Mercury's Steinberg Talks Out On Mfr.-Racker Frictions

Grants Distributor Price On Budget Merchandise

By NICK BIRO

CHICAGO—A top executive with one of the world's largest record companies combines came away from the recent National Association of Record Merchandisers convention in Miami Beach with both bouquets and brickbats for the rack-jobbing fraternity.

Irwin Steinberg, executive vice-president of the Mercury-Philips-Smash group, said the rack jobbers deserve a pat on the back for their "merchandising genius and depth of sale performance." But he added that they've failed to live up to their responsibility in several other key areas.

The Mercury exec spoke in an exclusive interview with Billboard last week.

He elaborated on a new Mercury franchising policy toward rack jobbers where the racks can buy Mercury merchandise at the same price as distributors. He re-emphasized Mercury's determination to continue giving rack jobbers a functional discount. At the same time, he pointed out that the recent elimination of functionals by Capitol was "forced by the rack jobbers themselves."

Steinberg referred to a comment back in the March 7 issue of Billboard where he noted that Capitol's action reflects the growing demand on the part (Continued on page 6)

Suit Vs. Columbia in Final Round

By MILDRED HALL

WASHINGTON—The Victor and Capitol Record clubs played a strong role in the government attorneys' argument against Columbia in the Newport Jazz Festival (Continued on page 8)

Suit Vs. Columbia in Final Round

By MILDRED HALL

WASHINGTON—The Victor and Capitol Record clubs played a strong role in the government attorneys' argument against Columbia in the Newport Jazz Festival (Continued on page 8)
ELVIS
A SURE BET FOR HOT SINGLE ACTION!

COMING SOON! SPECIAL "VIVA LAS VEGAS" EP • 4 NEW SONGS

#8360
RCA VICTOR
The most trusted name in sound

ELVIS PRESLEY
sings
VIVA LAS VEGAS
from the Metro-Goldwyn-Mayer motion picture release "VIVA LAS VEGAS"
A Jack Cummings—George Sidney Production
COMPETITION HOT, HEATY

W. German Diskeryes Vie for Common Market Trade

By OMER ANDERSON

FRANKFURT—West German disk industry is going through an upheaval triggered by the anticipated change in format. This will be reaped in the European Common Market.

Aggressive labels and diskeries and a revitalized old-diskery—Electric—are jostling the complacent giants for position in the new world of the European trade community.

Leadership of the German industry has been exercised so far by new names, new names, and new faces. The traditional pacing sets are lagging behind.

Electrola Ahead

Revitalized Electrola, which led the charts in the last year, is out ahead this year. Close behind in gross sales are Deutsche Vogue and Bernhard Mikelik's German CBS. A new entry, the electronics manufacturer of Villingen, in the Black Forest, has shot to the top with fast-selling records.

The giants of the German trade are in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.

Aggressive Labels

The new aggressive labels are Abanoni, Aconlor, Ballaphon, Canadian Funk Rock, Rosy and Ostinoato. Along with Electrola, Deutsche Vogue and CBS Germany, is the new labels postulate that the European music market is a fertile of new ideas and techniques, and that pass position and leadership mean little in the new world.

Abanoni is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Hamburg. The label attracted initial attention with "The Eagles" Rogers and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

A concerto property of Harald Goetsche Schallplatten - Produktion, Hamburg, has just released an untouched concerto by the orchestra of Jacques Landry.

Riedel & Company, Frankurt, a new small label in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.

Aggressive Labels

The new aggressive labels are Abanoni, Aconlor, Ballaphon, Canadian Funk Rock, Rosy and Ostinoato. Along with Electrola, Deutsche Vogue and CBS Germany, is the new labels postulate that the European music market is a fertile of new ideas and techniques, and that pass position and leadership mean little in the new world.

Abanoni is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Hamburg. The label attracted initial attention with "The Eagles" Rogers and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

A concerto property of Harald Goetsche Schallplatten - Produktion, Hamburg, has just released an untouched concerto by the orchestra of Jacques Landry.

Riedel & Company, Frankurt, a new small label in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.

Aggressive Labels

The new aggressive labels are Abanoni, Aconlor, Ballaphon, Canadian Funk Rock, Rosy and Ostinoato. Along with Electrola, Deutsche Vogue and CBS Germany, is the new labels postulate that the European music market is a fertile of new ideas and techniques, and that pass position and leadership mean little in the new world.

Abanoni is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Hamburg. The label attracted initial attention with "The Eagles" Rogers and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

A concerto property of Harald Goetsche Schallplatten - Produktion, Hamburg, has just released an untouched concerto by the orchestra of Jacques Landry.

Riedel & Company, Frankurt, a new small label in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.

Aggressive Labels

The new aggressive labels are Abanoni, Aconlor, Ballaphon, Canadian Funk Rock, Rosy and Ostinoato. Along with Electrola, Deutsche Vogue and CBS Germany, is the new labels postulate that the European music market is a fertile of new ideas and techniques, and that pass position and leadership mean little in the new world.

Abanoni is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Hamburg. The label attracted initial attention with "The Eagles" Rogers and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

A concerto property of Harald Goetsche Schallplatten - Produktion, Hamburg, has just released an untouched concerto by the orchestra of Jacques Landry.

Riedel & Company, Frankurt, a new small label in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.

Aggressive Labels

The new aggressive labels are Abanoni, Aconlor, Ballaphon, Canadian Funk Rock, Rosy and Ostinoato. Along with Electrola, Deutsche Vogue and CBS Germany, is the new labels postulate that the European music market is a fertile of new ideas and techniques, and that pass position and leadership mean little in the new world.

Abanoni is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Hamburg. The label attracted initial attention with "The Eagles" Rogers and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

A concerto property of Harald Goetsche Schallplatten - Produktion, Hamburg, has just released an untouched concerto by the orchestra of Jacques Landry.

Riedel & Company, Frankurt, a new small label in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.

Aggressive Labels

The new aggressive labels are Abanoni, Aconlor, Ballaphon, Canadian Funk Rock, Rosy and Ostinoato. Along with Electrola, Deutsche Vogue and CBS Germany, is the new labels postulate that the European music market is a fertile of new ideas and techniques, and that pass position and leadership mean little in the new world.

Abanoni is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Hamburg. The label attracted initial attention with "The Eagles" Rogers and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

A concerto property of Harald Goetsche Schallplatten - Produktion, Hamburg, has just released an untouched concerto by the orchestra of Jacques Landry.

Riedel & Company, Frankurt, a new small label in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.

Aggressive Labels

The new aggressive labels are Abanoni, Aconlor, Ballaphon, Canadian Funk Rock, Rosy and Ostinoato. Along with Electrola, Deutsche Vogue and CBS Germany, is the new labels postulate that the European music market is a fertile of new ideas and techniques, and that pass position and leadership mean little in the new world.

Abanoni is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Hamburg. The label attracted initial attention with "The Eagles" Rogers and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

A concerto property of Harald Goetsche Schallplatten - Produktion, Hamburg, has just released an untouched concerto by the orchestra of Jacques Landry.

Riedel & Company, Frankurt, a new small label in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.

Aggressive Labels

The new aggressive labels are Abanoni, Aconlor, Ballaphon, Canadian Funk Rock, Rosy and Ostinoato. Along with Electrola, Deutsche Vogue and CBS Germany, is the new labels postulate that the European music market is a fertile of new ideas and techniques, and that pass position and leadership mean little in the new world.

Abanoni is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Hamburg. The label attracted initial attention with "The Eagles" Rogers and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

A concerto property of Harald Goetsche Schallplatten - Produktion, Hamburg, has just released an untouched concerto by the orchestra of Jacques Landry.

Riedel & Company, Frankurt, a new small label in the "consolidation" phase for the record market, with the big diskeries swallowing up new competition and girding to do battle in the European Common Market with polyglot clientele production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, major labels are marketing in all directions with the upstart labels competing as never before with the battle to the complacent colossi.
Decca’s VIP’s Include Vocals Dealer Plan

NEW YORK—Decca Records’ May VIP’s (Very Important Products) line of releases will be announced and will include an available list of 98 vocal albums with a dealer incentive program to run from April through May 29.

Distributor changes: Dimension Corp., Columbus, will be handled by Music Merchants, New York. Olds Dist., Atlanta; Karns Dist., Dallas; H. D. Miller Dist., Birmingham, Ala.; New York Dist., New York; Ohio Dist., Cincinnati; Tidewater Dist., Norfolk, Va.; The West Dist., Los Angeles; and Western Dist., Dallas.

DE VEKEY TO TOUR EUROPE

LONDON—Andre de Vekey, director of Billboard’s European office, left his headquarters here Sunday (3) for a five-week business tour of Europe’s top music centers. He will confer with leading label executives during his stay. De Vekey will visit Stockholm, Hamburg, Guetersloh, Cologne, Zurich, Milan, Munich, Barcelona, Madrid and Brussels.

IT IS IMPORTANT that your firm be listed in the BUYER’S GUIDE, which goes to press June 30. See Page 44.

TARRY STAFFORD

LATE SINGLE SPOTLIGHTS

TERRY STAFFORD

L’ALL TOUCH A STAR (Ben-Holly Hill-Lesjohan, ASCAP) (2:20)—Soft swing number in the same vein as Terry’s recent hit “Suspicion.” Lad delivers the tune with poise, making it easy to draw from the catalog available on each artist. And, in addition, the company has prepared in-store and window displays spelling out the purpose of the program.

FREBERG TO MC GRAMMY FETE

HOLLYWOOD—Stan Freberg, who will this month be the NAACP’s 1964 Grammy Awards presentation master of ceremonies, will be the keynote speaker at the Beverly Hilton Hotel.

According to awards program chairman Van Alexander, there will be numerous awards for artistic achievement in recording during this year.

RIC Appoints Distributors In 25 Markets

NEW YORK—Distributors in 25 key markets have been appointed by Joe Cuda, general sales manager, of Recording Industries Corporation (RIC).

British Disk Firms Boycott Pirate Radio

LONDON — Britain’s first pirate radio station (commercial radio is illegal here), Radio Caroline, which is anchored outside territorial waters, has been bought out by all the major disk companies. It plans to start its own recording company.

After a meeting at EMI, representatives of the four big disk concerns wrote to the chief executive, Mr. Phongon Phases, Ltd., saying that they would (Continued on page 6)

Vol. 76 No. 19

British Disk Firms Boycott Pirate Radio

By CHRIS HUTCHINS

LONDON — Britain’s first pirate radio station (commercial radio is illegal here), Radio Caroline, which is anchored outside territorial waters, has been bought out by all the major disk companies. It plans to start its own recording company.

After a meeting at EMI, representatives of the four big disk concerns wrote to the chief executive, Mr. Phongon Phases, Ltd., saying that they would (Continued on page 6)

Billboard

By Chris Hutchins

LONDON — Britain’s first pirate radio station (commercial radio is illegal here), Radio Caroline, is anchored outside territorial waters, has been bought out by all the major disk companies. It plans to start its own recording company.

After a meeting at EMI, representatives of the four big disk concerns wrote to the chief executive, Mr. Phongon Phases, Ltd., saying that they would (Continued on page 6)
'TILL THERE WAS YOU'
'MY LITTLE CORNER OF THE WORLD'
'PAPER ROSES'
...and now
'THE WORLD OF LONELY PEOPLE'

Anita Bryant
Is Everybody's Pick!
Billboard,
Cash Box,
Record World,
Bill Gavin,
Ted Randal Tip Sheet
On Columbia Records

4-43037


**'Cool' Crowd Flocking To Pasadena Ice House**

HOLLYWOOD—Record executives have discovered the Ice House in Pasadena, Calif. The three-year-old West Coast folk club, set in a former freezing plant, will soon be the center of a major recording session, with Casey Anderson, Atlantic artist, in the spotlight.

**MCA Seeks to Acquire Marks Music Corp.**

- **Continued from page 1**

Marks and has a catalog rich in Latin-American music, show and pop music.

Edward B. Marks was one of the early pioneers for a clean music business, and together with the late John Payne, one-time chairman of the board of Music Publishers of America and later general manager of ASCAP, ran the National Music Publishers Association for a code of ethical practices.

Herbert Marks, son of Edward B., has run the firm for the last two decades.

The firm, for years one of the key ASCAP agents, is now BMI at the latter's inception about 24 years ago, and since then has been a keystone of that catalog.

**Mercury's Steinberg Talks Out**

- **Continued from page 1**

He said most rackers feel the "total responsibility" concept that he first mentioned at last year's NARM convention in Miami Beach conclave.

"Like another successful West Coast folk club, the Troubadour in L.A., the Ice House has drawn new folk acts who wish to debut in show business," Stane reports. "This is a good opportunity for an artist to receive this discount."

Mercury is now in the process of initiating its own catalog.

**CBS Records’ Sales Confab Set for Spain**

M.I.A. — Stanley West, European vice-president for CBS Records, here to discuss the new summer program with Ricordi officials, also revealed plans for the label’s second sales confab of the season, in Spain, May 19-23. Fifty delegations from the Western European country, will attend.

**He's Queried on Capitol Cutoff Policy**

HOLLYWOOD — A Federal Trade Commission investigating team quizzed a local rack jobber last week regarding the effects of Capitol Records Distribution Corporation’s recent product cutoff policy affecting selected rackers.

Glen Becker, Music City Rec- ord Racks, told Capitol the two investigators were awaiting permission for him when he returned from the NARM convention in Miami Beach. Capitol said he had no knowledge of any FTC's final and official stand in this matter.

**Johnson Heads Disney Firms**

- **Continued from page 3**

Johnson has been with Disney since 1937. Prior to the promo- tion, he served as executive vice-president of its music-disk firm.

**German Diskeries**

- **Continued from page 3**

To promote novelty numbers. For example, its latest release is "Tuxedo Twirl" with Marit Kristen and the 'Twist Boys.'

They take the top cut that most of the new discies are dedicated to the explanation of new "bright" or "mammoth," that what counts is success.

Decca - Coral operation, and Capitol action to halt sales of "Summer Record" competition.

Glen Becker, Music City Rec- ord Racks, told Capitol the two investigators were awaiting permission for him when he returned from the NARM convention in Miami Beach. Capitol said he had no knowledge of any FTC's final and official stand in this matter.

**British Disk Firms**

- **Continued from page 4**

They took the top cut that most of the new discies are dedicated to the explanation of new "bright" or "mammoth," that what counts is success.

They took the top cut that most of the new discies are dedicated to the explanation of new "bright" or "mammoth," that what counts is success.
the hot new pony
that's burning up
the track!

DICK DALE'S
WILD, WILD, MUSTANG!

#5187

The natural-born hit
that all young America
has been waiting for!
There will be imitators
galore, but none can
equal Dick Dale's sizz-
zling original! Watch
for stupendous tie-in
promotions in your
market! Order today!
Suit Vs. Columbia in Final Round

*Continued from page 1*

rent and future competition" and "Tree flow of product in the record industry" by tagging clogged by exclusive contracts in the club field. "Group Boycott" was the government attorneys name for the contracts by which Columbia Club keeps seven labels (total catalog) out of any rival club or direct mail sale label's dealings. Government attorneys said Columbia does not really need such "exclusive" contracts. It "coverts" the other labels and wants to foreclose any new entry into club—competitor. Government attorneys say this is the real purpose of the contracts. They are "illegal agreements" barring licensees from selling to other clubs or directly to consumers, and make sure they do "not compete with Columbia in the club field."

Calls Phrase "Silly" Sokolow called the "Group Boycott" phrase "silly" and said courts had never applied such a term to other exclusive (and legitimate) multi-label product agreements. He said government had switched from complaint charge that "proved anticompetitive" to claims that "failed to prove that the contracts were unreasonable." Sokolow said that in court proceedings Columbia was "under the impression that it is "not afraid to compete." Prove it by going out and competing, opening your own club records, as against the Columbia Club's $2.14 average to first-year subscribents.

Goverment roused more Counters. Sokolow said the Columbia Club's exclusive contract with seven labels amounted to a "permanent acquisition" of the label's selling went. Government attorneys said Columbia does not run a "high-pressure" business. It always had over 50 per cent of club sales, which are in turn 30 per cent of all record sales. Columbia, during hearings, had said its club sales slipped to 40 per cent of the market in 1961 and were drooping in 1962. FTC attorneys said the club was only like 55 per cent. Each side had statistics to prove its case.

In fact, on almost every issue, each side could drudge out of the complexities and contradictions and overlap of records for each party or case to testify or prove practically anything.

On the subject of Billboard charts, FTC attorneys said Columbia Club records were "not sold in retail dealer outlets and were sales up"—but Columbia returned, and claimed the entire label's dominance in LP hit album lists. Government outlook was the reverse. FTC attorneys showed number of retail dealers had "smuggled" records, which included cards, had dropped, and charts correctly showed dominance.

On which side of the argument on the Columbia Club complaint, will prevail with Examiner Moore—something even he doesn't know at this stage of the proceedings. By June 10 he will have made an initial decision, after which the full Commission will make final judgment. If the case goes against Columbia, the club may keep its business. It almost certainly get this one.

No Conspiracy Alleged Sokolow denied there were few occasions, but each time it was to question or clarify government assertions. He asked if by "Group Boycott" they meant "smuggling" or "pirating" among the contracting labels. Government attorneys emphasized said "no conspiracy" is alleged. But they believe Columbia acted as a "clearing house" by getting information from the labels individually, on product, talent, terms, et al.

Government attorneys held that Columbia knew much of the price-fixing and labeling affairs, and that each label knew of contract terms of the other. Examiners Moore asked, "Is Columbia the hub—and they communicate with each other—then they form a competitive plurality." Examiners Moore questioned government justification of "exclusive contracts" were like contracts between a "master" and "subject" and "exclusive contracts by Columbia are allowed to continue, the Columbia Club practices are not legal, if not condemned, and the likely result cannot be predicted." FTC attorneys foresaw that shut-out of any new club or non-mail order selling competition would mean eventual control of the Big Three, both in and out of clubs.

When Columbia attorney Sokolow accused the government of abandoning its earlier charges of monopoly for the newer approach, government attorneys pointblank if they had abandoned charges of monopoly or attempts to monopolize by Columbia.

Columbia attorney Sokolow had not abandoned these charges. They consider exclusive agreements an attempt to monopolize the club field, and eventually the record retail market. As in recent case of FTC order to giant Procter & Gamble to divest of Ivory, a giant concern, dominant in its field. On the Columbia label market, FTC attorneys said it controls 60 per cent of the market when it acquires additional product, that is, if some smaller firms fell into its hands.

Moore had some questions on why Columbia never used any of the royalties from the Columbia Club, the courts will make final judgment. If the case goes against Columbia, the label will have to continue the claim that the club may be illegal. FTC attorneys said their argument was the Columbia Club never was an illegal arrangement, but "illegal" characterization for the practices may well be com

RCA Puts a Big Dent in Religious Market

*Continued from page 1*

Eddy Arnold and Don Gibson. "This field—like the country field—has been established by Columbia for its own economic benefit, for the power of the artists. In addition, however, is the fact that Columbia dominates the distribution of this product in the minds of the artists who handle this type of material only. They are specialists in the field and they have exclusive contracts. They are like the country field—the artists do much of their own promotion. They travel in their own buses and planes."

Clark estimates that some 850 albums comprise the Victor pop catalog, and of this number some 66 are sacred recordings by artists such as Sheb, Graham, Hixson, and Blackwood Brothers. Clark estimates the power of the artists and other cases indicates. Sokolow—there is no "group"

Columbia attorney Sokolow got to his feet to protest any further discussion of the contracting labels and Columbia Club contracts. Sokolow said the government attorneys had asked "tens" of labels to make the court decision of the offices whether there was a "group"

Sokolow demanded to know "where is the "group" of "licensors" and Columbia and Capitol uses mutual knowledge of each other's dealings? On this rock, the government case could take some cut bruises, if Examiner Moore is as meticulous on le
galities as his handling of this and other cases indicates, Sokolow urged the FTC examiner to "deal with these cases as far as the facts allow—science by the facts," and not with "government afterthought."

FTC attorneys ended with a plea for Examiner to see "this suit as one of the most difficult between CBS and otherwise vigor-
ously competitive licensees as the United States. They urged that gov-
ernment attorneys present any exclusive agreements which shut off competing clubs—when clubs are a growing factor in record sales.

IT IS IMPORTANT that your buyer be listed in BILLBOARD'S GUIDE, which goes to press soon—See Page 44.
"High Spirits"

the sensational album that has burst on the
Original Broadway Cast
scene like a bombshell...

BECAUSE dealers all over the country are doing all the talking necessary!
Patti Page Is Ear-Opener

Patti Page, Waldorf-Astoria’s Empire Room Thursday (30) performed tastefully, backed by an 18-piece orchestra. The singer kept the show folksy—but not corny.

As well as Patti sings, she has not permitted herself to rest on this success. In addition to Patti’s latest Mercury smash, “I Fall In Love,” and her 3,000,000 seller, “Over the Bridge,” “All My Love,” “Mockin’ Bird Hill,” “Cross My Heart,” “With My Eyes Wide Open,” and “Tennessee Waltz,” were all included in the act, allowing acompanist Rocky Cole in a turn while Patti flails her six-city tour in “I Married an Angel” on June 12 in Washington.

Peggy Lee Has Impact

Peggy Lee turned in a brilliant performance at the Royal Box of the Hotel Americana (29). The production by Nick Castle. The top quality support of Henry Mancini, former local booker and Arthur O’Connell. Stanford Nelson is director. Production is by Sam Katzman, Fred Karger and have a hot single, “Yesterday’s Man.”

Goya Sponsoring 4th Folk Festival

NEW YORK — Off to Grossingers again, for the fourth time that Goya has sponsored a folk festival in that famous Eastern resort hotel. The festival is four days long (June 8-11) and is again under the direction of the makers of Goya Sardines. At press time, artists scheduled to appear (with the more) were the RoofTop Squirrels, the Ivy League Trio, the Irish Ramblers, Tom Pale, the Gugenhiem Boys, Mayor, and Jean Ritchie.

Baker Brings Himself, Etc.

NEW YORK — Chet Baker, recently returned to this country, and much varied and completely cured, will open a one-week engagement at the Village Gate here (April 28) with a quintet. Baker’s record of “My Funny Valentine” was one of the first modern jazz records to hit the best selling charts. His life story has been one of many involving drug and jail, but the “jazz” is now a thing of the past, so where he can recapture the market strength he once had here.

PAUL ACKERMAN

STARS GALORE SET FOR GIANT C.W. SHOW

NEW YORK: The giant country music show scheduled for Madison Square Garden here, May 17 and 18 (Billboard, April 18) has bloomed into a four-performance, $75,000 production with 30 top c.w. stars, eight orchestras and thumps rhythm songs, as “Fever,” “Lover” — these constitute the Latin-American genre and the Negro spiritual. These categories will join the Daily Show, and all had the artist’s directed supervision.

HANK’S ‘HEART’ BEGINS TO ROLL

HOLLYWOOD—MG M has begun filming the Hank Williams’ biographic “Your Cheatin’ Heart.” Hank Williams Jr., will record 11 of his father’s hit compositions for the soundtrack, including “Your Cheatin’ Heart,” “You Don’t Know Me,” and “Jambalaya.”

Hamilton Garnier has starred as Williams. Mrs. Williams serves as his technical advisor for the film that also features Susan Oliver (as Mrs. Williams), Red Buttons and Harry Morgan. Allredford Whitmore wrote the script. Gene Nelson is director. Production is by Sam Kaitzam, Fred Karger is the musical director.

Peko's has a hot single, “Yesterday’s Man.”

HANK'S 'HEART' BEGINS TO ROLL

HOLLYWOOD— MGM has begun filming the Hank Williams' biographic "Your Cheatin' Heart." Hank Williams Jr., will record 11 of his father's hit compositions for the soundtrack, including "Your Cheatin' Heart," "You Don't Know Me," and "Jambalaya." Hamilton Garnier has starred as Williams. Mrs. Williams serves as his technical advisor for the film that also features Susan Oliver (as Mrs. Williams), Red Buttons and Harry Morgan. Allredford Whitmore wrote the script. Gene Nelson is director. Production is by Sam Kaitzam, Fred Karger is the musical director.

CHAD STUART & JEREMY CLYDE, acoustic... have such an original sound that solo acts errory, it stands and passed on 3 for 5 cards these biographies will help you build a convenient file of such data.

WE PEOPLE AND PLACES

NEW YORK— The directors of the Newport Folk Foundation are Theodore Bikel, Odetta, Peter Yarrow and Peter, Paul and Mary; Frank Goya Sponsoring 4th Folk Festival.

Goya Sponsoring 4th Folk Festival

NEW YORK—Off to Grossingers again, for the fourth time that Goya has sponsored a folk festival in that famous Eastern resort hotel. The festival is four days long (June 8-11) and is again under the direction of the makers of Goya Sardines. At press time, artists scheduled to appear (with the more) were the RoofTop Squirrels, the Ivy League Trio, the Irish Ramblers, Tom Pale, the Gugenhiem Boys, Mayor, and Jean Ritchie.

PAUL ACKERMAN

STARS GALORE SET FOR GIANT C.W. SHOW

NEW YORK: The giant country music show scheduled for Madison Square Garden here, May 17 and 18 (Billboard, April 18) has bloomed into a four-performance, $75,000 production with 30 top c.w. stars, eight orchestras and thumps rhythm songs, as "Fever," "Lover"— these constitute the Latin-American genre and the Negro spiritual. These categories will join the Daily Show, and all had the artist’s directed supervision.

HANK’S ‘HEART’ BEGINS TO ROLL

HOLLYWOOD—MG M has begun filming the Hank Williams’ biographic “Your Cheatin’ Heart.” Hank Williams Jr., will record 11 of his father’s hit compositions for the soundtrack, including “Your Cheatin’ Heart,” “You Don’t Know Me,” and “Jambalaya.”

Hamilton Garnier has starred as Williams. Mrs. Williams serves as his technical advisor for the film that also features Susan Oliver (as Mrs. Williams), Red Buttons and Harry Morgan. Allredford Whitmore wrote the script. Gene Nelson is director. Production is by Sam Kaitzam, Fred Karger is the musical director.

HANK'S 'HEART' BEGINS TO ROLL

HOLLYWOOD—MG M has begun filming the Hank Williams’ biographic “Your Cheatin’ Heart.” Hank Williams Jr., will record 11 of his father’s hit compositions for the soundtrack, including “Your Cheatin’ Heart,” “You Don’t Know Me,” and “Jambalaya.”

Hamilton Garnier has starred as Williams. Mrs. Williams serves as his technical advisor for the film that also features Susan Oliver (as Mrs. Williams), Red Buttons and Harry Morgan. Allredford Whitmore wrote the script. Gene Nelson is director. Production is by Sam Kaitzam, Fred Karger is the musical director.
"HICKORY, DICK & DOC"
The Hit To Play and Stock!

BOBBY VEE

*55700
b/w

"I WISH YOU WERE MINE AGAIN"

Bobby's Latest Hit Album:

BOBBY VEE SINGS

The New Sound From England!

She Loves You • Suspicion • She's Sorry • From Me To You • I'll Make You Mine

I'll Swing Along With You • Don't You Believe Them • Singer • Any Other Girl

Brown Eyed Handsome Man • You Can't Lie To A Lady • Take A Walk, Johnny

LRP-3352 / LST-7352

Includes: From Me To You, She's Sorry, She Loves You, Suspicion, and others

LIBERTY RECORDS

World Radio History
Peabody Winners Given Awards at BP Luncheon

NEW YORK — Peabody Awards for Distinguished achievement by TV and radio during 1963 were given out at a luncheon meeting (29) of Broadcast Pioneers at the Hotel Pierre.

Highlight was the acceptance by Leroy Collins, NAB president, of the Peabody Special Award for the broadcasting industry's coverage of President Kennedy's assassination and the events that followed.

In the presentation, Dean Drewry paid tribute to the memory of Peabody and said that during that period "radio and TV reached new heights — tragic as was the news event which emphasized the technical professional, special, and patriotic capabilities of electronic journalism."

The Peabody Award for Radio News was presented to NBC's Sunday Night "Monitor," for "presenting, in attractive and interest-arousing forms, both important news and significant background stories, traffic, mobile, restless, and busy listeners.

WLW, Cincinnati, received the Peabody Award for Radio Education for devoting "a good radio time to emphasizing and interesting interviews on the whole shebang is broadcast."

WYLO, a "news hub" operation with a "news interceptor" station wagon, a "news interceptor" station wagon, "beeper" equipment and UPI teletype machines, received the Peabody Award for Radio News Reporting.

WLAP, the station's new manager, Ken Hart, and program director Phil McClure, have also set up a "news interceptor" station wagon, which is part of the station's new "news interceptor" station wagon, "beeper" equipment and UPI teletype machines, which is part of the station's new "news interceptor" station wagon, "beeper" equipment and UPI teletype machines.
BARBRA STREISAND

Sensational Star of the Hit Musical "FUNNY GIRL"
(originally cast recording Capitol Records)

THANK YOU NARM FOR:

BEST SELLING FEMALE VOCALIST AWARD FOR 1963

"Nominees by the NATIONAL ACADEMY OF RECORDING ARTS and SCIENCES for 1963"

RECORD OF THE YEAR
"Happy Days Are Here Again"

ALBUM OF THE YEAR
"The Barbra Streisand Album"

BEST VOCAL PERFORMANCE—FEMALE
"The Barbra Streisand Album"

and also for
"THE BARBRA STREISAND ALBUM"
Best Engineered Recording—Frank Laico
Best Album Cover—John Berg & Bob Cato
Best Album Notes—Harold Arlen

Management:
MARTIN ERLICHMAN

Recording For:
COLUMBIA RECORDS
Musts on Making a Good Show

By BILL GAVIN
Contributing Editor

Many disk jockeys can't program a good air show. This applies to contemporary, pop, standard, jazz, country and you name it. Some DJ's don't program their own records. Others are restricted to a limited number of records, and are not permitted to select from the full playlist. Even so, a number of program directors have told me that certain DJ's require constant help to turn out an acceptable show.

Musically, what makes a "good" show? How can we be sure that one DJ plans his music better than another? A partial test is provided by the rating services. A DJ who rates No. 1 must be doing a lot of things right; so must a DJ who has a larger share of audience than any of his other station colleagues.

Most Program Directors prefer not to wait several months for the ratings to offer a clue. The PD can tell, after checking a few shows, whether the new DJ has know-how. This applies equally to all music and top 40 operations. There are, of course, a few DJ's who are jealous of the programming function, rather than critical. Ability to present a show is what counts.

Of all the DJ's that please the program director, the most delightful is desire. Many DJ's perform competently, but their interest in records is no more personal than is that of the grocer in the canned goods he sells. The top programmers have a genuine personal involvement in records. The focus of their interest gives them a driving desire to be "with the right music."

The character of an individual market will usually determine the way in which the different musical sounds are balanced and emphasized. While there is no rigid classification of the various sounds, they can be divided into smooth and patty sounds, nitty gritty, blues, jazz and folk and country. In addition are such other musical sounds as slow, medium and fast tempos, and the performer categories of various kinds of vocals and instrumental sounds.

Some areas will accept a larger than average percentage of country sounds in pop programming; others show a stronger preference for rhythm and blues. The best balance between patty sounds and the rougher gritty varies from one town to another. Nor are these areas permanently fixed. Continual shifts in population tend to shift the center of gravity for a mass audience appear. Experience, not theory, is the only teacher. A constant willingness to learn from experience, and thereby to modify older ideas, marks the more effective programmers.

With awareness, objectivity, preparation and desire, it is quite likely that the programmer will succeed in pleasing many—including his boss.

By BILL GAVIN
Contributing Editor

MANY DISK JOCKEYS can't program a good air show. This applies to contemporary, pop, standard, jazz, country and you name it. Some DJ's don't program their own records. Others are restricted to a limited number of records, and are not permitted to select from the full playlist. Even so, a number of program directors have told me that certain DJ's require constant help to turn out a good show.

Musically, what makes a "good" show? How can we be sure that one DJ plans his music better than another? A partial test is provided by the rating services. A DJ who rates No. 1 must be doing a lot of things right; so must a DJ who has a larger share of audience than any of his other station colleagues.

Most Program Directors prefer not to wait several months for the ratings to offer a clue. The PD can tell, after checking a few shows, whether the new DJ has know-how. This applies equally to all music and top 40 operations. There are, of course, a few DJ's who are jealous of the programming function, rather than critical. Ability to present a show is what counts.

Of all the DJ's that please the program director, the most delightful is desire. Many DJ's perform competently, but their interest in records is no more personal than is that of the grocer in the canned goods he sells. The top programmers have a genuine personal involvement in records. The focus of their interest gives them a driving desire to be "with the right music."

The character of an individual market will usually determine the way in which the different musical sounds are balanced and emphasized. While there is no rigid classification of the various sounds, they can be divided into smooth and patty sounds, nitty gritty, blues, jazz and folk and country. In addition are such other musical sounds as slow, medium and fast tempos, and the performer categories of various kinds of vocals and instrumental sounds.

Some areas will accept a larger than average percentage of country sounds in pop programming; others show a stronger preference for rhythm and blues. The best balance between patty sounds and the rougher gritty varies from one town to another. Nor are these areas permanently fixed. Continual shifts in population tend to shift the center of gravity for a mass audience appear. Experience, not theory, is the only teacher. A constant willingness to learn from experience, and thereby to modify older ideas, marks the more effective programmers.

With awareness, objectivity, preparation and desire, it is quite likely that the programmer will succeed in pleasing many—including his boss.

The top programmers is objective. His judgment isn't influenced by personal tastes or feeling. He learns all he can about his audience. He learns to sift out the truth from the hypes in the world of records.

There is some disagreement as to how much a DJ should prepare his show in advance. However, it is agreed that some advance planning is necessary, regardless of how few records are available for selection.

Of all the DJ's that please the program director, the most delightful is desire. Many DJ's perform competently, but their interest in records is no more personal than is that of the grocer in the canned goods he sells. The top programmers have a genuine personal involvement in records. The focus of their interest gives them a driving desire to be "with the right music."

The character of an individual market will usually determine the way in which the different musical sounds are balanced and emphasized. While there is no rigid classification of the various sounds, they can be divided into smooth and patty sounds, nitty gritty, blues, jazz and folk and country. In addition are such other musical sounds as slow, medium and fast tempos, and the performer categories of various kinds of vocals and instrumental sounds.

Some areas will accept a larger than average percentage of country sounds in pop programming; others show a stronger preference for rhythm and blues. The best balance between patty sounds and the rougher gritty varies from one town to another. Nor are these areas permanently fixed. Continual shifts in population tend to shift the center of gravity for a mass audience appear. Experience, not theory, is the only teacher. A constant willingness to learn from experience, and thereby to modify older ideas, marks the more effective programmers.

With awareness, objectivity, preparation and desire, it is quite likely that the programmer will succeed in pleasing many—including his boss.
BILL COSBY IS A
VERY FUNNY FELLOW

..BEST
COMEDY PERFORMANCE

BILL COSBY
IS A VERY FUNNY FELLOW
RIGHT!

Produced by ALLAN SHERMAN

Many thanks NARAS
members for the
nomination-

Bill Cosby
**RADIO RESPONSE RATINGS**

**NEW ORLEANS**

**TOP STATIONS**

<table>
<thead>
<tr>
<th>Call Letters</th>
<th>Total Points</th>
<th>% of Total Votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>WWL</td>
<td>7296</td>
<td>25%</td>
</tr>
<tr>
<td>WWL</td>
<td>3096</td>
<td>17%</td>
</tr>
<tr>
<td>WDSU</td>
<td>2794</td>
<td>9%</td>
</tr>
<tr>
<td>WWL</td>
<td>1920</td>
<td>7%</td>
</tr>
<tr>
<td>WSMB</td>
<td>1095</td>
<td>4%</td>
</tr>
<tr>
<td>WBBF</td>
<td>698</td>
<td>2%</td>
</tr>
<tr>
<td>WLSU</td>
<td>96</td>
<td>0%</td>
</tr>
</tbody>
</table>

**TOP DISK JOCKEYS**

<table>
<thead>
<tr>
<th>Call Letters</th>
<th>Total Points</th>
<th>% of Total Votes</th>
<th>% of 1st Place Votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>WLSU</td>
<td>38%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>36%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>28%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>22%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
</tbody>
</table>

**NEW ORLEANS**

**TOP STATIONS**

<table>
<thead>
<tr>
<th>Call Letters</th>
<th>Total Points</th>
<th>% of Total Votes</th>
<th>% of 1st Place Votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>WTIX</td>
<td>2292</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
<tr>
<td>WWL</td>
<td>2272</td>
<td>25%</td>
<td>40%</td>
</tr>
</tbody>
</table>

**TOP DISK JOCKEYS**

<table>
<thead>
<tr>
<th>Call Letters</th>
<th>Total Points</th>
<th>% of Total Votes</th>
<th>% of 1st Place Votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>WLSU</td>
<td>38%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>36%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>28%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>22%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>WLSU</td>
<td>10%</td>
<td>5%</td>
<td></td>
</tr>
</tbody>
</table>

---

**THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are based strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.**

**FORMAT GLOSSARY:**

RITA PAVONE
(The international teen-age sensation!)

Adorabile! Incredibile! Sensazionale!
A pocket size package of pure dynamite.
A whirlwind charm that's captured all of continental Europe. (Over 6,000,000 records sold in Italy alone last year; 200,000 in her first two weeks in Germany!) Watch for her personal appearance tours.

Her first American album on RCA Victor.
She's the biggest little star in years!
This is Rita Pavone...watch her go!

• Watch for her first single release—coming soon!
• Catch her Ed Sullivan TV appearance—May 17.

SHE'S HERE ON RCA VICTOR

RCA The most trusted name in sound
COUNTRY MUSIC CORNER

By BILL SACHS

Showbiz vet and country music expert Gabe Tucker, now serving as personal manager for Capitol Records' comic philosopher, Brother Dave Gardner, was in Cincinnati Thursday and Friday (3-24) to handle arrangements for Gardner's engagements at the Taft Theater Friday night (24). With duets pegged at $2 to $4.50, Gardner played to more than 1,000 people at the Cincy stand, with the local publicity liaison, R. H. Summum, on hand to guide an audience for an hour and 45 minutes with comedy material that's truly different. This was the wind-up of an extended tour for Gardner. Brother Dave and Mrs. Gardner departed from their Hollywood home Saturday p.m. (25), with Tucker returning to his home in Houston for a two-day visit with wife Sunshine before taking off on another booking trip. Sunshine is still on the staff of Fanny Daily's music staff in Houston.

Dave Stone has purchased controlling interest in KDAV, Lubbock, Texas, and the station has returned to its former all-country-music format, according to word from Hal Regan, KDAV manager. "The recent management, Regan, who began 'a poporn sound a few months back and the result was almost fatal for KDAV. The mail and telephone response has been overwhelmingly in favor of our switch back to country."

Country singer Frank Jill, Jr. of Portland, Me., has been appointed representative for ABS Records in the New England States. ABS, recently purchased by Howard Rash from Jim Small, makes its headquarters in Wilmington, Del.

'Barn Dance' Marks 40th

CHICAGO—WGN-Radio and TV's 'Barn Dance' marked its 40th anniversary (Saturday 2) with an anniversary special attended by several of the show's famous alumni.

Mack and Bob, long remembered as the blind boys who closed the "Barn Dance" with a hymn, repeated their performance on the show. Lula Belle and Scottie were on hand to offer their now-famous rendition of "Does the Spearmint Lose Its Flavor on the Bedpost Over-night?" Also returning for the radio and TV show was champion yodeler Colleen Wilson.

The "Barn Dance" was first heard on WGN-Radio in Chicago, under the title of "The Old Time Fiddlers." Rapidly increasing in popularity, the name was changed to its present one and moved to Chicago's Eighth Street Theater to accommodate the ticket demand.

The "Barn Dance" became known as a showcase for young talent. Its list of graduates includes George Jones, Rex Allen, Gene Autry, and Fibber McGee and Molly. There was a time in 1960 when cowboys didn't ring the barn and the fiddles were silent. After 37 years, through a change in station policy, the "Barn Dance" was given a new lease on life, and the fiddles were back off the air. The program would have remained a memory if it hadn't been for the devotion of its many fans who protested to the local radio stations and newspapers.

Air time was cleared by WGN, and on March 11, 1961, the "Barn Dance" returned. The program is aired on WGN-Radio Saturdays 8 to 9:30 p.m. and WGN-TV Saturdays at 6:30 p.m.

Allstar Signs Rusty Gabbard

HOUSTON—Rusty Gabbard, former front man for Ernest Tubb and the Texas Troubadours and now deejay at KIKK here, has taped a recording session with Allied Records, with beautiful results. In Southern Houston, Gabbard cut his first session for the label with the Texas Troubadours at the ACA Studios here April 22, with release slated for Monday (4).

Gabbard is the writer of a number of c&w clicks, including "I'll Be There" recorded by Ray Price, "High Cost of Living" by Tem Bivens, and "Much Too Young to Die," by Bob Gallion on the Hickory label. He is currently working one-nighters in the Houston area, while spinning five hours of c&w daily on KIKK.

Jones, Owens Featured in Neal Package

CINCINNATI—Bob Neal, of the Bob Neal Agency, Nashville, has framed a country music package, featuring George Jones and the Jones Boys; Jack Owens and His Buckeroos, for an extensive tour opening in Troy, N. Y., May 15.

John Russ, of Russ Productions, has secured management of the Neal package, adding to the band's busy schedule.

"I CAN SATURDAY NIGHT"—Bob Luman, Hickory 1238

"BILLY GRAMMER" (Decca recording artist and member of "GRAND OLD OPER" has a new release: "I SAW YOUR FACE IN THE MOON." (Decca 31618). Grammer is booked exclusively by BUSTER DOSS TALENT, 1964.

(Advertisement)

Billboard SPECIAL SURVEY

FOR WEEK ENDING 5/9/64

Week This Week Last Week Title, Artist, Label & No.
12 1 BUCK OWENS & THE OFFICE MAN Johnnie Cash, Columbia 42964
2 2 HOW THE HEART SKIPS A BEAT Buck Owens, Capitol 31310
3 3 WELCOME TO MY WORLD Dean Martin, RCA Victor 31358
4 4 BURNING MEMORIES Ferlin Husky, Columbia 31377
5 5 SAGINAW MICHIGAN Marty Robbins, RCA Victor 31409
6 6 KEEPING UP WITH THE JONESES George Jones, Capitol 31357
7 7 WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31530
8 8 LONG GONE LONESOME BLUES Hank Williams Jr., MGM 40065
9 9 BALTIMORE SEALED, Capitol 31379
10 10 LOVE IS NO EXCUSE Jeff Healey & Bobbi West, RCA Victor 31324
11 11 REGAN (MEMBER) Eddy Arnold, RCA Victor 31406
12 12 HOW THE HEART SKIPS A BEAT Buck Owens, Capitol 31310
13 13 MILLER'S CAVE Bobby Bare, RCA Victor 31394
14 14 EASY TO BE LOVED Go Johnny Copeland, Decca 31379
15 15 YOU ARE MY FLOWERS Faron Young, Capitol 31357
16 16 LOOKING FOR MORE IN '64 Faron Young, Capitol 31379
17 17 FIVE LITTLE FINGERES Bob Luman, Hickory 1238
18 18 I'M FALLING FEARLESS Husky, Capitol 31311
19 19 YOUR HEART TURNED LEFT (AND I WAS ON THE RIGHT) Sonny James, RCA Victor 31400
20 20 MIDNIGHT SUN Moonlighters, Decca 31384
21 21 THE PILLOW THAT WHISPERS Carl Smith, Columbia 31379
22 22 SORROW ON THE ROCKS Porter Wagoner, RCA Victor 31358
23 23 THE FILE Bob Luman, Hickory 1238
24 24 FIVE, WOMAN AND SONG Johnny Drone, Decca 31357
25 25 CHICKASHAY Faron Young, Capitol 31379
26 26 WINE, WOMAN AND SONG Loretta Lynn, Decca 31368
27 27 Bill Anderson, Decca 31377
28 28 NORTHERN NITE, Northern 40
29 29 ALL IN A NIGHT'S WORK Bill Anderson, Capitol 31357
30 30 YOU ARE MY FAVORITE Faron Young, Decca 31380
31 31 BILLY GRAMMER, Decca recording artist and member of "GRAND OLD OPER," has a new release: "I SAW YOUR FACE IN THE MOON." (Decca 31618). Grammer is booked exclusively by BUSTER DOSS TALENT, 1964.

(Advertisement)
memo to Country Music Disc Jockeys everywhere:

JIMMY DEAN
NEW YORK, N. Y.

My Thanks
for your wonderful
cooperation.
Deeply Appreciated,
Fellows. Sincerely,

Jimmy Dean
WITH THE COUNTRY JOCKEYS

By BILL SACHS

Smiley Monroe has switched from Radio KIEV, Glendale, Calif., to KTOO Radio (5,000 watts), Las Vegas, Nev., where he'll work the evening shift. Smiley says he's in need of c&w. records of all kinds. . . . WMKO Radio, Aurora, Ill., has boosted its country music program by 16 hours a week. Bill Bough airs country from 4-5 p.m., seven days a week. Just added is "Grand Ole Opry," from 11:05 to midnight, with Blough following with two more hours of country platters. WMKO is considered the most powerful radio station in Northern Illinois programming country music . . . John Harford is leaving WHOW, Clinton, Ill., to join the staff at Radio WFMS, Franklin, Mo., effective the last week in May. He'll be on the latter station six days a week, with country and folk music.

Still Moving Up!
"LOOKING FOR MORE IN 64"

Jim Nesbitt
Chart 17064 • Peach Music • JESPAC

Just Released!
"BE QUIET MIND"

Ott Stephens
Republic 1077 • Tesch Music • BILL

CHART RECORDS, INC.
901 16th Ave. S.E., Nashville, Tenn.
Distributed Nationally by
SOUND OF NASHVILLE
1622 2nd Ave. So., Nashville, Tenn.

HERE'S THE COUNTRY ALBUMS

FOR WEEK ENDING 5/9/64

This Week Last Week
TITLE, Artist, Label & No. MAKES CHART
1 3 COUNTRY GUITAR
Over Arkansas, RCA Victor LPM 7293 (M); LSP 7293 (S) 14
2 2 LORETTA LYNN SINGS
Doo Wop 4072 (M); EP 4072 (S) 17
3 1 RING OF FIRE - THE BEST OF JOHNNY CASH
Columbia CL 2003 (M); CS 8832 (S) 13
4 5 NIGHT LIFE
Bill Price, Columbia CL 1971 (M); CS 8781 (S) 18
5 11 SAGINAW MICHIGAN
Lafy Friends, Columbia CL 2169 (M); CS 8609 (S) 4
6 4 THE BEST OF GEORGE JONES
United Artists 4AL 247 (M); GAT 4295 (S) 18
7 13 MORE HANK SHOW SOUVENIRS
RCA Victor LPM 2182 (M); LSP 2182 (S) 3
8 6 BUCK OWENS SINGS TOMMY COLLINS
Capitol T 1979 (M); ST 1669 (S) 18
9 7 FOLK SONG BOOK
Carmel, RCA Victor LPM 2081 (M); LSP 2081 (S) 9
10 10 ON THE BANDSTAND
Buck Owens, Capital T 1079 (M); ST 1079 (S) 18
11 12 STORY SONGS FOR COUNTRY FOLKS
Eckle Young, Moody MG 2046 (M); IR 8090 (S) 13
12 8 BILL ANDERSON SINGS
Decca 4395 (M); DL 4395 (S) 6
13 14 GOOD N' COUNTRY
Jim Reeves, RCA Camden CAL 784 (M); CAS 784 (S) 7
14 9 LEŚTER FLATT & EARL SCRUGGS AT CARNegie HALL
Columbia CL 2924 (M); CS 8643 (S) 11
15 18 HANK WILLIAMS JR. SINGS THE SONGS OF
HANK WILLIAMS
HMHF E 4013 (M); SE 4013 (S) 2
16 16 FLATT & SCRUGGS RECORD LIVE AT
Vanderbilt University
United Artists 4702 (M); UAS 6295 (S) 6
17 15 RAILROAD MAN
Columbia CL 2070 (M); CS 8794 (S) 17
18 — LOVING ARMS
Carl Butler & Pearl, Columbia CL 3215 (M); CS 8915 (S) 7
19 20 BLUEGRASS HOOTENANNY
Columbia CL 2097 (M); CS 8830 (S) 2
20 17 I LOVE A SONG
Steveland Jackson, Columbia CL 2090 (M); CS 8835 (S) 18

An Album Blockbuster

NINO AND APRIL
SING THE GREAT SONGS

NINO AND APRIL SING THE GREAT SONGS

STARDUST • I CAN'T GIVE YOU ANYTHING BUT LOVE
HONEYSUCKLE ROSE • BEGIN THE BEGUNGE
ST LUIS BLUES • WHISPERING • TEA FOR TWO
I'M CONFESSION • MY BLUE HEAVEN • WHO
ALL THE THINGS YOU ARE • I SURRENDER DEAR

FROM THE ALBUM THE SMASH CHART SINGLE

TEA FOR TWO

ATCO RECORDS

SD 33-162

Billboard, May 9, 1964
He's in Saginaw, Michigan
Best C & W Record

My thanks to the swell guys of NARAS for the nomination—

Lefty Frizzell
AL MARTINO—TEARS AND ROSES (Davilene, BMI) (2:17)—A YEAR AGO TONIGHT (William Penn, BMI) (2:30)—Two especially strong sides, both in the pop-country vein. First should get much play in pop-standard category. Flip is touching ballad and may be best side.

Capitol 5183

STEVE LAWRENCE—EVERYBODY KNOWS (Gil, BMI) (2:35)—Big orchestra provides fine background for a tender ballad romantically sung by Steve. Flip: “One Love Too Late” (Mexanna, ASCAP) (2:30).

Columbia 43047

SAMMY DAVIS JR.—CHOOSE (Gil, BMI) (2:10)—The dramatic sound could make noise in pop-standard battle. Sammy builds to a great climax. Flip: “Bee-Bom” (Mills, ASCAP) (2:10)

Reprise 0278


Motown 1058


Brunswick 52555

BOBBY VEE—HICKORY, DICK AND DOC (Rose, BMI) (2:17)—Interesting take-off on the nursery rhyme. Vee’s multi-track vocalizing and easy style makes this one a winner. Flip: “I Wish You Were Mine Again” (Salina, BMI) (2:22).

Liberty 85700

THESIS D.J. PICK OF THE WEEK

JOHNNY CANTON

Program Supervisor
KUDI, Kansas City, Mo.
11 a.m.-2 p.m., Mon.-Fri.
6-10 a.m., Sat.

GUEST D.J. PICK OF THE WEEK

Bobby Darin
Atco 6297

Each week a program director and/or deejay is invited to sit-in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guestpanelists listen and vote via special WAYS long-distance speaker-phone hook-up. An opportunity is also given the guest to publicize his own or station’s “Pick of the Week.”

COUNTRY MUSIC

BILLY BARTON—Remembering (English, BMI) (2:23)—Even Steve (Davich, BMI) (2:07). BMW 176

KIRK HANVARD—if the Rains Don’t Come (Martin, BMI) (2:26)—My Old Home Town (Cedarwood, BMI) (2:27). COLUMBIA 4309

CARL DAVIS—What’s That Tears Me Up (Tosh, BMI) (2:10): CHART 1975

POLKA

POLKA ALL STARS—Just Because (Leeds, ASCAP) (2:05)

KING 1079

FRANK WOOSHOWIE—Happy Anniversary (Amperities, BMI) (2:11)

SILVERBELLE 310

SIX CHART DUTCHMEN—Dinner Bell Polka (American, BMI) (2:11)—Woo-Dee They Do In Minnesota Polka (American, BMI) (2:12). DUO DISC 104

SPIRITUALS

HOLY TRAVELERS—Every Night I Pray (Lowe, BMI) (2:45). RECONA 3503

JAZZ

WILLIS JACKSON—Troubled Times (3:00). PRESTIGE 303

Jazz

A selection of the best trade releases as singles from the hottest LP Spotlights.

MODERN FOLK QUARTET

SING OUT (2:46)—From LP: “Changes” (Warner Bros., WS 1546)

Tex Beneke, MILLER ORK

DOMINIQUE (2:35)—From LP: “New Top Hits in the Glenn Miller Style” (Capitol T 2903)

Billboard

Jazz

POP STANDARD SPOTLIGHTS

STEVE LAWRENCE—one love too late (Mexanna, ASCAP) (2:20)—Standard-type ballad sung with simplicity and charm. Flip: “Everybody Knows” (Gil, BMI) (2:35).

Columbia 43047

ROLF HARRIS—two buffalos (Eastlake, ASCAP) (2:46)—The lyric and delivery get funnier as the record goes on. Rolf swings easy with his famous “board in the background. Flip: “The Court of King Caractacus” (Beechoow, BMI) (2:19).

Epic 9682

PHIL GILBERT—Theme from old Joe's barroom (Bellina, BMI) (2:37)—Some piano roustings from the 1920's with a trumpet that's thinking of “Dolly.” It's a real toe-tapper. Flip: “Conchitina” (Bellina, BMI) (2:50).

Bellina 222

BABY BUGS—BINGO (Little Bill Music & Hart’s Music, BMI)—Cute spoof on the Beatles and the Chipmunks that will furnish fine material for programming gimmicks. Flip: “Bingo’s Bingo Party” (Little Bill, BMI).

Vee Jay 594

Album Reviews on Page 56

COUNTRY MUSIC SPOTLIGHTS

KITTY WELLS—I’VE THOUGHT OF LEAVING YOU (Marimba, BMI) (2:41)—PASSWORD (Wells, BMI) (2:30)—Kitty’s distinctive style is supported by galloping Tex-Mex beat and instrumentation. Flip is fine country ballad warmly sung.

Decca 31622

WEBB PIERCE—Memory No. 1 (Cedarwood, BMI) (2:31)— Stellar performance from this consistent country artist. Side has weeping lyric backed by voices and traditional sound. Flip: “French Riviera” (Cedarwood, BMI) (2:23).

Decca 31617

(LITTLE) JIMMY DICKENS—I LEANED OVER BACKWARDS FOR YOU (Pamper, BMI) (2:44)—This traditional heart-rending reading of fine country ballad should prove big with Dickens’ many fans. Flip: “Too Many Irons in the Fire” (Pamper, BMI) (2:39).

Columbia 43040

SINGLES REVIEW POLICY

Every single sent to Billboard for review is backed 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.

SPOTLIGHT WINNERS OF THE WEEK

Pop single 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 taken from the Hot 100 and data are constantly checked. Pop Spotlights are records aimed for the pop standard and pop contemporary air play. Pop Standards are geared for pop standard and pop contemporary air play. Pop Standards are records applicable for programming in their specific categories.

BILBOARD, May 9, 1964
Joy/Select Records—Market Forecast

BUBBLING AHEAD *

"IF I'M A FOOL FOR LOVING YOU"
BOBBY WOOD
A SOUTHERN-MASTER SMASHING NORTH
(J-285)

SURE BET *

"TWO LITTLE BOYS" b/w "MANDY"
THE BRANDYWINE SINGERS
(J-282)
A DEALER-DEMAND SINGLE RELEASE
FROM THEIR CHART-BOUND ALBUM "THE BRANDYWINE SINGERS"
JL 1000

HOTLIGHT *

"TAKE THE BITTER WITH THE SWEET"
LITTLE GIGI
THE "NATIONAL" SOUND
S-731

SPOTPICK *

"AIN'T THAT NEW YORK CITY SOMETHING"
MATYS BROS.
AN INTERNATIONAL JUKE BOX HIT
S-733

*ALL FORECASTS BASED UPON ACTUAL UNBIASED OPINIONS OF OUR STAFF

JOY/SELECT RECORDS
1790 B'way, N. Y. 19, N. Y.
HOTLINE!
FROM
AMY-MALA

TRACEY DEY
"GONNA GET ALONG WITHOUT YOU NOW"
AMY 901

GLADYS KNIGHT & THE PIPS
"GIVING UP"
MAXX 326

THE ROYALTONES
"OUR FADED LOVE"
MALA 473

COMING THIS WEEK
JOEY POWERS
"YOU COMB HER HAIR"
AMY 903

AMY-MALA RECORDS
A DIVISION OF BELL RECORDS, INC.
1776 BROADWAY, N.Y.C., N.Y.
<table>
<thead>
<tr>
<th>Chart Title</th>
<th>Artist, Label</th>
<th>Last</th>
<th>This Week</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week Ending May 9, 1964</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOP 10</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WEEK PULLER OF YOUR ARMS</td>
<td>Carole King &amp; Harry Nilsson, Capitol T 1912 ( M); SCP 1912 ( S)</td>
<td>6</td>
<td>15</td>
<td>-9</td>
</tr>
<tr>
<td>41</td>
<td>TILL THE END OF TIME</td>
<td>Bennett, Columbia CL 1850 ( M); CS 8850 ( S)</td>
<td>6</td>
<td>10</td>
</tr>
<tr>
<td>42</td>
<td>NAVY BLUE</td>
<td>Kassius, Capitol T 2024 ( M); ST 2024 ( S)</td>
<td>6</td>
<td>11</td>
</tr>
<tr>
<td>43</td>
<td>SINATRA'S SINATRA</td>
<td>The Nelson Riddle Orchestra, Columbia CL 1919 ( M); CS 8919 ( S)</td>
<td>32</td>
<td>15</td>
</tr>
<tr>
<td>44</td>
<td>TIME TO THINK</td>
<td>Johnnie Ray, Columbia CL 1931 ( M); CS 8931 ( S)</td>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td>45</td>
<td>TODAY</td>
<td>Tony Bennett, Columbia CL 1939 ( M); CS 8939 ( S)</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>46</td>
<td>REFLECTING</td>
<td>Burt Bacharach, Columbia CL 1940 ( M); CS 8940 ( S)</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td><strong>TOP 100</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>FUNNY GIRL</td>
<td>The 5th Annual Academy Award Winners, Columbia CL 0114 ( M); CS 8114 ( S)</td>
<td>7</td>
<td>59</td>
</tr>
<tr>
<td>48</td>
<td>DAWN</td>
<td>Ray Charles, Atlantic SD 1501 ( M); RT 1501 ( S)</td>
<td>7</td>
<td>11</td>
</tr>
<tr>
<td>49</td>
<td>DAYS OF WINE AND ROSES</td>
<td>The Barbra Streisand Album, Columbia CL 0143 ( M); CS 8143 ( S)</td>
<td>5</td>
<td>29</td>
</tr>
<tr>
<td>50</td>
<td>CHARADE</td>
<td>The Barbra Streisand Album, Columbia CL 0143 ( M); CS 8143 ( S)</td>
<td>20</td>
<td>29</td>
</tr>
<tr>
<td>51</td>
<td>FUNNY GIRL</td>
<td>The 5th Annual Academy Award Winners, Columbia CL 0114 ( M); CS 8114 ( S)</td>
<td>7</td>
<td>59</td>
</tr>
<tr>
<td>52</td>
<td>THE PINK PANTHER</td>
<td>Henry Mancini, Capitol T 3010 ( M); ST 3010 ( S)</td>
<td>5</td>
<td>29</td>
</tr>
<tr>
<td>53</td>
<td>WEST SIDE STORY</td>
<td>Leonard Bernstein, Columbia CL 1868 ( M); CS 8868 ( S)</td>
<td>133</td>
<td>29</td>
</tr>
<tr>
<td>54</td>
<td>YESTERDAY'S LOVE SONGS... TODAY'S BLUE JAYS</td>
<td>The Blue Jays, Columbia CL 1879 ( M); CS 8879 ( S)</td>
<td>14</td>
<td>29</td>
</tr>
<tr>
<td>55</td>
<td>SHUT YOUR DOORS, VOL. 2</td>
<td>The Beatles, Capitol T 2007 ( M); ST 2007 ( S)</td>
<td>10</td>
<td>29</td>
</tr>
<tr>
<td>56</td>
<td>JESSIE &amp; THE WILD CATS</td>
<td>The Beatles, Capitol T 2007 ( M); ST 2007 ( S)</td>
<td>10</td>
<td>29</td>
</tr>
<tr>
<td>57</td>
<td>JANICE'S WIVES AND LOVERS</td>
<td>Janice, Capitol T 1955 ( M); ST 1955 ( S)</td>
<td>10</td>
<td>29</td>
</tr>
<tr>
<td>58</td>
<td>TENDER IS THE NIGHT</td>
<td>Magnetic, Capitol T 2010 ( M); ST 2010 ( S)</td>
<td>10</td>
<td>29</td>
</tr>
<tr>
<td>59</td>
<td>PETER, PAUL &amp; MARY</td>
<td>Peter, Paul &amp; Mary, Columbia CL 1165 ( M); CS 8865 ( S)</td>
<td>107</td>
<td>29</td>
</tr>
<tr>
<td>60</td>
<td>THE BARBRA STREISAND ...</td>
<td>The Barbra Streisand Album, Columbia CL 0143 ( M); CS 8143 ( S)</td>
<td>5</td>
<td>29</td>
</tr>
<tr>
<td>61</td>
<td>BELAFONTE AT THE GREEK</td>
<td>Harry Belafonte, Capitol T 1010 ( M); ST 1010 ( S)</td>
<td>4</td>
<td>23</td>
</tr>
<tr>
<td>62</td>
<td>THE PIKE PANthere</td>
<td>Judy Mallett, Capitol T 1015 ( M); ST 1015 ( S)</td>
<td>23</td>
<td>23</td>
</tr>
<tr>
<td>63</td>
<td>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</td>
<td>Henry Mancini, Capitol T 3010 ( M); ST 3010 ( S)</td>
<td>105</td>
<td>23</td>
</tr>
<tr>
<td>64</td>
<td>THE WONDERFUL WORLD OF LES PAUL</td>
<td>Les Paul, Capitol T 2012 ( M); ST 2012 ( S)</td>
<td>16</td>
<td>23</td>
</tr>
<tr>
<td>65</td>
<td>THE SECOND BARBRA STREISAND ...</td>
<td>The Barbra Streisand Album, Columbia CL 0143 ( M); CS 8143 ( S)</td>
<td>35</td>
<td>23</td>
</tr>
<tr>
<td>66</td>
<td>BACH'S GREATEST HITS</td>
<td>The Barbra Streisand Album, Columbia CL 0143 ( M); CS 8143 ( S)</td>
<td>29</td>
<td>23</td>
</tr>
<tr>
<td>67</td>
<td>DAYS OF WINE AND ROSES</td>
<td>Ray Charles, Atlantic SD 1501 ( M); RT 1501 ( S)</td>
<td>5</td>
<td>29</td>
</tr>
<tr>
<td>68</td>
<td>MOVING</td>
<td>Ray Charles, Atlantic SD 1501 ( M); RT 1501 ( S)</td>
<td>69</td>
<td>29</td>
</tr>
<tr>
<td>69</td>
<td>THERE! I'VE SAID IT AGAIN</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>15</td>
<td>29</td>
</tr>
<tr>
<td>70</td>
<td>CAMEROON</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>172</td>
<td>29</td>
</tr>
<tr>
<td>71</td>
<td>EINSTEIN</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>12</td>
<td>29</td>
</tr>
<tr>
<td>72</td>
<td>WHArock SONGS FOR YOU</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>23</td>
<td>29</td>
</tr>
<tr>
<td>73</td>
<td>I LEPT MY HEART IN SAN FRANCISCO</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>97</td>
<td>29</td>
</tr>
<tr>
<td>74</td>
<td>GLORIA, MARTY &amp; STRINGS</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>12</td>
<td>29</td>
</tr>
<tr>
<td>75</td>
<td>CATCH A RISING STAR</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>24</td>
<td>29</td>
</tr>
<tr>
<td>76</td>
<td>THE MANY Moods OF TONY</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>52</td>
<td>29</td>
</tr>
<tr>
<td>77</td>
<td>ALLAN IN WONDERLAND</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>5</td>
<td>29</td>
</tr>
<tr>
<td>78</td>
<td>LIVING A LIE</td>
<td>Dean Martin, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>14</td>
<td>29</td>
</tr>
<tr>
<td>79</td>
<td>LOUIE LOUIE</td>
<td>Zoot Money, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>17</td>
<td>29</td>
</tr>
<tr>
<td>80</td>
<td>HOLLYWOOD—MY WAY</td>
<td>Frank Sinatra, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>40</td>
<td>29</td>
</tr>
<tr>
<td>81</td>
<td>LAWRENCE OF ARABIA</td>
<td>Frank Sinatra, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>63</td>
<td>29</td>
</tr>
<tr>
<td>82</td>
<td>EARLY HITs OF TONY BENNETT</td>
<td>Tony Bennett, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>12</td>
<td>29</td>
</tr>
<tr>
<td>83</td>
<td>THE SINGING MAGICIAN</td>
<td>Tony Bennett, Capitol T 1012 ( M); ST 1012 ( S)</td>
<td>27</td>
<td>29</td>
</tr>
<tr>
<td>84</td>
<td>JOAN BAEZ IN CONCERT</td>
<td>Joan Baez, Columbia CL 1915 ( M); CS 8915 ( S)</td>
<td>80</td>
<td>29</td>
</tr>
<tr>
<td>85</td>
<td>MAM'S RAISE</td>
<td>Joan Baez, Columbia CL 1915 ( M); CS 8915 ( S)</td>
<td>80</td>
<td>29</td>
</tr>
<tr>
<td>86</td>
<td>MAM'S RAISE</td>
<td>Joan Baez, Columbia CL 1915 ( M); CS 8915 ( S)</td>
<td>80</td>
<td>29</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
The Country Fans love him, and there's a heap of 'em buying his albums! Fact is, Hank Thompson and the Brazos Valley Boys are one of America's most popular Country and Western groups. And this latest album - "Golden Country Hits" - is a natural. Got to be a smash. It features some of the biggest-selling country tunes ever recorded. And Hank's recent television appearances, including the popular Jimmy Dean Show and the Johnny Carson Tonight Show, make this an even hotter sales item. Stock up now on "Golden Country Hits" and all the other fast-selling Hank Thompson albums. On Capitol. And don't forget his latest single, "Just to Ease the Pain" c/w "Stirring Up the Ashes." (#5123)

Have your buyer contact CRDC and order immediately.

**B. B. KING'S BIGGEST HIT SINGLE OF ALL TIME!**

"ROCK ME BABY"

b/w

"I Can't Lose"

# 393

---

**ALBUM REVIEWS**

**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.

---

**DISCOVERY!**

Vikki Carr. Liberty LSP 3334 (M)

Vikki Carr has been entertaining on records for quite a while. Her experiences as a performer of folk standards is quite evident in this highly listenable package. The arrangements are bright and Vikki's own vitality. In her disfavor is a certain nasal quality, and, here, an interest in some folkish protest songs long on casual and short on interest.

---

**FOLK SPECIAL MERIT**

ALL THE FOLK THERE IS (Original Soundtrack) and Other Music from Great Movies (2-12"

Various Original Soundtracks. MGM 2-E-10 (M); 2-E-10 (S)

A fine opportunity for collectors of movie tunes in 78's or in any form may arise. The buyer gets 17 tunes for the price of one.

---

**SPECIAL ALBUMS**

**FOUR-STAR ALBUMS**

The four-star rating is awarded new albums with sufficient commercial or entertainment value to be marketed strongly by most dealers, and which pick panelists believe will be successful within their respective categories.

---

**DOCUMENTARY SPECIAL MERIT**

POINT OF ORDER

Soundtrack. KOL 6070 (M); KOS 2470 (S)

Eric Scerpa's narration of this version of the Army-McCarthy hearings of 1954 is careful to note the current society's problem in separating one's sympathy or age, if it is a Fascistexample of government at work. Ordinarily, nothing would be programmable, but it is, all highly listenable, engaging and frightening, whichever way one views it.

---

**LONELY GUITAR**

Duane Eddy. RCA Victor LPA 2798 (M); LSP 2798 (S)

---

**HIT BOOTS!**

Boots Randolph. Monument MLP 8015 (M); MLP 18015 (S)

---

**WELL, WELL, WELL!**

Beverly Singers. United Artists UA 3358 (M); UA 6318 (S)

---

**ALWAYS IN MY HEART**

Los Indios Toltocan. RCA Victor LPM 2912 (S); LSP 2912 (S)

---

**STRAVINSKY: CANTATA & MASS ENGLISH CHAMBER ORCHESTRA (Davies), L'Oiseau-Lyre SOL 265 (S)**

**LE MOINE D'ARTHUR (3,117)**

Various Artists. London A 3699 (M); OSA 1269 (S)

---

**RAVEL: HONEY FOR THE DANCE**

Concertgebouw Orchestra of Amsterdam (Haitink). Philips PHM 504-015 (M); PHD 504-015 (S)

**ROSSINI: L'ITALIANA IN ALGERI (3,117)**

Teresa Berganza, Luigi Alva, Fernando Chacon. London A 4977 (M); OSA 1275 (S)

---

**MAHLER: SYMPHONY NO. 3**

IN MAJOR

Concertgebouw Orchestra of Amsterdam (Haitink). Philips PHM 501-027 (M); PHD 501-027 (S)

**THE TAMING OF THE SHREW**

Marlène Dietrich and the Berlin's Philharmonic Orchestra. London A 4978 (M); OSA 1307 (S)

---

**MOZART: SYMPHONIES 28 & 39**

English Chamber Orchestra (Davis). 20th Century-Fox TFM 3136 (M); CS 3135 (M)

---

**JAZZ**

Ray Bryant Lives at Basin Street Bar and Grill. Se P 1619

---

**FOLK**

The Soul of Folk

Bob Carney. 20th Century-Fox TFM 3135 (M); TFS 4279 (S)

**COUNTRY**

ORIGINAL AND AUTHENTIC RECORDINGS BY GREAT COUNTRY & WESTERN ARTISTS (2-12"

Various Artists. 20th Century-Fox TFM 341 (M); MCI 27526 (M); 2-E-10 (S)

---

**RELIGIOUS**

The Cantor and His Sons

Cantor Zvi Finkelstein and Sons. AFD 1020

---

**THREE-STAR ALBUMS**

The three-star rating indicates moderate sales potential within next record's sales category.

---

**POPULAR**

The Whistler and His Guitar

Tom Throckmorton. ABC-Paramount 402 (M); ABCN 402 (S)

---

**MELODIES OF LOVE**

MGM Orchestra (2-12"

MGM 2-E-9 (M); 2-E-9 (S)

---

**LILY, DARLIN'**

Nola Hall. 20th Century-Fox TFM 3139 (M)

---

**BENNY CARTER IN PARIS**

20th Century-Fox TFM 3134 (M); TFS 4114 (S)

---

**JIMMY McGUFF AT THE ORGAN**

Se Lee 1030

---

**THE WELL-BELOVED DICK GLASS**

100th. Century-Fox TFM 3136 (M); TFS 4126 (S)

---

**WORLD'S GREATEST WALTZES**

Various Artists. 20th Century-Fox TFM 3139 (M)

---

**ORGAN AND PIANO MAGIC**

Van Dyke Arden. MGM 1-6-11 (M); 2-6-11 (S)

---

**CLASSICAL**

BACH: EXCERPTS FROM ST. JOHN PASSION

Various Artists. London 5976 (M); CS 25796 (S)

---

**STRAVINSKY: LE BASIER DE LA FEE**

L'Ottocanta De La Solis Romano. (Ansermet). London CM 9368 (M); CS 4688 (S)

---

**RAVEL: MAISON DE LA MUSIQUE**

Byrd: Mass in Three Parts; Mass in Four Parts

Choir of King's College. Cambridge. London CM 9370 (M); CS 370 (S)

---

**STRINGS QUARTETS**

Byrd: Mass in Three Parts; Mass in Four Parts

Choir of King's College. Cambridge. London CM 9370 (M); CS 370 (S)

---

**BEETHOVEN: SONATA No. 14 IN CSHOR**

Floriane Labo. London CM 9375 (M); CS 375 (S)

---

**FOLK**

Donald Leach & Carol-Madin at the Montrose. Fountain LP 688

---

**ORSON & LOUST LOOSE LIVING**

Joe Orson & Torp Britton. London CM 3006

---

**JAZZ**

What the Dickens

Johnny Dankworth & His Ork. Fontana MCF 27525 (M); SRF 37525 (S)

---

**INTERNATIONAL**

SLOVENIAN SONGS

Various Artists. London A 3570 (M)

---

**THE FANTASTIC CARMELA**

Various Artists. London A 3570 (M)

---

**BILLBOARD, May 9, 1964**
Many Thanks to NARAS for the Grammy Nomination

Johnny Cash

RING OF FIRE
Best C & W Record

SAUL HOLIFF
1999 N. Sycamore, Suite #36
Hollywood 28, Calif.
(Area Code 213) 466-7893

SAUL HOLIFF
70 King St., London, Ontario, Canada
(Area Code 519) 471-5519
ARGENTINA
(Countez Escudero a la Franco. Buenos Aires)
*Denotes local origin
This Last Week
1 2 SABOR A NADA—Paolo Garau (Russell)
2 1 DOMINIQUE—Singing Nun Songs (CBS)—Fernata
3 3 OH MI SENOR—Jesús Almendros (CBS)—Fernata
4 4 MARY ISABEL—Leo Dan (CBS)—Fernata
5 5 EL PATTITO—Conchita Lopez (CBS)
6 6 BEATRIZ—(CBS)
7 7 EL MERQUEQUENQUE—Eustaquio Videla (Microps)
8 8 CALIFORNIA SUN—Everything's All Right—(CBS)
9 9 EVERYTHING'S ALL RIGHT—(CBS)
10 10 MOCKING BIRD HILL—(CBS)
11 11 JUST ONE LOOK—*Holies (Parlophone)—T.S. Music
12 12 GOOD LUCK MISS MOLLY—Swinging Blue Jeans (CBS)—Fernata
13 13 NOT FADE AWAY—The Beatles (Parlophone)—Fernata
14 14 THE STICKS BELONG TO YESTERDAY—Gretry and the Pacemakers
15 15 I CAN'T BUY ME LOVE—The Beatles (Parlophone)—Fernata
16 16 HUBBLE BUBBLE—*Manfred Mann (CBS)—Fernata
17 17 WE'RE NOT THE SAME—Blancas Royale (CBS)—Fernata

AUSTRALIA
(Country Music Makers, Sydney)
*Denotes local origin
This Last Week
1 1 I CAN'T BUY ME LOVE—The Beatles (Parlophone)—Leeds
2 2 WORLD WITHOUT LOVE—Peter & Gordon (Columbia)
3 3 LOVE ME DO—Beatles (Parlophone)—Leeds
4 4 SHE WEARS MY RING—(Parlophone)—Acut-Ross
5 5 TWINK AND SHOUT—Beatles (Parlophone)—Leeds
6 6 I'M IN A SLO MOOD—Beatles (Parlophone)—Leeds
7 7 EL MEREQUETENGUE—(CBS)—Fernata
8 8 BITS AND PIECES—Dave Clark Five (CBS)—Fernata
9 9 TELL ME WHEN—*Mojos (Decca)—West Music
10 10 KANSAS CITY—Trini Lopez (Music Hall)—Leeds

FLEMISH BELGIUM
(Country Jake Book Magazine, Mechelen)
*Denotes local origin
This Week
1 — NON HO L'ETA' PER—Nino Rota (CBS)—Holland
2 — BABY SONNENSCHEIN—Brenda Lee (CBS)—Holland
3 — DAS KANNST DU MIR TRAEUMEN—Marika Kilius (Telefunken)—Marbot
4 — UNA LACRIMA SUL VISO—Teresa Caruso (CBS)—Holland
5 — LABERINTO—Sonia Lopez (CBS)—Holland
6 — UNA LACRIMA SUL VISO—Carmen Costa (CBS)—Holland
7 — LADY MUSIC—Little Peggy March (CBS)—Holland
8 — I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Holland
9 — MY BOY LOLLIPOP—Millie Jackson (CBS)—Holland
10 — MY BOY LOLLIPPO—Millie Jackson (CBS)—Holland

FRANCE
(Country Music Makers, Paris)
*Denotes local origin
This Week
1 — ALLON EN MA RIVIERE—Richard Anthony (CBS)—Paris
2 — PRES DE MA RIVIERE—Richard Anthony (CBS)—Paris
3 — AM LAGERFEUER—Martin Lauer (Polydor)—Moerk
4 — I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Paris
5 — PILA PILA PILA—'Swinging Blue Jeans (HMV)—Paris
6 — YESTERDAY—Beatles (Parlophone)—Paris
7 — WHERE HAVE YOU BEEN—*Viviana (Parlophone)—Paris
8 — I'M COUNTING ON YOU—Ivy Music (Philips)—Paris
9 — MY BOY LOLLIPPO—Millie Jackson (CBS)—Paris
10 — MY BOY LOLLIPPO—Millie Jackson (CBS)—Paris

DENMARK
(Being a special list compiled prior to publication by The New Musical Express)
*Denotes local origin
This Last Week
1 1 WORLD WITHOUT LOVE—*Peter and Gordon (CBS)—Musicland
2 2 I CAN'T BUY ME LOVE—Beatles (Parlophone)—Musicland
3 3 CAN'T HELP MY LOVE—Beatles (Parlophone)—Musicland
4 4 VIVA LAS VEGAS—Elvis Presley (Parlophone)—Musicland
5 5 I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Musicland
6 6 NOT FADE AWAY—Rolling Stones (Parlophone)—Musicland
7 7 My Boy Lollipoppop—Millie Jackson (CBS)—Musicland
8 8 I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Musicland
9 9 JUST ONE LOOK—*Holies (Parlophone)—T.S. Music
10 10 HUBBLE BUBBLE—*Manfred Mann (CBS)—Musicland

FRANCE
This Last Week
1 — I'M PRESENT TEU TEN ALLER (I ONLY WANT TO BE WITH YOU)—Richard Anthony (CBS)—Paris
2 — NON HO L'ETA'—Gigliola Cinquetti (CBS)—Paris
3 — LA MAMMA—Charles Aznavour (Barclay)—Paris
4 — I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Paris
5 — IRISH WASHERWOMAN—Doris Day (Philips)—Paris
6 — 10 SWING LOW SWEET CHARIOT—Elvis Presley (Parlophone)—Paris
7 — IT'S ALL RIGHT.—He signed on... Carl Davis in Chicago.
8 — IT'S ALL RIGHT.—He signed on... Carl Davis in Chicago.
9 — IT'S ALL RIGHT.—He signed on... Carl Davis in Chicago.
10 — IT'S ALL RIGHT.—He signed on... Carl Davis in Chicago.

ENGLAND
(Commentary, Lavenham)
*Denotes local origin
This Last Week
1 1 OH MY DARLING—Caroline Kennedy (CBS)—London
2 2 I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—London
3 3 SWEET COWBOYS TRAUMESEN—Marika Kilius (CBS)—London
4 4 I CAN'T HELP MY LOVE—Beatles (Parlophone)—London
5 5 GIB ME DOUN—Beatles (Parlophone)—London
6 6 ZWEI AUF EINER BANK—*Viviana (Parlophone)—London
7 7 LADY MC - BARTER (CBS)—London
8 8 DER PLATZ NEBEN DIR—Suscha Dinet (CBS)—London
9 9 AM LAGERFEUER—Maria Laperouse (CBS)—London
10 10 SOLE, SOLE, SOLE—Swinging Blue Jeans (CBS)—London

IRELAND
(Commentary, Dublin, Ireland)
*Denotes local origin
This Last Week
1 1 TUGBY BLUES—Ninah Saxioh (Polydor)—JASRAC
2 2 WASHINGTON SQUARE—The Village Stompers (Philips)—JASRAC
3 3 AMBER BOW—The Kinks (CBS)—JASRAC
4 4 IRISH WASHERWOMAN—Doris Day (Philips)—JASRAC
5 5 IRISH WASHERWOMAN—Doris Day (Philips)—JASRAC
6 6 NO SWING LOW SWEET CHAR...—JASRAC
7 7 NO SWING LOW SWEET CHAR...—JASRAC
8 8 NO SWING LOW SWEET CHAR...—JASRAC
9 9 NO SWING LOW SWEET CHAR...—JASRAC
10 10 NO SWING LOW SWEET CHAR...—JASRAC

DENMARK
This Last Week
1 1 I CAN'T BUY ME LOVE—Beatles (Parlophone)—Musicland
2 2 I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Musicland
3 3 NOT FADE AWAY—Rolling Stones (Parlophone)—Musicland
4 4 I'M IN A SLO MOOD—Beatles (Parlophone)—Musicland
5 5 I CAN'T BUY ME LOVE—Beatles (Parlophone)—Musicland
6 6 NOT FADE AWAY—Rolling Stones (Parlophone)—Musicland
7 7 WE'RE NOT THE SAME—Gretry and the Pacemakers
8 8 THE STICKS BELONG TO YESTERDAY—Gretry and the Pacemakers
9 9 I CAN'T BUY ME LOVE—Beatles (Parlophone)—Musicland
10 10 I CAN'T BUY ME LOVE—Beatles (Parlophone)—Musicland

HOLLAND
(Country Music Makers, Amsterdam)
*Denotes local origin
This Last Week
1 — I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Holland
2 — NOT FADE AWAY—Rolling Stones (CBS)—Holland
3 — MY BOY LOLLIPPO—Millie Jackson (CBS)—Holland
4 — WE'RE NOT THE SAME—Gretry and the Pacemakers
5 — THE STICKS BELONG TO YESTERDAY—Gretry and the Pacemakers
6 — I CAN'T BUY ME LOVE—Beatles (Parlophone)—Holland
7 — NOT FADE AWAY—Rolling Stones (CBS)—Holland
8 — I CAN'T BUY ME LOVE—Beatles (Parlophone)—Holland
9 — NOT FADE AWAY—Rolling Stones (CBS)—Holland
10 — NOT FADE AWAY—Rolling Stones (CBS)—Holland

NORWAY
(Commentary, Voss)
*Denotes local origin
This Last Week
1 — LA ME VEGAK UNGE—Nils Andro (CBS)—Nord Music
2 — I LOVE YOU BECAUSE—Yvonne (CBS)—Nord Music
3 — CAN'T BUY ME LOVE—Beatles (Parlophone)—Nord Music
4 — ALL MY LOVING BE...—Beatles (Parlophone)—Nord Music
5 — SKONA MITT HARTA—Swinging Blue Jeans (HMV)—Imudico
6 —旋转—Charles Aznavour (CBS)—Nord Music
7 — NO SWING LOW SWEET CHAR...—JASRAC
8 — NO SWING LOW SWEET CHAR...—JASRAC
9 — NO SWING LOW SWEET CHAR...—JASRAC
10 — NO SWING LOW SWEET CHAR...—JASRAC

VENEZUELA
(*)Denotes local origin
This Last Week
1 1 NO HO L'ETA'—Gigliola Cinquetti (CBS)—Holland
2 2 NON HO L'ETA'—Gigliola Cinquetti (CBS)—Holland
3 3 I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Holland
4 4 NOT FADE AWAY—Rolling Stones (Parlophone)—Holland
5 5 I CAN'T HELP MY LOVE—Beatles (Parlophone)—Holland
6 6 NOT FADE AWAY—Rolling Stones (Parlophone)—Holland
7 7 NOT FADE AWAY—Rolling Stones (Parlophone)—Holland
8 8 NOT FADE AWAY—Rolling Stones (Parlophone)—Holland
9 9 NOT FADE AWAY—Rolling Stones (Parlophone)—Holland
10 10 NOT FADE AWAY—Rolling Stones (Parlophone)—Holland

Guana UA Art Director
FRANK Gnuha has joined United Artists Records as a design consultant. His job is to oversee the design covers and jackets for the label working in close consultation with UA's production director, Ron Mack, and director of creative services, Lloyd Leipzig. Guana drew much inspiration from the industry with his work for Cadence and Candid and has worked free lance for a number of other independent and majors. His previous free-lance work for United Artists on the jazz area on the label's special jazz series.
Those masters of musical foolery are at it again—with their fifth album—full of fractured folk-singing and smothers-brotherly-banter! They're the hottest comedy group of the year... so be sure to ride No. 5 all the way up the charts!

MG 20862/SR 60862
MG 20777/SR 60777
MG 20675/SR 60675
MG 20611/SR 60611
Iron Curtain Lifts for Other Sounds of Music

By OMER ANDERSON

BERLIN — Iron Curtain countries will be a factor in Western music this year for the first time ever.

The ferment of recent years has produced a musical revolution which is sweeping the entire Soviet Communist bloc. Mother Russia included.

In Berlin, Communist authorities are not only pleased to discuss the removal of the last Stalinist restrictions on music, but are lyrical in forecasting the inclusion of the Communist bloc in the Western music trade.

Essentially, what has happened—or, perhaps, better, is in the process of occurring—is this: Music has been freed from Marxist dogma. Henceforth, music will be classical, neoclassical, pop, c&c., and so on; but it will not be "Socialist" (meaning Communist) or "imperialist-capitalist," with the latter characterized as reactionary and degenerate.

As an Iron Curtain country by country survey reveals, unprecedented musical activity in all of the Soviet satellites. The satellites are ready with hopes of selling their own music to Western countries and buying music from the West.

A genuine two-way trade in music seems to be taking shape. It is a logical outcome of Nikita Khushchev's de-Stalinization of Communism and the thaw in the cold war. It has been helped along by Fidel Castro's Cuban revolution; for Castro has planted Latin rhythms in the Communist bloc big and, while they tolerate Fidel's bongo drums it would be tiresomely gussied up for the Communists to pillory pop as "degenerate."

Country by country, here is the rundown on new titles, and production programs behind the curtain for 1964 as they bear on Western music:

The East Germans will issue about 200 new titles in 1964 under the Eterna and Amiga labels of which 60 to 70, will be Western-style pop. This is the highest percentage of pop ever pressed by the East Germans in any single production year. East German authorities state that the notion Western music is "decadent" died with Stalin. East Germany is restricted in importing Western music only by the lack of foreign exchange. Therefore, the East Germans are forced to restrict their output mainly to West Germany, with which it has special trade relations. Considerable of East Germany's Western music is pirated from the air waves and from discs smuggled through Berlin.

Jeno Fehervari, director of the State Record Company (Qualiton), is quoted by Hungarian officials here as predicting Hungary's biggest music year in history for 1964. Hungarian production is being thoroughly expanded through new pressing facilities. More Hungarian production will be sold in the West, and the proportion will be up to 30% of Western music. West Germany appears to have the inside track. Dr. Erich Schulze, the general manager of GEMA (West Germany's ASCAP counterpart), was in Budapest recently to discuss East-West royalty arrangements.

Qualiton will produce 200 pop titles, four operas, three complete operas, three albums of contemporary Hungarian composers, two albums of Bela Bartok, and a goulash of gypsy music and folk songs.

Czechoslovakia

The Czechs are keyed for a big export drive based on an inventory of around 500 titles, most of them classics. Czechoslovakia operates through a production and sales team of Supraphon, the domestic producer, and Arria, the foreign distributor of Czech music and literature. Arria has been opening sales offices in the major Western countries and is now represented in West Germany, the Netherlands, Britain, Italy and France (where Supraphon is sold under the Barclay label).

Czechoslovakia is providing its own recordings for disks cut in Poland. Komos miniature classical and folk tunes.

An Ars Polona official predicted that the Czechia deal will boost U.S. pop music in Poland. "The possibilities are unlimited," he explained. "We are getting Czechia's entire catalog, and the right to pick from it anything we like and to press any number of records we wish.

Czechoslovakia is to release a fixed share from each record pressed and sold in Poland. Poland also hopes to export records to the U.S. through the Sol Hurak Attractions in connection with appearances by Polish artists in the U.S. under Hurak auspices.
Two weeks traveling from Calgary to Vancouver and will visit between 35 and 40 radio stations.

RCA Victor is planning big promotions for John Gary when he plays the Royal York Hotel, Toronto, beginning May 18. . . .

Toronto radio Station CHUM picked Sparton's Ray Charles Singer's album, "Song of Young Lovers," as album of the week. . . .

Capitol of Canada announces early releases of albums by Rich Little, Margaret Ann Ireland and Paul Brodie. The latter two are scheduled for May 19. Brodie has signed exclusively with the company.

Tommy Amrros, Don Franks, Barbara Chiclott and Don Gillies combined talents with jazz composers Norman Symonds, Gordon Delamont and Ron Collier, along with eight other leading jazz musicians, for a May 3 concert at Toronto's Crest Theater. . . . Walter Sunndkind officially announced he will retire as conductor of the Toronto Symphony after a nine-year tenure. . . . Toronto Happenings: Johnny Mathis and Henry Mancini will appear at the O'Keefe Centre May 18-23. . . . "Beyond the Fringe" set at same theater May 11-16. . . . Count Basie played the Pala Royale April 30.

RUTH McGARRETT CHILDS

LONDON

The recording of "Can't Buy Me Love" which Elvis Fitzgerald made here with personal manager Norman Granz and Beatles recording manager George Martin has been issued on Verve and looks like a hot property.

Jim Reeves flew in from Scandinavia on a surprise visit, did two TV's and talked about an autumn tour. . . . Tito Burns has been appointed European (Continued on page 34)

Jackie Cain & Roy Kral

"LIKE SING"

Best Performance
By A Vocal Group

Our thanks to NARAS for the nomination—

Jackie & Roy

May 9, 1964, BILBOBOARD
"I'm Loving You More Every Day" by Etta James
Argo 5465

"SLIP-ON-MULES" by Sugar Pie DeSanto
Checker 1073

"LONG TAIL SHORTY" by Tommy Tucker
Checker 1075

"TROUBLE I'VE HAD" by Clarence Ashe
J & S 1466

BILLBOARD, May 9, 1964

MUSIC AS WRITTEN

agent for Dionne Warwick and brings the lark in on May 22 for a month and radio dates. She is due back in October to tour after a stint at Paris Olympia. . . . The Beatles have been set for a concert in Copenhagen on May 29, followed up by a Dutch TV date the following night and another concert in The Hague on their way home (6). Their United Artists film has been titled "A Hard Day's Night"—the choice of Lennon and McCartney. . . . Liberty's Jerry Steiner recently stopped by for talks with EMI managing director L. E. Levine on a way to Southern Europe. . . . France's Swingle Singers flew in and taped a show of a new P-19 with satirical David Frost of TWZ fame.

Soon after the announcement of the Royal premiere for the Beatles' film—which is now to be called "A Hard Day's Night"—it has been revealed that Cliff Richard made a new movie, "Wonderful Life," will have its general release next week (July 2). The Richard picture will be premiered at the Warner Cinema in Leicester Square, the Beatles at the nearby London Pavilion.

The Rolling Stones (now considered by many to be Britain's second best group) took the disk world with sales in excess of 100,000 on their first Decca album within a week of its release. They went straight to No. 1 in the LP charts, knocking the Beatles from the top after 50 consecutive weeks! . . . R. & B. disks have acquired Britain's release rights of the Louis Prima label. ... Publisher C. I. Shone is visiting New York and will be at Esso House until May 28. . . . Roulette chairman, Herbert L. Forshag, and concert pianist Robert Wunder are among visitors to London. . . . " Murray the K" Kaufman took in the Beatles' hour-long Rediffusion-TV spectacular and did a host of radio and TV interviews before flying back to New York last Friday (1) with Brina Epstein and Gerry and the Pacemakers.

Six major TV and radio spots in as many days have been set up by Tito Burns for Dionne Warwick, due here on her first trip May 22. Latest release includes a hot revival of Paul Anka's "I Love You Baby," by Freddie and the Dreamers (Columbia); an orchestral single of two Beatles' compositions ("All My Loving" and "I Saw Her Standing There"), by their recording manager George Martin, and a disk of a new group, John Mayar and the Shambler ("Crawling Up a Hill"), which is the first product by singer Kenny Lynch's new indie company, Link, for Decca. . . . Pete Seeger returns to A.V.'s "Sunday Night at the London Palladium" this week (7). Radio Luxembourg has begun broadcasting a series from the Star Club in Hamburg—where the Beatles and other top groups began their careers. Jim Reeves paid a spot visit and made his British TV debut on ABC's "This Is My Lucky Star." . . . The Ray Charles film, "Lightning Strikes Twice," now going into production May 18 in Madrid instead of London. . . . Frank Ifield stars in the first of ABC-TV's "Big Night Out" series this week on the ABC-theater Blackpool on July 5. The series will replace the Palladium-TV show on the commercial network during the summer.

Under the direction of her personal manager Norman Granz, Ella Fitzgerald waxed four titles at EMI's London studio including the Beatles' Atlantic chart topper "Can't Buy Me Love." . . . After 12 years as head of Decca's a.r. department Frank Lee has left the company and his work has been taken over by Hugh Mendle. Lee was in charge of both pop and classical repertoire. . . . Kramer and the Dakotas will make their debut on the Keely Sullivan show on June 7. The group—another belonging to the Fame house—will be interpreted by Brina Epstein of Columbia's new hit-making duo Peter and Gordon (Peter is brother of Paul McCartney's girl friend Jane Asher) have made their first album for release in mid-January. Now they await another John Lennon-Paul McCartney composition for their follow-up single. . . . Jack Green of ABC was in to discuss the Dave Clark Five's early-June U. S. tour with Harold Davidson and also inked deals for a group of merchandise bearing the group's name. . . . Decca's Billy Fury revives Vic Dana's "I Will" on his new single and Eden Kane (Fontana-London) succeeds "Boys Cry" with a Les Reed-Tommy Scott composition "Rain, Rain, Go Away."
Thanks for the nomination NARAS

"WALK RIGHT IN"
Best Folk Record

The Rooftop Singers

Exclusively on Vanguard Records • Current Album "Good Time"
HOLLYWOOD — Dealers searching for a novel way of advertising records could learn a lesson from students at Van Nuys, Calif., Junior High School, whose recent “shirt hop” was literally a walking advertisement for disks.

This season’s theme was recorded, with the object being to create a design on the shirt which exploited the disk chosen. Of the day of the dance, students were allowed to wear their shirts with their nutty designs and cartoons around school. The most original designs were singled out during the festivities. A Billboard survey of the shirts displayed showed that single records were foremost on the students’ minds. One student chose “Don’t Let the Rain Come Down” and illustrated the disk with a cartoon on the front of her shirt of a crooked man, with a crooked cat and mouse walking on a crooked road in the rain. On the back side she drew a crooked house in the rain all a kin to the song’s lyrics.

Among the hundreds of disk shirts embellished with original designs were the following titles: “Glad All Over,” “Dawn Go Away,” “Buttons and Bows,” “Patch,” “Lollipops and Roses,” “Pink Panther,” “Angel Baby,” “A Taste of Honey,” “Little Children,” “Do Your Chewing Gum Lose Its Flavor on the Bedpost Overnight?”, “Outer Limits,” “Surfer’s Stomp,” “Scarlet Ribbons,” “Days of Wine and Roses,” “Green Sleeves,” “Bits and Pieces,” and “Peanuts.”

With retailers already sponsoring many kinds of teen-age activities including little league baseball where teams carry the sponsor’s name on their uniforms, a smart record man could have a field day at school dances by interesting students in wearing special shirts. Skeptical trade-sters should remember that Van Nuys students have already performed this function without any complications.

### NEWS REVIEW

**Nonesuch Begins New Catalog**

NEW YORK — Nonesuch, a subsidiary label of Elektra Records, has released the first 10 of the 40 records it proposes to issue this year. This new, low-price line (Billboard, February 29) is especially aimed at listeners interested in music of the Baroque, Renaissance and Modern periods.

Most of the records have, and will, be obtained directly from European labels, but there will be, and indeed already are, some original recordings re-released. And, true to the original claim despite the economy price, there is no sacrifice in either sound quality or packaging.

But the major value of the series thus far, not discounting the above advantages, is the relative uniqueness of these recordings. Four are specialized sets; two collections of Renaissance songs; a group of 22 examples of the Baroque trumpet, and seven Baroque-styled compositions, ranging from symphonies to fantasias, largely from the 17th century and generally composed for royal functions.

Of the remaining six albums, only one, the customary pairing of the Ravel and Debussy quartets, is well represented and better read in the catalog. Only the Bach cantatas and the Albinoni are available, and only limitedly. Most of the rest are seldom heard, on or off records. Albums included:

- “Chants de la Renaissance de Claude LeJeune,” Jean-Paul Kreder Ensemble (Nonesuch H 1001); “The Baroque Trumpet,” Various Artists (Nonesuch H 1002).
In Number of Subscribers
In Subscriber Action
In Advertising Sales

Billboard

is Number 1 . . . Internationally
**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

<table>
<thead>
<tr>
<th>P.S. I LOVE YOU</th>
<th>Baltimore, Tellie 9008</th>
</tr>
</thead>
</table>

**REGIONAL BREAKOUTS**

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

<table>
<thead>
<tr>
<th>TELL ME MAMA</th>
<th>Christine Quaite, World Artists 1022 (Unich, BMI)</th>
</tr>
</thead>
<tbody>
<tr>
<td>YO ME PREGUNTO</td>
<td>Yolonda, Fortney 942 (Survey, BMI) (San Angeles)</td>
</tr>
<tr>
<td>IF YOU LOVE ME, REALLY LOVE ME</td>
<td>Jackie Trent, Kapp 583 (Duchess, BMI) (Philadelphia)</td>
</tr>
<tr>
<td>FUGITIVE</td>
<td>Jan Davis, A&amp;M 723 (Little Dorlin', BMI) (San Francisco)</td>
</tr>
<tr>
<td>I'VE HAD IT</td>
<td>Lonnie Mack, Prodigy 925 (Brant, BMI) (Cincinnati)</td>
</tr>
<tr>
<td>IF I'M A FOOL FOR LOVING YOU</td>
<td>Bobby Weed, Jay 285 (Drury Lane-Becall, BMI) (Memphis-Nashville)</td>
</tr>
</tbody>
</table>

**HOT POP SPOTLIGHTS**

- **THE TEXAS TRAVELERS — We Were Lovers (When The Party Began)** (T66, BMI) (2:01) — A side that could really go. The lyric makes sense to the kids and the arrangement has much to recommend it. Middle tempo is infectious. Flip: "Having My Fun" (Sylvia, BMI) (1:56). United Artists 721
- **THE CRICKETS — (They Call Her) La Babia** (Zygotw, BMI) (2:28) — Beatle-like take-off on the former Richies Villains hit. Pounding beat is carried effectively by the group. Smash sound and performance all the way. Flip: "All Over You" (Columbia, BMI) (2:08). Liberty 55696
- **RANDY And THE RAINBOWS — Happy Teen-Ager** (Stacy, BMI) (2:16) — Lots of la-la here with good beat developing after a bit and then the record really moves. Flip: "Dry Your Eyes" (Bright Tunes, BMI) (2:30). Rust 5080
- **GERRY And THE PACEMAKERS — Don’t Let The Sun Catch You Crying** (Pacemaker, BMI) (2:33) — The hot-selling English group offers up a smooth treatment of a romantic ballad. Gerry leads all the way. Laurie 3251
- **JOANIE SOMMERS — I’d Be So Good For You** (Screen Gems-Columbia, BMI) (2:45) — Nice sound that has Jack Nitzsche touch. Joanie’s voice is multi-tracked with deep horns, strings and voices as background. Flip: "I’m Gonna Know He’s Mine" (Screen Gems-Columbia, BMI) (2:45). Warner Bros. 5437
- **PARIS SISTERS — Dream Lover** (Screen Gems-Columbia, BMI) (2:35) — LONELY GIRL (Dream-Pam, ASCAP) (2:25) — First side is past hit given most attractive and convincing reading by lead sister and her friends. Flip side is a winning teen ballad. MGMT 13236
- **THE IMPROBABLES — A Most Unusual Feeling** (Sark, BMI) (2:49) — Talented new group with big, rockin’ sound. Strong rocking beat on this one with some powerful vocalizing. Flip: "Hard to Bear" (Maggie, BMI) (2:34). Columbia 43041
- **LITTLE GIRL — Take The Bitter With The Sweet** (Drury Lane-Straight Ahead, BMI) (2:40) — I’M HURT AND SO IS MY HEART (Drury Lane-Straight Ahead, BMI) (2:28) — Little gal has big, big voice with Etta James sound. Side 1 is medium-tempo mover. Flip features bluesy, gospel sound on the ballad. Select 731

**An Announcement by Phil Spector Records**

The first release on Phil Spector Records “So Young,” by Veronica, was taken off the commercial market several weeks ago because of serious legal complications.

This was an unfortunate turn of events with which to begin a label.

Because of the many calls we have been receiving, it has become necessary to let everyone know through the trade papers that the record is no longer available.

This will not affect the new label in any way, nor the career of the artist involved.

When the matter is settled, the record will be re-released.

I am sorry . . .

Phil Spector

Hall Has Own; Still Produces

NEW YORK — Bob Hall, Beaumont, Tex., record producer, has formed a new firm to handle his indie Hall and Hallway labels. Hall, who has produced for a myriad of companies (like Dikie Lee on Smash), will continue with this type of work while expanding operation on his own banners. Hall and Hallway are now well on their way toward having an indie distribution set-up of their own. The labels were formerly distributed by Smash. Sales and promotion director for Hall and Hallway is Bob West, who formerly had his own distribution firm as well as working for a major and a number of independent labels. Newest release on Hall is “Soft Wind, Soft Voice,” by Tony Borders, and “Loneliness” and “Bost Man’s Son” by Rod Bernard. On Hallway the latest is “Johnny Preston’s “Just Plain Hurt.”

past week and will be back at his desk after a period of rest and recuperation.
all signs point to another solid money maker

"TOO LATE TO TURN BACK NOW"

it's full of that rich, blues-ballad flavor that is uniquely Brook Benton!
April 27 with the Cleveland of KYW radio's morning team, Martin and Howard, who has marked his 10th anniversary April 27 with the Cleveland Group W out.

Murray "The K" Kaufman, WINS (New York), peripatetic rock jockey, landed at the WINS (New York), peripatetic Group W let out. KONO; Bruce Hathaway, Emceeing the dances for the rock jockey, landed at the WINS (New York), peripatetic Group W let out. Martin and Howard, who has marked his 10th anniversary April 27 with the Cleveland Group W out.

Bill Gibbons, WHMA (Rochester) program director, kicks off a regular monthly series today to bring "The K" (KXLY, Spokane) in Sound: "The K" made a series of theater, radio and TV appearances throughout England arranged for him by the Beatles and their manager, Brian Epstein.

Bill Gibbons, WHMA (Rochester) program director, kicks off a regular monthly series today to bring "The K" (KXLY, Spokane) in Sound: "The K" made a series of theater, radio and TV appearances throughout England arranged for him by the Beatles and their manager, Brian Epstein.

Dan Sorkin, former WCFL (Chicago) funster, joins WAIT for 6-9 a.m. and 4-6 p.m. shows... Hal Martin (The Elephant Boy) now hosting WKSN (Jamestown, N. Y.) 7 to midnight show... Alan Boyd from WTRY (Robinson, Ill.) to WKUL (Cullman, Ala.) as music director... Bill Atkins, program director KILE (Galveston) joins KTSU (McLendon in San Antonio) for noon-3 p.m. show... Al Dunaway, WLKY (Tampa-St. Petersburg) deejay, to WFUN (Miami) as deejay replacing Jack Parrington... Bill Garrett hosting WCBM (Metromedia radio in Baltimore) new all-night show... Buddy McGregur, previously with KTRH (Houston) joins deejay staff of KNUZ (Houston)... Morgan M. to KTRH (Houston) on the bridge which spans the falls. Danny came prepared to sooth the spectators however, he gave away free records.

Dan Sorkin, former WCFL (Chicago) funster, joins WAIT for 6-9 a.m. and 4-6 p.m. shows... Hal Martin (The Elephant Boy) now hosting WKSN (Jamestown, N. Y.) 7 to midnight show... Alan Boyd from WTRY (Robinson, Ill.) to WKUL (Cullman, Ala.) as music director... Bill Atkins, program director KILE (Galveston) joins KTSU (McLendon in San Antonio) for noon-3 p.m. show... Al Dunaway, WLKY (Tampa-St. Petersburg) deejay, to WFUN (Miami) as deejay replacing Jack Parrington... Bill Garrett hosting WCBM (Metromedia radio in Baltimore) new all-night show... Buddy McGregur, previously with KTRH (Houston) joins deejay staff of KNUZ (Houston)... Morgan M. to KTRH (Houston) on the bridge which spans the falls. Danny came prepared to sooth the spectators however, he gave away free records.
EQUIPMENT NEWSLETTER

May 9, 1964, BILLBOARD

Hanover Trade Fair Shows Latest in Phone Equipment

HANOVER — The Hanover Trade Fair, West Germany's industrial showcase, is featuring the latest developments in phonographic equipment. Some 33 firms are exhibiting.

Among the exhibits is a new electronic stereo on display at the Hanover Fair, with the opening of the German National Radio and Television Network in Amsterdam.

The winner receives a $5,000 scholarship to the Illinois State University of his choice.

Stereotape Expands; Has Capitol Line

HOLLYWOOD — Stereotape, Inc., the distributor of Greenleaf Electronics, has expanded its product offering to include the entire range of Capitol Line equipment. This includes all of Capitol Line's stereo speakers and turntables.

The Capitol Line now offers a full line of stereo equipment including speakers, turntables, and amplifiers. This expansion is part of the company's strategy to increase its market share in the rapidly growing stereo market.

Hanover Fair Trade Shows Latest in Phone Equipment

Hanover, Germany — The Hanover Fair, Germany's major trade show, is featuring the latest in phone equipment. Some 33 firms are exhibiting.

WLS Aids IBA

CHICAGO — WLS radio's public affairs department has participated in a phone-a-thon for the Illinois Broadcasters Association. The event, called "Helping Hands," was held in conjunction with the IBA's annual convention. Over $10,000 was raised.

Best Selling Phonographs, Radios & Tape Recorders

These are the nation's best sellers by manufacturers based on results of a month-long study of sales. Compiled by a representative cross-section of dealers, the survey reflects the current market trends and consumer preferences.

Photos Listing Between $31 and $60

PHOTOS LISTING BETWEEN $31 and $60

The photos are available for viewing and purchase.

Two-Way Radios a Hit With Coinmen in Miss.

GREENVILLE, Miss. — Operator Charlie Rich, owner of Richardson Music Company, and his brother, Leon, both of Greenville, are quickly gaining a reputation for their innovative approach to marketing two-way radios. Known for their creative and effective advertising campaigns, the brothers have successfully marketed two-way radios to coinmen and other small businesses.

Richardson said he'll continue to stock his store with the latest models and accessories to ensure that his customers remain satisfied. Their goal is to establish a loyal customer base and maintain a strong presence in the market.

Since the chart is based on the previous month's sales, it is conceivable that certain brands may 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 other period than the previous month. These brands that appeared in previous issues for this category and did not happen to merit a listing above were shown in the chart, and the ratings are in the general category of phonograph records.
Dick James Ltd.
London, W.C.2
Temple Bar 1687/8
Suite 2.
132 Charing Cross Road.
CREATED BY
PRESSINGS

hitsville strikes again

this series chartward. Marvin Gaye, take part, singing past hits and maybe
Stevie Wonder and the Miracles all
line-up that sent the fir- t volume in
Here's Volume 2 of the powerhouse
42
71-75 New Oxford Street

Poly Macy
Pressing add a new sound dimension

you can actually feel this record swing.
created by research craft corporation
Los Angeles 46, Calif.

Valerie & Nick
I'll Find You

Glover Records
1631 B'way, N.Y., N.Y.

Paula Lamon
The Greatest Lover
Under the Sun

Glover Records
1067 W. 4th St.

Paula Lamon
"The Greatest Lover Under the Sun"

Columbia

Alma

C.P.E. Bach: Flute Concertos; C. Bach: S-Dwnr, W. F. Bach: Gavotte; Bach: Partita,
Schwaritz: Op. 1017,
DG 11006, DL 71002

Alma

New Album Releases

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

侘

Top Spotlight

The Motortown Revue
Vol. 3
Various Artists: Motown 515

Here's Volume 3 of the powerhouse lineup that sent the first volume in

Paula Lamon: "I'll Find You"

Glover Records
1631 B'way, N.Y., N.Y.

Polymax
Pressing add a new sound dimension

you can actually feel this record swing.
created by research craft corpontation
Los Angeles 46, Calif.

New Album Releases

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

Paula Lamon
"The Greatest Lover Under the Sun"

Columbia

Valerie & Nick
I'll Find You

Glover Records
1631 B'way, N.Y., N.Y.

Paula Lamon
"The Greatest Lover Under the Sun"

Columbia

Alma

C.P.E. Bach: Flute Concertos; C. Bach: S-Dwnr, W. F. Bach: Gavotte; Bach: Partita,
Schwaritz: Op. 1017,
DG 11006, DL 71002

Alma
VARIOUS ARTISTS—Chicago Blues: 1003 (M)
VICTORIA SPIVEY—Victoria and Her Blues: 1002 (M)
VICTORIA SPIVEY, LUCILLE HEGAMIN, HANNAH—The Golden Hits of LOU MONTE: R 6118, RS 6118
TCHAIKOVSKY: Symphony No. 6 "Pathétique"; Boston Symphony Orch.
THE ALL NIGHT SINGERS—R 6117, RS 6117
Greatest Hits From the Greatest Films: R 6116, RS 6116
STRAUSS: Ein Heldenleben; Chicago Symphony Orch.
BRAHMS Piano Concerto No. 2; Emil Gilels, Chicago Symphony Orch.
VIVALDI: I Cimento Dell' Armonia E Dell' Invenzione; O P.
STRAUSS: Don Juan; Chicago Symphony Orch.
RODRIGO: Concierto De Aranjuez for Guitar and Orch.; Julian Bream
BRAHMS Symphony No. 1; Boston Symphony Orch. (Leinsdorf)
MORTON GOULD AND HIS ORCHESTRA—Latin, Lush and Lovely: 7300

ADORNO: Symphony No. 8 in E Flat Major, "Symphony of a Thousand"; Jeannine Crader, Lynn Owen, Blanche Tavlides, Wheeler, Lawrence, Telemann Society Festival Orchestra (Reiner), Symphony Orch. of Seattle, (Monteux): H 1003, H 71003
HINDEMITH: String Quartet No. 1 in F Minor, Op. 6/4; Matuschka String Quartet: H 1008, H 71008
VARIOUS COMPOSERS—Masters of the French and Italian Renaissance: H 1015 (M)
BARBER: String Quartet in F Major/BEETHOVEN: String Quartet in C Major, Op. 64/STRAUSS: ViererNr. 11/STRAVINSKY: Septet for Clarinet, Cello, Violin, Cymbals and Piano (Monte); H 1207 (M)
ALBENIZ: Iberian Pictures for the King's Supper, Collolium de Musica de Paris (Dorati): H 1009 (M)

TOTENTANZ:
BACH: Coffee Cantata No. 211/PEASE/ADAM: Fischersiad; Capital City Festival; (Hartman): H 1004, H 71004
HAMPEL: The Dettingen Te Deum; Dannenbrink, Ferrara, Tiiteler, Windsor, Lawrence, Telemon Society Festival and Orch. (Shulze): H 1005, H 71005
HINDEMITH: Grand Quintet for Clarinet, Cello, Violin, Cymbals and Piano (Monte): H 1007, H 71007
ALESSIO: Fantasia Italiana/Orchestra Mediterranea (Orcharea): H 1006 (M)

PRESTIGE:
GEORGE AMMONDO—Late Hour Special: 7267
JOE COLTRANE-The Ballad: 7269
RED GARLAND—Cool Burnin': 7269
BRUNO BOYCE—Folk Songs and Old Time Favorites: 7278 (M)

RCA VICTOR
MORTON GOLDBLIT AND HIS ORCHESTRA—Lover's Theme from "Love Story"; H 1014, H 71014
SID AND MARY KROPPERS Las Vegas De Paris De Parisian: LOC 1004, LOC 71004
NADAR—"You'll See Me in My Dreams": LM 2730, LC 2730

BENEDIKT: Concerto for Violin and Orchestra; (Zukerman, Casals): LM 2731, LC 2731

HINDEMITH: Kammermusik Nr. 1/REICH: Music for 18 Musicians (Matuschka): LM 2740, LC 2740

BACH: Brandenburg Concertos Nos. 1, 3, 4; Chamber Orchestra of Europe (Lockyer): LM 2746, LC 2746
HAYDN: Trumpet Concerto in D (Roos); Sinfonia Instrumental Ensemble (Witold): LM 2750, LC 2750
CACCINI: La Maddalena/Orchestra dell'Accademia Nazionale di Santa Cecilia (Ricci): LM 2751, LC 2751
VARIOUS ARTISTS—New York Strings and Radio Berlin: H 1002 (M)

RCA VICTROLA
BRANDEIS: Piano Concerto No. 2, Emil Gilels, Chicago Symphony Orch.; LM 1500 (M)
MENDZEL: A Midsummer Night’s Dream/SCHREIBER: Midsummer Night’s Dream (Koch); LM 2775, LC 2775
STRAUS: Ein mehrstimmiger Gesang; Chicago Symphony Orch. (Schwarz): LM 2776, LC 2776
TCHAIKOVSKY: Symphony No. 6 (Vorwitzky): LM 2778, LC 2778
VARIOUS ARTISTS—The Wonder Years of Opera: LM 2780, LC 2780

REPRISE
THE ALL NIGHT SINGERS—R 6117, RS 6117
JOE BURGANTO IN CONCERT: Tony Home; R 6119, RS 6119
Greatest Hits From the Wonderful World of Burt Bacharach: R 6116, RS 6116
GOLDEN HITS OF LOU MONTE: R 6118, RS 6118
THE STORKS AND JULIUS LA BANDA AMERICA: LM 2720 (E)

RCA CAMERON
THE LAVORAIRES—"Yes, My Heart and Other Harmonic Favorites: CAL 810, CAS 810
LIVING STUFF—"Come to the Fair": CAL 812, CAS 812
SPARKLE: FAMILY FAVORITES—Old Time Family Religion: CAL 816, CAS 816 (M)

THE RIVERSIERS—Let’s Have a Party

Fabulous Follow-Up to "California Sun"... "Let’s Have a Party"... "programming favorite"

THE RIVERSIERS—R 1402
fabulous group...

"Let’s Have a Party is definitely the sideside"

"another smash hit"

CONTACT JIM GOLDEN
U.S.A. RECORD COMPANY
1448 S. Michigan Avenue, Chicago 5, Illinois
Phone: (312) 393-3698

LOOKING FOR A GOOD PUBLISHER, PRESSING PLANT, SLEEVES MANUFACTURER OR RECORDING STUDIO IN THE CHICAGO AREA?...

OR IN LONDON, OR SEATTLE, OR SEATTLE, OR AUCKLAND?

You’ll find complete directory listings for everyone and everything in Billboard’s Fifth Annual International Buyers Guide.

When Answering Ads...

"great audience reaction"

"pic hit"
MUSIC AS WRITTEN

ROME

Luigi Tenco, singing composer, has switched to SAA’s Jolly label. Renato Rauzi, whose latest label is Curci’s Car- nello, has hit best seller list with his composition “Maggi,” which was turned down by San Remo Festival. Current RAF musical shows have theme songs by Connie Francis, Fred Bongusto and Didi Balboni. Although Caterina Valansi is in the U. S. Decca has presented a new Italian recording with “Mi Sai” (“You Know Me”) and “Lo E Te” (“You and I”). Durium has come up with Little Tony’s first LP, including his San Remo and Canagio prize-winner. CGD is nursing Gigliola Cinquetti along slowly with her latest recording, “The First Kiss I’ll Give.” Now booked for Lon- don, Brussels, Paris, Berlin and Vienna, she is being quoted at $1,100 a night. She is also being seen in new Italian TV commercials, all of which are heralded with special advertising. Curci is now translating the various Disney albums (Great Operas, etc.) into Italian as competition for the field now dominated by RCA-Reader’s Digest. Hot on the heels of the Beatles is the Dave Clark Five, whose disks are arriving via Voce del Padreone at the same pace.

SAMF STEINMAN

OSLO

Arne Bendiksen, Arne Bendik- sen A/S, is negotiating with French Vogue to press French records here, but is being stopped by a French claim that he must guarantee a certain amount of sales. Arne Ben- diksen A/S is also interested in two Eurovision Song Contest platters from Vogue, “Ou Sont-Elles Passee,” with Romuald, and “Warum Nur Warum,” with Udo Jurgens. ... The winner of the Eurovision song contest, “Non Ho L’eta,” as sung by Gigliola Cinquetti on Triola label, is to everybody’s surprise moving up here, and this week hits No. 7 slot on the VG charts.

Wenche Myhre, on the same label, is still leading the parade with the Arne Bendiksen composition “Le Meg Vaere Ung.” No. 1 this week for the fourth week.

Norsk Phonogram is launch- ing the Bergen Sound, Norway’s answer to the Liverpool Sound, with records by the Jokers, Tor- nado, the Stringers, the Young Ones and songstress Torill Oede- gaard and the Quartermasters, all inhabitants of Bergen, the second largest city.

The Beatles have agreed to come to Copenhagen June 4, but it seems like the police will deny the visit. ... Three diskiers in Oslo are anxiously await-

FOR YOUR COMPANY’S FREE LISTING

IN BILLBOARD’S 1964-1965 INTERNATIONAL BUYER’S GUIDE

MAIL THIS COUPON TO US TODAY!

If you have not received or returned your mailed Buyer’s Guide questionnaire from Billboard, and are engaged in one or more of the enterprises listed below, it is urgent that you send this coupon to us immediately so that we can include you in this giant directory.

(NOTE: U. S. record manufacturers and U. S. music publishers are NOT to return this coupon. A special questionnaire is being sent to companies in these classifications which are eligible for a listing.)

PLEASE AIR-MAIL THIS COUPON IMMEDIATELY TO: Billboard International Buyer’s Guide, 165 W. 46th Street, New York, N. Y., 10036

URGENT—PLEASE USE TYPEWRITER IF POSSIBLE—THANKS

Your Country

State (If U. S. A.)

City

In which business classification should you be listed

Name of Company

Street Address

City

Postal Zone

State (If U. S. A.)

Telephone (Area Code, if U. S. A.)

Top executive’s name

Title

If you are a record manufacturer outside the U. S. A., please give us name of your top executive for A&R

Sales

International

DISTRIBUTORS, PLEASE NOTE: If you are a U. S. or Canadian record distributor, please include with this question-naire a list of the lines you handle, typed ALPHABETICALLY.

TO BE INCLUDED, YOU MUST AIR-MAIL THIS COUPON IMMEDIATELY

BILLBOARD, May 9, 1964

THE NEW BERNIE ROBERTS

45 RPM SINGLE IS NOW AVAILABLE

PRETTY DANCING GIRL

THE WEST A NEST AND YOU

PAGEANT #713

It’s going great!

* 

ALSO AVAILABLE A NEW LONG PLAY ALBUM #980

“DANCE TIME WITH BERNIE ROBERTS” VOLUME 2

DISC JOCKEYS & JUKE BOX OPERATORS, SEND FOR FREE SAMPLES.

PAGEANT RECORDS

JUNEAU, WISCONSIN

World Radio History
STORMY WEATHER
May 9, 1964, BILLBOARD 45

"HEARTS TIMES SQUARE RECORDS
WHENEVER HE
Play A Winning Hand'
Cash, Check or Money Order.
ON CAMEO/PARKWAY
New York, N. Y.
(212) BR 9-3458
(formerly of The Doyens)
VERONICA LEE
Eddie Rambeau
BREAKING OUT
THE BIG ONES ARE
THE SIMPLE TUNE!!
LEN BARRY
MONTEL 928
14m1e/Guiden Dist. Corp.

"Run Little Girl" sung by Donnie Elbert
b/w "Who's It Gonna Be?"

CAMEO/PARKWAY #731

ALSO SHOWING STRONG SALES POTENTIAL:
"Wild Cat" Red Prysock
"Tarrytown" Liz Seneff
"Blue Grass Breakdown" Dixie Travelers

GATEWAY RECORDINGS, INC.
214 Forbes Ave. Pittsburgh, Pa. 15222

RADIO PROGRAMMERS:
This Is For You!
AN IMPORTANT NEW BOOK
IN THE RADIO FIELD FROM
RSI (A Division of Billboard)

PROFESSIONAL PROGRAMMING
VOLUME I
By DICK STARR and ROBERT HARRIS

An invaluable new source of "air-rated" material for disk jockeys and program directors...
- contests • station promotions • music production • station comedy promos • exotic commercials • station breaks • promos • weather... etc.

All contexts and promotions have been fully "air-rated" and selected on the basis of effectiveness and simplicity.

8 1/2 x 11 format
62 pages
Softbound
JUST $5.95 Postpaid

RSI (Record Source International)
156 W. 46th St.
New York, N. Y. 10036

Please send... copies of Professional Programming Volume I at $5.95 each.
My check for $______ is enclosed.

Name______________
Address______________________________
City_________________________State___________Zip__________

FAN MAIL GLOSSY PHOTOS
All stars — quantities — color or black and white. Post cards, mounted blow ups. It will pay you to see our few samples and complete price list before you order. Write for new low prices, samples, etc.

MULSON STUDIO
Box 941 Bridgeport, Conn.

ONE-STOP RECORD SERVICE
Complete line of Spirituals, R & B and Catalog Merchandise. Write to be placed on our mailing list. We ship anywhere C.O.D.

Barney's One-Stop
1146 S. Kedzie Ave., Chicago 13, III.
Phone: NE 8-9003

SAY YOU SAW IT IN BILLBOARD
**SITUATIONS WANTED**

**RECORD BUYER, MERCHANDISER**

**YOUNG MALE SINGER WANTS NEW EXPERIENCED SAXOPHONIST (TENORSING ALL OLD SONGS AND MODERNS. REAL CLEAN ENTERTAINMENT, LOVED BY EVERYONE.**

**RECORD DISTRIBUTORS**

Contact Ben Rich, 965 Simpson St., North Bergen, N.J.

BOX 101, 521 West 46th St., New York, N.Y. 10019.

Be an asset to your company. Box 101, 165 West 46th St., New York City 10036.


**SALES PROBLEM?**

**PROFIT MAKER! CHECK YOUR REGULAR **

**READER, RHYTHM & BLUES, POP, COUNTRY WESTERN, HOLLYWOOD EASTERN RADIO PLAY. 2ND LARGEST U.S. RADIO NETWORK.**

**1.**

**DEALER, DISTRIBUTOR, REGIONAL**

**DISTRIBUTORS **

For information write NEW MUSICAL EXPRESS 23 Denmark St., London W.1, England

**U.S.A. SPONSOR REQUIRED FOR FOREIGN ARTISTS WANTED TO PERFORM IN THE UNITED STATES.**

Please send full particulars of artists to Harry's New York Bar, 30 Elysee, Paris. Become and leading personalities always visit and requirements to Box : 105, c/a Billboards, 165 West 46th St., New York City 10036.

**MARKET DISTRIBUTOR WANTED**

**RECORDS**

**40% PROFIT MALE SINGERS WANTED**

**EXPERIENCED MALE WANTED for RECORD LABEL ON EAST COAST.**

**USA DISTRIBUTOR WANTED for MOTION PICTURES AND TAPES.**

**SEND ALL MATERIAL, ETC., TO BOX #107 c/o RECORD DISTRIBUTOR 165 West 46th St., New York, N.Y. 10036**

**MAJOR LABEL**

Now looking for original material & masters. Initiation of new promotion and new talent scheduled for '64. Send all material, etc., to BOX #107 c/o RECORD DISTRIBUTOR 165 West 46th St., New York, N.Y. 10036 when answering ads . . Say You Saw It in Billboard

**CLASSIFIED RATES**

For insertion

- 1½, 1, 2½, 2½ each Additional inch

**Manufacturer **

Advertisers

- $9 $10 $11 $12

- $5 $6 $7 $8

For information write

**ADVERTISE IN BILLBOARD**

**RECORDING FACILITIES & SUPPLIES**

**PROFESSIONAL DEMO RECORDS**

Printed Quality—Low Prices—

- 8 Track Tape—10 Instruments

NEXT IMPORTER: ARISCH, 423 W. 98th St., New York, N.Y. 2521. Also, 199 W. 32nd St., New York, N.Y. 11521.

**MISCELLANEOUS**

**WANTED MINT RECORDS FOR SALE**

- Please list condition

- 1400,000 Selling Albums

- Million-Selling Singles Records.

**WANTED**

- Used 78s,

- 45s,

- Picture Discs,

- LPs,

- Box Sets,

- etc.

- Each Additional Inch

- $2 $3 $4 $5 $6 $7 $8 $9 $10 $11 $12 $13 $14 $15 $16 $17 $18 $19 $20 $21 $22 $23 $24 $25 $26 $27 $28 $29 $30 $31 $32 $33 $34 $35 $36 $37 $38 $39 $40 $41 $42 $43 $44 $45 $46 $47 $48 $49 $50 $51 $52 $53 $54 $55 $56 $57 $58 $59 $60 $61 $62 $63 $64 $65 $66 $67 $68 $69 $70 $71 $72 $73 $74 $75 $76 $77 $78 $79 $80 $81 $82 $83 $84 $85 $86 $87 $88 $89 $90 $91 $92 $93 $94 $95 $96 $97 $98 $99 $100

**FRANCE**

**RECORDING ARTISTS, FILM STARS, and recording personalites always visit and requirements to Box: 105, c/a Billboards, 165 West 46th St., New York City 10036. Please send full particulars of artists to Harry's New York Bar, 30 Elysee, Paris. Become and leading personalities always visit and requirements to Box: 105, c/a Billboards, 165 West 46th St., New York City 10036.**

**UNITED STATES**

**AMERICAN RECORD COMPANY WANTED**

**RECORDS FOR EXPORT**

All American brands combined in one shipment.

**ELTRON EXPORT COMPANY**

120 East 26th St., New York, N.Y.
MINNEAPOLIS — An increase in the use of slugs in vending machines is gaining at least one operator here.

John Capron, a leading Minneapolis operator, recently found 140 plastic buttons among $10 worth of coins emptied from a penny machine. The slugs are the "trick-on-the-bill" buttons or similar plastic devices from children's games. The location of this machine was in a poor neighborhood.

Most slugs, Capron says, are used on penny machines, although nickel machines will sometimes reveal a few push-plugs from electrical boxes.

May Add Sticker

Capron is considering adding a sticker to his machines, advising the user that slugs are unlawful. He hopes this will be a deterrent.

Also, Capron tries to locate his machines in east Minneapolis, because he finds such a store there.

Capron now has 1,000 machines located in an area extending 150 miles from Minneapolis. Locations are generally in supermarkets, drug stores, and laundromats, and the items offered are gum, charms, and capsules. Capron does all his own work. He also has a full-time post office position.

His first vending experience came in high school, when he operated 10 penny nut machines, which he later sold before going into service. He never lost interest in the business.

(Continued on page 40)

NEW YORK—Eighteen years of increasingly successful bulk vending have brought Arthur Bianco, proprietor of A.B. Vending in the Bronx, the title of "Operator of the Year." He was presented with a plaque at the recent convention of the National Vendors Association in Miami Beach.

The recognition could be called a tribute to Bianco's patient adherence to the principles of operation he has long held.

Eighteen years ago, Bianco, with the help of his wife and uncle, launched the A.B. Vending shop and headquarters. His locations spread out, making it relatively easy to provide regular and emergency service calls to any point.

As another important factor, all Bianco's routes are in a section he has known since boyhood. He has paid the expense of the business and helped to maintain cordial relations with all location owners.

The owners are also pleased by Bianco's system of paying cash commissions on the spot whenever he services machines and counts the take.

Regular Service

This occurs often because one of this operator's prime principles is regular service according to a fixed schedule. No location goes for more than a month without a visit, and high-volume spots each get a check every two weeks. A card system maintains his regularity. On most trips, John Bianco, Arthur's nephew, makes up half of a two-man team, and fills and services machines heads while his uncle handles receipts and commissions.

Arthur Bianco believes that penny vending is still the backbone of the business. He has never sneered at the penny stop. He is also not afraid of the extra work in maintaining a large number of 5-cent cashew and pistachio nut machines. This is an item that requires close attention. Bianco travels an average of 1,000 miles a month in a limited city neighborhood to keep his machines up to snuff.

One of the most irksome

(Continued on page 53)
NYAVA Outing in Catskill Hotel

SWAN LAKE, N.Y.—About 350 vending machine operators, distributors, suppliers and manufacturer representatives will meet at the Swanville Lake Hotel here Friday through Sunday (8-10) for the annual out- ing of the New York Automatic Vending Association.

The meeting will be held in conjunction with the annual convention of the New York Bulk Vending Association, with a joint business session sched- uled for Saturday afternoon (9).

While most of the convention- ees will be from the mer- chandise vending field, a repre- sentation from the music ma- chine and coin game industries will be on hand.

Vending Operation

Six-Month Wonder

By SAM ABBOTT

BELLEFLOWER, Calif.—The largest bulk vending operation in the Los Angeles area got that way in less than six months.

Crest Vending Service today claims 6,000 bulk machines and 200 kiddie rides, a combination with kiddie appeal that Dick Vandenberg, who founded the company, said worked well. Crest, he added, uses coin-operated machines only for kid- die customers (except for a few on bar routes), which gives it a strong selling point with chain drug, variety, markers and de- partment stores. It serves them along with supermarkets, gaso- line stations and some bowling alleys.

Of all the bulk machines on location, Vandenberg estimated about half to be operating on a penny and the rest on nickels and dimes. The company also has 80 25-cent machines. The company vends "just about everything in the bulk line"— ball gum, capsules, BB's, some candy-coated chocolates, and almost two tons a month of peanuts. Crest, on the basis of this year's sales, will have an annual gross in the six-figure class.

Crest Rides High

Crest has moved into the top

(Continued on page 32)
HAMBURG — Nothing succeeds like success. In this case the success of coin machine boom is being exploited for get-rich-quick advertising of phonographs all over the Continent.

The West German trade association is campaigning against efforts—by advertising and otherwise—to picture the operation of coin machines as an easy way to wealth. There are a number of court cases in Germany now involving alleged fraudulent advertising.

In Switzerland, ASA, the Swiss Association of Amusement Machine Operators, is running a campaign calling all advertising of coin machine equipment, and where such advertising is found to be misleading and exaggerated, the ASA demands immediate withdrawal.

In a case of refusal, the ASA initiates legal action against the advertiser to force withdrawal or correction of the advertising copy to reflect the facts of the coin machine operation.

In West Germany, before taking further steps, the trade is waiting to hear word of the Federal Constitutional Court decision on the admittance of coin-operated devices and their effect upon high-pressure salesmanship of coin-operated equipment.

**Trades Reject Tactics**

Contemporary court decisions take a uniformly hostile view of high-pressure salesmanship based on exaggeration and even calculated misrepresentation. The Continental trade consensus is that, long range, coin machine operation will flourish only to the degree that it wins the public confidence.

In Bremen, the court has been hearing a fraud case based on newspaper advertising claiming that on an investment of $3,000 a “certain income of $900 a year can be realized.” The advertising involved a bankrupt Bremener firm and its business manager.

The defendant, using misleading advertising, sold a 54-year-old war invalid five phonographs for $5,500, guaranteeing the buyer monthly collections of $250. In six months the invalid’s total collections from the five machines amounted to $1,200. After paying copyright fees, records, amusement tax, maintenance, and the location split, the invalid wound up deep in the red.

The court held that coin machine operation is a highly skilled enterprise requiring experience and judgment. Testimony showed

**Community Defeats Scheming**

(Continued on page 51)

**MONY’s Meeting Is Informative, Informal**

NEW YORK—The first of a series of monthly local meetings of the Music Operators of New York was held Wednesday (29) at Michele’s restaurant in Brooklyn. Twenty-odd machine owners heard talks by guest Fred Granger, executive director of the national Music Operators of America, and Al Denver, MONY’s executive vice president.

Ben Chicofsky, MONY manager, says the regional meetings will be held in a different borough each month to acquaint the local operators with current issues, explain the benefits and the workings of the association and serve as interim meetings of the national organization.

At the Brooklyn session, the operators were informed of legislative developments and given an explanation of the new arbitration contracts available under the national agreement. The day before, Denver and Chicofsky urged all operators to co-operate with Operators Credit Exchange by furnishing information and by making use of the confidential credit service the organization provides. Several operators have already offered probable loss by observing warnings about various locationatters issued by Credit Exchange.

There was also discussion of the importance of a strong national organization’s monthly paper in the arrangement of sessions would be academic.

**Pinballs Enjoy La Dolce Vita**

ROME—A more relaxed attitude toward pinball machines is developing in Italy. They are now allowed in youth clubs as well as in private clubs. SAPAR, the Italian coin operator’s trade association, points out that a Constitutional Court decision has abolished the 1958 order which ended pinballs in the country.

SAPAR’s secretary general, Bruno Mancini, writes in the organization’s monthly paper that the only remaining step is for the Ministry of the Interior to take note of the court decision.
European Coinmen Tour Rock-Ola Plant

CHICAGO—Emphasizing the growing importance of the world market for the coin machine industry was a visit here last week by some 18 subdistributors, importers and operators from Europe.

Most were subdistributors of Nova Apparate GMBH and Company, distributor for Rock-Ola Manufacturing Company on the Continent. There were also large operators and even the head of the German operator association.

The men were escorted by Al Adickes, president of Nova Apparate. The men spent 12 days in the U.S. touring New York, Washington, Las Vegas and Chicago.

In the Empire City, they were taken on a tour of the executive offices of the Chase Manhattan bank, including the usually sacrosanct Rockefeller chambers.

In Chicago, they toured the entire manufacturing facilities of the Rock-Ola corporation. Because the interior of a juke box and vending plant is as much a mystery to the average U.S. operator as it was to the men from Europe, their tour is reproduced here photographically.

A ROCK-OLA PHONOGRAPH mechanism gets a time trial. Looking on are Otto Schlanct, O. Leinum, W. Elspass, K. Wikgren, M. G. Joker, H. Kastner, head of the German operator association; Gerard Caen, France, and Bruno Dragoni, Italy.

EUROPEAN VISITORS to the Rock-Ola plant view a 35-foot, 300-ton press used to punch out large pieces of metal. The machine is an integral part of the Rock-Ola phonograph and vending facility.

A ROCK-OLA PHONOGRAPH mechanism gets a time trial. Looking on are Otto Schlanct, O. Leinum, W. Elspass, K. Wilgren, M. G. Joker, H. Kastner, G. Caen and Dr. David Rockola.

A ROCK-OLA PHONOGRAPH (in checked shirt) demonstrates a wire-stripping machine in the cable department to Gerard Caen, French importer; David Howie, vice-president in charge of Rock-Ola’s vending division; Art Janacek, Rock-Ola export manager; Bruno Dragoni and Carl Dragoni, Rock-Ola distributors in Milan, Italy.


DR. DAVID ROCKOLA leads his European guests on a tour of the Rock-Ola vending machine plant. Following (from left to right) are M. G. Joker, W. Schmidt, W. Elspass, H. Kastner Jr. and Fred Adickes.

GEORGE HINKER, Rock-Ola advertising manager, draws some coffee from the Rock-Ola hot beverage machine for a thirsty group of European coin machine men after a tour of the Rock-Ola plant.

GETTING READY to take a tour of the Rock-Ola factory are Carlo Dragoni, Bruno Dragoni, Dave Howie, Gerard Caen (turned), Dr. David Rockola, Art Janacek, Heinz Kastner and Heinz Kastner Jr. and K. Wilgren.

FRED ADICKES reflects on the Rock-Ola-Nova relationship which extends back to 1929. Adickes at one time was a competitor of David Rockola’s, introducing the first small European scale in the U.S.
Runyon Sets Up Agent Network

SPRINGFIELD, N. J.—Runyon International, Inc., export arm of Runyon Sales, has de- 

dived in a unique foreign repre- 

sentation system for its over-

sea coin machine sales. 

Myron W. Gomer, Jr, presi-

dent, has appointed agents in 

six foreign countries, with each 

agent responsible for new and 

used machine sales in his area. 

While manufacturers have 

traditionally depended on 

agents and distributors for export 

sales, Runyon is the first distribu-

tor to organize an agent net- 

work.

In the U. S., for example, Jet S. A., with offices in Mexico, Rio de Janeiro, 

and Buenos Aires, acts as dis-

 tributor for all new Bally, 

Williams and Midway equip-

ment—lines handled by Run-

yon's firm also gets used equip-

ment.

Jet agents are Gino Cajón in 

Montevideo, Giorgio Paulus in 

Rio de Janeiro and Vincent Spi-

nello in Athens.

In Piraeus (seaport of Athens), 

Mississippi Meanderings

Operators Vernon Vanderv-

ander, Red's Music Company, 

Booneville; J. W. Butler, Clark-

dale Music Company, Clarks-

dale; and Clinton U. Collins, 

Crystal Music Amusement Com- 

pany, Grenada, recently bought highly 

popular baseball machines for 

their routes.

M. B. Rowan, Rowan Amuse-

ment Company, Baldwin, was in 

Memphis last week buying rec-

ords from Frank Berretta, man-

ager of Poglaii Tunes Record 

Shop, a one-man operation. John 

Haley, John Haley Music Com-

pany, Jackson, was there as a Jack-

son branch when the Billboards 

out scout called Haley. Haley also 

has a branch at Shreveport. His wide 

op-

eration continues to grow.

J. P. La Vene, La Vene Music 

Company, Cadillac, Mich., who last 

year had his best cotton crop on 

his 600-acre plantation, expects 

another good crop. . . . His broth- 

er, Charles La Vene, manages the 

music route. . . . Hardy Greer, 

Cleveland Music Company, Cleveland, was in Memphis last week picking 

up some new juke boxes that play 

LP albums. He said they are 

selling well in the Delta, and his 

collections have increased 25 to 

30 per cent.

Grady Wallace, Wallace 

Amusement Company, who 

raises fighting game cocks as a 

hobby, went from Florida to Ala- 

bama recently. . . . A. B. Fort, 

Fairway Amusement Company, 

Columbus, bringing his music 

route up to date, recently bought 

15 new juke boxes which play 

LP albums "because a lot of music 

is available on them not available on singles."

Lavaughn Johnson, Johnson 

Music Company, Corinth, caught 

the limit on a recent fishing trip to 

Pickwick Lake. Had to throw some back. . . . His cousin, D. C. Johnson, 

who operates in the county, 

recently attended the Billboards' 

route to Shirley Briggs, owner 
of the Briggs Tobacco Company. 

He is devoting time to developing 

his music and game route.

At the Grandview, Paul Ansari, 

Paul's Novelty Company, is 

the proud father of a girl; he now 

has two daughters and three sons. . . . Tommy Lester, Lester 

Music Company, was in Mem-

phis recently. . . . A new con-

sole-type phonograph, be-

lieved "little LP is here to stay."

At Greenwood, Abe Malof, 

Malof Music Company, has 

diversified into vending, recom-

mends it to all operators. A re-

cent civil rights demonstration 

put his music and game revenue; 

he was owed his vending. . . . Raymond Rustum and 

Dominic Frazelle, Dixie Amuse-

ments, recently cleaned their route for spring. They look for a good year.

ELTON WHISENHUNT

High Pressure

• Continued from page 49

that the inexperienced war in-

volved failed to change records, 

playing disks as long as they 

were audible; left the five ma-

chines on locations with sparse 

patronage, except on weekends, 

and that he paid exorbitantly for 

vending.

In Oldenburg another case 

involved the defendant's sale of 

11 phonographs for $14,000 to 

the 21-year-old daughter of a 

Lower Saxony farmer. The girl 

was guaranteed $150 month-

ly income from the machines. 

Three weeks later, dismayed by 

her losses, the girl took the case 

to court. The invalid's total loss 

was $400 but the inkeeper's 

successful operation continues 

to grow.

In Oldenburg another case 

involved the defendant's sale of 

11 phonographs for $14,000 to 

the 21-year-old daughter of a 

Lower Saxony farmer. The girl 

was guaranteed $150 month-

ly income from the machines. 

Three weeks later, dismayed by 

her losses, the girl took the case 

to court. The invalid's total loss 

was $400 but the inkeeper's 

successful operation continues 

to grow.
Vending Operation Six-Month Wonder

Grill Pinballs—Minus Stamp
COLUMBUS, Miss.—A team of 18 Internal Revenue Service agents from Columbus, Miss., raided six locations here recently and confiscated nine new-type pinball machines which did not have the $250 federal gaming stamp.

No arrests were made. The agents were led by IRS District Director Royal Martin.

Pinball machines were operated by Fairway Distribution Company of Columbus.

The Internal Revenue Service in September, 1959, put out a directive saying that in effect it had "time to act," on devices and required the $250 stamp. 

In a clarifying memo in the fall of 1962, the machines were classified as "amusement devices per se." The machines were so classed because they were multiple-coin device for increased odds and a meter to register free games.

WURLITZER 2800

Makes the Swing to Higher Earnings

Available for shipment place your order without delay

Kit to convert Seeburg 200 Dual Credit 24 Volle Boxes into album playing boxes to operate album playing

SOLDIER $10.00 Per Kit

ROCK-O-OLA 15.00 Per Kit

WURLITZER 10.00 Per Kit

F.O.B. Dallas, Texas. Packed 12 per carton. Order by carton only. Kits do not include hardware.

Ask About kits for 50c boxes.

COIN MACHINE IMPROVEMENT AND MFG. CO.

P. O. Box 7107 Dallas, Texas 75211

Tel. FE 7-1979

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

COIN MACHINE IMPROVEMENT AND MFG. CO.

Recent STEREO RELEASES for Music Operators

- SEEBURG LITTLE LP's

- Pop Vocal

- JBY VALE—Arriveredici, Roma... Columbia AL HIRT/ANN MARGRET—Beauty and the beard RCA Victor

- Pop Instrumental

- BOBBY GORDON—Young Man's Fancy... Decca

Country & Western

HANK WILLIAMS—The Very Best of Hank Williams... MGM

- SEEBURG ARTIST OF THE WEEK

JAN GARBER—Melodies and Memories Decca (Pop Instrumental)

EUROPEAN NEWS BRIEFS

Long Distance Ops

OSLO—Norwegian operators, with membership of coin machines industry, are working with the American Express Co. to develop a "let George do it" scheme of operation.

The operator keeps register of the card used and all the meter, and when the meter indicates that the drops are running out, he will receive new records from a local source.

A telephone conversation between operator and the central office will tell the operator if disk titles to be picked. The system works fairly well in isolated districts, which, otherwise, would require as much as 100 miles of travel for one or two machines in a village.

Coin Mach. School

BINGEN, W. Germany—NSM-Loeven-Automaten are operating a "collection of coin machine knowledge" for operators and technicians.

The Bingan firm will bring any recognized operator and technicians to the school for instruction in NSM equipment maintenance.

Loeven-Automaten, NSM sales arm, provides free training, meals and lodging. The enrollee receives a certificate after completing the enrollment and transportation to and from Bingen.

No arrests were made. The agents were led by IRS District Director Royal Martin.

The Internal Revenue Service in September, 1959, put out a directive saying that in effect it had "time to act," on devices and required the $250 stamp. 

In a clarifying memo in the fall of 1962, the machines were classified as "amusement devices per se." The machines were so classed because they were multiple-coin device for increased odds and a meter to register free games.

the quiet and unassuming Vandergaard, 32, was born in Minnesota since 1936, Mowe was his president for 1930 and lived and worked in California since 1936. Mowe was his president for 21 years and lived in California since 18 years old. For a time he worked with his father in the general vending operation. Vandersting Service. Then he was with Roosevelt Milk Vending. While with this firm he patented for Mowe $300 and bought filled 10 Acoron bulk machines — the make used exclusively today by the enlarged Crest operation. He par- ticipated in the first operation from Smitty and made the eardrum from it.

WURITZER 2800

Makes the Swing to Higher Earnings

Available for shipment place your order without delay

Kit to convert Seeburg 200 Dual Credit 24 Volle Boxes into album playing boxes to operate album playing

SOLDIER $10.00 Per Kit

ROCK-O-OLA 15.00 Per Kit

WURLITZER 10.00 Per Kit

F.O.B. Dallas, Texas. Packed 12 per carton. Order by carton only. Kits do not include hardware.

Ask About kits for 50c boxes.

COIN MACHINE IMPROVEMENT AND MFG. CO.

P. O. Box 7107 Dallas, Texas 75211

Tel. FE 7-1979

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

COIN MACHINE IMPROVEMENT AND MFG. CO.

Recent STEREO RELEASES for Music Operators

- SEEBURG LITTLE LP's

- Pop Vocal

- JBY VALE—Arriveredici, Roma... Columbia AL HIRT/ANN MARGRET—Beauty and the beard RCA Victor

- Pop Instrumental

- BOBBY GORDON—Young Man's Fancy... Decca

Country & Western

HANK WILLIAMS—The Very Best of Hank Williams... MGM

- SEEBURG ARTIST OF THE WEEK

JAN GARBER—Melodies and Memories Decca (Pop Instrumental)

EUROPEAN NEWS BRIEFS

Long Distance Ops

OSLO—Norwegian operators, with membership of coin machines industry, are working with the American Express Co. to develop a "let George do it" scheme of operation.

The operator keeps register of the card used and all the meter, and when the meter indicates that the drops are running out, he will receive new records from a local source.

A telephone conversation between operator and the central office will tell the operator if disk titles to be picked. The system works fairly well in isolated districts, which, otherwise, would require as much as 100 miles of travel for one or two machines in a village.

Coin Mach. School

BINGEN, W. Germany—NSM-Loeven-Automaten are operating a "collection of coin machine knowledge" for operators and technicians.

The Bingan firm will bring any recognized operator and technicians to the school for instruction in NSM equipment maintenance.

Loeven-Automaten, NSM sales arm, provides free training, meals and lodging. The enrollee receives a certificate after completing the enrollment and transportation to and from Bingen.

The Bingen course is several days. Upon completion, the enrollee receives a certificate.

The training is now concentra- ted on NSM's new fast-sell- ing Serenade phonograph.

Appoint UBA Men

BRUSSELS—Belgium Minister of Trade and Industry has ap- pointed Henri De Vroey and Omer De Munc to represent the Belgian coin machine trade on the mixed committee established under the new Belgian coin machine tax legislation.

De Vroey is president of Union of Coin Machine Manufacturers, the Belgian trade association, and De Munc is the UBA's general secretary.

The mixed committee has charged with the enforcement under the new law, which establishes uniform national taxation for all coin machine equipment.

New Tax Woes

COLOGNE—From the fry- ing pan into the fire. This is roughly the predicament of coin machine operators in North Rhine-Westphalia, West Ger- many's most populous state.

For nearly a decade, the opera- tors have been fighting to have the state assessment tax either reduced or abolished. The government here has new taxes introduced into the state legis- lature a bill to abolish the tax and replace it with a special levy on coin machines.

The theory is that the proposed new coin tax would be more onerous than the present amusement tax.

The North Rhine-Westphalia govern- ment said that the new tax would contribute well over 50 per cent of amusement tax revenue.

Eye Japanese Mart

BONN—West Germany's thriving coin machine industry is giving the Olympic Games in Tokyo as a glittering showcase for its coin machines.

German manufacturers be- lieve the contest could be an average result, substantial German penetration of the Japanese coin machine market.

Trade information here sug- gests that of all the world mar- kets, the Japanese will be the most profitable of all the "unexplored" coin markets.

However, the main attraction in Tokyo for German manu- facturers is that the Olympic Games literally will provide them with the most exhaustive showcase for German equipment.

Rock-Ola Console

HAMBURG—Nova is ready to introduce the new Rock-Ola Console, which is being pro- moted in Germany as the ul- ti-mate (Continued on page 54)

BILLBOARD, May 9, 1964
Minn. Operator Fights Slug Use

*Continued from page 47*

Building up rapidly in the operator's territory, the slug is now taking its toll on machines in penny machines. "I ordered 10,000 of the rings and am glad I didn't order more," he says.

The mention of capsules reminded him of the great need for better S capsules. These push-on types must be properly put together or they will jam the machines, he said, adding, "I am now unjamming about five machines a day and that's too many."

The imported capsules, being screw-on types, are much safer to use, he says.

**Formula of Successful Operation**

*Continued from page 47*

- **Sticks to Bulk Vending**
  - Bulking has been good to me," he says, "and I'm happy to stick with it. Competition has become much more severe in the past five years, but it is nothing that steady work and attention to business can't overcome."
  - Despite his reputation for quick service in cases of mechanical difficulty, Bianco's home telephone is unlisted. He takes care of emergency repairs by leaving a supply of postcards at each location, each card bearing the message: "If machine needs attention, please mail this card." The local landlord owner can simply check spaces indicating whether the machine is empty, out of order or broken. A.V. vending responds to these cards immediately.
  - Bianco has an inventive turn of mind and has used this facility to turn out gadgets helping to the bulk operator. He has equipped his machine with a washer of his own invention that foils many a would-be thief. A machine thus equipped requires a small tool to open, in addition to the key.
  - Bianco sells this product to other operators and they have become popular in the New York City area.

**Website**

- **MOA Institutes Legislative Dues**
  - Chicago—Music Operators of America has instituted a new "legislative dues" to cover increased expenses in this area. It ranges from $15 to $65 depending on number of machines operated. Administrative dues stays at $35. Operators with up to 50 machines pay $15 legislative dues, 51-100 phonographs $40, over 100 phonographs $65. Associate members (distributors-jobbers) pay $100 per year.

---

**Signs of the Times**

- **Pool Supplies**
  - We carry complete line of pool supplies—Write for list.

---

**Licensing of machines**

- **Dependable Quality! Dependable Performance! Dependable Profits!**

---

**Cocktail hour?**

- **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: your fast-paced industry—understanding current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

---

**When answering ads...**

- Say You Saw It in *Billboard*

May 9, 1964, BILLBOARD
American's "IMPERIAL" Pays . . .

The exciting IMPERIAL attracts more players and more coins than anything else designed to work for you, the operator.

Handsome and sturdy construction, its many new features include Horizontal Pin Control, Pin Gate Control (even when electricity is off), beautified, enamelled scoreboard, brilliant lighting.

For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochures.

Veto of Laverne License Bill

The government fears criticism from the public on what it calls "the naiveté of legislation for the very few whose practice it seeks to curb."

"What seems certain to me is that the government's fears speaks of control, it means only a per machine tax. This a racketeer could afford to pay."

"Even Assemblyman Lerner, solvent regarded as a friend of the coin industry, commended the bill. "You did a better job than I," he said. This governs the man, the machine."

Billboard, May 9, 1964
EPITOME OF QUALITY  Rock-Ola builds it simple. Rock-Ola builds it solid. Rock-Ola builds in the quality it takes to keep the rich full stereo sound of a Broadway album or single coming in loud and clear to Main Street 24 hours a day. That’s why the versatile new Grand Prix is a solid hit in any location.

Every component in the famous Rock-Ola mechanism is functional. The entire assembly is a masterpiece of simplicity, engineered for maximum performance with minimum servicing. These Rock-Ola features tell the story: a “common” receiver system; automatic money counter; exclusive Mech-O-Matic intermix; and new transistorized amplifier.

NEW WAY TO PROFIT  . . . Twin stereo speakers, simple selector system, and personal volume controls make the new Rock-Ola Phonette coin-activated remote speaker-selector unit outstanding for private listening in booth or bar. The Phonette brings in more pay for every play, boosts profits, builds collections. Can be used with any current model phonograph in the Rock-Ola line.

Look to ROCK-OLA for advanced products for profit

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651

new world of sound from ROCK-OLA
the 1964 grand prix ...the prestige phonograph for all locations

160 PLAY STEREO MONAURAL PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425
BILBOARD SPOTLIGHT PICK

Phil EP. Spotlight 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.

POG SPOTLIGHT

SUSPICION!
Terry Stafford, Crusader CLP 1001 (M)
Young Terry Stafford's hit is the lead tune on this set. The lad also sings a number of other tunes on the album, among them Elvis Presley's great hit currently going through revival, "Kiss Me Quick."

POG SPOTLIGHT

HELLO, DOLLY!
Louis Armstrong, Kapp KL 1384 (M)
Satchmo, his trumpet and band are featured on this album playing the tunes from the show and their big hit "Hello, Dolly!" and a sprinkling of his own standards. The recording is a splendid example of "Dolly" and "A Kiss to Build a Dream On."

POG SPOTLIGHT

TODAY, TOMORROW, FOREVER
Nancy Wilson, Capitol T 2092 (M), ST 2092 (S)
Miss Wilson scores again with a solid package. She's a steady winner on all hit charts and this set is bound to keep her there. Here's "What Kind of Fool Am I?"; "She's Mine, Too," and "I Can't Stop Loving You." The album is filled with recent hits to enter the standard repertoire lists.

POG SPOTLIGHT

GOOD GUY - JACK SPECTOR PRESENTS 22 ORIGINAL WINNERS
Various Artists, Roulette R 25254 (M)
Another fine addition to the "oldies but goodies" series. The package features 22 original hit sellers ranging from such classics as "Rockin' Robin" by The Penguins, to "Ya Ya" by Lee Dorsey.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and is scored first and is rated within its category of music. All reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

ALBUM REVIEW POLICY

POG SPOTLIGHT

NINO AND APRIL SING THE GREAT SONGS
Nino Tempo & April Stevens, Atco 33-163 (M), SO 33-163 (S)
This album contains more of those high-quality singing interpretations of standards by the brother-sister act. "Skin Deep" and "Confessin'" are two of their current single, are included as well as their last chart hit, "Starlight," plus other interpretations of other classics like "Honey, Suckle Rose," their hit version of "Whispering" and a swinging outing on "Who."