extensive news operation with more than 30 hours of news aired weekly. CBS news supplemented by Metromedia news service. Vice-President, for Operations, Charles A. Roeder.

**WBAL:** 50,000 watts. Hearst owned. NBC affiliate. **Music format: Standard.** Programming is mainly from stock and new LP's with very light scheduling of new singles. Influential community affairs and news departments. "Prestige image." Heavy sports schedule: Baltimore Colts football, Orioles baseball, Navy football. Vice-

## PROGRAMMING NEWSLETTER

# Personnel Problems Plague G.M.'s

By BILL GAVIN  
Contributing Editor

If you were to ask a successful radio station manager what phase of his job he considers most important, chances are that he would answer, "personnel selection." And, if you pinned him down as to which of his departments presented the biggest personnel problems, it is even more likely that his reply would be, "the program department."



The program director usually recommends any new disk jockey he'd like to hire, but it is usually up to the manager to make sure that the new man has not only the required qualifications but that he is also free from the faults that would make his presence a doubtful blessing. Once in a while a genuinely talented deejay comes along who does a station more harm than good. To avoid such a possibility, the wise manager gets answers to several key questions, such as (1) Is he a restless sort? (2) Has he ever been known to use "blue" material on the air? (3) Does he take more interest in the record business than in radio? (4) Has he ever failed to show up for his show without notifying the station in advance? If the answer to any of these questions is "yes," the applicant will have considerable explaining to do.

Some disk jockeys—a comparative few—drift from one job to another. There is always a good reason for having departed previous berths, and there is usually a warm enthusiasm for the new station and the new town that convinces the manager that the "gypsy" is now ready to settle down. But before long little disagreements appear, and they multiply until the restless one moves on by mutual agreement. Various explanations can be offered for this phenomenon of radio, but let's just say that certain deejays have the ability to bring out the very most obnoxious traits in their fesses.

With reference to airing "blue" material—suggestive and double meaning jokes—radio has no room for the deejay who is guilty of such prac-

tices. In my "Newsletter" of Feb. 29, I stated that the FCC had never revoked a license because of an objectionable program or portion thereof. If a dj's remarks are considered a part of the program, my statement was inaccurate. Off color remarks on the air have been responsible for the loss of several licenses. It avails management nothing to plead that the remarks were unauthorized and irresponsible, or that the owner didn't know what was going on. The FCC holds the owner fully responsible, and rightly so. That's why the wise manager wants to be sure that his dj applicants have a clear record, free from objectionable ad libbing.

Some dj's have been known to impair their value to employers because of primary concern about their value to the record business. Such men suffer the delusion that their chief function is that of hit-maker. The station manager might not consider this function synonymous—or even harmonious—with that of rating-builder. In defense of all dj's, it is almost impossible to work in this field without developing genuine personal friendships with many record people. No honest manager would question the propriety of such friendships; but he must be reasonably certain that his new disk jockey doesn't let the importance of selling records exceed that of selling sponsors' products and services.

The importance of knowing that the dj will not be late for his shows may seem too obvious to deserve mention. The fact is, however, that among stations in smaller towns the quality of dependable punctuality among disk jockeys is not by any means as automatic as is the case with big city stations. There are stories of some promising young men whose careless disregard for the requirements of broadcast schedules has been an impassable barrier to their advancement. If the applicant for the new job has a case history of being late for his shows, the manager had better know about it.

If there is any message here for young aspirants to the dj trade, it is this: your former bosses don't write those letters of recommendation for you. You write them yourself by your day to day record on the job.

President and Station Manager, Thomas S. Carr. Program Manager, Thomas O'Connor.

**WAQE:** 5,000 watts. Independent. **Music format: Conservative.** Emphasis is on LP music of a conservative nature. General Manager, Glenn M. Brillhart.

**WAYE:** 1,000 watts day. Independent. **Music format: Conservative.** All LP programming. Program Director, Joe Tyrrell.

**WEBB:** 5,000 watts day. Independent. **Music format: Pop-Contemporary.** Negro-oriented programming featuring r.&b. and pop hits. Highly identifiable air personalities. Special community affairs programming. Influential with audience. Strong community image. Executive Vice-President and General Manager, Samuel E. Feldman. Program Director, Wiley Daniels.

**WWIN:** 1,000 watts. Independent. **Music format: Contemporary.** Negro-oriented programming featuring r.&b. music. General Manager, H. Shelton Earp.

**SEATTLE:** Fifteenth largest market (with Tacoma). Fourteen AM; nine FM.

**KAYO:** 5,000 watts day; 1,000 watts night. Independent. **Music format: Country-Western.** Station is one of the most highly regarded country-music stations in the country. Highly identifiable air personalities, strong on and off-air promotion. Manager Felix Adams. Program Director, Chris Lane (also does air show 10 a.m.-2 p.m.).

**KING:** 50,000 watts. Independent. **Music format: Standard-Pop.** Station plays current singles, LP's of a non-rock nature. Some non-rock hits. Highly identifiable air personalities. Powerfully influential news and public affairs operation. "Prestige community image." Special programs include "Total Report," with Howard Hall, 5 to 6:30 p.m. and "Niteline," with Bob Condie, 6:30-9 p.m. General Manager, Bill Clark. Program Manager, Dan Shannon.

**KIRO:** 50,000 watts. Independent. CBS affiliate. **Music format: Standard-Pop.** Music featured is primarily from stock and current LP's. Station airs many special programs—includes "Party Line" from 11 p.m. to 2 a.m. and "Roundtable" from 1 to 5 p.m. Vice-President and General Manager, W. F. Tucker. Program Director, Ron McDonald.

**KIXI:** 1,000 watts day. Independent. **Music format: Standard-Pop-Conservative.** Music culled mainly from LP's of a conservative nature. Light singles programming.

**KJR:** 5,000 watts. Independent. **Music format: Contemporary.** Featuring current hits, new singles releases and contemporary LP's. Highly identifiable air personalities. Heavy on and off-air promotion. Station Manager, Gaylen S. Blackford.

**KOL:** 5,000 watts. Independent. **Music format: Standard-Pop.** President, Mark Goodson. Station Manager, Gil Jacobsen. Program Director, John Forrest.

**KOMO:** 50,000 watts. Independent. ABC affiliate. **Music format: Standard-Conservative.** Station Manager, John Behnke. Program manager, Mike Weide.

**KVE:** 5,000 watts. Owned by Golden West Broadcasters. **Music format: Pop-Standard.** Newest singles, hits, current LP's played—all of a non-rock nature. Programming is young and vibrant without sounding frenetic. High personality identification. Station features wide variety of musical fare including folk, comedy and new versions of standards. Above average news operation. Creative public affairs programming. Vice-President and General Manager, Bert S. West. Program Director, Jack MacDonald.

## Godfrey Guest At Chi Seminar

CHICAGO — The American College of Radio Arts, Crafts and Sciences is holding its first day of seminars here Thursday (26) and Arthur Godfrey has been announced as the surprise guest of honor.

Godfrey will participate in one of the panels and will be the principal speaker at a dinner following the seminar. The sessions will be held at the Conrad Hilton Hotel.

Don Mann, ACRACS president, said the purpose of the association's first Radio Day is to fill the need in the field of broadcasting for a complete understanding of radio as an advertising medium. The four panels, running from 2-6 p.m. are: "Advertiser and Agency Look at Radio—Radio Success Stories"; "Radio in the Media Mix"; "Radio as a Marketing Tool"; and "Creating the Radio Commercial."

Speakers will include broadcast specialists from top Chicago advertising agencies.

## Gotham FM-er

Continued from page 12

will be the actual components of the sponsoring manufacturers.

The music played on "Stereo Session" is selected for technical and performance quality, not for gimmicks or ping pong. However, legitimate stereo disks effectively utilizing the new dimension in a dramatic way will be aired, according to station spokesmen. Dealers will receive promotion and display on the series and plans are under way to prerecord the entire show at dealer showrooms from time to time.

# SINGLES REVIEWS



## SPOTLIGHT WINNERS OF THE WEEK

Pop singles Spotlights are those singles with sufficient programming and sales potential to achieve a listing in the Top 50 of Billboard's Hot 100. For the benefit of broadcasters, Spotlights are broken down into specific programming categories. Across-the-Board Spotlights are records applicable for all program formats. Hot Pop Spotlights are records picked for the contemporary and pop contemporary radio play. Pop Standards Spotlights are geared for pop standard and pop contemporary air play. Programming specials are other records applicable for programming in their specific categories.

### Hot Pop

## SPOTLIGHTS . . .

#### MARY WELLS

MY GUY (Jobete, BMI) (2:45)—All's Wells with a swinging lilt. Flip is "Oh Little Boy (What Did You Do to Me)" (Jobete, BMI) (2:38).  
Motown 1056

#### DAVE CLARK FIVE

BITS AND PIECES (Beechwood, BMI) (1:59)—Wild rocker follows "Glad All Over." Flip: "All of the Time" (Beechwood, BMI) (2:15).  
Epic 9671

#### DIANE RENAY

KISS ME SAILOR (Saturday, ASCAP) (2:25)—"Navy Blue" kissin' cousin goes same way. Flip: "Soft-Spoken Guy" (Saturday, ASCAP) (2:35).  
20th Century-Fox 477

#### THE IMPRESSIONS

I'M SO PROUD (Curton, BMI) (2:48)—Lead sings slow gospel-rockaballad proudly. Flip: "I Made a Mistake" (Curton, BMI) (2:25).  
ABC-Paramount 10544

#### TOMMY ROE

BE A GOOD LITTLE GIRL (Low-Twi & Twi-AB, BMI) (2:00)—Fast cymbal slaps, shout singing make hot follow-up. Flip: "Carol" (Arc, BMI) (2:28).  
ABC-Paramount 10543

#### GINNY ARNELL

I WISH I KNEW WHAT DRESS TO WEAR (Valleydale, BMI) (2:43)—Clothes make the gal's rockaballad. Flip: "He's My Little Devil" (Gallico, BMI) (2:08).  
MGM 13226

#### THE LOLLIPOPS

I'LL SET MY LOVE TO MUSIC (Marks, BMI) (1:55)—Vocal group wails "Mondo Cane No. 2" theme. A hot first outing. Ogerman arranger. Flip: "Peggy Got Engaged" (Alert, BMI) (2:05).  
RCA Victor 8344

#### THE REFLECTIONS

(JUST LIKE) ROMEO AND JULIET (Myto, BMI) (2:10)—Burning up Detroit. Stomp beat, strong lead singing. Flip: "Can't You Tell by the Look in My Eyes" (Myto, BMI) (2:08).  
Golden World 8-9

#### CONNIE STEVENS

THEY'RE JEALOUS OF ME (Screen Gems-Columbia, BMI) (2:36)—Best from Miss Stevens in some time is multi-voiced rockaballad. Flip: "A Girl Never Knows" (Screen Gems-Columbia, BMI) (2:00).  
Warner Bros. 5425

#### LINDA SCOTT

EVERYBODY STOPPED LAUGHING AT JANIE (Gallico, BMI) (1:55)—Janie beat Linda's time and she's bugged. Flip: "I Envy You" (Frank, BMI) (2:40).  
Congress 209

#### JOE HINTON

THERE OUGHTA BE A LAW (Lion, BMI) (2:20)—Hinton's back with his best middle-tempo swinger to date. Flip: "You're My Girl" (Don, BMI) (2:21).  
Back Beat 540

#### PIXIES THREE

GEE (Patricia, BMI) (2:22)—Modern oldie-goodie sound by the gals on this past rock hit for the Crews. Flip: "After the Party" (Merjoda, BMI) (2:40).  
Mercury 72250

## HOT POP PROGRAMMING SPECIALS

#### EVERLY BROTHERS

Hello Amy (Acuff-Rose, BMI) (2:13)  
—Ain't That Lovin' You, Baby (Conrad, BMI) (2:00) WARNER BROS. 5422

#### DONALD HEIGHT

Crazy Little Girl (Maureen, BMI) (2:35)—I'll Never Forget You (Maureen, BMI) (2:33) HEIGHT-BAILEY

#### THE DOVELLS

One Potato (BMI) (2:17)—Happy Birthday Just the Same (Kalmann, ASCAP) (2:34) PARKWAY 911

#### ANDREA CARROLL

The Dooling (Screen Gems-Columbia, BMI) (1:59)—This Time Tomorrow (Noma, BMI) (2:20) BIG TOP 515

#### SANTO & JOHNNY

A Thousand Miles Away (Nom, BMI) (2:30) CANADIAN AMERICAN 167

#### ETTA JAMES

Look Who's Blue (Acuff-Rose, BMI) (2:25)—Loving You More Every Day (Trio, BMI) (3:10) ARGO 5465

#### JAN DAVIS

Fugitive (Little Darlin', BMI) (2:06)—Boss Machine (Irving, BMI) (2:20) A & M 733

#### JIMMY CLANTON

I'll Step Aside (Elephant-Valbo, ASCAP) (2:22)—I Won't Cry Anymore (United, ASCAP) (2:30) PHILIP 40181

#### SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel and its programming and sales potential is rated within its category of music. Reviews are presented for Spotlight picks only.

## C.&W. SPOTLIGHTS

#### STONEWALL JACKSON

NOT MY KIND OF PEOPLE (Cedarwood, BMI) (2:13)—Weeper with a beat. Flip: "Give It Back to the Indians" (Moss Rose, BMI) (2:27).  
Columbia 43011

#### BILLY WALKER

CIRCUMSTANCES (Champion, BMI) (2:36)—Soulful, bitter weeper. Flip: "It's Lonesome" (Pamper, BMI) (2:12).  
Columbia 43010

#### MARGIE BOWES

UNDERSTAND YOUR GAL (Cash, BMI) (2:36)—Gal sings with raw, rich Johnny Cash irony. Flip: "You Can Be Replaced" (Champion-Moss Rose, BMI) (2:16).  
Decca 31606

## C.&W. SPECIALS

#### ORVILLE COUCH

Strike a Match (LeBell-Allen)—Dance Her By Me (LeBell) VEE JAY 589

#### JOHNNY STILLS AND THE LOOKOUT MOUNTAIN BOYS

Baby Don't Leave Me (Alvera, BMI) (1:48)—Walk the Floor and Cry (Alvera, BMI) (2:07) VACA 110

#### PEE WEE KING AND REDD STEWART

Waltin' (Starday, BMI) (2:25)—Goodbye New Orleans (Starday, BMI) (2:08) STARDAY 668

## JAZZ SPECIALS

#### NAT ADDERLEY QUINTET

Foo-foo (Dillard, BMI) (2:06)—Half-Time (Dillard, BMI) (2:28) RIVERSIDE 4566

#### WES MONTGOMERY

All the Way (Marzville, ASCAP) (2:36)—Pretty Blue (Jazz Standard, BMI) (2:01) RIVERSIDE 4572

## POLKA SPECIALS

#### ART PERKO

Row Row Polka (2:48)—Gornik's Polka (2:04) DELTA INT'L 1003

#### HANK HALLER ORK

Clarinet Polka (2:42)—Erika Waltz (3:00) DELTA INT'L 1004

## LATIN SPECIALS

#### MONGO SANTAMARIA ORK AND LA LUPE

Besito Pa Ti (Mongo, BMI) (2:19)—Montunando (Mongo, BMI) (2:33) RIVERSIDE 4574

## Across-The-Board SPOTLIGHTS . . .

#### KENNY BALL

FROM RUSSIA WITH LOVE (United Artists, ASCAP) (2:15)—Hot Dixie beat heats the pic tune. Flip is "Acapulco 1922" (Almo, ASCAP) (2:15).  
Kapp 581

#### NAT KING COLE

PEOPLE (Chappell-Styne, ASCAP) (2:41)—Cole soul-singing on "Funny Girl" ballad. Flip is "I Don't Want to Be Hurt Anymore" (Bregman, Vocco & Conn, ASCAP) (2:26).  
Capitol 5155

#### THE JOY STRINGS

IT'S AN OPEN SECRET (Cotillion, BMI) (1:55)—Joyous Salvation Army revival beat from Britain. Flip is "We're Gonna Set the World a Singing" (Cotillion, BMI) (2:55).  
Ateo 6292

## Pop Standard

## SPOTLIGHTS . . .

#### GLORIA LYNNE

BE ANYTHING (BUT BE MINE) (Shapiro-Bernstein, ASCAP) (2:19)—Ballad in the "I Wish You Love" hit groove. Flip is "Soul Serenade" (Kilynn-Vee Vee, BMI) (2:49).  
Fontana 1890

#### SPIKE JONES

DOMINIQUE (General, ASCAP) (2:30)—Nun's hit gets Dixie razzle-dazzle. Flip: "Sweet and Lovely" (Robbins, ASCAP) (2:11).  
Liberty 55684

#### WYNTON KELLY

LITTLE RACY (Clarama, BMI) (2:39)—Calypso lilt to blue swinger. New York City play forcing out single. Flip: "It's All Right" (Curton, BMI) (2:35).  
Verve 10316

## POP STANDARD PROGRAMMING SPECIALS

#### KATHY KEEGAN

A Different Kind of Love (South Mountain, BMI) (3:15)—Something Simple (Columbine, BMI) (2:57) DCP 1906

#### SHIRLEY BASSEY

I, Who Have Nothing (Trio-Cotillion-Milky Way, BMI) (2:43)—Imagination (ABC, ASCAP) (2:29) UNITED ARTISTS 699

#### ALLEN FUNT AND ORK

Cec Cec's Theme (Ban-Ham, BMI) (2:07)—Theme From the "Young Ones" (Lowz, ASCAP) (2:10) CAMEO 394

#### CHET ATKINS

Freight Train (Corona, BMI) (2:01) RCA VICTOR 8342

#### JOHN BARRY SEVEN AND ORK

From Russia With Love (United Artists, ASCAP) (1:56)—007 (United Artists, ASCAP) (2:17) MERCURY 72261

From Russia With Love (United Artists, ASCAP) (2:33) LIBERTY 55682

#### MATT MONRO

From Russia With Love (United Artists, ASCAP) (2:33) LIBERTY 55682

#### LUCILLE STARR

The French Song (Quand Le Soleil Dit Bonjour Aux Montagnes) (Irving-Doral, BMI) (2:41)—Sit Down and Write a Letter to Me (Wontcha' Baby) (Irving-Doral, BMI) (2:47) ALMO 284

#### LALO SCHIFRIN AND ORK

The "7 Faces of Dr. Lao" (Miller, ASCAP) (2:14)—The Wave (New Continent, BMI) (2:40) MGM 13224

#### JOHNNY LYTTLE TRIO

The Village Caller (Jazz Standard, BMI) (2:42)—Solitude (American Academy, ASCAP) (2:54) RIVERSIDE 4570

## HOT POP PROGRAMMING SPECIALS

#### PAUL REVERE & THE RAIDERS

Louie—Go Home (Daywin, BMI) (2:40) COLUMBIA 43008

#### THE SURFARIS

Go Go Go for Louie's Place (Champion, BMI) (2:08)—Murphy the Surfie (Hill & Range, BMI) (1:50) DECCA 31605

#### BAYTOWN SINGERS

The Ballad of Momma Rosa Parks (Rhodes-Alanbo, BMI) (2:25)—Tohacco Road (Cedarwood, BMI) (2:45) MGM 13223

#### ALLEN REYNOLDS

Julie Never Meant a Thing (Jack, BMI) (2:18)—You Beautiful Child (Big Bopper-Jack, BMI) (2:18) CAMEO 306

#### EDEN KANE

Boys Cry (Budd, ASCAP) (2:10) FONTANA 1891

#### DON COVAY

The Frog (Cameo-Parkway, BMI) (2:25) PARKWAY 910

#### BOB BECKHAM

Helpless (Champion, BMI) (2:30) DECCA 31607

#### SHIRLEY MATTHEWS

Wise Guys (Saturday, ASCAP) (2:11)—Private Property (Saturday, ASCAP) (2:01) ATLANTIC 2224

#### TOMMY REGAN

I'll Never Stop Loving You (Fleet, ASCAP) (2:13)—This Time I'm Losing You (Screen Gems-Columbia, BMI) (2:30) COLPIX 725

#### CINDERELLAS

Baby, Baby (I Still Love You) (Screen Gems-Columbia, BMI) (2:35)—Please Don't Wake Me (Screen Gems-Columbia, BMI) (2:26)—Only One Umbria, BMI) (2:30) DIMENSION 1026

#### JACKIE TRENT

If You Love Me, Really Love Me (Duchess, BMI) (2:26)—Only One Such As You (2:11) KAPP 583

#### ANNETTE

Muscle Beach Party (Dijon, BMI) (2:07)—I Dream About Frankie (Dijon, BMI) (2:10) VISTA 433

#### TONY ORLANDO

Tell Me What Can I Do (Valley, BMI) (2:35)—She Doesn't Know It (Screen Gems-Columbia, BMI) (2:18) EPIC 9648

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A LIFETIME**

*c/w*

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THE CANDLES**

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*by*

**ROBERT MAXWELL**

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TOP 100's

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

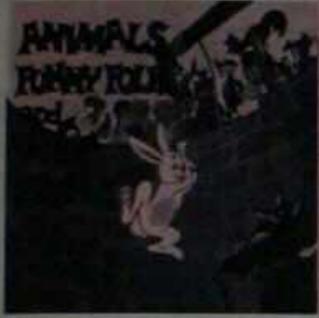
Record Industry Association of America seal of certification as million dollar LP's.

Table with 4 columns: Rank, Last Week, Title, Artist, Label. Contains top 100 records including 'MEET THE BEATLES', 'INTRODUCING THE BEATLES', 'HONEY IN THE HORN', 'HELLO, DOLLY!', 'BARBRA STREISAND/THE THIRD ALBUM', etc.

Table with 4 columns: Rank, Last Week, Title, Artist, Label. Contains records 51-100 including 'APOLLO SATURDAY NIGHT', 'OLIVER', 'REFLECTING', 'CURB YOUR TONGUE, KNAVE!', 'TALK BACK TREMBLING LIPS', etc.

Table with 4 columns: Rank, Last Week, Title, Artist, Label. Contains records 101-150 including 'THE SERENDIPITY SINGERS', 'ANY NUMBER CAN WIN', 'STOP THE WORLD—I WANT TO GET OFF', etc.

# ALBUM REVIEWS (continued)



**CHILDREN'S SPOTLIGHT**  
**ANIMALS, FUNNY FOLK AND WEE PEOPLE**  
 Allene Goodman, Gateway GLP 9010 (M)

Allene Goodman may be ranked as one of the finest tellers of children's stories on record today. Accompanying her storytelling is her guitar and pleasant vocalizing, plus an impressive ability to change voice to characterize the little folks in the stories. All of the stories are of a folk nature and youngsters three to eight should be entranced. Highly recommended.

## 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.

SEE ALBUM REVIEWS ON BACK COVER

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

**DAWN (Go Away) AND 11 OTHER GREAT SONGS**  
 4 Seasons, Philips PHM 200-124 (M); PHS 600-124 (S)

**MASS FOR JOHN F. KENNEDY: MOZART: REQUIEM**  
 Mozart: Requiem, Boston Symphony (Leinsdorf), RCA Victor LM 7030 (M); LSC 7030 (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.

**JOLLY WHAT!**  
 Beatles & Frank Ifield, Vee Jay VJLP 1085 (M); VJS 1085 (S)

**SOMETHING SPECIAL FOR YOUNG LOVERS**  
 Ray Charles Singers, Command RS 866 (M); RS 866 SD (S)

**ROGER WILLIAMS' 10TH ANNIVERSARY/LIMITED EDITION**  
 Kapp KLE 1 (M); SKLE 1 (S)

**ROME 35/MM**  
 Enoch Light & His Ork, Command RS 863 (M); RS 863 SD (S)

**GENE PITNEY'S BIG SIXTEEN**  
 Musicor MM 2008 (M); MS 3008 (S)

**FABULOUS**  
 Dick Hyman at the Lowrey Organ, Command RS 862 (M); RS 862 SD (S)

**A STRANGER ON EARTH**  
 Dinah Washington, Roulette R 25253 (M); SR 25253 (S)

**AIN'T THAT GOOD NEWS**  
 Sam Cooke, RCA Victor LPM 2899 (M); LSP 2899 (S)

**OUTER LIMITS**  
 Jerry Cole & His Spacemen, Capitol T 2044 (M); ST 2044 (S)

**NAVY BLUE**  
 Diane Renay, 20th Century-Fox TFM 3133 (M); TFS 4133 (S)

**WHAT MAKES SAMMY RUN?**  
 Original Cast, Columbia KOL 6040 (M); KOS 2440 (S)

**LONELY GUITAR**  
 Duane Eddy, RCA Victor LPM 2798 (M); LSP 2798 (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.

**POP SPECIAL MERIT**

**THE LONELY HOURS**  
 Sarah Vaughan, Roulette R 52104 (M); SR 52104 (S)

This is a fine package. The performances are full of mood and style. Miss Vaughan, who is in very good voice here, is backed by Benny Carter arrangements. Included are "Lonely Hours," "You're Driving Me Crazy," "The Man I Love" ballads, but done in varying tempi with different rhythm patterns in the arrangement.

**POP SPECIAL MERIT**

**A STRANGER ON EARTH**  
 Dinah Washington, Roulette R 25253 (M)

These tracks are some of the last recordings of the late Dinah Washington, but decidedly not the least. This album is filled with her IBM diction, a soulful group of stout-hearted female laments. Nothing goes right for the ladies in these songs, but everything is done right by the lady who sings them.

**JAZZ SPECIAL MERIT**

**READY AND WILLING**  
 Herman Foster Trio, Argo 727 (M)

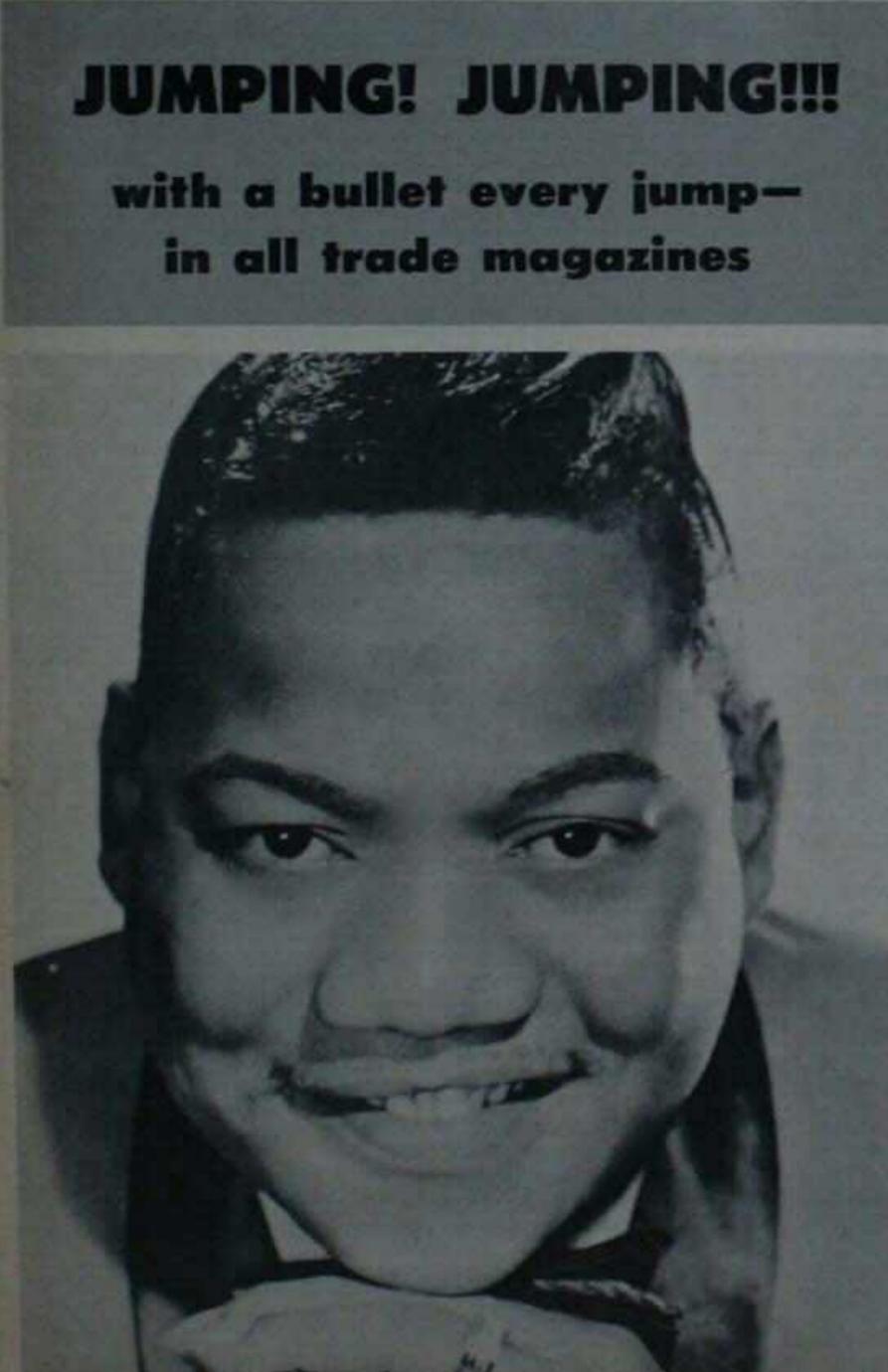
This is Herman Foster's third album and his first for Argo as pianist-leader. The bristling and yet sensitive artistry of the pianist is evident everywhere in the album which also features Herman Wright and Bruno Carr on bass and drums respectively. They swing through eight tunes, standards, originals and blues in sharp style.

**SACRED SPECIAL MERIT**

**OLD FASHIONED REVIVAL HOUR FAVORITES**  
 Old Fashioned Revival Hour Choir Directed by Dr. H. Leland Green. Supreme SM 1020 (M)

The Old-Fashioned Revival Hour, in its 40th year of radio ministry, is well known the world over and through their broadcasts over the Mutual Network. It was

*(Continued on page 42)*



# BOBBY BLAND'S

## "AIN'T NOTHING YOU CAN DO"

(ABOUT THIS)

**DUKE 375**

"BROKE," IN EVERY PRINCIPLE CITY IN THE UNITED STATES. TOP FORTY IN ALL CHARTS.

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# Gay Package Chalks 52G In 5 Stands

VICTORIA, B. C.—The first country music spectacular produced by the newly organized Nashville Division of the Connie B. Gay organization grossed a whopping \$52,000 for the five dates played on the maiden packaged tour through the Pacific Northwest.

The largest single crowd of the tour was at Portland, Ore., where 10,000 fans paid their way into Memorial Coliseum to see a country music show including Webb Pierce, Faron Young and His Country Deputies, Kitty Wells, Carl Smith, Minnie Pearl, Johnny Wright and His Tennessee Mountain Boys, Bill Phillips and Bobbi Staff.

Jack B. Andrews, of Denny-Moeller Talent, Nashville, who sets all talent for the Gay organization, accompanied the package on the tour dates and reported the tour was another financial success for long-time promoter Oscar Davis, of the Gay firm.

Other cities included on the tour were Seattle, Wash.; Spokane, Wash.; Vancouver, B. C., and Victoria.

## COUNTRY D. J. OF THE WEEK



The March 27 "Mister D.J. U.S.A." on WSM Radio, Nashville, will be Jim Walls of K-WAM Radio, Memphis. K-WAM is presently an all-c.&w. music 1,000-watt station, but effective June 6 will go to 10,000 watts AM and 100,000 watts FM, thereby extending its all-country and western coverage area. Jim started in radio 15 years ago and has been playing country and western music the past 10 years. He has been associated with K-WAM three years, and currently plays 15 to 20 hours of country music each week.

## Lewis Offers Tour Plan for Garden Spec

NEW YORK—Toledo promoter Vic Lewis, producer of the king-size Country Music Jamboree to be presented at Madison Square Garden here May 16-17, is offering radio stations and country music disk jockeys a low-priced tour plan to be pitched to their listeners, giving them the opportunity to visit New York at the time of the show at reduced rates. The tour, being packaged by the Madison Square Travel Bureau, 431 Fifth Avenue, includes transportation to and from New York via charter coach, a choice reserved seat at the Garden Jamboree, Saturday night lodging at a local hotel, Sunday admission to the World's Fair plus transportation from the hotel to the World's Fair grounds. Cost of the tour depends upon the distance traveled. An example of the tour cost is \$55.90 from Louisville, Ky. Five dollars of the amount charged is station profit.

The long list of artists set for the Garden show includes Hank Snow, Webb Pierce, Carl Smith, Bill Anderson, Ferlin Husky, the Duke of Paducah, Stonewall Jackson, Skeeter Davis, Porter Wagoner, Roy Drusky, Leon McAuliffe, Ernest Tubb, Carl and Pearl Butler, Ray Price, Buck Owens, Grandpa Jones, Kitty Wells, George Jones, Lonzo and Oscar, the World's Champion Square Dancers plus seven country and western bands.

## COUNTRY MUSIC CORNER

By BILL SACHS

The jumping yodeler, **Kenny Roberts**, guested on WWVA's "World's Original Jamboree," Wheeling, W. Va., Saturday (21), and April 11-12 will be featured as King of the Yodelers at Hempstead, Long Island, and Brooklyn respectively for promoter **Doris Cooney**. It will mark Roberts' initial appearance in the Metropolitan New York area. Kenny reports that his daily TV shows on WNEM-TV, Saginaw, Mich., are now the highest rated in the area, according to the latest ARB and Nielsen ratings. Roberts is on an hour a day, starting at 4:30 p.m., spinning records, singing country and showing cartoons. He invites country artists to shoot him their latest releases for spinning on his shows. Formerly heard on the King label, Kenny is presently shopping for a new record affiliation.

They tell us that all proceeds from the LP, "County Music Hootenanny," which spotlights the talents of **Buck Owens**, **Merle Travis**, **Roy Clark**, **Joe and Rose Lee Maphis**, **Johnny Bond**, **Tommy Collins**, **Glen Campbell**, **Jean Shepard**, and **Roy Nichols**, are being donated to the widow of **deejay Cousin Herb Henson**, who worked for many years out of Bakersfield, Calif. . . . The **Jimmy Glasers** are celebrating the arrival of a new son born March 8 in Nashville. . . . Due to the success of "Tadpole," **Tillman Franks'** first on Starday Records, the label is releasing another single Tuesday (24) by the **Tillman Franks Singers**. Tunes are "When the World's on Fire" and "Uncle Eph." The Franks unit has just concluded a Texas swing with **Country Johnny Mathis** and **David Houston**.

Station WCMS's Radio Ranch Productions, Norfolk, Va., presents its second of a series of country music specs at Norfolk Municipal Auditorium April 19. WCMS's recent show there pulled nearly 7,000 paid, with an estimated 2,000 turned away at two performances. According to **George Crump**, WCMS president, the show broke all records for attendance and concession revenue. On the bill were **Ray Price** and **His Cherokee Cow**. (Continued on page 23)

## WLS Old Settlers To Hold Reunion

CHICAGO—George C. Biggar, veteran radio station exec and c.&w. talent booker, now affiliated with WLBK, DeKalb, Ill., is chairman of the WLS Old Settlers' Society reunion and dinner to be held at the Sherman House here Sunday, April 12, in celebration of Station WLS's 40th anniversary.

Assisting Biggar in planning for the event is **George R. Ferguson**, of Ferguson Attractions, Inc., here. Both were formerly associated with WLS in the producing of WLS's "National Barn Dance" and booking of c.&w. talent.

Efforts are being made by Biggar to contact WLS alumni who were employed there between April 12, 1924, and its date of sale, March 18, 1960. These include such names as **John Lair**, **Red Foley**, **Pat Buttram**, **George Gobel**, **Gene Autry**, **Fibber McGee** and **Curt Massey**.

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY FOR WEEK ENDING 3/28/64			
This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	SAGINAW, MICHIGAN Lefty Frizzell, Columbia 42924	12
2	2	UNDERSTAND YOUR MAN Johnny Cash, Columbia 42964	6
3	3	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289	10
4	5	B. J. THE D. J. Stonewall Jackson, Columbia 42889	17
5	8	MILLER'S CAVE Bobby Bare, RCA Victor 8294	8
6	4	BEGGING TO YOU Marty Robbins, Columbia 42890	18
7	10	YOUR HEART TURNED LEFT (And I Was on the Right) George Jones, United Artists 683	9
8	6	MOLLY Eddy Arnold, RCA Victor 8296	9
9	7	FIVE LITTLE FINGERS Bill Anderson, Decca 31577	10
10	19	LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208	8
11	11	A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237	9
12	13	YOU ARE MY FLOWER Lester Flatt & Earl Scruggs, Columbia 42954	7
13	14	TIMBER I'M FALLING Ferlin Husky, Capitol 5111	6
14	9	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	20
15	36	PETTICOAT JUNCTION Lester Flatt & Earl Scruggs, Columbia 42982	3
16	—	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	1
17	16	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	9
18	18	D. J. FOR A DAY Jimmy "C" Newman, Decca 31553	16
19	12	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	28
20	17	HE SAYS THE SAME THINGS TO ME Skeeter Davis, RCA Victor 8288	10
21	20	EASY COME—EASY GO Bill Anderson, Decca 31577	7
22	25	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	3
23	30	THE PILLOW THAT WHISPERS Carl Smith, Columbia 42949	6
24	15	PEEL ME A NANNER Roy Drusky, Mercury 72204	17
25	35	GIRL FROM SPANISH TOWN Marty Robbins, Columbia 42968	4
26	26	WAITING A LIFETIME Webb Pierce, Decca 31587	7
27	—	LOVE IS NO EXCUSE Jim Reeves & Dolie West, RCA Victor 8324	1
28	27	THE MORNING PAPER Billy Walker, Columbia 42891	14
29	21	OLD RECORDS Margie Singleton, Mercury 72213	14
30	23	WIDOW MAKER Jimmy Martin, Decca 31558	8
31	28	THE FILE Bob Luman, Hickory 1238	6
32	33	HOWDY NEIGHBOR, HOWDY Porter Wagoner, RCA Victor 8257	11
33	34	MY TEARS ARE OVERDUE George Jones, United Artists 683	8
34	—	LINDA WITH THE LONELY EYES George Hamilton IV, RCA Victor 8304	1
35	22	LET'S GO ALL THE WAY Norma Jean, RCA Victor 8261	13
36	24	LAST DAY IN THE MINES Dave Dudley, Mercury 72212	16
37	32	DREAM HOUSE FOR SALE Red Sovine, Starday 650	12
38	37	PASSING THROUGH David Houston, Epic 9658	4
39	—	THE LAST TOWN I PAINTED George Jones, Mercury 72233	1
40	—	BALTIMORE Sonny James, Capitol 5129	1
41	29	THE WORLD LOST A MAN David Price, Rice 1001	6
42	39	DOUBLE LIFE Joe Carson, Liberty 55664	4
43	43	EIGHT YEARS (And Two Children Later) Claude Gray, Mercury 72236	2
44	—	THE VIOLET AND A ROSE Wanda Jackson, Capitol 5142	1
45	45	I CAN STAND IT (As Long as She Can) Bill Phillips, Decca 31584	3
46	48	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	2
47	—	CHICKASHAY David Houston, Epic 9658	1
48	47	BURNING MEMORIES Ray Price, Columbia 42971	3
49	—	NO THANKS, I JUST HAD ONE Margie Singleton & Faron Young, Mercury 72237	1
50	46	FOLLOWED CLOSELY BY MY TEARDROPS Hank Locklin, RCA Victor 8318	2

LINDA LAURIE  
"JOSE HE  
SAY"

KEETCH 6001  
Distributed by  
ATLANTIC

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SINGS

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MEANING  
HICKORY 1232

"Betty & Dupree"

b/w  
"Got My Mojo  
Working"

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**HOT COUNTRY ALBUMS**

**Billboard SPECIAL SURVEY**  
FOR WEEK ENDING 3/28/64

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)	12
2	3	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	12
3	5	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	8
4	2	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	11
5	8	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	12
6	4	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	12
7	9	RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	11
8	10	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	12
9	7	GEORGE JONES & MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M); UAS 6301 (S)	12
10	6	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	12
11	12	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor LPM 2835 (M); LSP 2835 (S)	9
12	14	LOVING ARMS Carl Butler & Pearl, Columbia CL 2125 (M); CS 8925 (S)	4
13	13	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	7
14	11	LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL Columbia CL 2045 (M); CS 8845 (S)	10
15	16	SONGS OF THE CITIES Roy Drusky, Mercury MG 20883 (M); SR 60883 (S)	6
16	17	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	3
17	19	RETURN OF THE GUNFIGHTER Marty Robbins, Columbia CL 2072 (M); CS 8872 (S)	12
18	20	HITS OF TODAY AND TOMORROW Ernest Ashworth, Hickory LPM 118 (M); (no Stereo)	1
19	18	OUR MAN IN TROUBLE Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	2
20	—	KITTY WELLS STORY Decca DXB 174 (M); DXSB 7174 (S)	10

**WITH THE COUNTRY JOCKEYS**

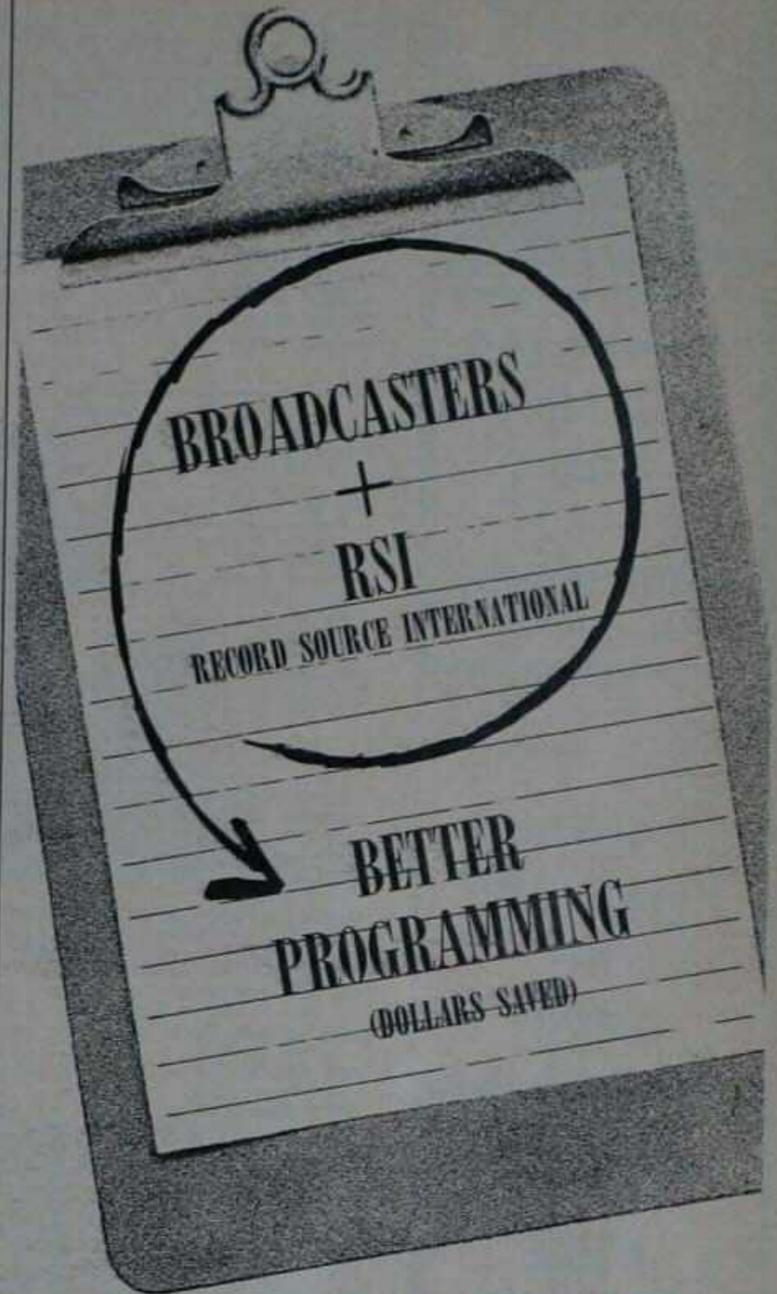
By BILL SACHS

Jockeys missed in the mailing on Don Wayne's Laurie Records release of "Tall Dark Stranger" may obtain a copy by writing on their station letterhead to Painted Desert Music, 720 17th Avenue, South, Nashville. . . . Also available to jocks is Jim Klink's first waxing, "The Death of John Kennedy," on the Summit label. For your copy write to Harold Showman at Station WVSC, Somerset, Pa. Klink is accompanied on the new wax by the Country String Pickers. . . . Country deejays are invited to write to Charles Wright, 706 North Bishop, Dallas 75208, for a copy of Ronnie Murray's new release on Vandan Records, "Evil of My Jealousy" b.w. "Train, Train."

Jim Smith, who for many years served as deejay in Oklahoma, Texas and Kansas, has just taken over the P.D. chores at KIEV-Radio, Glendale, Calif., which is programming with a Top 50 in country tunes. The hottest disk in the Glendale sector these days, says Jim, is Jerry Inman's "A Place Down the Street" on the Winners Circle label. . . . Chuck Spencer has taken over the spinning of country music at WMOU, Berlin, N. H., replacing Johnny Moore. Chuck is heard from 1-3 p.m., six days a week, with his "C.&W. House Party." . . . Country music vet Gabe Tucker has available deejay copies of Chris Collins' new one on the sleeper label titled "Learnin' to Pick" For your copy write on your station letterhead to Tucker at 5334 Saxon, Houston, Tex. 77018.

Deejay Buddy Dean, since making the move recently to KHER-Radio, Santa Maria, Calif., has been programming a record and story seg three times a week, featuring top country artists. The program runs 15 minutes in music and story form. The good part, Buddy says, is that the program is sold out, but the bad side of it is that he is running out of biog material and releases. He asks that artists with a story and a new release contact him. Address in care of the station, 605 West Main, Santa Maria, Calif. . . . WBUG, Ridgeland, S. C., bows soon as a brand-new station, spotlighting two country and western shows daily. James W. Synnott, WBUG prexy, promises that all releases received will receive maximum air play and promotion. Address him at Box 86, Ridgewood, S. C.

"We need c.&w. singles and albums from the following labels: Columbia, United Artists, MGM, Warner Bros. and Capitol," writes Red Berry, manager of KVEE, P. O. Box 462, Conway, Ark. . . . Also putting in a bid for record aid is Aaron Womble, of WLIJ, Shelbyville, Tenn. "We devote about four hours a day to country music, and our service is very slow," scribbles Womble. . . . Robert L. McDowell, country jock at KSST, Sulphur Springs, Tex., writes: "It would be wonderful if small-town, small-market stations could get half the service a big-market station gets. The small stations sell records, too. This is the standard gripe, but I thought I'd make the millionth try to get some service, not just for myself but for all small-station, c.&w. deejays, many of whom have three or four pop announcers to fight to keep c.&w. on the air."



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**COUNTRY MUSIC CORNER**

• Continued from page 22

boys, the Porter Wagoner unit with Norma Jean, Ernest Ashworth, Carolina Charlie Wiggs, Loretta Lynn, Cliff Gallup, Jim and Jesse and the Virginia Boys, Buddy Emmons and Minnie Pearl. Emsee chores were handled by Sheriff Tex Davis, Joe Hoppel, Charlie Wiggs and Jesse Travers.

The itinerary of the Johnny Cash Show for the first two weeks of April stacks up as follows: University of Alabama, Tuscaloosa, April 2; Forum, Wichita, Kan., 4; Memorial Building, Kansas City, Kan., 5; Municipal Auditorium, Topeka, Kan., 7; Pershing Auditorium, Lincoln, Neb., 8; Civic Auditorium, Omaha, 9; Municipal Auditorium, Sioux City, Ia., 10;

Civic Auditorium, Minneapolis, 11; KRNT Theater, Des Moines, 12; Memorial Hall, Salina, Kan., 14, and City Auditorium, St. Joseph, Mo., 15. . . . Fem vocalist Judy Kaye has joined forces with three musicians of the band of the late Joe Carson to form a new dance show combo billed as "The Kadetts, Featuring Judy Kaye." The sidemen are Jerry Case, guitar and sax; El Mills, piano and bass, and Don Mathes, drums. The new group is being booked by the Miller Bros. Agency of Wichita Falls, Tex. The Millers formerly had out the Miller Bros. band. The Kadetts played last weekend (20-22) at Halloween Air Base, Alamogordo, N. M., and are set for the Walker Air Base, Roswell, N. M., March 26-28.

Bob Wills has signed a recording pact with Dewey Groom's Longhorn Records, Dallas, and has as his first release on the label "Buffalo Gal Twist" b.w. a Wills-penned ballad, "Sooner or Later," done up vocalwise by Jody Andrews. . . . Harry Weger and His Hoosierland Hoedown is set for theater dates in Canton, Ill., March 28; Huntington, Ind., April 4, and Terre Haute, Ind., April 24, all arranged by Docie Weger of the Star-Way Agency, Terre Haute, Ind. The unit's fair bookings to date include Prairieton, Lebanon and Bowling Green, all in Indiana.

Johnny Bond played to a full house recently at Club Armona, near Hanford, Calif., in a promotion arranged by KOAD, Le-moore, Calif., only full-time country music station in Central California. All proceeds from the show and dance went to the local Heart Association in observance of Heart Month.

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# NEW ALBUM RELEASES

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

ANGEL	HI
VARIOUS ARTISTS—Great Voices of the Century; NP 4 (M)	BILL BLACK'S COMBO; The Blues; HL 12015, SHL 32015
BATTLE	JANSON
VARIOUS SOUNDS; Cement Roasters; 6132 (M)	Jan Dart Sings Yinglish; JR 1000
VARIOUS SOUNDS—Dig Out; 6136 (M)	
VARIOUS SOUNDS—Grand Prix USA; 6138 (M)	
VARIOUS SOUNDS—Rods & Drags Forever; 6134 (M)	
VARIOUS SOUNDS—Sickels Galore; 6140 (M)	
BAROQUE	MERCURY
HAYDN: Concerto in G; Trio in C; Florence Piano Trio, Baroque Chamber Ensemble of Hamburg (Moravec); B 1811 (M)	ANITA CARTER—Anita of the Carter Family; MG 20847, SR 60847
MOZART: Sinfonia Concertante in E Flat K. 364; Divertimento in D Major K. 136; Sprecher, Weiss, Dresdener Kammerorchester (Marcel Bernard); BU 1824 (M)	DAVE DUDLEY—Songs About the Working Man; MG 20899, SR 60899
PAGANINI: Quartet in A for Guitar and Strings; HAYDN: Lark Quartet; Barcelona String Quartet, J. Toledano (Guitar); BU 2818 (S)	QUINCY JONES—Quincy Jones Explores the Music of Mancini; MG 20863, SR 60863
PAISIELLO: Concerto for Harpsichord and Strings; VIVALDI: Violin Concerto in G	CLYDE McPHATTER—Songs of the Big City; MG 20902, SR 60902
PERGOLESI: Concertino in G; Galperin, Kempler, Baroque Chamber Ensemble of Hamburg (Kempler); BU 1822 (M)	THE PLATTERS—Encore of Golden Hits of the Group; MG 20893, SR 60893
	DIANE RAY—The Exciting Years; MG 20903, SR 60903
CAPITOL	MERCURY WING
LAURINDO ALMEIDA—Broadway Solo Guitar; T-2063, ST 2063	EDDIE LAYTON—Carevan; MGS 12273, SRS 16273
BEACH BOYS—Shut Down! Vol. II; T 2027, ST 2027	THE PLATTERS—Reflections; MGS 12272, SRS 16272
The Astounding 12-String Guitar of Glen Campbell; T-2023, ST 2023	Max Sanders and His Swing Band; MGS 12270, SRS 16270
CAPITOL SYMPHONY ORCHESTRA (CARMEN DRAGON)—Footlights and Fanfares; P-8599, SP-8599	Dinah Washington Sings Fats Waller; MGS 12271, SRS 16271
BOB FLANIGAN/JOHN GRAY—Togetherness; T 1957, ST 1957	MUSIC TONE
THE FOUR FRESHMEN—Funny How Time Slips Away; T 2067, ST 2067	VARIOUS ARTISTS—Golden Memories of the Past, Vol. I; 7000 (M)
DAVE GARDNER—It's All in How You Look at It; T 2055, ST 2055	VARIOUS ARTISTS—Golden Memories of the Past, Vol. II; 7001 (M)
JUDY GARLAND—Just for Openers; W 2062, DW 2062 (Duo-Phonic)	NOUVELLES
JACKIE GLEASON—Today's Romantic Hits for Lovers Only, Vol. II; W 2056, SW 2056	GILBERT BECAUD—Beaud; 67.123 (S)
ANDY GRIFFITH—Andy and Cleopatra; T 2066 (M)	MICHEL DENS—Envoi De Fleurs; 68.012 (S)
JIMMIE HASKELL & HIS ORK—From Russia With Love (Theme); T 2075, ST 2075	EDITH PIAF—Tete a Tete Avec Piaf; PAX 67.130 (M)
KICKSTANDS—Black Boots and Bikes; T 2078, ST 2078	VARIOUS ARTISTS—Le Baron Teigane (The Gypsy Baron) de Strauss (Extracts); Orchestra de L'Association des Concerts Pasdeloup (Lombard) 68.011 (S)
Let's Try to Stop Smoking—Narration by Medical Doctor; T 2077 (M)	VARIOUS ARTISTS: La Vie Parisienne (The Parisien Life) de Offenbach (Abridged Version); Orchestra de L'Association des Concerts Lamoureux (Grestier); PAM 68.018 (S)
Red McKuen Sings Red McKuen; T 2079, ST 2079	ORIGINAL SOUND
RED NICHOLS AND THE FIVE PENNIES—Blues and Old-Time Reqs; T 2065, ST 2065	VARIOUS ARTISTS—Big Bad Boss Beat; LFM 5008, LFS 8871
ORIGINAL CAST—Beyond the Fringe, Vol. II; W 2072, SW 2072	PHILIPS
NORRIE PARAMOR—In London . . . In Love Again; T 2071, ST 2071	Rennie Brown Trio at P. J.'s; PHM 200-130, PHS 600-130
RICHARD & JIM—Folk Songs and Country Sounds; T 2058, ST 2058	ORIGINAL CAST; Uncle Vanya; PHM 2-301, PHS 2-701
GEORGE SHEARING—Old Gold and Ivory; T 2048, ST 2048	FRANCOIS RABBATH—Bass Ball; PHM 200-128, PHS 600-128
Je Stafford's Sweet Hour of Prayer; T 2069, ST 2069	SOEUR SOURIRE, THE SINGING NUN—Her Joy, Her Songs; PCC 209, PCC 609
JACK TEAGARDEN—Tribute to Teagarden; T 2076 (M)	VARIOUS ARTISTS—Ring Out; PHM 200-121, PHS 600-121
VARIOUS SOUNDS—Dig Sounds of Drag Boats; T 2049, ST 2049	PYE
RUTH WELCOME—Sentimental Zither; T 2064, ST 2064	JOHN WARREN ORK—Smash Hits for Dancing; NPL 18087 (M)
JESSE COLIN YOUNG—The Soul of a City Boy; T 2070, ST 2070	RCA VICTOR
COMPOSERS RECORDINGS	PEDRO VARGAS—Canciones Que Estrane; MKL 1510 (M)
LEIFS: Iceland Overture; ISOLFSSON; Passacaglia; COWELL; Symphony No. 16; Iceland Symphony Orch. (Strickland); CRI 179 (M)	PEDRO VARGAS—Serenata En Tu Balcon; MKL 1345 (M)
GLANVILLE-HICKS: Nausicaa; Various Artists; CRI 175 (M)	PEDRO VARGAS—Canta Musica Ranciera; MKL 2002 (M)
PISTON: Concertino; IVES: Fourth of July; CARPENTER: Concertino; Mitchell, Goteborg Symphony Orch. (Strickland); CRI 180	RIVERSIDE
RIEGER: Canon and Fugue; BECKER: Concert Arabesque; IVES: Thanksgiving; Iceland Symphony Orch. (Strickland); 177 (M)	CANNONBALL ADDERLEY—Nippon Soul; 477 (M)
SIEGMEISTER: Quartet No. 2; KOHS: A Short Concert; Various Artists; CRI 176 (M)	BILL EVANS TRIO—How My Heart Sings; 473 (M)
CONTEMPO	WEE MONTGOMERY WITH STRINGS—Fusion; 472 (M)
VARIOUS ARTISTS—Arthur Godfrey Time; CT 3902, CTS 6902	WILLIE RODRIGUEZ JAZZ QUARTET—Flatjacks; 469 (M)
DOT	TORI THORNTON—Lullaby of the Leaves; 3525 (S)
PAT BOONE—Ain't That a Shame; DLP 3573, DLP 25573	BOBBY TIMMONS TRIO—Born to be Blue; 468 (M)
ALADDIN—Words of Inspiration; DLP 3570, DLP 25570	STEREODIDDIES
PAT BOONE—Ain't That a Shame; DLP 3573, DLP 25573	EDWARD VITO—Songs of Love; C 1912 (M)
This is Judy Bright; DLP 3575, DLP 25575	20th CENTURY-FOX*
This is Ivory Joe Hunter; DLP 3659, DLP 25569	Logan English Sings the Woody Guthrie Songbook; TFM 3126, TFS 4126
WINK MARTINDALE—My True Love; DLP 3571, DLP 25571	SOUND TRACK: Man in the Middle; TFM 3128, TFS 4128
VARIOUS SOUNDS—Dragstrip Sounds; DLP 3566, DLP 25566	SOUND TRACK: Pope Paul VI in the Holy Land; TFM 3129 (M)
ELEKTRA	CLARK TERRY & HIS FRIENDS—What Makes Sammy Run? Swing; TFM 3137, TFS 4137
THEODORE BIKEI: A Folksinger's Choice; EKL 250, EKS 7250	UNITED ARTISTS
Judy Collins #3; EKL 243, EKS 7243	AL CAIOLA & HIS ORK—50 Fabulous Italian Favorites; UAL 3354, UAS 6354
The Songs of Fred Engleberg; EKL 247 (M)	Dakota Station With Strings; UAL 3355, UAS 6355
THE IRISH RAMBLERS: The Patriot Game; EKL 2449, EKS 7249	SOUND TRACK—From Russia With Love Theme; UAL 4114, UAS 5114
GROUP	
DAN McCALL & HIS BANJOKERS: Banjos Live at the Red Onion; W 33033, W5 53003	

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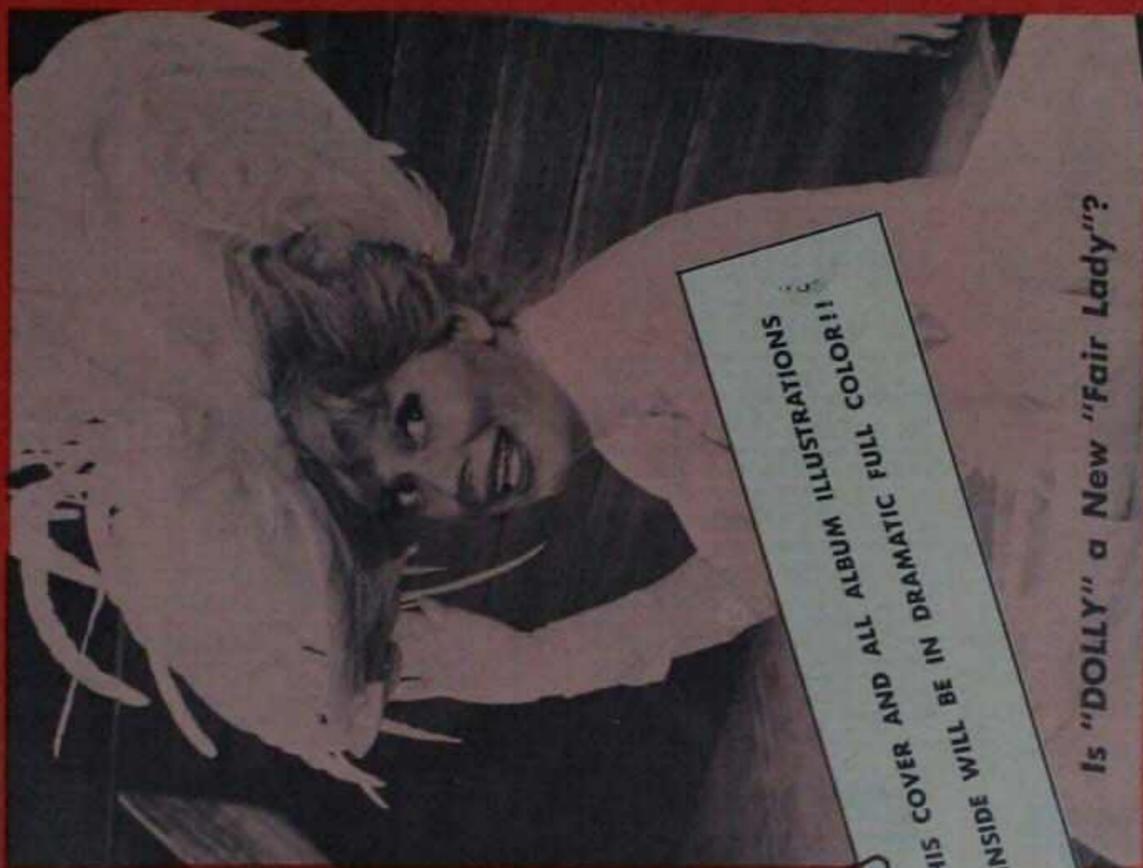
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# HITS OF THE WORLD

## ARGENTINA

- (Courtesy Escalera a La Fama)  
 This Last Week  
 1 4 SIN TIMON—\*Palito Ortega (Victor)—Korn  
 2 2 EL MEREQUETENGUE—\*Los Cinco del Ritmo (Microfon)  
 3 3 DOMINIQUE—Singing Nun (Philips); Alegres Cantores (CBS)—Fermata  
 4 1 DECI PORQUE NO QUERES—\*Palito Ortega (Victor); Leo Dan (CBS)—Korn  
 5 — OH MI SENOR—Eduardo Vianello (Victor)—Fermata  
 6 5 SI VAS A DEJARME—Michelle (Victor)—Fermata  
 7 7 AMAME (LOVE ME DO)—The Beatles (Odeon)  
 8 1 ANTES DE TI DESPUES DE TI—Caterine Spaak (CBS)  
 9 — MARY ISRAEL—\*Leo Dan (CBS)—Mundo Musical  
 10 — TRANNOCHADOS ESPINELES—\*Cholo Aguirre (Microfon); Ramona Galarza (Odeon)—Lagos

## AUSTRALIA

- (Courtesy Music Maker, Sydney)  
 \*Denotes local origin  
 This Last Week  
 1 1 I SAW HER STANDING THERE—The Beatles (Parlophone)—Leeds  
 2 3 THE HAREM—Acker Bilk (Columbia)  
 3 9 ANYONE WHO HAD A HEART—Dionne Warwick (Philips)—Belinda  
 4 — ROLL OVER BEETHOVEN—The Beatles (Parlophone)—Leeds  
 5 4 HAWAII—The Beach Boys (Capitol)—Alberts  
 6 8 SURFIN' BIRD—The Trashmen (Stateside)  
 7 11 NEEDLES AND PINS—The Searchers (Astor)  
 8 — CALIFORNIA SUN—The Rivas (W & G)  
 9 10 GLAD ALL OVER—Dave Clark Five (Columbia)—Essex  
 10 — DAWN GO AWAY—The Four Seasons (Philips)  
 11 — BORNE ON THE WIND—Roy Orbison (London)—Acuff-Rose  
 12 5 I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)—Leeds  
 13 13 THAT'S WHAT I WANT—\*The Cincas (RCA)  
 14 6 YOU DON'T OWN ME—Lesley Gore (Philips)—Alberts  
 15 12 HE WALKS LIKE A MAN—Jody Miller (Capitol)—Boosey & Hawkes

## BRITAIN

- (A special list compiled prior to Express, London)  
 \*Denotes local origin  
 This Last Week  
 1 1 ANYONE WHO HAD A HEART—Cilla Black (Parlophone)—Hill & Range  
 2 2 BITS AND PIECES—\*Dave Clark Five (Columbia)—Ardmore & Beechwood  
 3 7 LITTLE CHILDREN—\*Billy J. Kramer (Parlophone)—Belinda Music  
 4 3 DIANE—\*Bachelors (Decca)—Keith Prowse Music  
 5 6 NOT FADE AWAY—\*Rolling Stones (Decca)—Southern Music  
 6 4 I THINK OF YOU—\*Merseybeats (Fontana)—Weilbeck Mellin  
 7 16 JUST ONE LOOK—\*Hollies (Parlophone)—T. S. Music  
 8 11 BOYS CRY—\*Eden Kane (Fontana-London)—142 Music  
 9 5 NEEDLES AND PINS—\*Searchers (Pye)—Metric Music  
 10 9 I'M THE ONE—\*Gerry and the Pacemakers (Columbia)—Pacermusic  
 11 12 OVER YOU—\*Freddie and the Dreamers (Columbia)—Kennedy Street Music  
 12 10 CANDY MAN—\*Brian Poole and the Tremeloes (Decca)—A. Schroeder  
 13 17 THAT GUY BELONGS TO YESTERDAY—Gene Pitney (United Artists)—Pakkamak  
 14 19 I LOVE YOU BECAUSE—Jim Reeves (RCA)—Bourne Music  
 15 15 STAY AWHILE—\*Dusty Springfield (Philips)—Flamingo Music  
 16 18 LET ME GO, LOVER—\*Kathy Kirby (Decca)—Aberbach  
 17 23 THEME FOR YOUNG LOVERS—\*Shadows (Columbia)—Elstree-Shadows Music

- 18 — TELL ME WHEN—\*Applejacks (Decca)—Southern-Freddie Poner  
 19 13 I'M THE LONELY ONE—\*Cliff Richard (Columbia)—Eugene Music  
 20 22 BORNE ON THE WIND—Roy Orbison (London)—Acuff-Rose  
 21 8 5-4-3-2-1—\*Manfred Mann (HMV)—Keith Prowse Music  
 22 20 ALL MY LOVING (EP)—\*Maggie's (Parlophone)—Northern Songs/Dick James/Dominion/Ardmore & Beechwood  
 23 13 AS USUAL—Brenda Lee (Brunswick)—Jewel Music  
 24 26 YOU WERE THERE—\*Heinz (Decca)—Mirror Music  
 25 20 ROLLING STONES (EP)—\*Rolling Stones (Decca)—Jewel/Dominion/Progressive  
 26 25 BABY I LOVE YOU—Ronettes (London)—Belinda Music  
 27 — EIGHT BY TEN—\*Ken Dodd (Columbia)—Peter Maurice  
 28 — KING OF KINGS—\*Ez Reco (Columbia)—Robbins Music  
 29 — IF HE TELLS YOU—\*Adam Faith (Parlophone)—Freddie Poner  
 30 23 FOR YOU—Rick Nelson (Brunswick)—Feidman Music

## FLEMISH BELGIUM

- (Courtesy Juke Box Magazine, Mechelen)  
 \*Denotes local origin  
 Two Weeks This Week Ago  
 1 1 MARIA ELENA—Los Indios Tabajaras (RCA)—World  
 2 2 VOUS PERMETTEZ, MONSIEUR—\*Adamo (Pathe)—Ardmore & Beechwood  
 3 3 ALLEN—\*John Larry (Polydor)—Passe Partout  
 4 4 MARIA NO MAS—Chiff Richard (Columbia)—World  
 5 — DU SCHWARZER ZIGENER—Rocco Granata (Moonglow)  
 6 5 SHE LOVES YOU—The Beatles (Parlophone)—Belinda Music  
 7 — ANYONE WHO HAD A HEART—Dionne Warwick (Vogue)—Belinda Music  
 8 9 I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)—Vedette  
 9 10 MEXICO—Elvis Presley (RCA)—Belinda Music  
 10 8 KANSAS CITY—Trini Lopez (Reprise)—Tropicales

## FRANCE

- This Week  
 1 LA MAMMA—Charles Aznavour (Barclay); Compagnons (Polydor)  
 2 A PRESENT TU PEUX TEN ALLER (I Only Want to Be With You)—Les Surfs (Festival); Richard Anthony (Columbia)  
 3 ET POURTANT—Charles Aznavour (Barclay)  
 4 SHE LOVE YOU/I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)  
 5 SI JE CHANTE—Sylvie Vartan (RCA)  
 6 EXCUSE MOI PART ENAIRE—Johnny Hallyday (Philips)  
 7 HELLO PETITE FILLE/OUT C'EST POUR LUI—Sheila (Philips)  
 8 WASHINGTON SQUARE (Un air de banjo)—The Village Stompers (Columbia); Sacha Distel (RCA)  
 9 TU N'AS RIEN DE TOUT CA (You're the Devil in Disguise)—Eddy Mitchell (Barclay); Johnny Hallyday (Philips)  
 10 NATHALIE—Gilbert Becaud (VSM)

## FRENCH (WALLOON) BELGIUM

- (Courtesy Juke Box Magazine)  
 \*Denotes local origin  
 Two Weeks This Week Ago  
 1 1 VOUS PERMETTEZ, MONSIEUR—\*Adamo (Pathe)—Ardmore & Beechwood  
 2 — EXCUSE MOI PARTENAIRE—Johnny Hallyday (Philips)—Francobel  
 3 3 TOMBE LA NEIGE—\*Adamo (Pathe)—Rudo  
 4 8 MARIA ELENA—Los Indios Tabajaras (RCA)—World  
 5 — I WANT TO HOLD YOUR HAND—The Beatles (Odeon)—Vedette  
 6 7 ET POURTANT—Charles Aznavour (Barclay)—Peter Plum Pub  
 7 2 LA MAMMA—Charles Aznavour (Barclay)—Eds. Charles Aznavour

- 8 — SHE LOVES YOU—The Beatles (Odeon)—Belinda Music  
 9 5 MA BICHE—Frank Alamo (Barclay)—Belinda Music  
 10 9 DOU-DOU-DOU-DOUX—Robert Cogli (Philips)—World

## GERMANY

- This Week  
 1 DAS KANNST DU MIR NICHT VERBIETEN—Bern Spier (CBS)—Accord  
 2 DER PLATZ NEBEN MIR—Sacha Distel (Polydor)—Greig  
 3 NINO—Connie Francis (MGM)—Schneider  
 4 GLUECK GEHOERT DAZU—Rex Gildo (Electrola)—Gerig  
 5 DRIE MUSKETIERE—Conny (Electrola)—Metronome  
 6 MAMA—Manuela (Telefunken)—Intro  
 7 AMERICA—Trini Lopez (Ariola-Decca)—Chappell  
 8 NUR EIN BISSCHEN GLUECK—Gitta (Columbia)—Gerig  
 9 LADY LOU-LODDY LO—Chubby Checker (Ariola); Gerd Boettcher (Decca)—Aberbach  
 10 WENN ICH EIN JUNGE WAER—Rita Pavone (RCA)—Budde  
 11 I WANT TO HOLD YOUR HAND—The Beatles (Odeon)—Accord  
 12 WARUM MUSS MAN AUSEINANDERGEHN—Femla Clark (Deutsche Vogue)—Montana  
 13 KANSAS CITY—Trini Lopez (Ariola-Decca)—Gerig  
 14 WENN NUR JEDE WOCHE MAL DER ERSTE WAER—Gus Backus (Polydor)—Busse  
 15 DRINA-MARSCH—Joergen Ingmann (Metronome)—Atrium

## HOLLAND

- (Courtesy Platennieuws, Amsterdam)  
 This Last Week  
 1 1 I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)—Basart  
 2 2 POUR MOI LA VIE VA COMMENCER—Johnny Hallyday (Philips)—International Music  
 3 3 VOUS PERMETTEZ, MONSIEUR—Adamo (Pathe)—Anagon Music  
 4 4 I'M THE LONELY ONE—Cliff Richard (Columbia)—Basart  
 5 5 GLAD ALL OVER—Dave Clark (Columbia)—Basart  
 6 6 THIS LAND IS YOUR LAND—Trini Lopez (Reprise)—Basart  
 7 7 I'M LEAVING IT UP TO YOU—Dale & Grace (London)—Basart  
 8 8 ONE MORE DANCE—Eather & Abraham Ofarim (Philips)—Chappel  
 9 9 THE HIPPI HIPPI SHAKE—The Swinging Blue Jeans (HMV)—Anagon Music  
 10 10 KANSAS CITY—Trini Lopez (Reprise)—Belinda

## HONG KONG

- This Last Week  
 1 1 DANCING ON THE MOON—The Fabulous Echoes (Diamond)  
 2 2 I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)  
 3 8 P. S. I LOVE YOU—The Beatles (Parlophone)  
 4 3 SOME ENCHANTED EVENING—Pat Boone (Dot)  
 5 4 SECRET LOVE—Kathy Kirby (Decca)  
 6 5 A FOOL NEVER LEARNS—Andy Williams (CBS)  
 7 6 FUN IN ACAPULCO—Elvis Presley (RCA Victor)  
 8 7 PLEASE PLEASE ME—The Beatles (Parlophone)  
 9 — CHARADE—Andy Williams (CBS)  
 10 10 SHE LOVES YOU—The Beatles (Parlophone)

## ITALY

- Courtesy Musica e Disci, Milan)  
 \*Denotes local origin  
 This Last Week  
 1 1 UNA LACRIMA SUL VISO—\*Bobby Solo (Ricordi)  
 2 2 QUANDO VEDRAI LA MIA RAGAZZA—Gene Pitney (RCA)  
 3 3 OGNI VOLTA—\*Paul Anka (RCA)  
 4 5 CITTA' VUOTA—\*Mina (RI FI)  
 5 4 NON HO L'ETA' PER AMARTI—\*Gigliola Cinquetti (CGD)

- 6 6 UN BACIO PICCOLISSIMO—\*Robertino (Carosello)  
 7 9 CIAO RAGAZZI—\*Adriano Celentano (Clan)  
 8 10 SABATO Sera—\*Bruno Filippini (MRC)  
 9 8 PLEASE PLEASE ME—Beatles (Parlophone)  
 10 7 STASERA NO NO NO—\*Remo Germani (Jolly)  
 11 11 QUANDO VEDRAI LA MIA RAGAZZA—\*Little Tony (Durium)  
 12 14 PIETA'—\*Vasco Ovalle (Pathe)  
 13 12 CHE M'IMPORTA DEL MONDO—\*Rita Pavone (RCA)  
 14 15 CHE ME NE IMPORTA... A ME—\*Domenico Modugno (Fonti)  
 15 — PICCATURA—\*Peppino Di Capri (Carisch)

## JAPAN

- (Courtesy Utsunomiya, Tokyo)  
 \*Denotes local origin  
 This Last Week  
 1 1 WASHINGTON SQUARE—The Village Stompers (Epic)—Toshiba  
 2 2 SAVE THE LAST DANCE FOR ME—Koshiji Fubuki (Toshiba)—Aberbach  
 3 3 WAKARE NO IPPONSUGI—\*Anzoka Yukiji (Toshiba)—JASRAC  
 4 4 I LEFT MY HEART IN SAN FRANCISCO—T. Bennett (Columbia)—Toshiba  
 5 — TOKYO BLUES—\*Nishida Sachiko (Polydor)—JASRAC  
 6 10 GUTTA JINGI—\*Kitajima Saburo (Columbia)—JASRAC  
 7 3 MEMORIES, MEMORIES—Joanie Sommers (Warner Bros.)—Taiyo  
 8 6 MENDOU MITAYO—\*Ueki Hiroshi (Toshiba)—JASRAC  
 9 — SHORT ON LOVE—Gus Backus (Polydor)—No subpublisher  
 10 8 AWAYUKI NO WALTZ—\*Ishihara Yujiro (Teichiku)—JASRAC

## MEXICO

- (Courtesy Audiomusica)  
 \*Denotes local origin  
 This Last Week  
 1 3 ENTREGA TOTAL—\*Javier Solis (CBS)—Mundo Musical  
 2 2 IF I HAD A HAMMER—Trini Lopez (Reprise)—Ludlow Music  
 3 6 I WANT TO HOLD YOUR HAND—The Beatles (Musart)—Pending  
 4 1 DOMINIQUE—\*Los Dominic (Odeon); Singing Nun (Philips)—Fermata  
 5 4 QUIERO QUERDARME AQUI—Steve Lawrence—Eddie Gorme (CBS)—Aldon Music  
 6 — NO TENGO EDAD—Gigliola Cinquetti (Gamma-CGD)—Pending  
 7 — ATRAS DE LA RAYA (Lody Lo)—\*Apson Boys (Petrina)—Kalmann  
 8 7 MI ADIOS—\*Sonora Santanera (CBS)—Mundo Musical  
 9 5 RECUERDOS DE IPACARAI—Neil Sedaka (RCA)—Fermata  
 10 8 MAGIA BLANCA (Devil Woman)—\*Hnos. Carrion (CBS)—Grever

## NORWAY

- (Courtesy Verdem Gang)  
 \*Denotes local origin  
 This Last Week  
 1 1 HIPPI HIPPI SHAKE—Swinging Blue Jeans (HMV)—Imudico  
 2 2 SKONA MITT HJARTA—Siv Malinqvist (Metronome)—Imudico  
 3 3 JEG GAR PA SKOLE—\*Wenche Myhre (Triola)—Egil Momm Iversen  
 4 4 I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Edition Lyche  
 5 6 I'M THE LONELY ONE—Cliff Richard (Columbia)—Bens Music  
 6 9 BEAUTIFUL DREAMER—John Leyton (HMV)—Southern Music  
 7 8 DETROIT CITY—Bobby Bare (RCA Victor)—Cedarwood  
 8 5 GLAD ALL OVER—Dave Clark Five (Columbia)—Norsk Musikforlag  
 9 10 MEXICO—Elvis Presley (RCA Victor)—Belinda  
 10 — ALL MY LOVING (EP)—Beatles (Parlophone)—Edition Lyche

## PERU

- (Courtesy La Prensa, Lima)  
 This Last Week  
 1 2 FANNY—Leo Dan (Columbia); Andy Macia (Disc Jockey); Gladly Alcalá (Odeon)  
 2 1 LIMENA (Dengue)—Prez Prado (Odeon)—Enrique Lynch (Sono Radio); Carlos Pickling (MAG)  
 3 4 CELIA—Leo Dan (Columbia); Enzo Roldan (Virrey); Los Keeps (RCA); Andy Macia (Disc-Jockey)  
 4 3 GUANABANA—Prez Prado (Odeon); Enrique Lynch (Sono Radio); Carlos Pickling (MAG)  
 5 5 SABOR A SAL—Jimmy Santy (S. Radio); Juan Ramon (Disc-Jockey)  
 6 6 RIO MANSO—Enzo Roldan (Virrey)  
 7 8 SHE LOVES YOU—The Beatles (Odeon)  
 8 9 I WANT TO HOLD YOUR HAND—The Beatles (Odeon)  
 9 7 DOMINIQUE—Conita Philip (Virrey); Soeur Sourire (Philips); Angelica Maria (Musart)  
 10 — CORAZON—Manolo Manzo (Musart); Juan Ramon (D. Jockey)

## PHILIPPINES

- \*Denotes local origin  
 This Last Week  
 1 3 CUANDO CALIENTE EL SOL—Steve Allen (Dot)—Mareco  
 2 5 IT'S LOVE THAT COUNTS—Pat Hervey (RCA)—Filipinas  
 3 1 FUN IN ACAPULCO—Elvis Presley (RCA)—Filipinas  
 4 — I SAW HER STANDING THERE—Beatles (Parlophone)—Mico, Inc.  
 5 9 DOMINIQUE—Lennon Sisters (Dot)—Mareco  
 6 — THERE'S ALWAYS ME—Elvis Presley (RCA)—Filipinas  
 7 4 UNCHAIN MY HEART—Ronnie Villar (Mabuhay)—Mareco  
 8 — IN YOURS ARMS—Ronnie Villar (Mabuhay)—Mareco  
 9 — MARCUS ANTONIUS—\*Celtics (Mabuhay)—Mareco  
 10 5 DEAR TERESA—Jerry Fuller (Challenge)—Dyna Products

## SPAIN

- (Courtesy Discomanda)  
 This Last Week  
 1 3 IF I HAD A HAMMER—Trini Lopez (Reprise)  
 2 4 LO NUESTRO TERMINO—\*Duo Dinamica (Voz Amo)—Musica Sur  
 3 2 HEART—CUORE—Rita Pavone (RCA)—Hispavox  
 4 3 AMOR DE VERANO—\*Duo Dinamico (Voz Amo)—Musica Sur  
 5 5 CRYING IN THE WIND—Paul Anka (RCA)—Hispavox  
 6 8 NON HO L'ETA' PER AMARTI—G. Giglietti (Hispavox)—Canciones Mundo  
 7 7 SHE LOVES YOU—The Beatles (Voz Amo)—Aberbach  
 8 6 SPANISH LACE—Enrique Guzman (CBS)—Aberbach  
 9 — LA MAMMA—Aznavour (Columbia)  
 10 9 TELL HIM—\*Luis Aguile (Voz Amo)—Robert Mellin

## Mercury Bonds Russian Love

CHICAGO—Mercury is releasing an original sound-track single from the award-winning British movie "From Russia With Love," starring the fictional secret agent James Bond. The theme, an instrumental, will be performed by the British group, John Barry Seven and Orchestra.

The movie established 20 new all-time records and was the first film ever to play concurrently in four London downtown theaters. The previous James Bond movie, "Dr. No," was popular in both Britain and the U. S. Ian Fleming is the author of the James Bond thrillers.

# 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.

## THE SEARCHERS (Kapp) PM: Les Ackerley

**NAMES:** Chris Curtis, Tony Jackson, Mike Pender and John McNally. Ranging in age from 21 to 23, the Searchers are another top vocal and instrumental group from Liverpool, England. Originating as a backing group for a pop singer, they decided to branch out on their own in 1962. Within a year of playing dates in Britain and Europe they were



signed to a recording contract. Since then they have been working steadily. They appeared with Roy Orbison on tour and have worked with Tommy Roe and Bobby Rydell. Future plans for the group include a trip to the United States.

**LATEST SINGLE:** "Needles and Pins" is No. 20 in its fourth week on Billboard's Hot 100 chart.

## FCC Okays Sales Plan

WASHINGTON — The FM Group Sales Plan, organized to get national spot advertising for

member FM licensees, received the blessing of the Federal Communications Commission recently, with two reservations that may need clearing up.

In answer to FM Sales' query on the legality of its combination rate plan, the FCC questions whether a station member has the right to offer an advertiser lower prices as a group member than he would in individual negotiation. FCC fears this might work against a competing FM-er who does not choose to join the group, or an advertiser who wants to deal with a single station. FCC wants to hear further from them on this.

Also, FCC wonders if Lester Vihon (WFMQ), Chicago FM station owner, presents a conflict of interest because of holdings in FM Group Sales. Vihon is 25 per cent shareholder in the Group Sales corporation and an officer of the company. FM Sales says Vihon stopped acting for any Chicago FM station in March of 1963, and no longer has any access to rate data of other Chicago FM licensees. Nevertheless, FCC sees the dangerous "potential" that Vihon could favor his own station in dickering for the group with an advertiser who wanted to buy time on some, but not all, of the Chicago FM's.

On the plus side, FCC warmly approves the Group Sales gain of some \$220,000 in national spot advertising, in less than a year of operation. Sales were made for member stations in Chicago, Los Angeles, San Francisco, New York, Detroit, Cleveland, Boston, Baltimore and Washington. The majority of the national spot advertisers had not used FM previous to Group Sales operation, FCC points out.

### 'Kookiest Teen-Ager'

DALLAS — Radio Station KBOX (Dallas), in co-operation with the Village and Wynwood theaters, is conducting a contest to find the "kookiest" teen-ager in Dallas. The contest is part of the promotion for the new Walt Disney picture, "The Misadventures of Merlin Jones." The contest winner will have the privilege of doing a turn as a deejay at KBOX among his prizes which includes a theater party for 12 with dinner at Holiday Inn Central, plus other prizes.

# VOX JOX

• Continued from page 12

qualify for any honors, as the wiggled-topped Dollar resorted to the aid of a helicopter. After all, got to keep up with the times.

**Billy Taylor**, jazz pianist, composer, recording artist and WNEW-Radio (New York City) personality, recently lectured at the 38th meeting of the Music Educators National Conference held in Philadelphia.

**Guy Travers**, WVOB (Bel Air, Md.) deejay and program director, has revived his "Airline Album" series spotlighting "the stars we'll always remember and the songs we'll never forget."

The "VIP's" of KYW-Radio (Cleveland) are throwing a hop starring **Lesley Gore**, **Vic Dana**, **Gene and Dean** and the **Secrets** at Chanel High School benefit of two Cleveland high school students stricken with cancer. Lesley canceled previous commitments to make the date.

## SEGUE

If you're male and 20 years old, you'll probably make at least more job changes during your working life. At 40, the figures are two to three; even at 50 you've got one more change to go according to the averages calculated by the Labor Department. This year, according to these estimates, some 8.5 million in the U. S. work force will either switch from their present jobs, their present industries or both. An interesting sidelight is that only 14 per cent of these changes will be voluntary. Thanks, I think, to Mutual Broadcasting System's OMI for this info. Seems like "Segue" is here to stay.

**Kerby Scott**, production manager at WARM (Scranton), joins WCAO (Baltimore) as air personality. . . . **Johnny Magnus**, KGFI staffer, into 9 to midnight slot of KMPC (Los Angeles). **Pete Smith** assigned late night shift on the station.

**Neil Grant** WHY - TV seeking air slot in Philadelphia area. . . . **Vince Ford**, Kalamazoo air personality, joins WKLZ that city for 3:30 to 6 p.m. air sint. **Dick Covington**, former program manager of CBS owned WEEL (Boston) returns to Baltimore as

### Dale Moudy WSAI Gen. Mgr.

CINCINNATI — James G. Rogers, chairman of the board of Jupiter Broadcasting, Inc., last week announced the appointment of Dale Moudy as general manager of WSAI here, effective March 2. Moudy for the past five and a half years has been vice-president and general manager of WING, Dayton, Ohio.

### Instant Tab

INDIANAPOLIS — WFBM-TV, a Time-Life station, is one of the nation's first local television stations to sign a blank contract with a company for the coverage of future news events. The station's "Instant News Specials" will be automatically sponsored by Morris Plan Savings and Loan, including bulletins and special reports.

Say You Saw It in Billboard

production manager, assistant program manager and host of "Covington's Corner," 3-6 p.m. daily on WCBM. . . . **Alan Kent**, WOC (Davenport, Ia.) to WROK (Rockford, Ill.) in 2 to 6 p.m. slot replacing **Bob Gann** who moves into midnight to 5 a.m. segment vacated by **Serg Apolloni**, who resigned. . . . **Bill Nesbit**, veteran WWSW (Pittsburgh) announcer, has taken over the 1 a.m. to 6 a.m. portion of the "790 Club."

**VIP APPOINTMENTS:** **Richard W. Freeman**, upped to operations manager at KIRO-TV (Seattle). . . . **Donn R. Shelton**, WITI-TV (Milwaukee) promotion manager, joins WJZ-TV (Baltimore) in similar capacity. . . . **Bill Wood Bell** upped to executive producer of Stars International Producers, a division of Ullman MusicCreations, Inc. (Hollywood). . . . **David O'Shear** joins **Adam Young** station reps in the newly created post of director of station relations. . . . **Robert M. Miller** upped to program director of WERE-Radio (Cleveland) replacing **Eugene Plumstead** who has resigned. . . . **James E. Allen**, general manager of WBZ-TV (Boston) appointed to new executive post at Group W in New York.

**LITTLE SEGUES:** WNBC's afternoon air personality, **Steve Woodman** and wife, **Carol**, parents of daughter, **Fay Elizabeth**, born February 28. It's the Woodman's seventh. . . . **Jack** and **Suzanne Fisher** parents of boy, **Terry Fisher**, born February 24. Jack emceeds the 6 to 9 show on WEAM (Washington).

**Mary Dee**, Miss of Song of Faith program, aired on WHAT (Philadelphia) for more than five years died last week. Miss Dee has clocked more air years than any other Negro female air personality in the country.

The Brightest New Star of '64

**DIANE RENAY**  
Breaking Out With Her  
Brand-New Hit  
**KISS ME SAILOR**

b/w  
**Soft Spoken Guy**



**"HAVE LOVE  
WILL TRAVEL"**

The OFF-BEATS  
Guyden 2101

JAMIE GUYDEN DIST. CORP.  
Phila. 21, Pa.



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"LET  
THEM  
TALK"

by

Mitty Collier

Chess 1829



"I GOT  
TO DANCE  
TO KEEP  
MY BABY"

The Radiants

Chess 1887



"I'M  
LOVING  
YOU MORE  
EVERY DAY"

by

Etta James

Argo 5465

Climbing, Climbing  
**"If You Can't Say  
Something Nice"**  
by  
**DAVID BOX**  
Joed #114  
**JOED RECORD CO.**  
Philadelphia, Pa.  
Contact **SAM HODGE**  
Paramount Mfg. Co.  
1314 S. Howard, Philadelphia, Pa.  
DE 4-7900

**BOBBY GOLDSBORO**  
**"WHENEVER HE  
HOLDS YOU"**  
U.A. #710  
**UNITED ARTISTS RECORDS**

**ATTENTION  
MUSIC TRADE**  
Why was "Baby Patsy" an overnight hit in Rio de Janeiro? Because it's the prettiest of all baby tunes. Time will prove this statement.  
National Distributor:  
Pan-American Records  
1344 S. Halsted St., Chicago 7, Ill.  
**CARMEN RECORDS**  
P. O. Box 9182 Chicago, Ill.

**FAN MAIL GLOSSY  
PHOTOS**  
All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

**MULSON STUDIO**  
Box 1941 Bridgeport, Conn.

**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.

**CHESS**  
PRODUCING CORP.  
2120 S. Michigan Chicago 16, Ill.

# GEMA Fights German Rights

By OMER ANDERSON

**BONN** — The German performing rights organization — GEMA—is at loggerheads with the German electronics retail trade over its demand that the dealers pay an annual performing rights fee for demonstrating their wares.

It is GEMA's contention that when the retailer switches on a radio, a television set or a tape recorder to show the set, he will probably play music. This is the unlicensed use of music for commercial purposes; ergo, a fee is in order.

GEMA is demanding an annual fee of 36 Deutschemarks (59) from each retailer. GEMA proposes splitting the fee, 30 marks to six marks, with the Gesellschaft zur Verwaltung von Leistungsschutzrechten (GVL), the artists' performing rights group.

This fee would be in addition, and entirely separate from, the annual fee of 10 Deutschemarks which GEMA is attempting to collect from the private owners of tape recorders (on the theory that when they tape, it is inevitably music).

## GEMA Upsets

To nobody's particular surprise, the GEMA "demonstration" royalty demand has lifted the hackles of Deutsche Radio- und Fernseh-Fachverband accuses GEMA of scheming to circumvent the new copyright law now in committees of the Bundestag. This bill is a red flag to GEMA because it specifically exempts private households from paying of a performing rights fee for music taping.

The retailers' association is as wrathful as its German name is long. Deutsche Radio- und Fernseh-Fachverband accuses GEMA of scheming to circumvent the new copyright law now in committees of the Bundestag. This bill is a red flag to GEMA because it specifically exempts private households from paying of a performing rights fee for music taping.

The retailers contend, too, that the draft law exempts them from payment of the "demonstration" royalty, although here it seems to expert consensus that the law is vague and requires clarification.

Radio-Fachverband takes the position that GEMA is embarked on intricate strategy with the retailer fee demand to circumvent the Bundesrat and insert its special wishes into the bill in the Bundestag committees on the basis of "accomplished fact."

## Precedent Fee

Presumably, the DM 36 performing rights fee is only a nominal figure for the sake of

establishing the precedent. Retailers feel that once they accepted the principle of the fee, it would immediately be escalated into important money. Similar apprehensions also underlay opposition to the private taping fee.

The inexhaustible energy which GEMA lends to the pursuit of royalties is hardly less important for the Americans for the German music industry. GEMA is striving for a standardization of the world royalty structure and the establishment of uniform royalty fees and practices.

Translated, this means that GEMA will press to have the same royalty fees collected in the United States as are collected in West Germany; and, conversely, GEMA can be counted on to endorse and strive to apply to West Germany any new sources of royalties conceived in the U. S.

## German Small Take

GEMA is voicing strong dissatisfaction at the proportionately small take of German authors-composers abroad. The

feeling here is that other performing rights societies are asleep at the switch, and that it is unjust that foreign authors-composers should batten off GEMA's imagination and resourcefulness while their own performing rights organizations remain passive.

Radio Fachverband does not admire GEMA's enterprise, however. On the contrary, the retailers are determined to block GEMA's initiative with the "demonstration" fee by pressing for amendment of the copyright draft bill to include a paragraph specifically exempting the retail trade from royalty payment in the same way private taping is excluded from scope of the draft law.

Radio-Fachverband claims GEMA's demand is outrageous in that a complete work of music is never played for demonstration purposes and that fragments of music are admixed with speech and (in the case of TV) film.

## Charles Fach Outlines Fontana Disk Expansions

**CHICAGO** — Fontana Records is rushing through its first Gloria Lynne single, "Be Anything," with an album, "Intimate Moments," set for release within a few days.

The popular artist, who formerly recorded for Everest, joined the Chicago-based diskery last week in what label executives described as the beginning of a "major expansion program."

Charles Fach, Fontana head, said that the months ahead would see Fontana develop into a full-scale major American label with an ever-expanding roster of name talent.

"We also intend to develop Fontana into a label synonymous with the famous film sound tracks of the world," said Fach. He added that the label will back its name talent acquisition with a strong promotion and advertising program.

Fontana was originally launched as a companion to Smash Records in September 1962. Fach heads both labels. Fontana and Smash, along with



**PLAGUED BY TROUBLE:** Helen Shapiro, British pop singer, really had her troubles while on tour in Hong Kong. While trying to tele-record a much-heralded TV show, the equipment failed; she then caught cold and drew less than favorable criticism from the press during a personal appearance. The p.a. criticism was due to the shortsightedness of the promoter who did not leave enough on-stage time for Miss Shapiro. She is shown here during one of her less hectic moments at the police post overlooking Red China.

## New Peak in Japan Trade

**TOKYO**—According to the announcement by the Japan Phonograph and Record Association, the record production during 1963 reached the highest peak in history. The production was 59,594,834 records or \$58,107,816 at manufacturers' prices. Its breakdown is: 33 r.p.m. LP records, 20,336,127; EP's, 1,969,719; singles, 37,263,835, and 78 r.p.m., 25,153. LP indicates an increase of 25.3 per cent. EP's showed an increase of 109.5 per cent, singles an increase of 43.4 per cent, and 78 r.p.m. disks showed a decrease of 95.7 per cent in comparison with 1962.

In total, the report shows an increase of 36.3 per cent in quantity sold and a gain of 21.2 per cent in revenue.

Stereo records involved in above figures are about 15,458,091 records or \$2,917,279. Stereo production accounts for about 40 per cent of the total value. This very rapid sales hike was helped by various kinds of low-priced stereo players being marketed one after another.

## Lor Crane Set With Col. A.&R.

**NEW YORK**—Lor Crane has been set as associate producer at Columbia Records' pop artists and repertoire department. Crane has done disk production for Rank International, Amy Records, Award Productions and Laurie. In addition to his disk producing activities, Crane has produced music for the New York Shakespeare Festival, and has composed music for the upcoming off-Broadway review "Ostrich Under Glass."

## Mel Price Debuts Giant Record Firm

**LOS ANGELES**—Mel Price has set April 1 as the debut date for Giant Record Distributors, new firm, located at 2817 West Pico Boulevard. Tradesters are also talking about a second new distributor about to open at 2644 West Pico, next door to King Records. Last year six distributors faded from the scene.

Mercury, Philips and Limelight, are divisions of Mercury Record Corporation, itself a part of the giant Philips Phonographic Industries of Holland.

The Netherlands firm also has a Fontana Records abroad. Fach said that Fontana (U. S.) will continue to bring recorded works of internationally known artists through its interchange with Fontana abroad.

The acquisition of Gloria Lynne is through an exclusive long-term leasing arrangement for her recordings. Fach said the agreement includes the sale and distribution of her material both in the U. S. and abroad.

Miss Lynne's talent first came to light after she walked off with first place in a talent contest at New York's Apollo Theater. She later starred in the 1961 Newport Jazz Festival. She has since become a top name through radio, club and television appearances.

## Goldenberg To Columbia

**NEW YORK**—Harry Goldenberg has been appointed to the post of operations manager for advertising and sales promotion at Columbia Records. In this newly created post, Goldenberg will be responsible to Morris Baumstein, director of advertising and sales promotion, for directing the traffic and production activities related to the preparation of ad and sales promotion material.

## 22-Year-Old Scotch

**NEW YORK**—ABC-Paramount this week released its first single by Martin Walker, 22-year-old Dundee, Scotland, artist who recently signed with the label.

Sides are "It Only Takes a Moment," from the Broadway production of "Hello, Dolly" and "Forever and a Day," from "High Spirits."

The label will soon release an album by Walker. Walker has worked in Scotland and England. The single marks Walker's debut in the United States.

## Next Beatles Trip August 18

**LONDON**—The Beatles begin their next U. S. tour on the West Coast August 18 and it will last about 30 days. They will work across the Continent reaching New York in time to do an "Ed Sullivan Show" as climax to the tour.

At home they continue work on their first film (for United Artists) which is still untitled. It is revealed that there will now only be six songs (all Lennon-McCartney compositions) in the picture—not enough for the album UA had planned.

Two of the songs will be "Can't Buy Me Love" and "You Can't Do That"—the tracks on their latest single—and another two are called "I Should Have Known Better" and "And I Love Her."

Incidentally, on "You Can't Do That" George Harrison plays 12-string bass guitar for the first time. The instrument was given to the Beatle during their recent American visit.

Director Walter Shenson took six days to film scenes for the Beatles' movie aboard a train hired from British Railways at \$2,300 a day.

Next big home date for the Beatles is the "New Musical Express" Poll Winners Concert at Wembley (London) Empire Pool April 26. The three-hour event is to be televised network by ABC in two parts on following Sundays. Ten thousand fans have tickets for the all-star concert—but many more are expected to invade the area on the date.

Another Beatles item concerns Tony Sheridan. Before returning to Hamburg after his 10-day promotional visit, Polydor's Tony Sheridan was reunited with the Beatles, the group with which he waxed the current U. S. hit on MGM, "My Bonnie." Sheridan told them that he expected to be in the U. S. this spring for TV and radio dates and also to record. The singer also had talks with Beatles manager Brian Epstein, nature of which has not yet been disclosed, but a pact may have been agreed upon. Polydor still has some unissued Beatles and Beatles/Sheridan material and is believed to be readying a single which features John Lennon singing "Ain't She Sweet."



**JOHN SCOTT TROTTER**, national president of the National Academy of Recording Arts & Sciences, gives some impressive membership statistics to David Carroll, president of the Chicago chapter. Trotter visited the Chicago group recently, sharing the podium with Billboard Research Director Tom Noonan and Midwest Editor Nick Biro.

**BEST SELLING  
PRE-RECORDED TAPE**

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

**POPULAR REELS**

- Pos. TITLE, Artist, Label & No.
- WEST SIDE STORY**  
Sound Track, Columbia OQ 417
  - SOUTH PACIFIC**  
Sound Track, RCA Victor FTD 5001
  - I LEFT MY HEART IN SAN FRANCISCO**  
Tony Bennett, Columbia CQ 493
  - HONEY IN THE HORN**  
Al Hirt, RCA Victor FTP 1319
  - MUSIC FOR LOVERS ONLY**  
Jackie Gleason Ork., Capitol ZW 352
  - THEMES FOR YOUNG LOVERS**  
Percy Faith & His Ork., Columbia CQ 567
  - SOUND OF MUSIC**  
Original Cast, Columbia OQ 311
  - CHARADE**  
Henry Mancini & His Ork., RCA Victor FTP 1221
  - MOON RIVER & OTHER GREAT MOVIE THEMES**  
Andy Williams, Columbia CQ 463
  - BARBRA STREISAND ALBUM**  
Columbia CQ 593

**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 \$401 and \$500**

POSITION	This Issue	12/14/63 Issue	9/14/63 Issue	BRAND	% OF TOTAL POINTS
1	1	1	1	Magnavox	46.8
2	3	4	4	RCA Victor	9.0
3	2	4	4	Fisher	8.7
4	—	3	3	Curtis-Mathes	6.7
5	—	—	—	General Electric	5.4
6	6	—	—	Pilot	5.0
				Others	18.4

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.

- 12/14/63 Issue: Motorola (4); Zenith (5).  
9/14/63 Issue: Packard-Bell (6); Telefunken (6).

**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.
- 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 12½ per cent discount on all new and catalog ABC-Paramount and Impulse albums.
  - 20th CENTURY-FOX**—Expires March 31, 1964. Started February 1, 1964. A 10 per cent discount on all albums during the "Leap Into Spring" sales program.
  - SIMS**—Expires April 31, 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.
  - PRESTIGE**—Until further notice. Started February 1, 1964. A 10 per cent discount on all albums of Prestige and subsidiary labels. Special artist program: Buy 12 and get four free on all John Coltrane LP's. Expires March 31.
  - GATEWAY**—Expiration indefinite. Started March 13, 1964. Two free records for every 10 purchased in series 1100, 1200, 1400, 1500. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.

**TAPE RECORDER SURVEY: 2**

**Dealers' Biggest Problem: "Discounting by Others"**

(This is the second in a series of four reports on merchandising of tape and tape recorders, based on nationwide retailer survey earlier this year by Gordon Jones of the Wharton School of Business, University of Pennsylvania, in cooperation with the Record Market Research division of Billboard.)

Discounting is a way of life in tape recorder retailing. Yet it is cited as the No. 1 problem—by a wide margin—in the nation-

wide Gordon Jones-Billboard survey of recorder dealers.

"Discounting by other retailers" was checked most often as the major trouble area in the tape recorder business. Nevertheless, 63 per cent of the surveyed retailers answered yes to the question: "Do you sell any tape recorders at discount?" Some of the discounting obviously is defensive, to remain competitive.

Of those who indicated they sold at discount only 18 per

cent deviated from list prices on every recorder they handled. Here's how they characterized their pricing practices:

- All recorders sold at discount 18%
- Only some sold at discount 49%
- All discounted, except certain times of year 3%
- No discounting, except few specials a year 26%
- Some at discount, plus a few specials 4%

The median discount offered by discounting dealers is in the neighborhood of 15 per cent—exactly half of the dealers indicated their average discount was below 15 per cent and half above 15 per cent. Some 8 per cent of retailers put their average discounts in the 21-to-25 per cent range.

**Advice to Manufacturers**  
Retailers had some advice for manufacturers about price maintenance. Asked to indicate what manufacturers and distributors can do to stimulate recorder sales, one dealer replied:

"They should be more careful" (Continued on page 30)

**Phono-Tape  
MERCHANDISING**

- BEST SELLING PHONOS
- DISK DEALS
- EQUIPMENT NEWSLETTER

**Korvette Handles Kodak's Pro Line**

**HOLLYWOOD** — Eastman Kodak, slowly making inroads in the professional and amateur tape markets, has signed Korvette to handle its Eastman professional line, Hart Sweeney, firm's West Coast professional tape sales chief, reports.

Korvette thus gives Kodak its

first significant retail discount operation with which to offer the public its professional line introduced eight months ago. The International Resistance Corporation has been distributing the professional line throughout the U. S. for the past five months and continues to service its accounts. The amateur line, which is sold exclusively through photographic outlets, bears the Kodak monicker.

The Korvette chain plans selling the Eastman line at comparable prices to the other first-line brands it offers, Sweeney noted. According to his estimates, Korvette sells around \$300,000 worth of magnetic tape a year.

Since debuting its tape lines to the public, Kodak has found the initial amateur response below expectations. The Eastman line is being used by several record companies, including Columbia in New York, and here on the Coast by MGM, Goldstar Recordings, Magnetic Tape Duplicators and Roberts Recorders. Sweeney said Capitol is testing the pro line as are other manufacturers.

Advantages of the Eastman line are "extremely uniformity, consistency of product, physical condition of the edges and a strong base. We're probably one of the largest buyers of other brands," Sweeney said. "We constantly run tests on our competitors and there are some name brands which have very rough surfaces and limited binder materials."

**Crowley to Jensen**

**CHICAGO** — Edward Crowley, former executive vice-president of Fidelitone, Inc., has been named vice-president in charge of sales of Jensen Industries, manufacturer of phonograph needles and cartridges. Other new appointments made recently in Jensen's executive reorganization: Donald Haines, formerly of RCA, Zenith and Sonotone, appointed vice-president in charge of engineering; James Lee, of Arthur Anderson & Company, and Ford Motor Company, named controller.

**Autostereo: Tape-In-Car**

By ELIOT TIEGEL

**HOLLYWOOD**—Autostereo, Inc., manufacturer of automobile tape-playing systems, is huddling with Music City for representation in the greater Los Angeles area. Music City has been selling a small quantity of the machines and the companion pre-recorded tape cartridges for the past two months.

The recorder firm hopes to sign Music City as a full sales outlet, but negotiations have halted pending a study of the quality of the pre-recorded tapes. The problem is said to center on the duplication of masters supplied by the 14 companies which offer their artists to Autostereo.

"They've got a quality control" (Continued on page 30)

**NAMM Vows 'Total Selling'**

**CHICAGO** — "Total Selling for Music Stores" will be the theme of an all-day advertising clinic kicking off the National Association of Music Merchants' 1964 Music Show here June 28.

The session will be directed by retail advertising expert Clyde Bedell, who will also be available throughout the entire week of the show for individual consultation. Special emphasis on the program will be devoted to "How to Convert White Space Into Advertising That Sells." Open only to NAMA members, the clinic will cost \$39.95 per member.

Another Music Show program, open free to all attendees, is being developed by the Electronic Industries Association for the morning of June 30. As tentatively planned at the recent EIA spring conference in Washington, the meeting will focus on the selling of home entertainment equipment, and is expected to include an exhibit of consumer electronic products of the future.

(Continued on page 36)

# Dealers' Big Problem: 'Discounting By Others'

• Continued from page 29

whom they franchise, eliminate transshipping, and fair-trade at a 25 per cent markup. Allow no prices on merchandise other than authorized list or fair trade. In big discount houses where they show 'our price,' they seldom have quality products."

Wrote another: "Give dealers better price protection by refusing to ship to established discounters." A third suggested this formula: "Have one price to go by—not carload prices just to dump products. If manufacturers can sell at a lower price by the carload, they can lower their retail price and sell more that way. Give a cash bonus for volume sales."

"Keep pricing clean," was another proposal in the same vein. "Don't extend special buys to dealers. Limit dealerships in an area. The broader the distribution, the greater the temptation to discount. We can't discount and give the kind of service which the customer is entitled to."

"Distributors should stop selling tape recorders direct to the public," was another complaint. "Then dealers will buy recorders for stock, with confidence of making a profit."

## Advertising Policies

Local newspapers were the overwhelming favorite in advertising media by tape recorder

dealers. A full 28 per cent of respondents used no other media, while another 31 per cent used newspapers in combination with other media. Direct mail was the second choice, 13 per cent using it as their sole medium and an additional 28 per cent using it in combination with radio or newspapers or both. Only 5 per cent used radio and nothing else, another 23 per cent using it with other media. Some 18 per cent of dealers said they did no advertising at all.

December was the favorite month for advertising recorders, 57 per cent indicating that this was their heaviest ad month. Another 31 per cent did most of their recorder advertising in November. As to advertising of special sales, 52 per cent placed no "sale" advertising, 5 per cent had one advertised sale per year, 19 per cent had two, 9 per cent had three, and 15 per cent had more than three.

## Seasonal Patterns

The strongly seasonal pattern of recorder sales shows up in answers to the question: "Which months are your best-selling months for tape recorders?" A full 79 per cent chose December as the best month, and the overwhelming choice for second-best month was November. There was less of a trend in selection of third best month—21 per cent chose January, 20 per cent October, 15 per cent November, 11 per cent February.

(NEXT WEEK: Dealers list their biggest problems in selling recorders, and tell what manufacturers and distributors can do to stimulate sales.)

## RCA & Magnavox

• Continued from page 29

increase (41 per cent), unit sales of radios, "Victrolas" and tape recorders were 12 per cent higher than the January-February period last year.

In television, he said, RCA Victor's share of the market has risen to the point where \$1 out of every \$4 spent for domestic TV sets by American consumers is for an RCA model.

As to the remainder of the year, Saxon stated: "The total home entertainment industry, particularly high-end products, should receive a definite boost from the federal tax cut. We estimate that on top of the normal \$49 billion to be spent on durable good purchased in 1964, an additional \$7 billion will be generated by the tax cut."

## Tape-In Car

• Continued from page 29

problem which shouldn't be difficult to overcome," explained Bill Fowler, Music City general manager. For the last several weeks the retail chain has been working with Autostereo under an informal agreement. Music City President Clyde Wallich, who had a machine installed in his car, was said to be pleased with the concept.

Art Leonard, Autostereo's assistant sales manager, reports that the firm's tape cartridge library now has more than 600 selections, and that the machines are being sold at a 1,500-a-month rate.

With a plant in Panorama

## EQUIPMENT NEWSLETTER

# How to Sell Stereo (Someone Else's)

By DAVID LACHENBRUCH  
Equipment Editor

SALESMAN: Is there anything I can help you with, sir?

MR. CUSTOMER: Yes. My wife and I would like to see something in a stereo.



MRS. CUSTOMER: ... Italian provincial, if you have it.

SALESMAN: Yes, indeed. Right this way. I'll show you the Super-Vitascan All-Transistor stereo. You've probably seen it advertised.

MR. C: Yes, I have.

SALESMAN: ... in Playboy.

MR. C: No, I don't think I have.

SALESMAN: Isn't it a beauty?

MRS. C: That's not Italian provincial.

SALESMAN (looking at tag): You're right, ma'am. It's French Provincial. Almost the same thing, though. All genuine hardwood veneers and solids.

MRS. C: What are veneers and solids?

SALESMAN: Those are the things they make stereo cabinets out of.

MRS. C: Well, I really wanted Italian Provincial.

SALESMAN: Just listen to this stereo. If you like it, then I'll see if we have it in Danish Modern.

MRS. C: Italian Provincial.

SALESMAN: Sorry, that's what I meant. Just listen to this tone. Wait a minute, till I find a record. (Shouting) Hey, Joe, do you have a record? ... Well, let me have it as soon as you're done. The record's in use right now. Let me show you the control panel.

MR. C: They sure put a lot of knobs in them nowadays.

SALESMAN: Have to, you know. Now this knob is your Dynamic Equalizer.

MR. C: What's that?

SALESMAN: Well, it equalizes dynamically.

MR. C: Does that have to be there?

SALESMAN: No, you don't really need it. It's not on the cheaper models. I've experimented and it doesn't seem to make any difference whether it's on or off, so I usually leave it off. But it's good to have in case you need it.

MR. C: I see. What's this "Golden Sound Filter" that the ads talk about? Is it really that good?

SALESMAN: Well, we had one of these sets apart in the shop, and it seems to be a piece of cheesecloth strung in front of the speaker. You know how it is—on some makes they call it one thing, on others they call it something else. The important thing is the music, of course.

MR. C: Yes. Can we hear it?

SALESMAN: Well, the record still seems to be in use. Why not listen to the radio first? This is the latest model FM stereo tuner. Have you ever heard FM stereo?

MR. C: I don't think so.

SALESMAN: Well, you've got a real treat coming. See that little red light? That's the Stereo

Searchlight. When that lights up, you're listening to FM stereo. You just push this button.

MR. C: What's that one that says "AFC"?

SALESMAN: Oh, that. It's just something you get on a stereo in this price class. You can use it or not, as you like. ... Now! See that light? That means you're listening to FM stereo.

MR. C: I don't hear anything.

SALESMAN: Wait a minute, till I turn the volume up. Hm. Can't seem to find the volume control.

MR. C: How about this one? It says "loudness."

SALESMAN: Yes, maybe that will do it. There! How's that for sound?

MR. C: Seems to be all coming out one side.

SALESMAN: Well, that's easily adjusted with the special Asymmetric Sound Lens Control. Just as soon as I find it. Now, how's that?

MR. C: Now it's all coming out the other side.

SALESMAN: I think you're standing in the wrong place. Move a little further back, and more toward the center of the instrument. Now I'll move this balance control and you tell me when it's the same out of both sides.

MR. C: Isn't there a lot of static?

SALESMAN: Well, there's a lot of electrical apparatus around here and we don't have an outside antenna. I think I can get hold of the record now.

MR. C: Now it's all coming out the other side.

SALESMAN: I think you're standing in the wrong place. Move a little further back, and more toward the center of the instrument. Now I'll move this balance control and you tell me when it's the same out of both sides.

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## FOR SALE

Catalog consisting of songs (pop, jazz, Christmas, children's tunes, country and western) plus 10 masters.

Box 208

Billboard Publishing Co.  
188 West Randolph  
Chicago, Illinois

## CUSTOM RECORD PRESSING

Mastering—Processing—Labels  
100% ANTI-STATIC  
FACTORY CLEAN

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Direct Dial 602-252-5444

## 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...

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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

## WHAT'S NEW



RHEEM CALIFONE—Half-track mono recorder designed for classroom use, with speeds of 7½, 3¼ and 1⅞ inches per second, built-in VU meter and speaker. Professional user net price, \$149.95.

City, firm has a national network of distributors, including Sight & Sound in its home area of the San Fernando Valley. The company is currently retooling for new models, according to Leonard.



PILOT RADIO CORPORATION—Deluxe 80-watt integrated FM stereo tuner (shown) with four I.F. stages, tuning meter and automatic stereo-mono selection. List price \$199.50; with AM, \$249.50. Also new from Pilot is deluxe 80-watt integrated stereo amplifier, with 12 push-button controls, individual "his" and "hers" headphone outputs, at \$289.50.



ALLIED IMPEX CORPORATION—Decorator-styled four-track stereo tape recorder in furniture-crafted teakwood cabinet (shown). Retail price \$400. Less expensive model, also in teakwood, \$250.



TRW COLUMBUS DIVISION—Added to Bell Sound's deluxe Imperial series of stereo components is a new transistorized FM stereo tuner-amplifier combination. The 80-watt amplifier is completely transistorized, while the tuner uses solid-state circuitry except in the RF section. Price \$469.95; walnut enclosure, \$29.95.

## Zenith Springs Special Portable

CHICAGO—A new Zenith "Spring Special" portable stereo phonograph measures just nine inches deep when closed for carrying. Priced at \$89.95, it has four-speed changer, two 5¼-inch speakers and a remote speaker unit which may be placed up to eight feet away from the main cabinet.

# 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

**CONTEMPORARY PERSONALITY** seeks position in Indiana. Experienced technical background. Will send audition tape. Contact: R. G. Douglas, 29 LeGrand, Indianapolis, Ind.

**HONKYTONK PIANIST AVAILABLE** with Gay 90 costume! Sings all old songs. Try me out! Happy Henry, 137 Howard St., Waverly, N. Y. ap4

### TIM GAYLE PUBLICITY/PROMOTION/ MANAGEMENT

b/w  
Years of Experience/  
Contacts/Results/Know How  
319 West 48th Street  
New York 36, N. Y.  
Area Code 212—Circle 6-9100

### 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 35 words, plus name and address.

MAIL COPY AND PAYMENT TO:  
**MARTIN THAU**  
Billboard Classified Mart  
165 W. 46th St.  
New York, N. Y., 10036

### 23 YEARS' RECORD EXPERIENCE

available to you in southeastern section of U.S.  
Ten years district manager for record company.  
Willing to relocate.  
Write BOX 548  
c/o Billboard  
165 W. 46th St.  
New York, N. Y., 10036

## DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

### RAYMAR'S MEMORY LANE

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

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

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

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

**BRAND-NEW 45's, ASSORTED OLDER** Pops and Standards, \$8 hundred; free catalogue on major brand LP's, \$1.25 each, plus Pop Country and Children's Budget LP's. Hal Faktor, 4143 W. Armistage, Chicago 39, Ill. CA 7-3722. ap11

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## Coin Vibrators To Ease Feet At World's Fair

NEW YORK—Footsore visitors to the New York World's Fair will find 150 coin-operated foot vibrators, operated by Harold Steinman and Jack Tavlin, at locations throughout the 640-acre site.

Each of the Fair's 75 Brass Rail refreshment centers will have a machine, and the other 75 units are committed to individual pavilions and exhibits. Of the 150 vibrators, 100 have been manufactured for Steinman by Pied Piper, Inc., Long Branch, N. J., and are equipped with quarter changers, enabling customers to use nickels, a dime or a quarter.

Judging by his successful experience with foot vibrators at the Seattle World's Fair in 1963, Steinman expects excellent business in New York this spring and summer.

As he has for the past couple of seasons, Steinman will operate vibrators this summer at Freedomland, the large amusement area in New York's Bronx. His prior experience there bolsters Steinman's conviction that such locations are natural for the units. By the time the World's Fair is over, he anticipates no difficulty in re-deploying the 150 units at other locations.

## W. Wash. Halts Plan for License

OLYMPIA, Wash. — The 13 Western Washington counties have dropped plans, at least temporarily, to draft a uniform ordinance licensing pinballs, punchboards and other amusement devices.

Commissioners of the 13 counties in the Peninsula and Southwest Districts of the Association of County Commissioners decided on March 11 to wait until after the State Supreme Court rules on whether an anti-gambling referendum may go on the November ballot, it is reported here.

R. C. Watts, executive secretary of the association, said the counties might take action if the referendum is thrown out. But he said they will wait until after the election or possibly until after the 1965 Legislature if the measure goes to a vote.

The referendum would allow the people to vote on the 1963 gambling-tolerance law. The court will decide whether the question can go on the ballot despite the theft last year of supporting signatures.

## OPS JOIN WITH CAFE OWNERS

DOYLESTOWN, Pa. — Legal advice and congressional aid is being sought by music machine operators in the Bucks County area, joining location owners banded together as the Bucks County Society of Restaurateurs.

Recent activity by the Internal Revenue Service in Bucks County has created great concern among the operators of the many roadhouses and cafes that dot the rural communities. They are being threatened with the 10 per cent federal amusement tax when some enthusiastic patrons sing out "happy birthday" or jump up to dance when the music machine plays.

## Coin Machine OPERATING

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

## U. S. Shows No Push In European Sales

By OMER ANDERSON

PADERBORN, W. Germany — There is a large unsatisfied demand in Europe for U. S. coin machines, according to a veteran German distributor.

Heinrich Hecker, one of this country's largest distributors, has a bigger market for U. S. equipment than he is able to supply—so big that he has taken the unusual step of appealing to U. S. coin machine firms direct.

Hecker is inviting U. S. manufacturers to contact him with price quotations f.o.b. U. S. ports. His experience suggests that U. S. coin machine manufacturers are hardly hard-sell in handling European business. When no salesmen beat paths to his door, Hecker contacted the U. S. Department of Commerce.

### Few Salesmen

A dearth of U. S. coin machine salesmen is similarly re-norway ranks as the Atlantic Community's great coin machine ported from Sweden, which with frontier—ripe for a boom whenever the salesmen materialize.

Pan-Nordic Automation AB was unable to locate any U. S. coin machine firm with a salesman in its area—at Saro, Final-

ly, the firm turned to the U. S. Embassy in Stockholm, asking the Embassy to have the U. S. Department of Commerce prod the sleeping U. S. firms.

Neither Hecker nor Pan-Nordic care to engage in dialectics about the deficiencies of U. S. coin machine salesmanship. But both firms are still interested in buying U. S.-made coin machines.

Hecker's address is 4 Kappenstrasse, 479 Paderborn, West Germany. Pan-Nordic Automation AB has P. O. Box 18, Saro, Sweden.

Numerous European distributors and operators would agree that the U. S. coin machine salesman has a definitely lackluster image on this side of the Atlantic. The consensus is that U. S. executives have delegated—or suppose they have delegated—too much responsibility to their European and Scandinavian offices and representatives.

### Wide Gap

Even assuming enormous enterprise and energy on the part of the overseas force (which, in most cases, cannot be assumed), there remains a wide gap between U. S. and European methods and techniques of salesmanship.

Too many European salesmen still regard it as uncouth to track down sales prospects or to badger them. It is considered more genteel to take the professional man's approach of letting business seek the salesman.

European advertising and promotion, too, still lag far behind what U. S. coin machine concerns take for granted. There are still European businessmen, including some in the coin machine business, who regard advertising and hard-sell promotion as "after all, rather vulgar, really," as one European distributor put it.

(Continued on page 40)

## MONEY Asks Info On Stolen Units

NEW YORK—Music Operators of New York, Inc., have notified their membership that two locally owned coin phonographs have been hi-jacked. The two machines are a Wurli-tzer 2150, serial number 309191, and an AMI 200 Stereo, serial number 642992.

Operators are urged to give any information they may receive about the units to Ben Chicofsky, MONEY manager.

## Flipper Control Is Key To Bally's Bongo Game

CHICAGO — Bongo, Bally's newest two-player pinball game, emphasizes fast flipper control with a novel single-ball scoring feature.

Players score 100 Out-Hole Bonus points by lighting three spots in line, horizontal, vertical or diagonal. By lighting an entire card of nine spots, players receive specials.

But in either case, the line or card must be lit with a single ball. Spots are reset after each ball hits the out hole.

According to Bill O'Donnell, Bally president, the result is the busiest ball in pinball history. Players keep batting the ball up the field to fill out a line or light a card.

A player can light a line or card three to five times each game, O'Donnell says. Bongo also has Bally's new improved



BONGO

flipper mechanism that was first introduced in Hootenanny and later used in Star-Jet.



SELDOM HAVE VALLEY MANUFACTURING COMPANY'S bumper pool tables received so much attention. French actress Denise Parcel tries out a recently installed model in Chicago's Playboy Club, with Bunny Kathy looking on. Kathy takes on all challengers and once beat billiard champ Willie Masconi five times out of five.

## Vt. Senate Tables Bill To Reduce Pinball Fees

MONTPELIER, Vt.—Following a lively debate recently, the State Senate tabled a bill calling for a reduction in Vermont's pinball machine licensing fee.

Supporting the measure "reluctantly," Sen. Reid Lefevre of Bennington, a well-known carnival owner who operates the King Reid Shows during the summer, said it would remedy a situation whereby most bar owners would remove the coin slot in the machines to evade paying the large licensing fee. He said he would favor an amendment to cut the \$100 fee.

Sen. Eugene V. Clark, also of Bennington County, proposed decreasing the fee to \$50, but there was strong opposition from Sen. George C. Morse of Caledonia, who declared pinball machines were "a disgrace to Vermont." He charged that both young and old people in his area

were "frittering away" money on them.

Senator Morse was further aroused when a \$25 fee was urged by Sen. John J. O'Brien, who said he wasn't talking about pinball machines in gasoline stations, but those located in clubs "like the Knights of Columbus," Elks, Moose, Jaycees, Masons, Shriners, Lions, Eagles, etc."

Senator O'Brien pointed out that these organizations have a limited clientele and said they should not be forced to pay a large licensing fee on the machines.

After the State Senate had assented to a request by Sen. Charles L. Delaney that the bill be tabled, Senator O'Brien insisted upon having the last word.

"This bill is the type of junk that is going on in the special session," he said, "and I don't blame the people at home for getting angry with the Legislature."

## EUROPEAN NEWS BRIEFS

### Serenade Sales

BINGEN, W. Germany — George Coughtrey, who has become a main Loewen-Automaten Serenade phonograph distributor in the United Kingdom, has placed an order worth more than £250,000 with the Bingen concern.

Coughtrey, the U.K. distributor for the Jennings and Kenney machines, was accompanied to Bingen by his London director, Ted Jenkins.

Coughtrey calls the Serenade a "revolutionary" phonograph. He said, "You can strip the entire phonograph down without using a screwdriver. The manufacturer claims it takes less time to dismantle the Serenade than to play a single record—exactly 59 seconds. That's quite correct."

Jenkins says he has verified personally the 59-second claim. "It's correct," he said. "I have done it myself."

Coughtrey's first shipment of Serenade machines arrived in

Nottingham on March 20, and he already has a heavy advance sale.

### Jupiter Demand

BIENNE—The Jupiter phonograph, manufactured by a Franco-Swiss company, claims to be Europe's fastest selling machine. The plant says it has accumulated a big order backlog and cannot produce machines fast enough to meet the demand. The company has been unusually successful in Britain. It has shipped over 1,000 machines to its British distributor, Cyril Shack's Phonographic Equipment, in the last year.

### Hanover Fair

HANOVER — Continental coin machine firms will exhibit at the Hanover spring trade fair from April 25 to May 5. The fair, which ranks as a major world industrial showcase, will

(Continued on page 40)

# Judge Rules On In-Lines

LONDON—In-line machines in Britain face a more closely regulated future following a decision by Lord Chief Justice Parker and two other judges in the British High Court.

The case involved a Bristol cafe and a constable who twice played a pinball machine there. His first play cost him four shillings, and he broke exactly even. The second time he tried the machine he put in one shilling sixpence and scored 70 points. This gave him a cash return of 30 shillings.

British laws says that a pinball player must not pay more than one shilling for one chance, but when the case went before a Bristol magistrate, he ruled that since any three of the five balls used in the machine could produce a winning line, the constable had, in effect, had three chances for three separate prizes for his shilling and sixpence.

The High Court upset this judgment by ruling that one game could produce only one prize, although the size of the prize could be increased. The case was sent back to the magistrates to convict. The cafe owner and manager were also fined 25 pounds apiece for breaking a law forbidding cash prizes to exceed one shilling. No limit is placed on the value of prizes paid in merchandise.

# COINMEN IN THE NEWS

## Denver Doings

Gene Boucher, operator from Raton, N. M., braved a real blizzard to visit Denver distributors on March 2, requiring over an hour to drive 28 miles in a howling snowstorm to pick up a new phonograph, one pin game and pay a few bills. . . . Leo Negri, outside man for Mountain Distributors, Rock-Ola outlet here, spent most of late February in visiting Wyoming operators as far north as Casper. Volume is a bit slow in the Cowboy State for the first time in many years, Negri reports.

All record distributors in the Denver area are still appalled at the effect the Beatles' appearance on the Ed Sullivan show has had on their operations. Operators who never before bought more than 10 of any disk were ordering 30, 40 and even 50 pressings of Beatle numbers to fill up all of their phonograph locations, distributors report. . . . Van Sunderland, of Gunnison, Colo., visited several Denver distributors in early March, reporting that he had gone into the coffee vending field, to supplant what he feels will be a considerable slowdown in cigaret vending, following imposition of new State and local taxes. . . . In to buy two new phonographs and a truckload of repair parts at Mountain Distributors recently was Bryan Edwards, phonograph operator from Douglas, Wyo. . . . Popular operator Chuck Morrison, of Leadville, Colo., already a frequent visitor to Denver distributors, will be around much more since he has been appointed a city councilman for the high mountain community. Morrison, an operator of two decades' standing, undoubtedly has one of the highest routes in the world with most of his phonograph and amusement spots well above the 10,000-foot level in high-altitude Colorado towns. Incidentally, Chuck reports that he pays probably the highest license fee of any operator in the State for the size of the community involved—amounting to \$1,500 to operate in the Leadville area. . . . Operator Walter Morris, who has a string of arcade locations along with his phonograph routes, took an extended vacation in the West recently. BOB LATIMER

## Philadelphia Findings

Liberty Bell Vending, Inc., was organized here to deal in the operation of electrical and automatic machines and coin-operated devices of every class and description, according to the application for business charter filed by the firm's attorney, Theodore S. Gutowicz. . . .

Southwark Vending Corporation, for the operation of all kinds of automatic and coin-operated machines, is still another newly established firm setting up shop here. . . . Electronically operated arrows for keeping score and returning arrows to the player make it possible for Charles Sanzore to put bows and arrows on a coin basis in setting up archery lanes in suburban Conshohocken. MAURIE ORODENKER

## Los Angeles Angles

Harry Duensing of Newport-Balboa Amusement Company has added several of Southland's Little Pro golf games. . . . Bill Spurgeon was in town from Riverside on a shopping tour. . . . Ralph Rader was too busy to come into Pico from El Cajon and ordered over long distance telephone. . . . Lou Wolcher of San Francisco is expected in town to look over his new branch of Advance Automatic Sales on West Pico.

Bill Fritz of the Paul A. Laymon parts department is hobbling about on crutches following a fall from a ladder. He fractured his heel and was in the hospital for a couple of days. . . . Jimmy Wilkins at Paul A. Laymon, reports that business is good in general and pool tables in particular. Wilkins is looking forward to his vacation and may make a trip to his old homegrounds of Galesburg, Ill. It will be his first in seven years. . . . Jack Neel, who was with G. F. Cooper Music in Riverside, Calif., for years, is off to his cattle ranch in Oregon, which he operates with his brother, Ed. Upon his return, Jack will take up duties as executive secretary of the Riverside Elks. . . .

Walter Cook of Palo Verde Estates is expanding his real estate and now has properties in Pearblossom and in the Yosemite area. . . . Tex Leershov was in Los Angeles from Barstow in the interest of his Jet Music Company. . . . Henry Leyer of Associated Coin Amusement Company, Oakland, and Jack Simon of Simon Distributing Company, Los Angeles, are in the Orient. When they reported in last, they were in Hong Kong. . . . Cecil Ellison of Desert Operating Company, Lancaster, stopped off to see Frank Menceri at Simon Distributing. The company recently revamped the front. Other improvements are in the offing. Menceri of Simon delivered two truck loads of used equipment which the buyer drove to Central America, a distance of more than 4,000 miles. . . . W. N. Herlema, executive vice-president of Wurlitzer, and E. H. Loyd, Wurlitzer counsel, made several trips to Los Angeles and visited the manufacturing branch headed by Clayton Ballard. . . . Ballard recently returned from a business trip to Las Vegas. . . . Bill Worthy of San Diego and Bill Yedlin of Sherman Oaks made stops at the Wurlitzer company. . . . The fire that destroyed 35 homes in the outlying Los Angeles area came within five blocks of the home of the Clay-

## E. Benjamin Dies

SAN PEDRO, Calif.—Former music operator Elmer F. Benjamin died here recently at the home of his daughter, with whom he had lived since his retirement a few years ago. He was at one time connected with Bill Simmons and operated in the Los Angeles area.

# Phonos Included In Buffalo Bill

BUFFALO—The Common Council's Legislation Committee, deferred action on a proposal to set fees for licensing juke boxes under a pending ordinance for control of coin-operated vending machines.

North District Councilman William A. Buyers, who brought the matter to the council's attention, said juke boxes are not excepted from the proposed licensing ordinance and they comply with the definition of coin-operated vending machines covered by it. "The only thing left to be done is to set a fee," Buyers said.

Some other committee members agreed with him that the licensing ordinance pertains to juke boxes as well as other coin-operated machines. However, they are not listed in a section of the ordinance setting fees of \$2 to \$25 a year for different types of such machines.

ton Ballards in Glendale. During the fire, William O. Curry of Master Music Makers, LaCrescenta, did valuable emergency work with his ham radio. SAM ABBOTT

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Continental Cafe . . . 125	Highway . . . 185	Sweet Sioux . . . 225
Dancing Dolls . . . 195	Hot Rod . . . 85	Seven Seas . . . 250
Double Action . . . 175	Jelopy . . . 185	Scoreboard . . . 125
Falstaff . . . 185	Jungle . . . 125	Show Boat . . . 250
Flagship . . . 150	Jockey Club . . . 125	Sitting Pretty . . . 135
Fiesta . . . 175	Kewpie Doll . . . 195	Stage Coach . . . 110
Foto Finish . . . 250	Kismet . . . 295	Skill Pool . . . 345
Flipper Parade . . . 250	Life a Card . . . 245	Slick Chick . . . 275
Flying Circus . . . 225	Magic Clock . . . 250	Super Circus . . . 175
Flipper Clown . . . 275	Mardi Gras . . . 250	Sunshine . . . 150
	Melody Lane . . . 275	Swing Along . . . 425
	Merry Go Round . . . 195	Tic-Tac-Toe . . . 100
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	Majestic . . . 125	Trade Winds . . . 245
	Nine Sisters . . . 100	Texas . . . 245
	Oklahoma . . . 250	Universe . . . 185
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# Beatle-Lent Parley Hits Sales

By NICK BIRO

CHICAGO — The combination of Beatlemania and Lent kept the juke box programming picture pretty static here for the past several weeks.

The Lenten season is generally a bad time for new records, but this year, what Lent didn't kill off, the Beatles did.

An operator going to his one stop and asking "what's new," got one answer, and it wasn't Guy Lombardo. With a big handful of Beatle records climbing the charts, operators had little choice.

Most of the city's juke boxes had several Beatle entries on at the same time. For many taverns, a new Beatle record was just about the only thing put on for some weeks.

It sounded a little strange at times, going into a plush cocktail lounge and hearing the wailing from Liverpool, but that was the way it was, and even adults seemed resigned to the shaggy-headed invasion.

Now, things are slowly coming back to normal. The new Beatle single is selling strongly, but so are a lot of other things.

A spot-check at Singer and Music Box one stops shows a good variety of new product hitting the city's coin operated phonographs.

Both Singer and Music Box claim good action on Danny Williams' "White on White" on United Artists. In addition, Jack Krug at Music Box says he's doing very well with the Louis Armstrong version of "Dolly" on Kapp, Brenda Lee's "Think" on Decca; Pete Drake's guitar instrumental "For Ever" on Smash; "Diane" by the Bachelors on London; and "Suspicion," the Terry Stafford ver-

sion of the old Elvis Presley tune, now on the Crusader label.

Krug reports operator business "good," though the record business in general is still a little slow. Krug noted that finally "something besides the Beatles" is starting to move.

At Singer, Fred Sipiora notes good action on a pair of r.&b. tunes: "Rock Me Baby" by B. B. King on Kent and "You're a Wonderful One" by Marvin Gaye on Tamla.

Pop product moving well at Singer's to juke box operators includes: "Summer Green, Winter White," the Anita Kerr Singers on RCA Victor; "Naomi," Floyd Cramer, RCA Victor; "You Can't Buy Me Love," the Beatles on Capitol.

Sipiora also speaks of orders received in advance on the Vee Jay single and EP by the Beatles.

Sipiora describes business as slightly off, due primarily to the Lenten slump.



THE ROWE-AMI RECORD MAGAZINE is stripped down by Cliff Biting at a service school sponsored in Chicago recently by Eddie Ginsberg's Atlas Music Company. Some 50 operators and servicemen were in attendance.



SEEBURG'S NEW \$5,000,000 PLANT FACILITY, covering some 400,000 additional square feet of manufacturing space, will be completed during the next five years. The plant, an expansion of the firm's present site, will allow Seeburg to consolidate operations which currently are spread around Chicago.



BOB PORTALE (left) and Jack Leonard check waybill of equipment arriving at the new Los Angeles branch of Advance Automatic Sales, whose home office is in San Francisco. The branch will represent Southland Engineering, Irving Kaye, Williams Manufacturing Company and Chicago Coin.

## Burglars Rob Canale's Safe

MEMPHIS — Burglars broke into the building of Canale Enterprises, Inc., last week, battered open the safe and robbed it of \$923.36 cash, \$280 in checks and a diamond ring valued at \$1,000.

Drew J. Canale, president of the company and a leader in the coin machine industry, dis-

covered the burglary when he opened up last Tuesday (10).

Canale said about \$700 of the money was in coins in bags, collections from the day before. Canale's company has several hundred cigaret machines and phonographs on location.

Canale is a former president of Memphis Music Association, group of phonograph operators, and past president of Shelby County Cigaret Association, organization of cigaret machine operators.

## Rosen Heads Philly Fellowship Effort

PHILADELPHIA — The local amusement machine industry has supported many worthwhile charitable and civic causes here for many years as an industry. This year, for the first time, the industry—as an industry—has been called upon to give support to the fight for equal rights and equal opportunities for all people being carried on by the Fellowship Commission.

While many individual operators and distributors have been members of the Fellowship Commission for many years, this is the first time that an Amusement Machines Division has been set up for its annual membership enrollment. Representing all religious, racial and nationality groups in the community, the Fellowship Commission repre-

sents the united effort of all democratic-minded groups and individuals in the Greater Philadelphia area in the effort to combat bigotry and discrimination and to promote "brotherly living" for all people of every race, color and creed.

Jefferson Fordham, Dean of the Law School at the University of Pennsylvania, who is president of the Fellowship Commission, announced that David Rosen, president of David Rosen, Inc., machine and record distributor, will head up the Amusement Machines Division for the annual membership enrollment.

"Our industry has a stake in the continued well-being of the community and I am certain we will all accept the challenge to

(Continued on page 40)

## TV Airings Promote Coin Shuffleboards

SEATTLE — Two coin shuffleboard shows are now televised weekly in this area over Station KTVW, Channel 13. They are the American Cushion and, more recently, the American Long Shuffleboard tournaments, with teams representing various tavern and with players selected by the Washington State Cushion Shuffleboard Association.

Tom Reed, KTVW sportscaster, and Lloyd Ragan, Seattle tavern operator, narrate the series, which has been sponsored both by a local brewery and by American Shuffleboard. One beer company has dropped out, but it is reported that another is ready to take its place.

The popularity of the shows is attested to by their continued airings since November 1963, when the cushion play board game shows began in early 1964 and now have their own time slot on Wednesday nights from 8 to 9 p.m. Cushion shuffleboard shows are aired on Monday night at the same hour. If games are unfinished at the end of the show, they resume where they left off the following week.

Each team consists of two

players, the winners receiving small prizes, but any team that wins five prizes or five series of three games is entitled to a free weekend for two at Harrison Hot Springs, Canada.

Taverns in the Seattle-Tacoma area are enthusiastic supporters of the programs, but the coin shuffleboard manufacturer is the chief force behind the airings. Both shows are copyrighted by Les Lystad of American Shuffleboard Sales Corporation of Seattle.

## Clarence Hapes, Route Mgr., Dies

MEMPHIS — Clarence Hapes, sport great at the University of Mississippi during his college years and route manager for Dickens Amusement Company the past seven years, died last week of a heart attack at the age of 53.

He left his widow and two daughters, one married and the other a college student at Lambeth College, Jackson, Tenn.

Hapes was an All-American football player and outstanding as a baseball player, track star and boxer in college. He was a star fullback for Ole Miss for 1934-1936.

Recent

## STEREO RELEASES for Music Operators

### SEEBURG LITTLE LP's

#### Pop Vocal

EYDIE GORME—Gorme Country Style... Columbia  
THE KIRBY STONE FOUR—Wow!... Warner Bros.

#### Pop Instrumental

TEX BENEKE—Something New... Warner Bros.  
RAY EBERLE—THE MODERNAIRES—(Music in the Style Made Famous by Glenn Miller)... Warner Bros.  
PERCY FAITH—Great Folk Themes... Columbia

\* \* \*

### SEEBURG ARTIST OF THE WEEK

VARIOUS ARTISTS—Down in the Valley  
RCA Victor (Country Vocal)

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.

## MUSIC FOR SALE

### ROCK-OLA

408	\$775.00	1442	\$295.00
404	675.00	1458	295.00
1492	575.00	1454	250.00
1468	325.00	1446	95.00
1465	295.00	1442	95.00

### SEEBURG

KD-200	\$325.00	C	\$125.00
V-200	200.00	R	295.00
B-100	100.00	3 W 1 Wall	25.00

### AMI

J-120	\$325.00	F-120	\$95.00
G-120	150.00	E-120	95.00
D-80	75.00	120	95.00

### WURLITZER

2200	\$295.00
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## SHUFFLES FOR SALE

Bally-Deluxe Club	\$195.00
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## AMUSEMENT GAMES FOR SALE

### BALLY

Moon Shot	\$295.00
Cross Country	265.00
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### WILLIAMS

Vagabond	\$295.00
Reserve	225.00
Magic Clock	225.00
Space Ship	195.00

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Baseball	\$325.00
Shooting Gallery	195.00

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**Ask Your Distributor for Details**



**BULK VENDING**

**Harby Will Show Newest Models**

VAN NUYS, Calif. — Harby Industries will show a new and improved King Koin bulk vendor along with the new swing and economy stands at the convention of the National Vendors Association in Miami Beach April 15-18. Harold Probasco, owner-manager of the manufacturing firm, said here.

The features, available on machines now being shipped, include the new tall plastic globe that doubles the capacity to 12 pounds of century gum, the false bottom for increased coin capacity, for which a design patent has been applied, and the all-red acrylic paint job instead of the red with black trimming.

**Ops Throng Eppy's Minneapolis Show**



DOOR PRIZE drawing at the Eppy-Vendall Minneapolis sales meeting found the above group before the camera. In front, left to right, are Mrs. Helen Grout and her husband Earl, president of Vendall Distributing, and Jane Mason, Leaf Ball Gum Company. In rear are Sid Eppy, Eppy Charms, Inc.; DuWayne Lohrke, Vendall sales manager, and George Eppy, president of Eppy Charms. Prizes included a Victor Vending Company machine, a 4-unit Northwestern machine and Leaf Gum merchandise.

MINNEAPOLIS — The first regional sales exhibit and clinic ever attempted by Eppy Charms, Inc., of New York, held at the Hotel Sheraton-Ritz here, March 13-15, was a resounding success, drawing more than 200 small operators from Minnesota, Wisconsin, Iowa and North and South Dakota.

Invitations had been sent out to a radius of 400 miles, and many traveled a good part of that distance to attend. George Eppy, president, said, "This response has so encouraged us we now want to do this as a regular event in eight to 10 sections of the country every year." The success of the Minneapolis show has prompted Eppy to do a quick repeat for Chicago operators at the Sheraton Chicago Friday through Sunday (20-22), and there may possibly be another show in Dallas before the April 15 NVA convention in Miami.

"The small operators are the backbone of our industry," Eppy said, "and yet many of them couldn't afford a trip to the na-

tional show. For some years now we've been thinking about coming to them and this year have finally managed to do so."

Besides viewing the 1964 Eppy charm line and new Northwestern machines displayed by the Vendall Distributing Company, Minneapolis, co-host at the event, operators talked shop with the Eppys, Vendall executives and each other in what one called "a unique opportunity to discuss common problems."

These discussions comprised the clinic feature of the weekend and gave some operators their first chance to learn solutions that non-competitors in distant areas had discovered. Charm hits of the show in the ordering were the gold-plated Kennedy photo ring and jeweled rings from Hong Kong in capsules.

Earl Grout, president of Vendall, said, "We've never done this before, but we jumped at the chance to show with the Eppys in this manner. From the response we've had this weekend there will be one of these every year."

**Illinois Softens Decal Provision for Bulk Ops**

CHICAGO—The Illinois Department of Revenue has changed its bulk vending machine decal requirements following a plea on behalf of the operators by National Vendors Association.

NVA counsel Don Mitchell said that the modified requirements will go into effect in May. In the meantime, the department will not enforce the decal provisions of the act.

The requirement for a decal came about in an amendment to the State sales tax law, passed last fall. The law stated that a "sub certificate" (decal) must be applied to each vending machine.

The bulk operators, through NVA, immediately lodged a protest, citing among other things, that the certificates issued by the State were not pressure sensitive, had the word "peanut" imprinted on the face, listed the name and address of the operator, were too large,

and should be fixed to the base of the machine, not the globe.

The operators said that the requirement for name and address of the operator on the sticker was impractical, considering the competitive realities of the vending business.

They noted too that sanitation requirements for washing

*(Continued on page 38)*

**Coinman Killed**

ALTON BAY, N. H.—Ernest E. Provencal Jr., 26, an employee of the AnSCO Vending Company in Somersworth, was killed when his automobile crashed into a tree on Route 11 here March 6. He was a Marine Corps veteran and had resided in Somersworth most of his life.

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Selectorama multiple units put on a tremendous display, yet take up very little floor space. Space required of this unit is only 3 square feet, 18" deep and 24" wide.

Be first with the finest of bulk merchandising. Double and triple your sales with this great Vendor. Write for further details, color circular and prices, or contact your Distributor.

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N.W. Deluxe, 1¢ or 5¢	12.00
N.W. 10-Coin, 1¢ Tab Gum Mach.	12.00
N.W. Model 233, 1¢ Perc. Cap.	6.50
verted for 100 ct. B.O.	
A.B.T. Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn & 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
Cashew, Sults	.45
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.33
Jelly Beans	.33
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey's	.47

Rain-Blo Gum, 72 ct.	\$ .32
Mammoth, 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 spread on all	.34
Rain-Blo Ball Gum, Adams Gum, all flavors, 100 ct.	.45
Wendell's Gum, all flavors, 100 ct.	.45
Beach-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.

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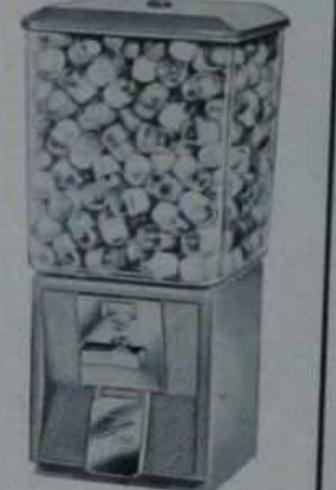
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Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vendor (as illustrated) as well as other Northwestern machines.

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COMPANY \_\_\_\_\_  
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Fill in coupon, clip and mail to:  
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We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5- 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; Leaflets; Coin Wrappers; Stamp Folders; Sanitary Napkins; Sanitary Supplies; Route Cards; Charms; Capsules; Cast Iron Stands; Wall Brackets; Retractable Ball Point Pens; new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.

**New Coin Distrib**

SAN DIEGO, Calif.—A new corporation for the sale and lease of coin-operated phonographs and vending equipment has been formed here. It is the Palomar Vending Company, incorporated by Ray and Marian Jepsen and Noble Craver.

**Multiple-Head Units Pay Off for L. A. Op**

LOS ANGELES — It is not the space occupied by a vending machine stand on the sidewalk but the space it occupies when put away at night that

influences a location owner. Remembering this has paid dividends for Eldon G. Brown, bulk operator in the Beach Cities area here.

Brown has set up a route of more than 450 new machines, all in locations, in an area which has been solicited by dozens of operators in the past. Frequently his spots have been sought by a number of other operators but have been withheld by the location owner as "too much bother" or "not profitable enough."

The secret of landing difficult-to-obtain locations and holding them once the original installation has been made is not to pay bigger commissions to the location owner but to think of the extra effort involved in using bulk vending machines on the premises. In most cases, the Los Angeles operator has found real success by offering location owners multiple-head stands, which take far less space but do the same merchandising job.

By using the two-level, over-and-under arrangement for four machines, Brown's installations occupy no more space than a two-machine stand, and are vastly more convenient for the location owner to handle and move from one place to another. Particularly benefited are the operators who use the machines on the sidewalk in front of their stores and must roll them in at night.

Approaching this problem by providing four-unit heads mounted on a steel stand with built-in caster wheels has made it just about as easy for a location owner to move a bulk vending machine indoors as it would be to roll in a wire stand.

In switching over to these

**Bulk Banter**

**Los Angeles Angles**

Leon Willis, who operates throughout Los Angeles and into South Gate, Glendale and other outlying areas, is making his own outdoor stands and claims they are foolproof. . . . **Bob Feldman**, of Acme Vending Machine Company, is collecting coins. . . . **Dave Slivkoff**, who bought the Biro operation, was in town Monday at Acme Vending for supplies. . . . **Bill Falk**, of Sale-O-Matic in New York, visited the Harby Industries factory for King Koin machines in Van Nuys. Another visitor was **Lyle Becker**, of L. M. Backer in Wisconsin. . . . **Stephen Watson** and **John McClure** up from San Diego for supplies for their San Diego Vendors. . . . **John Clem** in the city from Whittier for equipment and supplies. . . . **James Harris**, of Rainbow Vending in San Diego, was another buyer in town. . . . **John Adams** is a new operator in the Santa Barbara area. . . . King Koin's Harby Industries made its first shipment to Europe and will soon be sending off machines to South America. . . . **Gil Welton** has left Harby Industries because of his health. . . . **Tomas Garcia**, who has the Servicio Particular in Tijuana and Mexicali, Baja California, Mexico, visited the Operators Vending Machines Supply Company for equipment and supplies. In Tijuana, Garcia's machines operate on an American penny but in Mexicali they are geared to take the 20 centavo coin, about the size of a half dollar.

compact, four-unit machines, the California operator had every reason to expect that sales would fall off at least slightly, but they didn't, if for no other reason than that the low level was extremely convenient for small children, who usually have a penny or two. Sales have remained excellent.

Brown finishes all of his vending machines in a rich, chocolate-brown enamel, with his initials worked into a design

that also includes his telephone number, making it easy for location owners to find his name and address whenever repairs, refills or emergency attention are needed.

Brown prides himself on the fact that not one of his 450 locations has ever been jumped by any other operator with a "better offer." His sales remain steadily profitable and have produced solid good will with his location owners.

**NVA Conclave To Discuss Tax On Toy Jewels**

CHICAGO — National Vendors Association will announce new information at its forthcoming April 15-19 convention in Miami on the Federal Retailers Excise Tax which affects "toy jewelry items vended in capsules."

Don Mitchell, NVA legal counsel, said NVA received a letter from the Treasury Department which stated that a "discussion of the issues involved would serve the best interests of the service and retailers in general."

Mitchell said the letter was in respect to a conference to be held in which NVA proposed an opinion exempting such toy jewelry items. Mitchell said some key decisions affecting the entire bulk industry would come out of the discussions—details of which are to be announced at the Miami conclave.

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1c or 1c & 5c Combination

Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

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Double or triple your sales with this great vendor. Write for further details, color circular and prices.

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World's Largest Selection of Miniature Charms



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**NEW NEW NEW BEATLE HEADQUARTERS**



Miniature record with 8 different hits! 4 bright fluorescent colors.

\$15 per thousand; \$12.50 for 5,000 or more

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**IMPORTANT MEMO**

**AD DEADLINE FOR N.V.A. CONVENTION ISSUE**

Dated: April 18

Distributed: Monday, April 13  
(Ad Deadline: April 8)

**FREE** distribution of this issue at the N.V.A. Convention, Deauville Hotel, Miami Beach, Florida, April 15-18.

**REACH OPERATORS IN THIS EDITORIAL PACKED ISSUE** which will contain a comprehensive report of convention activities.

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STEPHEN J. WATSON (center), San Diego (Calif.) Vending Company, receives congratulations from Preston Coombs (left), president of Western Vending Machine Operators Association, in Los Angeles, upon being awarded an Acorn Titan. The machine was donated to the association by Operators Vending Machine Supply Company, with Ed Rosen (right), representing the company at the presentation made at the regular monthly dinner meeting at the Blarney Castle Restaurant.

# Nemesh Back After Four-Year Absence

CLEVELAND — Joseph Nemesh, a 33-year veteran of the coin machine industry, returns to the business after an absence of four years, as head of Duncan Sales Company, national distributor for a new-type gun game.



JOSEPH NEMISH

The Arizona, introduced last year at the Music Operators of America show in Chicago, is now handled by franchised coin machine distributors throughout most of the U. S.

Just recently Royal Distributing Company was named for Central and Southwestern Ohio. Cleveland Coin Machine Exchange for Northern Ohio.

Nemesh said that orders have been placed for Arizona with the Bergmann Company, German manufacturer, and that deliveries are expected shortly.

In shooting Arizona, the player receives his actual pellet with the score imprinted on the

surface. This is done when the pellet hits the embossed target area.

Nemesh said that operators are placing the machine on a 40-60 arrangement. Even after paying for the pellets, the operators gross about 55 per cent of the take, Nemesh said.

Before forming Duncan Sales Nemesh was in Europe developing a number of games for the U. S. market. The Arizona was one such developed.

Prior to that Nemesh headed three corporations which distributed Seeburg equipment throughout Ohio and Michigan for 22 years.

## Illinois Decals

Continued from page 36

gloves and changing mix made the affixing of a sticker to the globe impractical.

New decal requirements by the State include the following provisions: Size, 1 to 1 1/2 inches; pressure sensitive backs; no name and address, merely a number; different colors (for various types of machines); and base, not globe, affixation.

Mitchell said the new requirements were in line with that recommended by his association. "This is something we can live with," he told Billboard.

## Oak Will Host Distributions at NVA

LOS ANGELES—All distributors for Oak Manufacturing Company and their wives will be the guests of the company at a luncheon to be held in conjunction with the National Vendors Association convention in Miami Beach April 15-18.

Sid Bloom and Sam Weitzman of Oak said that the luncheon will be held at noon in the Hotel Deauville on Thursday, April 16. It will follow a distributors meeting in connection with the Oak exhibit. Plans for expansion will be outlined by Oak for its distributors at the session.

OAK SALES CO. Presents the ... **OOGOO'S** FAMILY FROM OUTER SPACE



PAPA OOGOO MAMA OOGOO SISTER OOGOO BROTHER OOGOO BABY OOGOO

37.50 per bag without Key Chains.  
59.50 per bag with Key Chains.  
DISPLAY FRONT WITH EVERY BAG.

OAK SALES COMPANY  
1121 71st St. Miami Beach, Fla. UN 6-7325  
2033 Fifth Ave. Pittsburgh, Pa. AT 1-6478

When Answering Ads . . .  
Say You Saw It in Billboard



# Plan Now To Attend NATIONAL VENDORS' ASSOCIATION

Fourteenth Annual

"Learn to Earn More in '64"

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A perfect setting to mix convention business and pleasure

SPECIAL EVENTS planned for the ladies

## All Registrants Eligible for Valuable Prizes

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- A 3 day trip for two to Las Vegas, Transportation and hotel accommodations
  - Combination TV-Hi-Fi console
  - Plus many, many more valuable prizes

All business sessions will be geared to the general topic: "ISSUES Confronting the Bulk Vending Industry?"

Attend these sessions and get the ANSWERS.

Act Now to Get Your Reservation Card, If You Haven't Already Done So

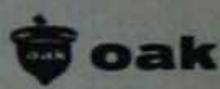
**N.V.A.** 134 North LaSalle Street, Chicago, Illinois 60602. Phone: ST 2-7747



## SPECIAL CONVENTION RATES

As little as \$10.75 per person, per day. Includes room, breakfast, dinner, and all convention programs (even a night club party and dinner dance) for registrants.

You count more with OAK!



MANUFACTURING COMPANY, INC.  
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## P-M PROFIT MAKER

25c or 50c SANITARY VENDORS

Complete line of Sanitary Machines and supplies. Flat packs, vials, matching coins.

BULK VENDORS  
Ball gum, nuts, combs, capsules, charms, etc.  
Send for free literature.

PEN-MAR DISTRIBUTING

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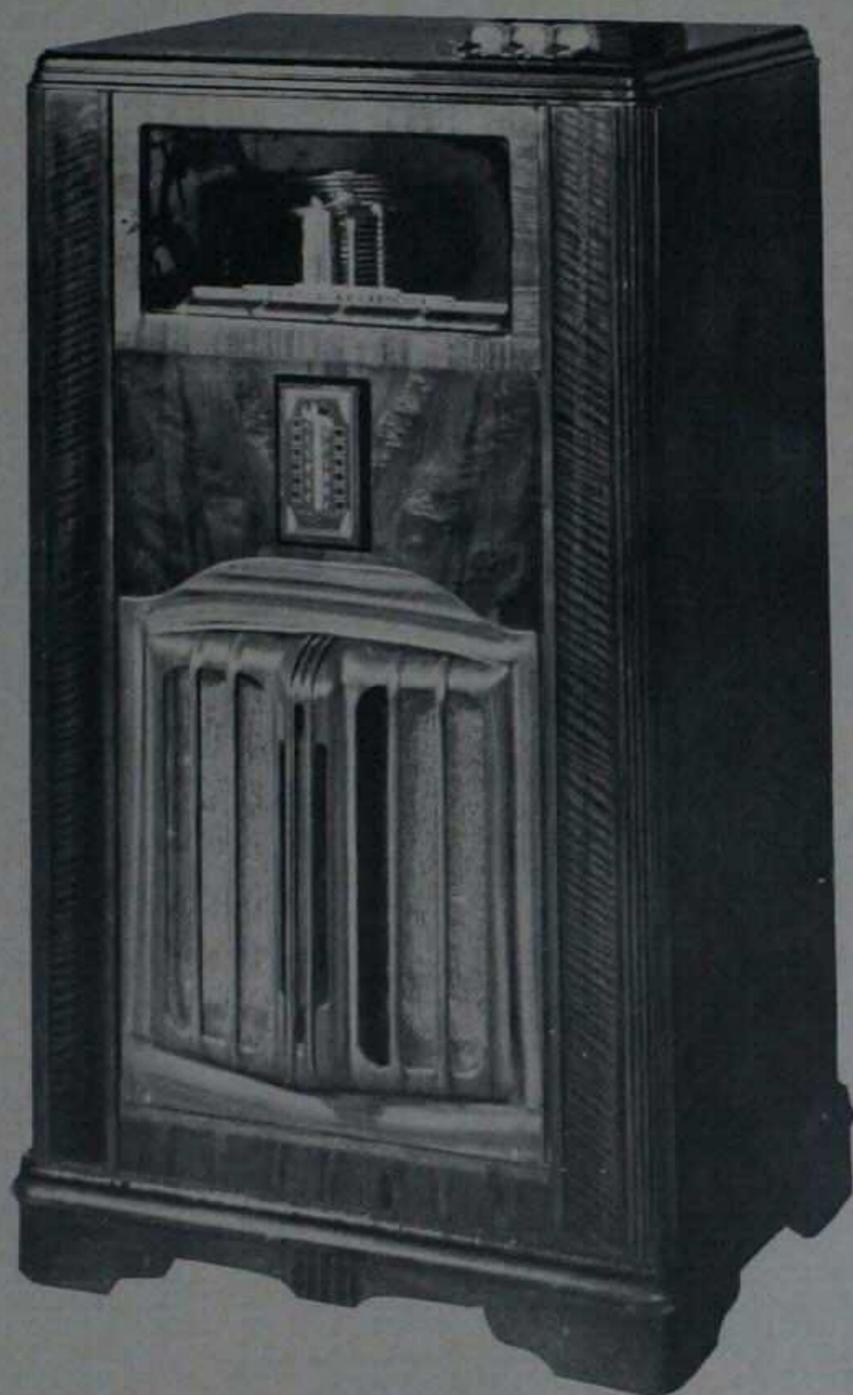
BIG SAVINGS on BALL AND VENDING GUMS

Direct Low Factory Prices

- Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 20 1/2 lb.
- Chicle Ball Gum, 130 ct... 28 1/2 lb.
- Clar-o-Vend Ball Gum... 43 1/2 lb.
- Clar-o-Vend Chicks, 320 ct. 43 1/2 lb.
- Chicle Chicks, 220 & 320 ct. 29 lb.
- Bubble Chicks, 320 & 320 ct... 31 1/2 lb.
- Tab (short stick), 100 ct... 40c box
- S-stick Gum, 100 packs... \$2.00
- F.O.S. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS  
39 years of manufacturing experience  
4th & Mt. Pleasant  
Newark, N. J. 07104

# "You do the darndest things, baby..."



Remember that one? Or how about "Stompin' at the Savoy," or "Pennies from Heaven"... top tunes from back in 1936. The year we introduced one of our "big hits," too... the Rock-Ola Multi-Selector. "America's finest phonograph... at America's lowest price." And here's what we said about it then...

"... just two tools. An ordinary pair of pliers and a tiny, dime store screw driver. That's about all you need to keep your Rock-Ola Multi-Selector in perfect running order 24 hours a day throughout the year. This is because the Rock-Ola Multi-Selector is so well built. So solidly constructed. Its entire assembly is a masterpiece of simplicity. All useless parts—all excess grief and baggage—have been done away with. Only the necessary elements remain. That's why you can always depend on your Rock-Ola Multi-Selector to perform smoothly and satisfactorily."

Years pass. Fads change. So do people, products, and even entire companies. Yet, for us one thing has *never* changed. Outlined in that brief passage is our philosophy of manufacturing which has remained the same for nearly 30 years. Pure and simple concepts of engineering... a tradition of excellence which has made Rock-Ola the most respected name in phonographs... a tradition well-represented by our new 1964 Rhapsody II and Capri II De Luxe Stereo-Monaural phonographs.

See them at your Rock-Ola Distributor's today!



# LOOK TO ROSEN FOR MORE IN '64

JUST OUT! SEND FOR IT!  
New Spring Listing  
World's Largest Inventory  
\* Special for This Week \*

15-MIDWAY PISTOL SHOOTING GALLERY **\$195** Like New

Exclusive Rowe AMI Distributor  
Co. Pa. - S. Jersey - Del. - Md. - D.C.

**DAVID ROSEN INC**  
455 N. BROAD ST., PHILA., PA. 19123  
Phone: (215) CEnter 2-2902

## No U. S. Push in European Sales

Continued from page 32

Most U. S. coin machine executives coming to Europe regard the experience as rewarding, and not a few are appalled by some of their discoveries.

### Three Points

In general, these points are made by critics of the U. S. sales effort overseas:

Basically, for all the ballyhoo about expanding exports to stanch the gold drain, a wide segment of the U. S. business community—including the coin machine industry—is not vitally concerned about export markets.

Home-based U. S. executives rarely make an effort to gain first-hand knowledge of overseas market conditions and problems.

There is insufficient effort to transplant U. S. methods and techniques to European operations.

Since American business began moving to Europe in force,

the idea has gained that U. S. business should be chary about imposing U. S. methods but, instead, should adjust to European customs. It was argued that there was great inherent advantage in "going native."

As the experience of Heinrich Hecker and Pan-Nordic Automation suggests, this notion can be dangerous fallacy.

## Racing Season Boosts Takes For Ark. Ops

HOT SPRINGS, Ark. — The Oaklawn horse racing season is in full swing and with racing enthusiasts here from all over the country, music and game operators are experiencing their biggest season of the year.

Coin collection sacks are packed full and bank accounts are on a tremendous upswing as the rich season is breaking all previous spending records.

W. E. Lewis, Lewis Novelty Company, pointed out, and other operators generally agreed, that the 40-day racing season was the time operators made up for any slack season they may have had or will have the rest of the year.

Phil Marks, Phil Marks Amusement Company, and Van Eddinger, Van Eddinger Music Company, reported an increase in collections for this year's race season so far compared to last year.

They expect revenue this year to exceed last year's by a considerable margin and set a record.

### New Distributor

SEATTLE — All types of coin-operated machines will be handled by the M. J. Stanley Company, a new corporation formed here by M. J. Stanley, Ethel Stanley and Kenneth G. Burrows. They will sell and service the machines.

### WANTED

Man to service Bally Bingos and Keeney uprights. Phone

**JOHN WASSICK**  
542-3791 or 542-9277  
Morgantown, W. Va.

## EUROPEAN NEWS BRIEF

Continued from page 32

have 5,700 exhibitors, including 1,300 foreign firms from 26 countries. Trade fairs provide the only exhibition outlet for the German trade, which has no trade fair of its own.

### Warning on Ads

COLOGNE — Verband der Deutschen Automatenindustrie e.V. (VDAI), representing West German coin machine manufacturers, has issued a warning about misleading and false coin machine advertising.

VDAI said machines were being offered for sale or rent at excessive prices, the advertising claiming high profits with little work and no risk.

VDAI said some of the advertising bordered on fraud and was directed at the inexperienced and gullible. The organization is concerned lest the trade image be damaged by the get-rich-quick appeals.

### Oak Invites Ops To Open House

LOS ANGELES—Bulk operators are invited to help Oak Manufacturing Company and Operators Vending Machine Supply Company celebrate their move to new and larger quarters at an open house Sunday (29) from 1 to 5 p.m.

Operators Vending will be doing business at the new location on the following day, and Oak will move in as soon as possible. The new plant is in downtown Los Angeles, has access to all downtown freeways.

### Rosen Heads

Continued from page 34

strengthen the democratic attitudes of all humankind toward each other," said Rosen in accepting the responsibility. "For many years our industry has been in the forefront in the fight against bigotry and intolerance, and each of us can point to example upon example of Catholics, Protestants and Jews, whites and Negroes, working together in harmony. We have always joined hands when a worthy cause or appeal has been made. In these days of civil rights crisis, it is important that we stand up—and stand together—as an industry when the roll call is sounded in support of democratic ideals and the dignity of man."

Rosen said the initial response to the membership appeal has been most gratifying, and he is striving for 100 per cent participation. The Fellowship Commission receives its entire support from individual, business and organization memberships in the community.

## Cleveland Man Ending Latin American Tour



MR. & MRS. MORRIS GISSER

CLEVELAND — Mr. and Mrs. Morris Gisser, he's head of Cleveland Coin International here, are on the last lap of a six-week tour of the Caribbean and Central and South America.

The Gissers visited with long-standing accounts in Venezuela, Suriname, Brazil, Argentina and Puerto Rico. In Argentina, Gisser was a guest of honor at a luncheon meeting with local operators, later addressing the group on the export-import business.

Gisser noted there was a tremendous potential in the importing and exporting of coin-operated equipment of all types.

# chicago coin's

## New CADILLAC BIG BALL BOWLER



- IT'S GOT SHADOW-BOWL!
- IT'S GOT SPARE-LITE!
- IT'S GOT STEP-UP!

"SWING-AWAY" CABINET  
Provides 10 Second  
SERVICING, ANYWHERE!

AT YOUR CHICAGO COIN DISTRIBUTOR!

Chicago Dynamic Industries, Inc. 1735 W. DIVERSEY BLVD CHICAGO 16, ILLINOIS

## Mr. Coin Man

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

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

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Get it fast.  
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130 West 49th St. AT RADIO CITY IN TIMES SQUARE  
SPECIAL FAMILY PLAN  
AIR CONDITIONING, TV, RADIO AVAILABLE  
RATES ON REQUEST

**\$6.50** from **\$6** SINGLE  
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with PRIVATE BATH

SPECIAL THEATRICAL RATES  
From \$17.50 Weekly

18 Floors... 600 Rooms

For booklet or reservations, see your travel agent or write direct to hotel.

## EVERYTHING IN COIN MACHINES

Arcades Our Specialty  
Write for your needs.

**MIKE MUNVES CORP.**  
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FOR SHUFFLEBOARDS  
Natural Finish Hardwood Cabinet

- Two-faced
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- Scores 15-21 and/or 50 points
- Large metal ART coin rejector box
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**\$169.50**

IMMEDIATE DELIVERY... Terms: 1/3 dep., Bal. COD or S.D.

**MARVEL MANUFACTURING CO.**  
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Phone: DI 2-2424



# FTC Weighs Hot Issues In Industry Tug-of-War

Continued from page 3

hearing room aisle when he said manufacturers can run into legitimate cut-out situations. He described a hypothetical case where a record seems dead, and the "over-optimistic" manufacturer unloads to get back costs on 100,000 albums — letting rackers have them for sale at half price. Then—to his surprise—the old tune is revived in a movie or musical, and the manufacturer rushes out the original again. But the racker still has the right to sell at the lower price he obtained when the record was in cut-out status, said Schlang.

## Outraged Protest

This brought outraged protest from distributor James Martin. He said it wouldn't happen in a million years. He almost choked on the idea of a 100,000 run-off on one album. Martin said unsalable records should be taken back by the manufacturer and ground up. He added, "Some manufacturers are coming to this."

Martin also had sharp words for the dating privileges, which he said manufacturers resort to simply to load up the customers. Martin said the dating deals overextend retailer credit, and weaken the price structure of the industry.

The rules of discriminatory promotional allowances brought protests from NARM counsel Albert Carretta. He was particularly scornful of examples 7 and 8 which spell out equality of treatment required when manufacturers provide an artist's appearance or some other promotional gimmick. "You can't furnish an artist on proportionally equal terms to different dealers all over the country," said Carretta. Also, he groaned over a 28-line sentence in the proposed rules requiring suitable alternative promotion when one customer can't use the type offered to another.

Earl Kintner promptly rose to defend the promotional allowances spell-out, non-stop sentence and all. He thought it should remain as is; the meaning is clear.

Proposed rules 4 to 13, covering well known and obviously illegal practices, from tie-in sales and exclusive dealing, to push money and commercial bribery, were passed over quickly, with little comment.

## Flaring Arguments

Argument flared again on rule 14, prohibiting sales below cost that injure competition. This one did not satisfy major manufacturers' spokesman Ernest Meyers, but ARMADA's Earl Kintner rose to recommend that it remain as worded. The rule provides that with the exception of sales of obsolescent, seasonal, or out-of-business sales, the seller's cost must honestly reflect his actual costs. He can't cite industry average as his actual cost base, and must take into consideration all elements of final cost to him in producing records.

Hans Lengsfelder, who acted alternately as gadfly to Commission proposals and to industry practices, hustled to the witness' lectern to tackle manufacturers who own their own pressing plants, and so can pull down cost base by not reflecting this item of expense. Lengsfelder said a manufacturer with this advantage should equalize by charging himself the same pressing fee that he charges his customers, in price reckoning.

## Reissue Rules

Closely detailed rules requiring disclosures of all facts on reissues, to protect the public from assorted types of mislabeled product, brought anguished wails from manufacturers. FTC attorney Benton was not too sympathetic. He said the FTC was concerned about the extent of duplication of records under different names and labels.

However, there were so many protests over the details of disclosure required in rules 18, 19 and 20, on reissues, that the supervising commissioner said he would consider motion to strike these as written, and bring them in line with industry needs — if this is found necessary. Manufacturers were worried because they said a 20-day allowance for further comment was not enough to formulate rules that would be "practical" and applicable. (Billboard's Washington reporter queried attorney John Benton on this aspect, and he said there was no decision as yet on just how the disputed disclosure rules would be worded—industry will find out when final draft of rules is adopted.)

## Rule 18 Unworkable?

Some of the protests included charge that Rule 18 (A) was unworkable because music from musicals or movies would have to tabulate exactly who sang what, and for complete disclosure, would have to omit names of prominent stars not heard on the recording. Producers of the shows would not stand still for this, FTC was told.

Columbia's attorney Clive Davis said the disclosure requirements were far too elaborate and would "serve no practical purpose." He asked the FTC attorney, "What are you after, exactly, in these rules?" He said Rule 20 requiring disclosure as to the "current" status of a record would limit the times an artist could work on recordings, unless all product was put out at once. Davis said this is impossible for famous artists who may find time to do a swatch of recordings, which are then released at spaced intervals. Under the rule, this would be barred. Davis also criticized Rule 19 for disclosure if the work is not "complete" in the recording. He said disclosure

would be needed on the jacket if some of the gamier language in a Broadway musical, for instance, were deleted.

FTC attorney Benton remained skeptical. "What about a record released as current, when it is really revival of a recording 15 years old?" Davis' answer to this was suggestion that "no disclosure at all be made. The record could be within legal bounds by not claiming it is a current performance by the artist."

## What Fee for 'Free'

The rule limiting the use of the word "Free" in record offers, and requiring prominent display of terms for getting the "free" record, led to a drawing comment by rack spokesman Carretta. He asked: "What about certain 'free' offers made not actually on the record jacket, but on outside mail wrappings — with on disclosure of terms on the wrapper." The inference was plainly aimed at club and mail-order sales.

Without naming names, attorney Benton asked Columbia attorney Davis about such "free" record promises on outside envelopes, with no further disclosure of exactly what the consumer would find inside. Suppose, he said, the "conditions" of the free offer are not made until the last page of an enclosed brochure, and in small print, or in footnotes — this would not be sufficient, said Benton, and asked if Davis didn't agree.

Davis agreed, this would not be conspicuous enough but he qualified by adding: Even if there is not always room on the attached outside envelope, or on the album cover to disclose conditions fully, he felt it was enough to make terms clear at the top of a brochure—in fairly large letters. This brought some chuckles around the room. (One week later, Reader's Digest was to sign consent order with FTC, barring it from making some "special" offers to record-buying subscribers. (See separate story.)

## BARGAINS FOR THE WEEK BOWLERS

Un. Jumbo or Royal, 16'	\$ 75.00
Un. Bonus, 14'	135.00
Un. Playtime, 14'	150.00
Un. Duplex, 14'	175.00
Un. Advance, 14'	200.00
Bally ABC Tournament	75.00

These Bowlers are as low as all parts intact.

Above prices preferably in quantity. Prices do not include delivery or crating. Crating, if desired, \$25.00 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.

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Kits to convert 200 Wall Boxes are available to operate Seeburg, Rock-Ola or Wurlitzer Album Playing Boxes.

FOR INFORMATION, WRITE:

**COIN MACHINE IMPROVEMENT MFG. COMPANY**  
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Cocktail hour?



time for ROWE AMI music

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- 11 Moon Rocket by Kiddielane
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These rides are all in good operating condition, definitely not worn out. Will sacrifice. Write or phone:

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- Wurlitzer 1700
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- AMI E-120
- AMI G-200
- Rock-Ola 1438
- Rock-Ola 1442
- Rock-Ola 1454
- Bally Batting Practice
- Bally ABC Champion
- Bally Target
- Bally Tournament
- Bally Spinner
- Chicago Coin 4-Player Shuffle
- Chicago Coin King Bowler
- Chicago Coin Red Pin
- Chicago Coin Steam Shovel
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Call, Write or Cable. Cable: LEWJO  
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Say You Saw It in Billboard

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VENDING ALUMINUM IDENTIFICATION DISC

WHY!

1. LIFE-TIME INCOME
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3. ONLY 18"x18"

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Seeburg D3WA (200 Sel.), Chrome	39.50
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AMI W-120 (120 Sel.)	14.50
Wurlitzer 5210 (200 Sel.)	22.50
Wurlitzer 5250 (50c) (200)	49.50

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SEND FOR FREE LATEST CATALOG  
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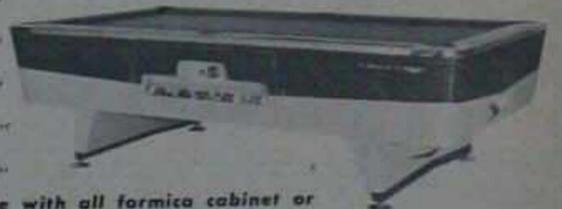
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COIN MACHINE EXCHANGE, INC.  
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**SUPERLATIVE!** The only word to describe the

NEW, DELUXE *Eldorado* FOR 1964

- Mark I 77" x 45"
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- Mark IV 105" x 57"
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Available with all formica cabinet or standard paint finish.

- NEW Streamlined, flush ball drawer. No underhang.
- NEW! Balls release to rackers' end. Speeds up game.
- NEW! Five inch chrome plated leg levelers. Table can be leveled without lifting.

See the complete line at your distributor's now!

**Fruting Kaye**

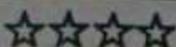
163 Prospect Place Brooklyn 38, N. Y.

STERling 3-1200

# ALBUM REVIEWS

Continued from page 21

begun by Dr. Charles E. Fuller and Mrs. Fuller. This album contains their most popular music as sung through the years on their worldwide radio network.



FOUR-STAR ALBUMS

POPULAR

**TIL THE END OF TIME**  
Jan Peerce, United Artists UAL 3350 (M); UAS 6350 (S)

**LET'S DANCE LATIN**  
Warren Covington & His Ork, Decca DL 4491 (M); DL 74491 (S)

**FRANKIE LYMON'S GREATEST ALL-TIME OLDIES**  
Roulette R 25250 (M)

**WE THREE**  
Sarah Vaughan/Dinah Washington/ Joe Williams, Roulette R 52108 (M)

**COME DANCE TO THE HITS**  
Sammy Kaye & His Ork, Decca DL 4502 (M); DL 74502 (S)

**IN TRIBUTE**  
Dinah Washington, Roulette R 25244 (M)

**YOUNG AND LIVELY**  
Anita Humes with the Essex, Roulette R 25246 (M)

**LITTLE JOHNNY**  
Johnny Coles, Blue Note 4144

**20 ORIGINAL WINNERS, VOL. 1**  
Various Artists, Roulette R 25249 (M)

**20 ORIGINAL WINNERS, VOL. 2**  
Various Artists, Roulette R 25251

**GOLDEN MINSTREL SONGS FOR DANCING**  
Guy Lombardo & His Royal Canadians, Decca DL 4380 (M); DL 74380 (S)

**THE WALTZ KING**  
Wayne King, His Saxophone & Ork, Decca DL 4410 (M); DL 74410 (S)

**HIT TUNES OF HELLO DOLLY AND WHAT MAKES SAMMY RUN**  
Barbara Carroll, Warner Bros. W 1543 (M); WS 1543 (S)

JAZZ

**WHAT MAKES SAMMY SWING!**  
Clark Terry & His Friends, 20th Century-Fox TFM 3137 (M); TFS 4137 (S)

**GREAT DAY**  
James Moody, Argo LP 725 (M)

**MAYNARD '64**  
Maynard Ferguson, Roulette R 52107 (M)

SACRED

**HOW WE LOVE TO SING**  
Nelson Brothers Quartet, Supreme S 202 (S)

INTERNATIONAL

**12 FAVORITE ITALIAN BALLADS**  
Giuseppe Di Stefano, Columbia ML 5968 (M); MS 6568 (S)

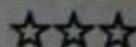
CHILDREN'S

**LITTLE TOOT AND OTHER SEA SONGS**  
Various Artists, United Artists UAC 11036 (M)

**THE LITTLE ENGINE THAT COULD/JACK AND THE BEANSTALK**  
Various Artists, United Artists UAC 11037 (M)

LOW PRICE POPULAR

**ON A SENTIMENTAL JOURNEY**  
Living Strings, RCA Camden CAL 803 (M); CAS 803 (S)



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

**SOLOMON BURKE**  
Kenwood LP 488 (M)

**OLD-TIME POLKAS AND WALTZES**  
Dick Rodgers & His TV Recording Ork, Decca DL 4466 (M); DL 74466 (S)

**EXITANTE RITMO DE TITO PUENTES**  
Tico LP 1106 (M); SLP 1106 (S)

**ORGAN DYNAMICS**  
Bob Wyatt, Roulette R 25245 (M)

**BIGGEST HITS**  
Lee Andrews & The Hearts, Lost Nile LP 101 (M)

**WORLD OF TROUBLE**  
Jimmy Grieson, Argo LP 729 (M)

**I ENJOY BEING A GIRL**  
Barbara McNair, Warner Bros. W 1541 (M); WS 1541 (S)

**THINGS ARE SWINGIN'**  
Kirby Stone Four, Warner Bros. W 1540 (M); WS 1540 (S)

**DANCING UNDER THE STARS**  
Jan Garber & His Ork, Decca DL 4443 (M); DL 74443 (S)

**POOR PEOPLE OF PARIS**  
The Barclay Singers, United Artists UAL 2151 (M); UAS 6151 (S)

JAZZ

**EASIN' IT**  
Count Basie & His Ork, Roulette R 52106 (M)

**DEBUT IN BLUES**  
Gene Shaw, Argo LP 726 (M)

**A PORTRAIT OF MR. T**  
Jack Teagarden, Roulette R 25243 (M)

**CHARLES BELL TRIO IN CONCERT**  
Gateway GLP 7012 (M)

SACRED

**THE DANIELS SING THE GOSPEL**  
Kenwood LP 483 (M)

SPIRITUAL

**SPIRITUAL MOODS**  
Various Artists, Kenwood LP 481 (M)

INTERNATIONAL

**ES DE BORINQUEN**  
Ruth Fernandez, Tico LP 1101 (M); SLP 1101 (S)

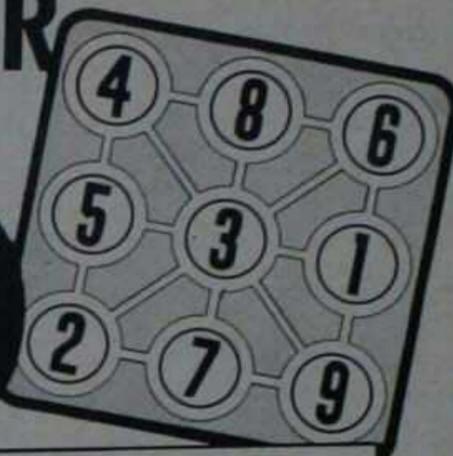
**LOS CHAVALS DE ESPANA**  
Tico LP 1104 (M)

**BONNIE LASSIES OF LOCH LOMOND**  
Scottish Junior Singers, Supreme SS 2606 (S)

LOW PRICE JAZZ

**STITT GOES LATIN**  
Sonny Stitt, Roost LP 2253 (M)

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## Mercury Urges Its Tune-Up

CHICAGO — Mercury's new Spring Tune-Up Plan includes a 10 per cent discount on all new and catalog pop product and the label's traditional spring and the label's traditional spring and classical sale. The label is also introducing 10 new albums, six pop and four classical.

The classical sale is in effect from March 15 through April 15, and offers the label's entire classical catalog (except the Curtain Up series) at \$1 off list price. In addition to the 10 Mercury albums, four new LP's are coming on the Mercury-Wing economy line.

## GERMAN JFK LP'S PULL TIES

BONN — The Bonn government is giving quiet encouragement to the sale of John F. Kennedy memorial records in West Germany. Government leaders say the disks are "a most fitting tribute to one of the most remarkable leaders America has ever had." The disks feature speeches and statements by the late American President from his visit to Germany last June. Deutsche Grammophon - Gesellschaft has one record on the market and Philips has issued another.

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### 1964 INTERNATIONAL

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# ALBUM REVIEWS



## BILLBOARD SPOTLIGHT PICK

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

## ALBUM REVIEW POLICY

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

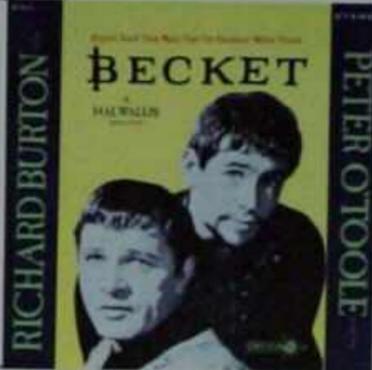
More Album Reviews on Page 21

### POP SPOTLIGHT

#### BECKET

Sound Track, Decca DL 9117 (M); DL 79117 (S)

With "Becket" shaping up as one of the big pictures of the year, this sound track from the picture is sure to rack up a big sales score. Laurence Rosen-thal's music is built along solid thematic lines and holds up as a potent musical entity on its own.



### POP SPOTLIGHT

#### MEET THE SEARCHERS/NEEDLES AND PINS

Kapp KL 1363 (M); KS 3363 (S)

The Searchers from England have a smash with the title tune here and team the hit with 11 other top-rate tracks. The set is bound to capitalize on their current action. Other strong tracks are "Since You Broke My Heart," "Ain't That Just Like Me," "Some Other Guy" and "Farmer John."

### POP SPOTLIGHT

#### WHAT MAKES SAMMY RUN?

Original Cast, Columbia KOL 6040 (M); KOS 2440 (S)

Steve Lawrence is the main attraction in this original Broadway cast album and his stature as a recording artist will help push the set into the big time. He gets a strong vocal assist from Sally Ann Howes, Robert Alda and Bernice Massi. Ervin Drake has given them lots of good songs with which to work.



### C.&W. SPOTLIGHT

#### SAGINAW, MICHIGAN

Lefty Frizzell, Columbia CL 2169 (M); CS 8969 (S)

Frizzell, one of the great stylists in the country field, has a powerful package here. It includes his hit single, "Saginaw, Michigan," and a number of other fine performances. The package is strong on several counts. In addition to Lefty's singing—and he's in great form—the material and the production are excellent. Some good tracks are "What Good Did You Get," "James River," "Through the Eyes of a Fool," and "Don't Let Her See Me Cry."

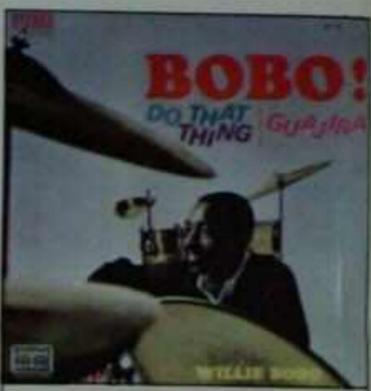


### LATIN AMERICAN SPOTLIGHT

#### BOBO! DO THAT THING

Willie Bobo, Tico LP 1108 (M); SLP 1108 (S)

Here's a wildly swinging instrumental album that will no doubt get initial impetus in the Latin American market, but the set has strong pop appeal. Some of the instrumentals are very much of a contemporary rock groove with strong unison and solo work from combo members. "Bobo, Do That Thing," "He's That Way" and "Rigor Mortis" are hot tracks.



### POP SPOTLIGHT

#### ALLAN IN WONDERLAND

Allan Sherman, Warner Bros. W1539 (M); WS 1539 (S)

A high comedy mark is hit again in this new roundup of parodies and assorted funny notions. Sherman sticks to the same format that clicked for him before and it's sure to work for him again this time around. He gets a strong assist from Lou Busch's arranging and conducting.



### C.&W. SPOTLIGHT

#### FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY

Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)

There's a lot of country-folk joy in the works of Flatt and Scruggs and much of it can be found in this on-the-spot recording of their recent engagement at Vanderbilt U. The audience is properly appreciative and the fiddle and banjo are sure to be, too. Best Track: "Maggie Blues."

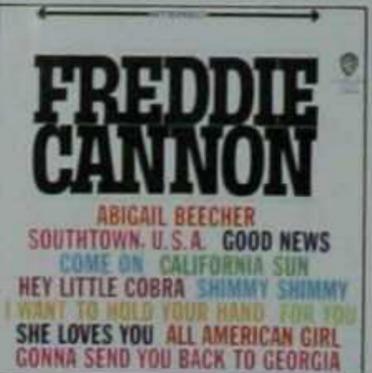


### POP SPOTLIGHT

#### FREDDIE CANNON SINGS ABIGAIL BEECHER

Warner Bros. W 1544 (M); WS 1544 (S)

Freddie Cannon is headed for hitsville again with his single of "Abigail" and this album should take a similar route. The set stars the hit, plus Freddie's interpretation of a string of other people's show stoppers. "Southtown U.S.A.," "Good News," "California Sun" and "I Want to Hold Your Hand" are a few of the other tracks.



### CLASSICAL SPOTLIGHT

#### SONGS MY FATHER SANG

Ferruccio Tagliavini, RCA Victor FPM 121 (M); FSP 121 (S)

Tagliavini, noted operatic tenor, applies his art on this disk to a dozen romantic Neapolitan songs. As the late Eli Oberstein would say: Here is the exciting voice of the tenor; mellifluous, sweet and of great technical facility.



### LATIN AMERICAN SPOTLIGHT

#### LA MODERNA DE SIEMPRE

Roy Barretto, Tico LP 1102 (M)

Barretto and band have been popular with Latin American dancers for some time. This LP should only help to extend that success. The Latin band is composed of strings and flute and drums. Chorus chants lyrics of many of the tunes.

## integrity is a big word at Billboard

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