

FTC Proposed Rules Challenge Industry

By PAUL ACKERMAN

NEW YORK—The proposed trade practice rules for the record industry, drawn up in preparation for the FTC Trade Conference reportedly scheduled for March 13, and designed to restore a measure of stability to a chaotic industry, are now being mailed to certain industry sources. The proposed rules, which have been preceded by many conferences among industry and Federal Trade Commission spokesmen, represent an attempt to correct abuses such as deceptive pricing and advertising, discriminatory special deals, etc. The result of a long campaign spearheaded by the American Record Merchants and Distributors Association (ARMADA), the proposals touch upon every facet in the chain of distribution from manufacturer to ultimate consumer, and seek to clarify the functions of distribu-

tors, record merchandisers (rack jobbers) one-stops, etc.

Every segment of the record industry will be involved in the upcoming trade practice conference. So Billboard herewith presents a summary of the proposed guidelines. There are a total of 24 proposed rules, the sense of which is as follows:

RULE 1: Misbranding, Misrepresentation and Deceptive Selling Methods:

It is an unfair trade practice for an industry member to make use of any literature or other material which tends to mislead or deceive purchasers as to quality and type of product; also origin, serviceability, condition, manufacture and price of product. It is also unfair to offer for sale or distribution industry products under conditions which tend to deceive or mislead the public.

RULE 2: Misrepresentation as to Character of Business:

It is deemed an unfair practice for an industry member to represent that he is a manufacturer of industry products, or that he owns a factory making such products, when this is not the case. It is unfair to misrepresent the character and volume of his business.

RULE 3: Misrepresenting Products as Conforming to Standard:

In the sale and distribution of industry products, it is unfair to represent that said products conform to industry standards when such is not the case.

RULE 4: Misuse of Terms as "Close-Outs," "Discontinued Lines," "Special Bargains," etc.:

It is an unfair practice to offer for sale or describe. (Continued on page 3)

FEBRUARY 8, 1964 • SEVENTIETH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

LP Prices Doing a Switch: Creeping Up Dime by Dime

By REN GREVATT

NEW YORK—Are LP prices in for a change upward instead of on the deep discounting side? This appears to be the current picture in the New York City metropolitan area, a market which has always been one of the most afflicted with heavy discounting.

E. J. Korvette, an acknowledged pacesetter on the retail scene, and long one of the heaviest discounters, has quietly been raising the level of its LP prices. Where certain LP's carried a \$2.54 tag until recently, they now are listed at \$2.79. The general level has been moved to a \$2.79 base for \$3.98 product, \$3.69 for \$4.98 items and \$4.29 for \$5.98 sets.

This is not the case in every specific Korvette outlet, but it is the general picture. It has been occasioned, according to the chain's record buyer, Dave Rothfeld, "because all our competitors, particularly the department stores, have been inching up. We intend to always stay competitive. It's a more realistic policy now because

Fair Pushes U. S. Hi-Fi

FRANKFURT — The U. S. trade center at Frankfurt will hold a mammoth exhibition of American hi-fi and stereo equipment from February 11 to 21, a showing calculated to help U. S. high fidelity manufacturers win a bigger share of the German market.

A small group of German manufacturers have entered the high fidelity field in partnership with importers of American (Continued on page 57)

there aren't that many big traffic things available now."

There are other indications of the changing picture too. Park Records, an outlet in downtown Newark, N. J., has moved up from \$2.89 to \$2.98 for \$3.98 product. Graymat, a leading outlet in suburban Morris-

town, N. J., has moved up to a \$2.98 level, with Columbia, Epic and Decca all now pegged at \$3.29.

A spokesman for Two Guys, a major suburban discount chain, said, "We've never gone down as low as some of our competitors and we're not going down now. I'm glad they're putting a more realistic price on the merchandise. We've been at the \$2.79, \$3.69, \$4.29, \$5.29 level right along and we'll probably stay at that point."

Sam Goody, veteran 49th Street merchant, who had much to do with the start of record discounting some years ago, feels the stores are going up in price for a specific reason.

"The bigger all-merchandise (Continued on page 57)

Top 40 Stations To Tell FCC Why

WASHINGTON—Radio stations with Top 40 programming are going to have to tell the FCC why, if proposed new program reporting forms for radio are adopted. New questions on the proposed forms, put out last week for comment, would ask if licensee specializes in any particular type of programming, from Top 40 to country & western, and how the specializing ties in with local needs. Also, FCC will ask what the licensee's area competition is

programming, and in what ways, if any, his programming differs from the other stations.

Amount of commercials broadcast will get more detailed questioning on the new forms, and this information will have to be filed every year. The rest need only be filed at application and renewal times. Comparative checks would also be made between licensee's proposed amount of commercialism in his own "typical week," and the (Continued on page 12)

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EDITORIAL

Face the Facts

The scheduling of the FTC Trade Practices Conference is a fact of life. All segments of the industry will be involved and the total chain of distribution, from the manufacturer to the retailer and juke box operator, will be closely examined with a view toward creating in the record business a climate of morality and stability.

Many feel the FTC conference is a desirable development—a method of bringing the industry into voluntary compliance with the law. Others are apprehensive and take the view that it is unwise, that it invites Federal regulation.

These last two considerations, however, are now purely historical and academic, and of no immediate relevance. What is of immediate moment, however, is the fact that for better or worse, the conference will be held.

What results from it will—in some measure—be dependent upon the degree of thought and participation rendered by the industry at large.

Therefore, it behooves all manufacturers, distributors and other industry segments who fall within the ken of the upcoming conference to become articulate and make an orderly presentation of their views to the FTC. Such a progressive attitude is likely to result in a set of industry guidelines fair to all industry segments, rather than to one or two segments.

An industry member, therefore, will be unfair to himself and the industry at large if he neglects to assume his best stance in his most vocal manner.

Ackerman, Schreiber Win ABP Editorial Awards

NEW YORK—Two members of The Billboard Publishing Company's top editorial echelon—Paul Ackerman, music editor of Billboard, and Dick Schreiber, editor and publisher of Vend—reaped high honors last week during the Associated Business Publications' 10th Annual Jesse H. Neal Editorial Achievements Awards held here at the Roosevelt Hotel.

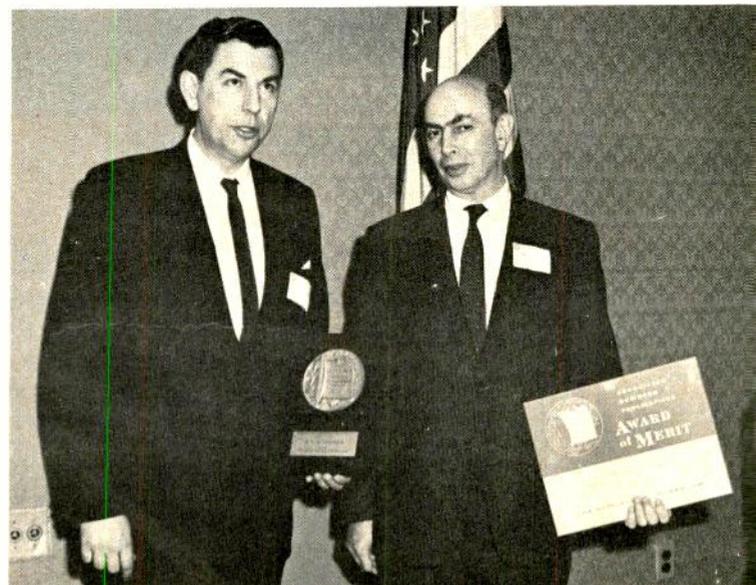
Ackerman was presented with ABP's coveted Award of Merit in the special issue category for his editorial work in connection with Billboard's special supplement, "The World of Country Music," November 2, 1963, issue. The 218-page number

provided an in-depth analysis of the country and western facet of the music industry.

Schreiber received ABP's first award for a single article. It was that story as first carried by Vend which triggered the Bobby Baker case investigations.

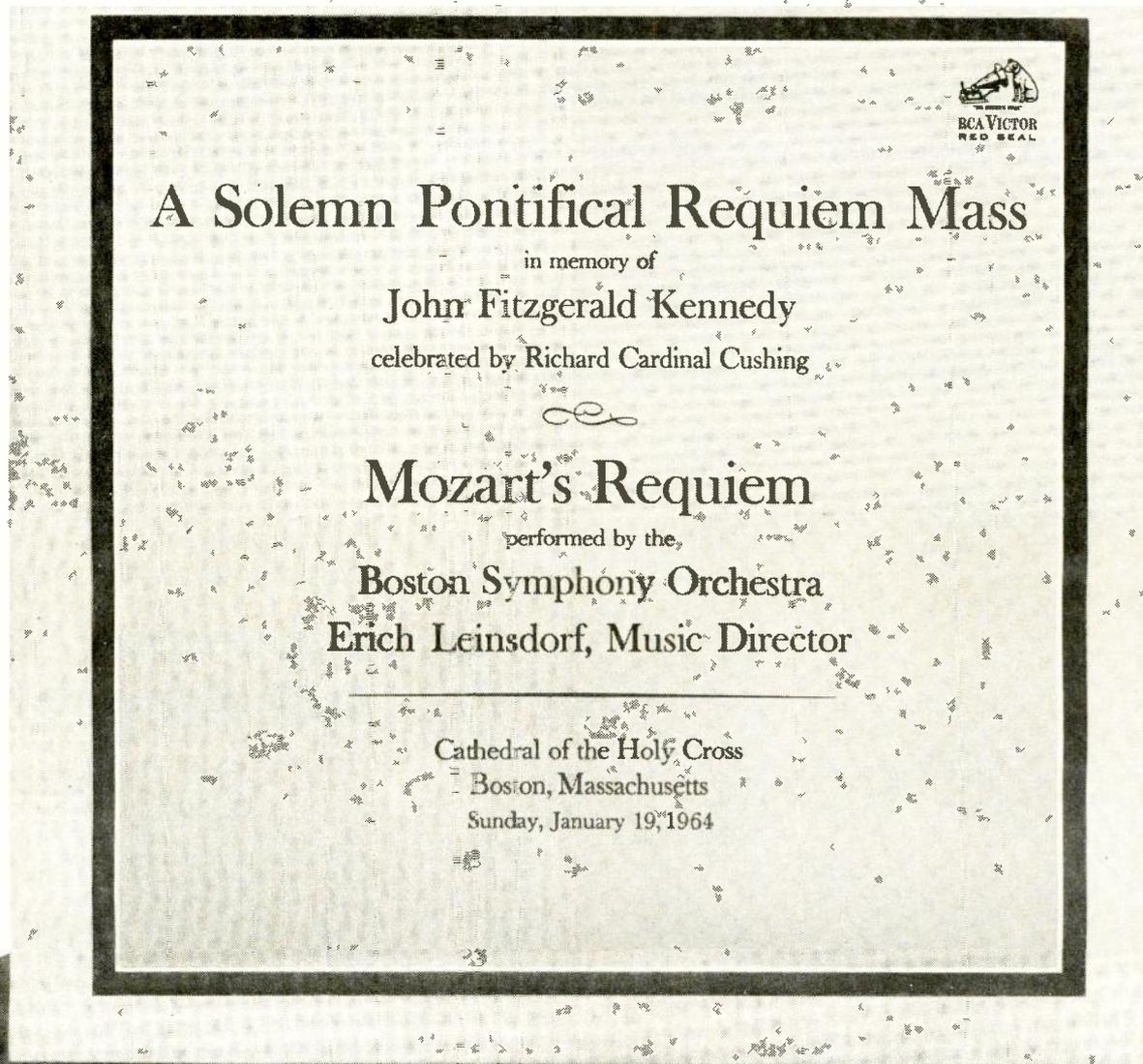
The awards presentation was attended by more than 500 members of the business paper field, including some of its foremost editors and publishers. Members of the music and record industry to witness the Ackerman award included Stanley Adams, president of the American Society of Composers, Authors, and Publishers; Roy Hor-

(Continued on page 57)



SCHREIBER AND ACKERMAN

Now available...



LM/LSC-7030

On January 19, the Mass and performance of Mozart's Requiem was broadcast by NBC-TV and also recorded by RCA Victor. The two L.P. album contains the booklet presented to guests attending the Memorial Mass. In tribute to the memory of John Fitzgerald Kennedy, the performing artists in this recording have contributed their services and RCA Victor will contribute its normal proceeds to the John F. Kennedy Memorial Library Fund in Boston.

RCA VICTOR
THE MOST TRUSTED NAME IN SOUND

New Trade Rules Scan Discriminatory Prices

NEW YORK — One of the most important proposed trade practice rules for the record industry is Rule 22 on the subject of Prohibited Discrimination. This rule goes into considerable detail on the matter of prohibited discriminatory prices, rebates, refunds, discounts, credits, etc., which effect unlawful price discrimination.

The ruling notes that it is unfair practice for an industry member to grant directly or indirectly a rebate, refund, discount, credit or other form of price differential where this results in a discrimination in price between different purchasers, and where the effect may be substantially to lessen competition or tend to create a monopoly, provided, however, that:

The goods involved are not purchased by schools, hospitals, churches and charitable

institutions, etc., not operated for profit, as supplies for their own use; (2) that nothing contained in the aforementioned rule shall prevent differentials which make only due allowance for differentials in the cost of manufacture, sale or delivery resulting from differing methods or quantities in which commodities are sold or delivered; (3) that nothing in the rule shall deter persons engaged in selling merchandise from choosing their own customers; (4) that nothing in the rule shall prevent occasional changes in price when these are made in response to changing market conditions; (5) that nothing in the rule shall prevent meeting in good faith the low price of a competitor.

A second section of Rule 22 gives examples of price differential practices to be considered as subject to the prohibitions mentioned in the initial section

FOURMOST HIT HITS THE U. S.

NEW YORK — British hit, "I'm in Love," by the Fourmost, is being rushed out in the U. S. on the Atco label. Clefled by two members of the Beatles, John Lennon and Paul McCartney, the disk, on the Parlophone label, is currently No. 10 in the British Isle. Deal for the release State-side on Atco was negotiated by Jerry Wexler, executive vice-president of Atlantic, parent of Atco, and Roland Rennie, of Trans - Global, organization which represents EMI for release of product here.

of this rule when the transaction involves merchandise of like grade and quality not purchased by schools, churches and other nonprofit institutions for their own use.

Functional Discounts

Rule 22 also spells out the (Continued on page 57)



FOUNTAIN PENS: Pete Fountain (sitting) re-signs with Coral Records executives. The clarinetist rejoins Coral in a new long-term pact. Standing around him are Milton R. Rackmil, president of the parent Decca firm; Charles (Bud) Dant, West Coast a.&r. supervisor, and Martin P. Salkin, vice-president. Fountain is one of the leading Coral artists and has had 18 albums on the label in his past five years with Coral. Fountain has also opened his own night spot in New Orleans, the French Quarter Inn.

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• Continued from page 1

advertise or represent lines with the use of such phrases as "Close-Outs," etc., when this is not a fact; or to lead the purchaser to believe such products are being offered at reduced prices when such is not a fact.

RULE 5: Misuse of Word "Free":

It is an unfair practice, in connection with offering industry products for sale or distribution, to use the term "Free," or a similar term, as descriptive of an article or service, which is not an unconditional gift, under the following circumstances:

(a) When the conditions as to the retention of the "free" article are not clearly set forth at the outset; (b) when, with regard to merchandise required to be purchased in order to obtain the "free" article, the offeror increases the usual price; (c) when the offeror reduces its quality; (d) reduces the quantity or size.

RULE 6: Substitution of Products:

It is unfair to make an unauthorized substitution of products where this tends to deceive or mislead purchasers.

RULE 7: Deceptive Use of Trade or Corporate Names, Trade-Marks, etc.:

It is unfair to use any trade name or trade-mark which tends to mislead or deceive purchasers as to the name, nature or origin of any product.

RULE 8: Passing Off Through Imitation or Simulation of Trade-Marks:

It is unfair to mislead or deceive purchasers by passing off the product of one industry member as and for those of another, by means of imitation or simulation of trade-marks, trade names, brands or labels.

RULE 9: False Invoicing:

It is an unfair practice to falsify records by withholding or inserting information in invoices, thus creating a misleading impression and deceiving purchasers or the public.

RULE 10: Fictitious or Deceptive Pricing:

It is unfair to advertise or represent that the price of any industry product has been reduced from what is in fact a fictitious price; or that such price is a reduced or special price when it is the regular price; or that the regular price is higher when this is untrue.

Example: An industry member advertises that records which he sells at \$2.98 are reduced from their "regular" price of \$4.98. However, such disk are normally sold within the trading area at \$2.98 and the alleged "regular" price is fictitious.

This rule also notes it is unfair to use, or to supply to dealers, price tags or devices which mislead the consumer.

RULE 11: Guarantees, Warranties, etc.:

In the sale or distribution of industry product it is unfair to (1) represent that any product is guaranteed unless the identity of the guarantor, the nature of the guarantee and any conditions or limitations as to the liability of the guarantor are adequately disclosed. The rule also spells out that the guarantor must observe his obligations. It further spells out as unfair the use of deceptive guarantees.

RULE 12: Commercial Bribery:

It is an unfair practice, directly or indirectly, to give, or offer to give, or permit or cause to be given, money or anything of value to agents, employees or representatives of customers—or of competitors' customers—without the knowledge of their employers as an inducement to influence the purchasing of product, or to influence principals to stop dealing in the products of competitors.

RULE 13: Push Money:

It is unfair for an industry member to pay or

WHAT TERMS MEAN

NEW YORK—In the proposed trade practice rules for the record industry there are definitions of an "industry member" and "industry products." As used in the proposed rules, the terms mean the following:

INDUSTRY MEMBER: Any person, firm, corporation or organization engaged in the manufacture, sale or distribution of industry products as hereinafter defined. With respect to phonograph records, the individual or firm who owns a particular record label and distributes thereunder shall be deemed the "manufacturer." . . . Among those deemed manufacturers and excluded from the scope of the rules are such suppliers as phonograph record pressers, jacket fabricators and music publishers.

INDUSTRY PRODUCTS: Phonograph records, magnetic tapes and similar devices upon which sound is recorded. (But not including phonographs, tape recorders, and other devices for the reproduction of sound, or parts therefor.)

contract to pay anything of value to a salesperson employed by a customer of the industry member, as compensation for special or greater efforts in promoting the resale of products supplied by the industry member to the customer:

(a) When the agreement or understanding is made without the knowledge and consent of the salesperson's employer; or (b) when the conditions of the agreement are such that any benefit is dependent on lottery; or (c) when any provision of the agreement entails hampering sales of competitors' products; or (d) when the agreement tends to create a monopoly; or (e) when similar payments are not accorded salespersons of competing customers on proportionally equal terms, as called for by the Clayton Act.

RULE 14: Defamation of Competitors or False Disparagement of Their Products:

It is unfair to defame competitors by falsely imputing to them dishonorable conduct, inability to perform contracts, questionable credit standing, etc. . . . or to falsely disparage competitors' products, business methods, values, policies, etc.

Nothing in this rule shall prohibit fair and non-deceptive comparisons.

RULE 15: Unlawful Interference With Competitors' Purchases or Sales:

It is unfair for an industry member, by way of monopolistic practices or through combination, conspiracy, coercion or other unlawful means, to interfere with a competitor's right to buy his products from whomsoever he chooses, or to sell his product to whomsoever he chooses.

RULE 16: Inducing Breach of Contract:

It is an unfair practice to knowingly induce the breach of contracts between competitors and their customers, or between competitors and their suppliers; or to interfere with the performance of contractual duties, under circumstances which have the effect of substantially, injuring or lessening competition.

This rule is not intended to imply that it is improper for an industry member to solicit the business of a customer of a competing industry member.

RULE 17: Lifting of Stocks:

It is an unfair practice for any industry member to purchase the stock of a distributor or dealer which has been supplied by a competitor . . . when this is done

to induce the distributor or dealer to discontinue handling competitive products . . . and where the result of such practice may be substantially to lessen competition or tend to create a monopoly.

RULE 18: Consignment Distribution, "Guaranteed Sales" and Extended "Dating" Distribution:

It is an unfair practice to ship industry products on consignment or on a "guaranteed sale" basis or on extended dating privileges without the express request or prior consent of the consignee or purchaser.

It is an unfair practice shipping of industry products on consignment, pretended consignment, on a guaranteed sale basis or on extended dating privileges for the purpose and with the effect or artificially clogging or closing trade outlets and restricting competitors' use of such outlets . . . thereby injuring competition and tending to create a monopoly or restrain trade.

RULE 19: Exclusive Dealing:

It is an unfair trade practice for an industry member to lease, contract to sell or sell any industry product, or fix a price charged therefor, or discount from, or rebate upon, such price, on the condition, agreement, or understanding that the lessee or purchaser thereof shall not use or deal in the products of a competitor . . . of such industry member, where the effect of such sale or contract for sale, or of such condition, agreement or understanding, may be substantially to lessen competition or tend to create a monopoly.

RULE 20: Tie-In Sales: Coercing Purchase of One Product as a Prerequisite to the Purchase of Other Products:

Coercing the purchase of a product as a prerequisite to the purchase of one or more other products, where the effect may be substantially to lessen competition or tend to create a monopoly is an unfair trade practice.

RULE 21: Prohibited Sales Below Cost:

The practice of selling products at less than cost . . . so as to substantially injure competition or tend to create a monopoly, is an unfair trade practice.

This rule shall not be construed as prohibiting all sales below cost, but only such selling below cost as is resorted to with wrongful intent—that is, stifle competition, create monopoly, etc.

A note to this rule states that nothing in it shall be construed as relieving an industry member from compliance with requirements of the Robinson-Patman Act.

RULE 22: Prohibited Discriminations:

This rule on prohibited discriminatory prices, rebates, refunds, credits, etc., which effect unlawful price discrimination, is taken up in a companion story (see story on this page).

RULE 23: Prohibited Forms of Trade Restraints (Unlawful Price Fixing):

It is an unfair practice for an industry member to engage in any planned common course of action, or to take part in any understanding, agreement, combination or conspiracy, with one or more members of the industry, or with any other person or persons, to fix or maintain the price of any goods or otherwise unlawfully to restrain trade; or to use any form of threat, intimidation, or coercion to induce any member of the industry or other person or persons to engage in any such planned course of action, or to become a party to any such understanding, agreement, combination or conspiracy.

RULE 24: Aiding or Abetting Use of Unfair Trade Practices:

It is unfair trade practice for any person, firm or corporation to aid, abet, coerce or induce another . . . to use or promote the use of any unfair trade practices specified in the rules in this part.

NEW ALBUM RELEASES

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

(M) Monaural (S) Stereo (M-S) Monaural and Stereo

AVA	GROOVE
BETTY COMDEN—Remember These A-26, AS-26 STEVENSON PHILIPS—The Songs and Stories of Stevenson Philips A-29 PETE JOLLY TRIO—Sweet September A-39, AS-39	Charlie Rich GM 1000, GS 1000
CAPITOL	GRAND PRIX
BILLY LIEBERT—Today's Sounds in Pop-Country Hits T-2000, ST-2000 The Big Sounds of the Sports Cars T-2004, ST-2004 THE KINGSTON TRIO—Time to Think T-2011, ST-2011 NANCY WILSON—Yesterday's Love Songs, Today's Blues T-2012, ST-2012 THE LETTERMEN—A Lettermen Kind of Love T-2013, ST-2013 Brothers Castro T-2015, ST-2015 LEON MAULIFFE—The Dancin'est Band Around T-2016, ST-2016 SONNY JAMES—The Minute Your'e Gone T-2017, ST-2017 JEANNIE HOFFMAN—The Folk-Type Swinger T-2021, ST-2021 AL MARTINO—Living a Lie T-2040, ST-2040 VARIOUS ARTISTS—Big Hot Rod Hits! T-2024, ST-2024 The Good Time Singers T-2041, ST-2041 LOU RAWLS—Tobacco Road T-2042, ST-2042 The Hits of Jo Stafford T-1921, ST-1921 The Hits of the Andrew Sisters T-1924, DT-1924 The Hits of Judy Garland T-1999, ST-1999 FREDDY MARTIN AND HIS ORK—Tonight We Love T-2018, ST-2018 The Hits of Joe (Fingers) Carr T-2019, DT-2019 The Best of Stan Freberg T-2020 NILS LINDBERG OF SWEDEN—Trisection T-10363, ST-10363 JERRY LEWIS—The Nagger J-3267 Bozo on the Farm J-3268 VARIOUS ARTISTS—German Karnevals Favoriten T-10336, ST-10336 VARIOUS ARTISTS—Greek Holiday T-10341 Various Artists—Tyrolean Music of Austria T-10352, ST-10352 The Big Ben Banjo Band T-10364, ST-10364	Star-Spangled Banner and Great American Marches—K 421, KS 412 TONY MATTOLA—Tony's Touch K 413, KS 413 THE IDLERS OF THE U. S. COAST GUARD—Hootenanny K 414, KS 414 IVORY JOE HUNTER—Mean Woman Blues K 415, KS 415 EARL BOSTIC—Wild Man K 416, KS 416 CHARLIE RYAN AND HOT ROD LINCOLN—Hot Rod Music K 417, KS 417
COMMAND	HARMONIA
TONY MOTTOLA AND HIS ORK—Sentimental Guitar RS-33-864, RS-864SD DICK HYMAN—Fabulous RS 33-862, RS-862SD LEW DAVIS AND HIS ORK—Cheerful Earful RS-33-861, RS-861SD ENOCH LIGHT AND HIS ORK—Rome/35MM RS-33-863, RS-863SD ROBERT DE CORMIER FOLK SINGERS—Dance Gal—Gimmie the Banjo RS-33-865, RS-865SD RAY CHARLES SINGERS—Something Special for Young Lovers RS-33-866, RS-866SD TCHAIKOVSKY: Symphony No. 4, Pittsburgh Symphony Orch. (Steinberg) CC 33-11021, CC 11021SD	GIL SALINAS—Kennedy Nos Habla HLP 3006
COUNTERPOINT ESOTERIC	IMPERIAL
TELEMANN: Concerto No. 1 & 2 Overture; Orch of the Sarre (Ristenpart) 612 BACH: Concertos Nos. 1 & 2/Double Violin Concerto; Toulouse Symphony Orch. (Auriacombe) 610 MOZART: Symphony Nos. 41 & 33; Cologne Philharmonic Orch. (Wand) 613 HAYDEN: Symphonies Nos. 103 & 82; Cologne Philharmonic Orch. (Wand) 615 WAGNER: Prelude & Liebestod from Tristan & Isolde/Overture & Venusberg Music from Tannhauser; Munich Philharmonic Orch. (Albert) 614 TCHAIKOVSKY: Symphony No. 4; Paris Philharmonic Orch. (Albert) 611 BAROQUE MUSIC CONCERT—Orchestra of the Sarre (Ristenpart) 608 MOZART: Concertos for Oboe, Horn, Flute and Harp; Salzburg Mozarteum Orch. (Paumgartner) 609	SLIM WHITMAN—All-Time Favorites LP-9252 Rick Nelson Sings for You LP-9251, LP-12251 SANDY NELSON—Teenage House Party LP-9215, LP-12215 VARIOUS ARTISTS—Best of the Blues, Vol. 1 LP-9257 VARIOUS ARTISTS—New Orleans: Home of the Blues, Vol. 2 (Minit Series) LP-0004
GOLDEN	MGM
SANDPIPERS AND THE GOLDEN ORK—A Golden Treasury of Favorite Songs LP-106 Casper, The Friendly Ghost LP-113	TONY SHERIDAN & GUESTS—The Beatles E 4215, SE 4216 Connie Francis Sings German Favorites E-4124, SE 4124 In This Corner—The Musical World of Antonio Rocca E 4183, SE 4183 Andre Previn—Composer, Conductor, Arranger, Pianist E 4186, SE 4186 JOHNNY TILLOTSON—Talk Back Trembling Lips E 4188, SE 4188 Martha Schlamme Says Kissin's No Sin E 4190, SE 4190 Music from Jerry Goldsmith Original Score for the MGM Motion Picture "The Prize" plus Themes From Other Great Motion Pictures E 4192, SE 4192 HARVE PRESNELL—The World's Greatest Love Songs E 4194, SE 4194 Presenting the International Favorite Freddy E 4194, SE 4194 An Evening in Old Moscow E 4196, SE 4196 Der Grosse Zapfenstreich E 4195, SE 4195 Swedish Songs Sung by William Clauston E 4198, SE 4198 Hrach Yacobian Plays Modern Greek Horas E 4199, SE 4199 JONI JAMES—My Favorite Things E 4200, SE 4200 The Very Best of Bing Crosby E 4203, SE 4203 The Very Best of Judy Garland E 4204, SE 4204 The Very Best of Maurice Chevalier E 4205, SE 4205 PAT THOMAS—Moody's Mood E 4206, SE 4206 The Very Best of Jimmy Durante E 4207, SE 4207 JONI JAMES—Italianissime E 4208, SE 4208 CONNIE FRANCIS—In the Summer of His Years E 4210, SE 4210
VERVE	UNITED ARTISTS
The Mad, Mad, Mad, Mad, World of Jonathan Winters V-15041 ELLA FITZGERALD—These are the Blues V-4062, VN-4062 GERRY MULLIGAN, BEN WEBSTER—Mulligan Meets Webster V-8534, V6-8534 STAN GETZ—Reflections V-8562, V6-8562 Oscar Peterson, Nelson Riddle V-8562, V6-8562 MUSIC BASIE—More Hits of the 50's and 60's V-8563, V6-8563 ANITA O'DAY—Incomparable! V-8527, V6-8527 VINNY BELL—Whistle Stop V-8574, V6-8574 CAL TJADER—Breeze From the East V-8575, V6-8575 WYNTON KELLEY—Comin' in the Back Door V-8576, VS-8576 Winners All! Down Beat Jazz Poll '64 V-8579, V6-8579	MARTIN GABEL—The Making of the President 1960 UXL 9M

RECORD BUSTERS

And Here Come the Beatles For One More Time . . .

By CHRIS HUTCHINS

LONDON — The Beatles are certain to establish Britain's biggest-ever selling single in the world with "I Want to Hold Your Hand." Home sales of 1,550,000 make it the biggest-ever seller in Britain (sales of "She Loves You" are less than 50,000 behind it here) and with American sales added to totals increasing rapidly in other parts, the record must top the Tornados' three-million seller, "Telstar."

Under the direction of their a.&r. man George Martin the Beatles waxed the follow-up to "Hand" at the Pathe Marconi Studios in Paris last week—there was not sufficient time for the group to record in London between the completion of their Paris stint and their departure for New York.

The new song is virtually certain to be one of those written

by Beatles John Lennon and Paul McCartney (they write all the group's material) for inclusion in the United Artists film which goes into production at the end of this month starring the Liverpool foursome.

During their Parisian sessions the Beatles also waxed "Hand" in German.

Next week the Beatles make their U. S. concert debuts at Washington's Uline Arena (11) and New York's Carnegie Hall (12). George Martin, who will be in New York to record Shirley Bassey at the Carnegie Hall (15) is still considering waxing an album with the Beatles there.

His decision will be literally (Continued on page 57)

Billboard

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

Publisher

Hal B. Cook . . . New York Office

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

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Vol. 76 No. 6

'Louie' Publishers Say Tune Not Dirty at All

HOLLYWOOD — Publishers of "Louie Louie" have fired off a letter to Reid Chapman, president of the Indiana Broadcasters Association, claiming that the lyrics on the record are not "pornographic" as claimed last week by Indiana Gov. Matthew Welsh.

The governor has asked Indiana broadcasters (through Chapman, who is also vice-president of WANE AM-TV, Fort

Wayne), to keep the disk off the air. The rebuttal letter asks that the stations be informed of the true situation so that they may feel free to continue spinning the disk.

Publisher Max Firetag told Billboard he would award a check for \$1,000 to anyone finding anything suggestive in the lyrics as recorded by the Kingsmen on Wand Records. Record is No. 14 this week on Billboard's Hot 100.

Firetag's attorneys state that (Continued on page 57)

FRENCH MUSIC FIGURE TO TALK

NEW YORK—The second annual Jean Geiringer Memorial lecture will be delivered by Jean Loup Tournier, general manager of SACEM, the French performing rights society. Tournier has cabled his acceptance to Harold Orenstein, chairman of the committee in charge. Tournier's topic will be announced at a later date.

The lecture will be given April 9 in the Cotillion Room of the Hotel Pierre.

DECCA HONORS DET. BRANCH

DETROIT—Decca Distributing Corporation's "Branch of Year" award went to the Detroit branch for the most outstanding sales achievement in 1963.

Mario De Flipippo, a 10-year veteran with Decca, is sales manager of the Detroit branch. Individual awards will also be presented to the sales and promotion team of Joe Summers, Robert Van Oss, Kevin Cummings and Peter Gidion.

Runners-up for top honors for the year were the Baltimore, Minneapolis, San Francisco and Hartford, Conn., branches.

Kapralik Gets Col. Pub Job; Irv Townsend Adds Duties

NEW YORK—David Kapralik has been appointed to the post of general manager of April and Blackwood Music, publishing firms affiliated with Columbia Records, according to Goddard Lieberman, president. Lieberman also announced the assignment of additional responsibilities to Irving Townsend, Columbia's vice-president in charge of

West Coast operations, and confirmed the appointment of Robert Mersey to the post of director of pop a.&r. Mersey's new post was reported exclusively in Billboard (January 11 issue).

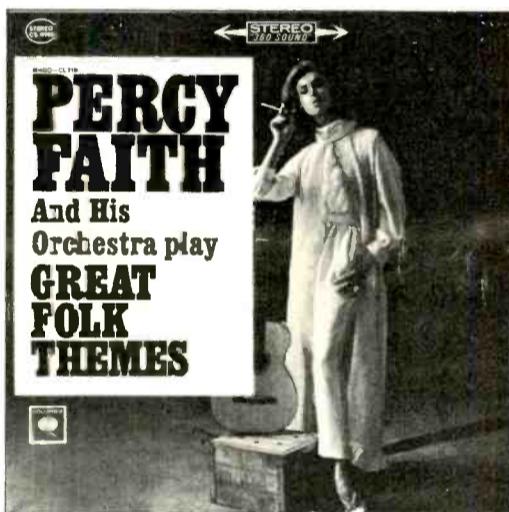
Pop a.&r. producers will now report directly to Mersey, who in turn along with Nashville a.&r. head, Don Law and Mas- (Continued on page 57)

FLY

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WITH THESE
HIGH-FLYING ALBUMS...
MAKING SALES SOAR IN
STORES ACROSS THE COUNTRY!



CL 2131/CS 8931*



CL 2108/CS 8908*



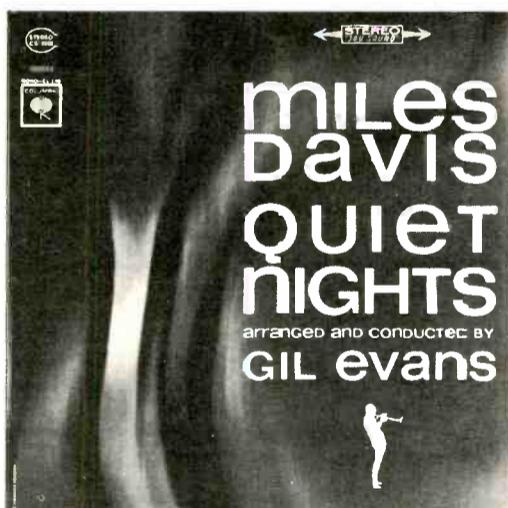
CL 2118/CS 8918*



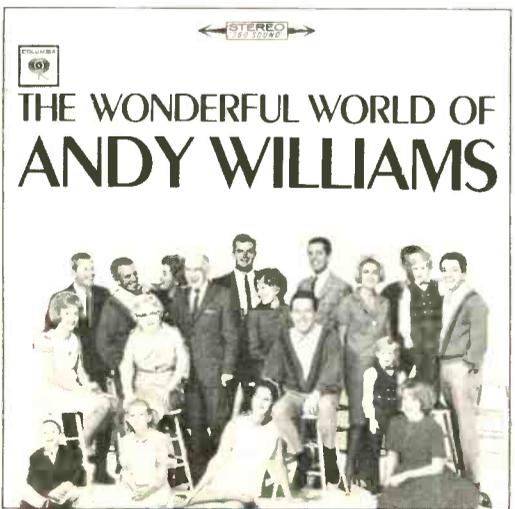
CL 2120/CS 8920*



CL 2121/CS 8921*



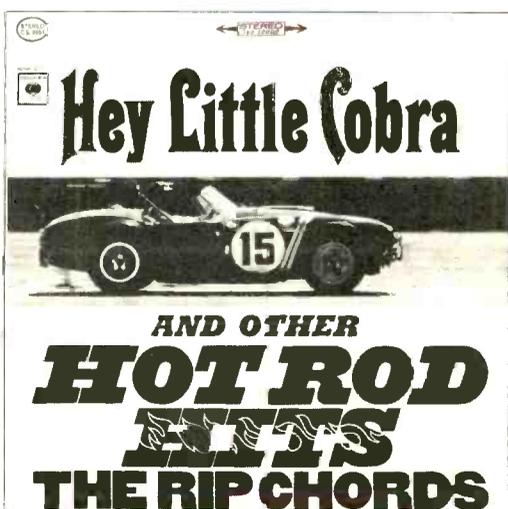
CL 2106/CS 8906*



CL 2137/CS 8937*



KOL 6020/KOS 2420*



CL 2151/CS 8951*

...And Other Noteworthy News

Colpix Air Push

NEW YORK—Colpix Records has set a series of spot radio announcements in key markets pushing its album, "Four Days That Shocked the World." The spots are part of a mass promotion effort on the album, which deals with the events surrounding the assassination of the late President Kennedy. The promotion also involves a heavy co-op ad program and an array of promotion pieces.

Hodes Sets Firm

NEW YORK — Eliana Music Corporation, a new firm, has been set up here by Lennie Hodes for the purpose of making master agreements with diskeries on domestic and foreign movie sound tracks for which the firm acquires U. S. publishing rights. Initial deal has just been completed with Doug Moody of Smash and Fontana Records, whereby Fontana acquired the rights to release an album of music from the Manos Hadjidakis score for the Greek film, "Alike My Love."

Concept Adds Wing

HOLLYWOOD — Concept film productions has formed a similarly named pubbery and diskery, while adding Gerald Music to its corporate wing.

Maurice Krowitz is executive vice-president, with Herb Schwartz, former owner of Gerald, named general manager. Firm will initially issue film and TV music on its label.

Krowitz stated that a TV series, "Midwatch," will soon be in syndication, with the music set for the pubbery. Con-

Jay Signs Pact For Coral Disks

NEW YORK — Jay, former lead singer of Jay and the Americans, has been signed to an exclusive long-term Coral Record contract.

Jay, who sang lead on the hit recording "She Cried," has recorded "I Rise I Fall" b-w "How Sweet It Is," his first Coral release.

cept Music will be an ASCAP firm; Gerald has been with BMI 10 years.

Bernstein Exits

NEW YORK—Sid Bernstein, veteran booker, who has set up the first Carnegie Hall appearance of England's Beatles, is exiting General Artists Corporation to form Theater Three Productions, in association with Walter Hyman and Hank Baron, businessmen who are not otherwise associated with the entertainment industry. Bernstein, who staged successful Newport Jazz Festivals in the past, has

also set the initial Carnegie Hall concert for England's thrush, Shirley Bassey. Miss Bassey's concert will take place Saturday evening, February 15.

Ink Foreign Pact

HOLLYWOOD — Contemporary has renewed its affiliation with four foreign licensees and pacted three artists. Labels renegotiated licensees are Trova in Argentina, British Decca in England, Spartan in Canada and Gallo in South Africa.

Artists signed include pianists Hampton Hawes and Phineas Newborn Jr., and saxophonist-flutist Jimmy Woods.

Jazz Pianist to Set Up Method Workshop on Coast

HOLLYWOOD — A jazz piano workshop is being created here under the direction of Clare Fischer. The workshop will strive to present an informal atmosphere in which pianists can congregate, exchange ideas and hear each other play.

Innovator Fischer told Billboard he had initially envisioned a small group of players sitting around discussing jazz piano, but when the number of pianists interested in attending the sessions reached 20, he had to cancel the first meeting set for George Shearing's house. "Now we've got to find a suitable location," Fischer said, "to house all the pianists who want to participate in the workshop."

Plans also include inviting drummers and bassist to future sessions to discuss techniques and philosophies of rhythm section players.

While there have always been accidental gatherings of jazzmen to discuss the music business, this is the first time that a group of jazz pianists has expressly planned a series of gatherings to talk about piano playing.

By the very physical nature of the instrument, pianists have found it almost impossible to gather any number together in the manner trombonists or trumpeters can.

"We hope to get the workshop going on a regular basis," said Jack Wilson. "Just getting a chance to hear Shearing talk about the piano will prove most informative."

One early result of the workshop idea is that Wilson plans using several Shearing compositions in a future LP.

Victor in Shake-Up of O'Seas Dept.

NEW YORK—A reorganization of RCA Victor's international liaison department was announced Thursday (30) by Dario Soria, division vice-president.

Richard L. Broderick has been named manager, merchandising, taking over the merchandising functions formerly handled by George H. Prutting, who has resigned the post due to illness.

Richard Y. Crum, licenses services, will assume additional duties relating to proper usage of RCA trademarks by record licensees.

Additional responsibilities for the coordination of U. S. artists tours abroad have been assigned Gustl Breuer, manager, artists promotion, and co-editor of RCA Victor's "International Post."

LATE SINGLE SPOTLIGHTS

Pop

THE MARVELETTES

HE'S A GOOD GUY (Yes He Is)—(Jobete, BMI) (2:20)—The group has a rousing, rock 'em, sock 'em side here with happy singing, hand-clapping beat and a swinging backing. Side should keep them on the charts for sure. Flip is "Goddess of Love" (Jobete, BMI) (2:39). Tamla 54091

FULL HEARINGS ON IN CASE ABOUT FED. TAX

NEW YORK — The House Ways and Means Committee announced full-scale hearings last week (30) on the Record Industry Association of American petition for repeal of the Federal excise tax on phonograph records.

RIAA, in a duplicate statement filed with the Senate Finance Committee and the House Ways and Means Committee, emphasized that the excise tax on records is discriminatory. The organization said the tax is imposed on a product, largely cultural and educational in character, which is in competition for the consumer's dollar with books, sheet music and other art forms and communications media on which an excise tax is not imposed.

The statement also points out that the revenue accrued by the government is small (less than 1 per cent) of the total excise taxes collected annually, and that repeal of the tax would lead to increased record sales and subsequent income tax payments to the government from the record industry.

Bob Skaff Upped to V.-P. At Imperial

HOLLYWOOD — Bob Skaff has been promoted from general manager to vice-president of Imperial by Al Bennett, president of the parent Liberty diskery. Skaff has been with Imperial since last September and before that had been Liberty's national promo manager for three years. He becomes Imperial's first vice-president since label's acquisition by Liberty last July.

Simultaneous with his promotion, Skaff announced Imperial's newly created executive team: Ken Revercomb, Liberty's former assistant national sales manager as national sales manager; Eddie Ray, former assistant to Lew Chudd as a.&r. co-ordinator, and Rennie Roker, Liberty's former East Coast rhythm and blues promo man, as East Coast promo head.

Victor Signs Rubinstein

NEW YORK—Pianist Artur Rubinstein has been signed to a new long-term recording contract with RCA Victor, it was announced today by George R. Marek, vice-president and general manager, the RCA Victor Record Division.

Rubinstein, 75, signed his first contract with RCA more than 25 years ago when he came to this country in 1939 after World War II had erupted in Europe.

This week, the internationally celebrated pianist will give three recitals in New York followed by an intensified record-

Beatles' Tifts In Court Still Blazing Wildly

CHICAGO — The Beatles continued to generate their own peculiar brand of legal heat between Capitol, Vee Jay and Swan here last week.

An injunction issued in Circuit Court restraining Vee Jay from selling Beatles product is still in force. Vee Jay was denied a motion to dissolve the injunction by Judge Cornelius Harrington.

However, the Chicago-based diskery gave notice through its attorney Robert Downing that it had a right of appeal which it planned to exercise this week.

Meanwhile, a hearing on the merits of the case has been referred to a Master in Chancery, with a date not announced as of press time.

Also involved is a Capitol petition to have Vee Jay and M-S Distributing Company held in contempt of court for allegedly continuing to sell Beatles product.

The court denied M-S' motion to be dismissed and ruled the Chicago distributorship had to answer the Capitol petition. This also will be done when the case is heard before the Master.

The legal maneuvering in the case has virtually matched the feverish excitement which the Beatles—oblivious to everything—are generating wherever they go.

At last Thursday's hearing, counsel for Capitol, Vee Jay and M-S Distributing Company easily outnumbered the handful of spectators in the courtroom.

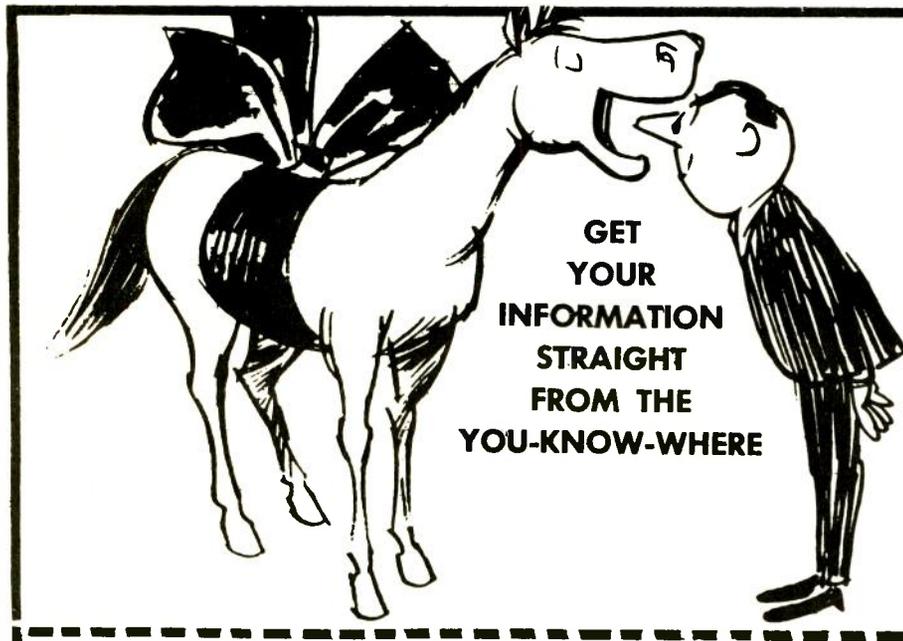
At one point, four teen-age girls entered quietly, evidently hoping to catch a glimpse of the mop-headed English four, but left after it became apparent this was an afternoon for serious matters only.

Teddy Gets JFK Album

NEW YORK — On Friday (31) Sen. Edward Kennedy was presented with the first copy of the RCA Victor album of Boston's memorial tribute to John F. Kennedy. George R. Marek, the company's vice-president and general manager, made the presentation in the Manhattan offices of the Joseph P. Kennedy Foundation. Proceeds from the album are to be contributed to the John F. Kennedy Memorial Library in Boston.

The two-record album contains the Solemn Pontifical Mass celebrated by Richard Cardinal Cushing, Archbishop of Boston, and Mozart's Requiem Mass, as performed by the Boston Symphony Orchestra, soloists and chorus, under the direction of Erich Leinsdorf. The service was televised over NBC-TV on January 19.

ing schedule. Later this year, he will depart on a 100 concert-recital world tour.



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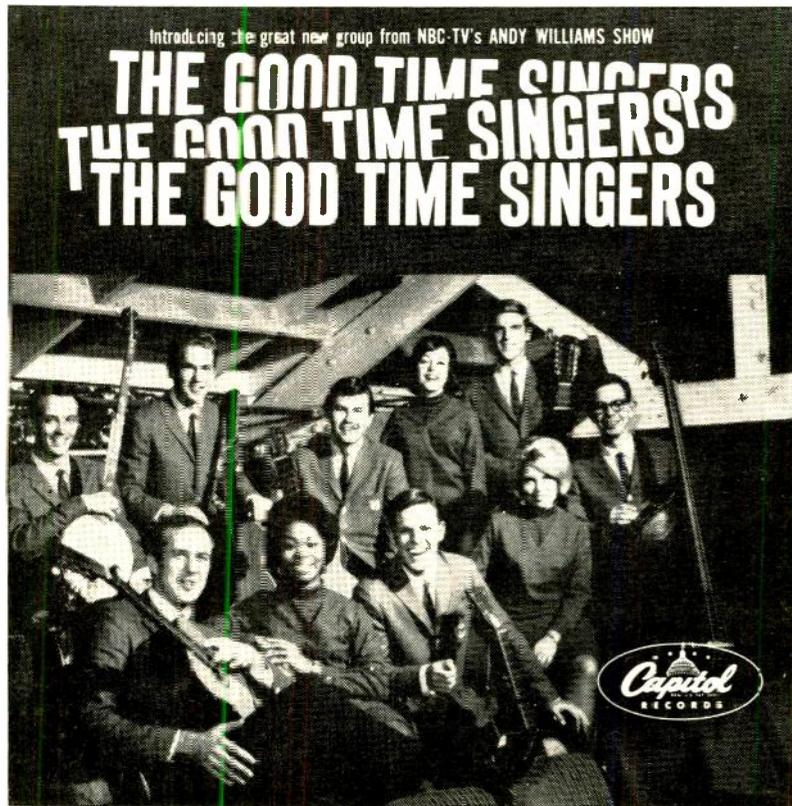
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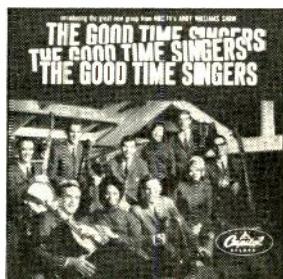
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(S)T 2031

September 24th, 1963
THE GOOD TIME SINGERS did their first guest shot on the **Andy Williams TV show**



September 25th
 they signed for
ELEVEN MORE

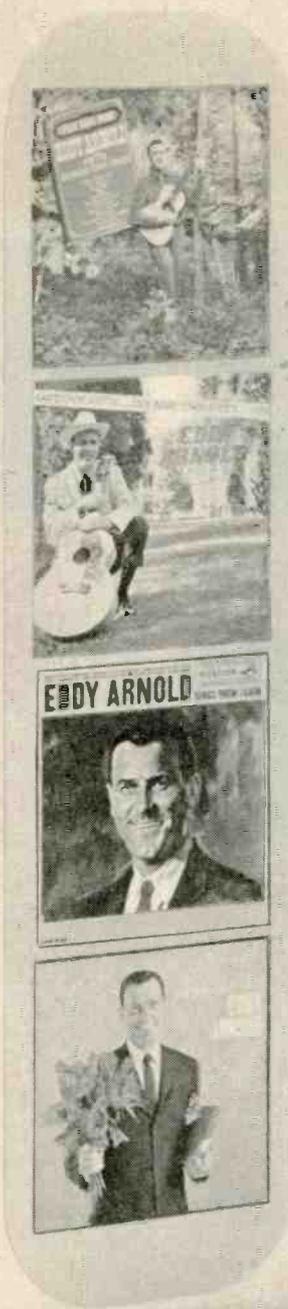
That kind of massive exposure sells records, friend. And when a group is as hot as this one, the record sales potential is truly huge. Add the fact The Singers stop the show in live concert dates . . . and they really broke it up on ABC-TV's "Hootenanny". It all spells pent-up demand for an album. Now here is their first album — on Capitol! Watch them (as millions will) expose the album on upcoming Williams shows. Read (as millions will) Capitol's album ads in TV Guide. Like we said, friend, massive exposure sells records. Now is the Good Time for profit. Now is the Good Time to contact your CRDC rep.



HAVE A PARTY WITH EDDY ARNOLD WIN BIG PRIZES!

Put Eddy Arnold on display in your window and you'll enter
the big RCA Victor window display contest for February.
You'll be eligible to win beautiful Dansk salad bowls
or candelabra sets. Get ready for big profits.

RCA VICTOR



PARTY TIME FUN FOR EVERYONE
BY EDDY ARNOLD ON RCA VICTOR

SALAD BOWL SET AND CANDLE HOLDERS BY DANSK

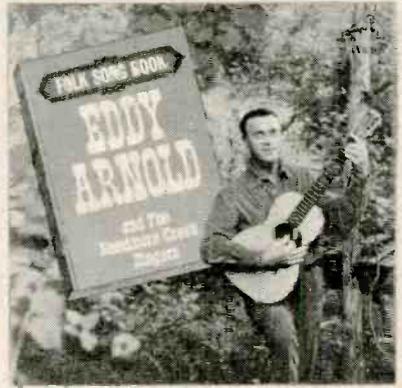


STANDING 4 COLOR WINDOW DISPLAY 46" x 33"

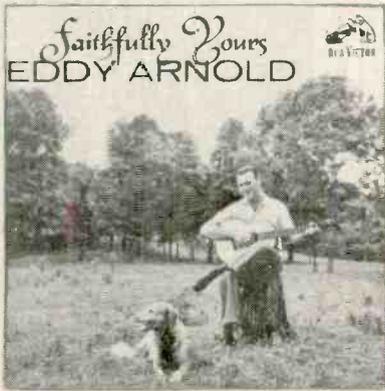
CONTACT YOUR RCA VICTOR DISTRIBUTOR FOR COMPLETE CONTEST DETAILS TODAY!

Have a sales spree for Eddy Arnold's 20th Anniversary on RCA Victor

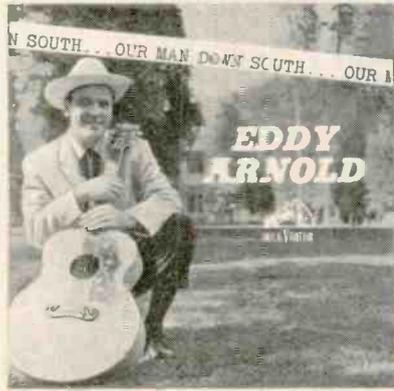
 The most trusted name in sound 



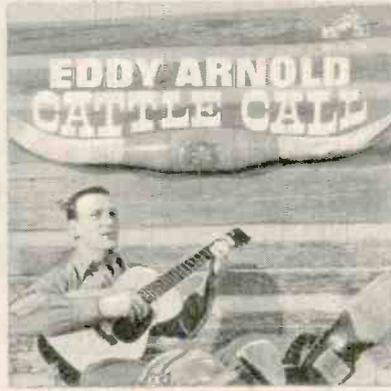
12 folk gems. Includes "Cotton Fields," "Blowin' in the Wind," "Molly," "Time's A-Gettin' Hard." LPM/LSP-2811



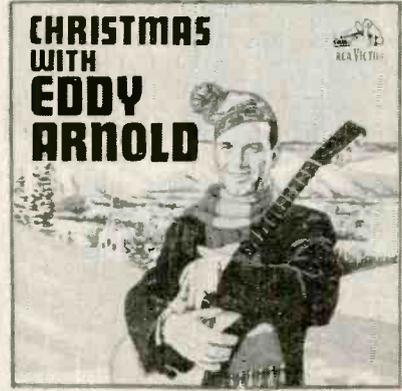
America's best-known songs of faith like "He Lives Next Door" and "I Love to Tell the Story." LPM/LSP-2629



A great tribute to 12 familiar Southern songs. Includes "The Battle of New Orleans" and "Moody River." LPM/LSP-2596



The best tunes of the American West like "The Streets of Laredo" and "A Cowboy's Dream." LPM/LSP-2578



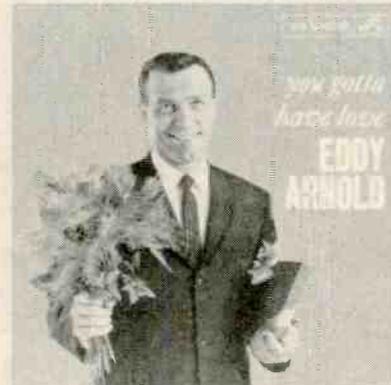
Holiday favorites, sung in the Arnold tradition, like "Winter Wonderland" and "White Christmas." LPM/LSP-2554



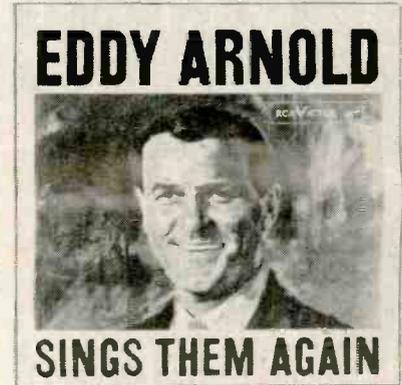
New arrangements of Eddy's top hits. Includes "What a Fool I Was" and "Just Out of Reach." LPM/LSP-2471



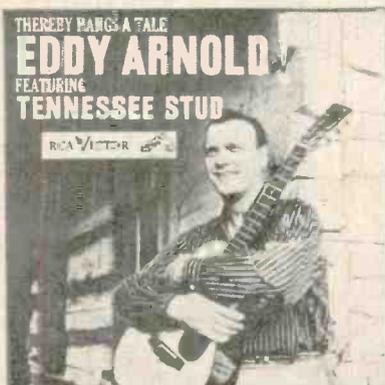
Ballads in a smooth, soothing performance. Like "Will You Always" and "Are You Sincere?" LPM/LSP-2337



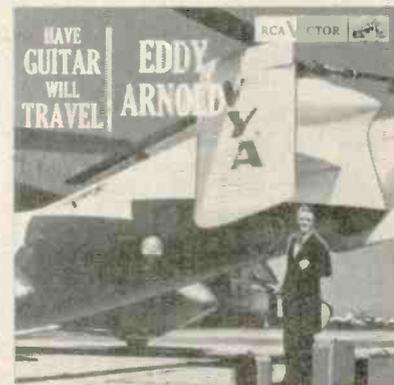
Eddy gives the best of advice with 12 beautiful love songs. Includes "Love and Marriage," "Love Me." LPM/LSP-2268



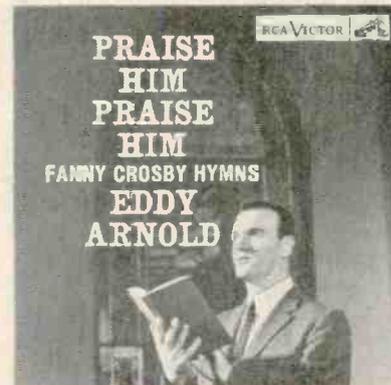
Eddy's greatest performances on one record. Includes "I Walk Alone" and "Texarkana Baby." LPM/LSP-2185



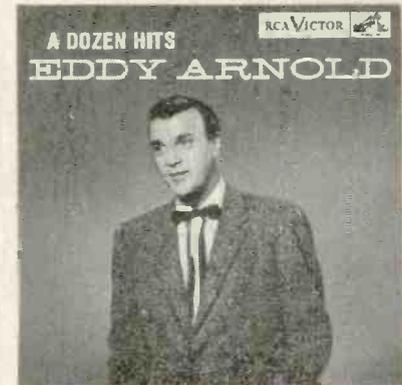
Outstanding selection of true American folk tunes like "Tom Dooley," "Jesse James" and "Riders in the Sky." LPM/LSP-2036



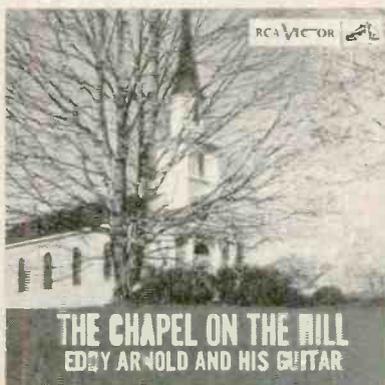
Eddy travels and sings through twelve states. Includes "Stars Fell on Alabama" and "Georgia on My Mind." LPM/LSP-1928



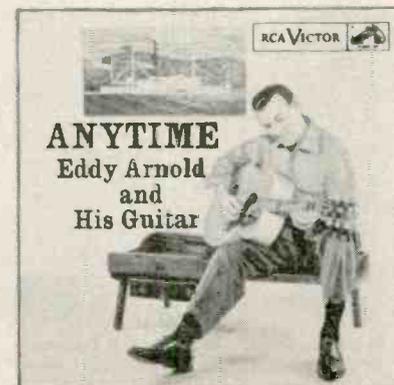
The most requested and heart-warming hymns like "Near the Cross" and "Safe in the Arms of Jesus." LPM-1733



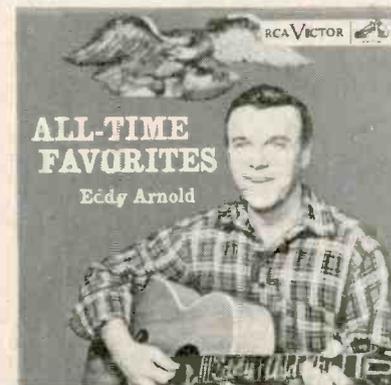
All-time perennial hits like "Don't Fence Me In," "Tennessee Waltz," "Sixteen Tons" and "I Don't Hurt Anymore." LPM-1293



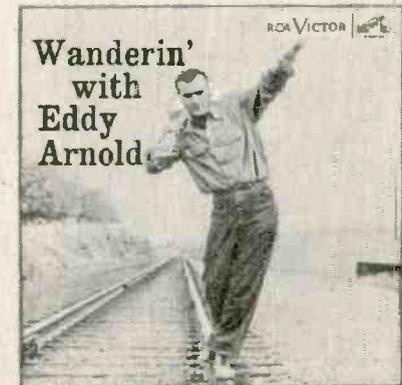
Popular, inspirational hymn ballads like "Crying in the Chapel," "His Hands" and "I Called on the Master." LPM-1225



A great collection of country songs! "It's a Sin," "Bouquet of Roses," "Anytime," "Molly Darling." LPM-1224



Tunes Eddy's fans never tire of hearing like "Moonlight and Roses" and "I'm Gonna Lock My Heart." LPM-1223



The lonesome traveler sings a dozen mellow and tender tunes like "Down in the Valley" and "The Rovin' Gambler." LPM-1111

14 WAYS TO MAKE WINTER GREEN!



TOGETHER AGAIN!
The **BENNY GOODMAN** Quartet

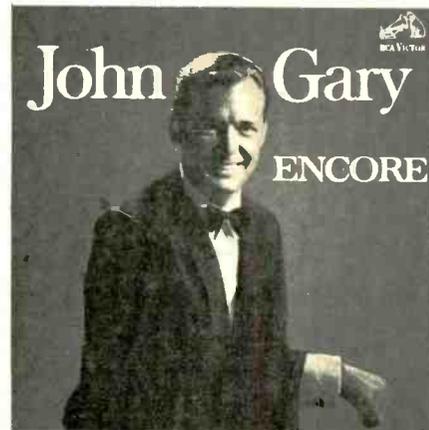


Benny Goodman

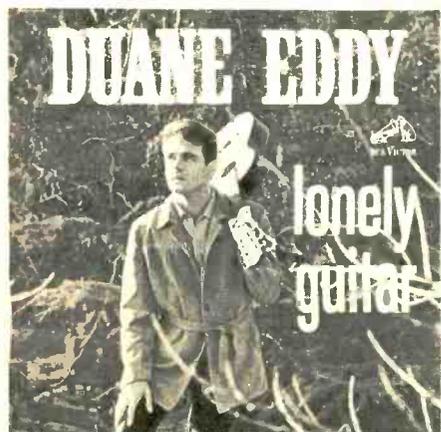


Lionel Hampton Gene Krupa Teddy Wilson

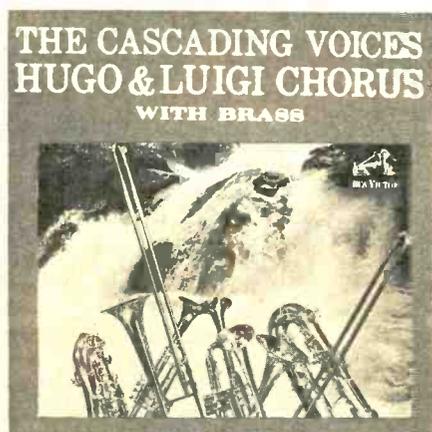
The original Goodman Quartet is back re-doing the great hits that made them famous. **LPM/LSP-2698**



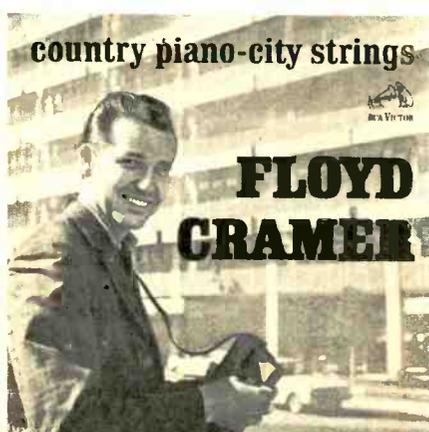
Another dozen big hits like "Tender Is the Night," "Anywhere I Wander" and "If." **LPM/LSP-2804**



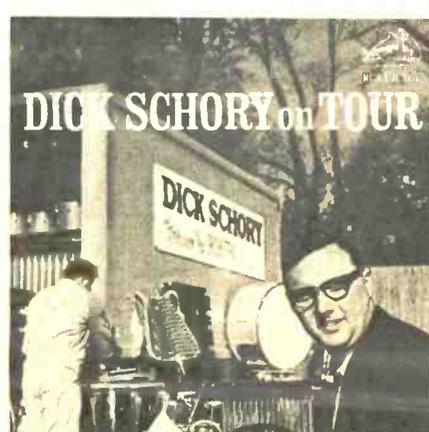
A new mood for Eddy — melancholy songs like "My Destiny" and "Summer Kiss." **LPM/LSP-2798**



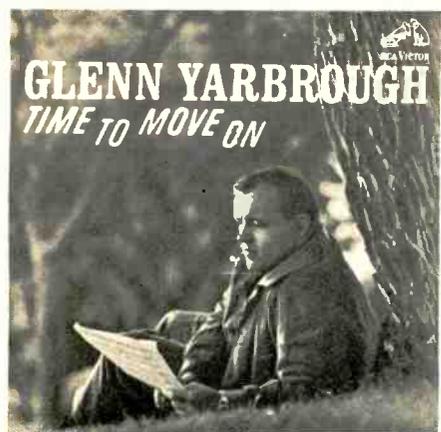
Lovely voices sing "Autumn Leaves," "All Alone," "Seventeen," etc., accented with brass. **LPM/LSP-2789**



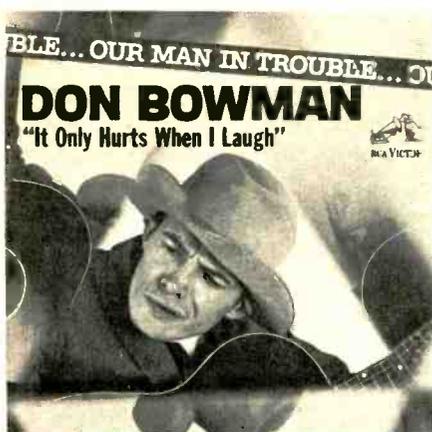
A lush string-along played to "Heartless Heart," "You Don't Know Me," 10 more. **LPM/LSP-2800**



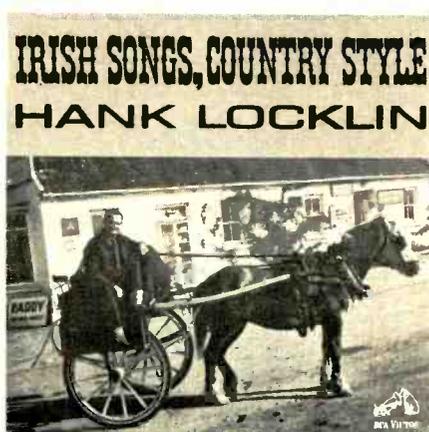
The Percussion King caught "live": "Orinoco," "Charade," "St. Louis Blues," 9 more. **LPM/LSP-2806**



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



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



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



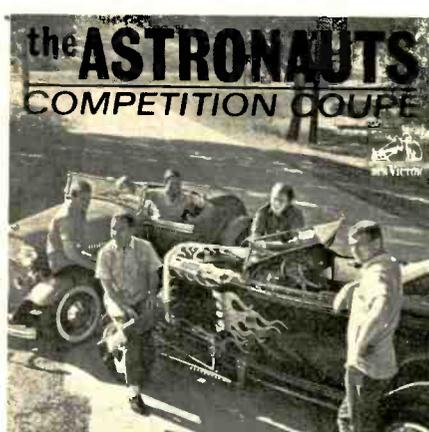
Memorable tangos from Argentina like "La Cumparsita," "Nostalgico" and "Tierrita." **FPM/FSP-118**



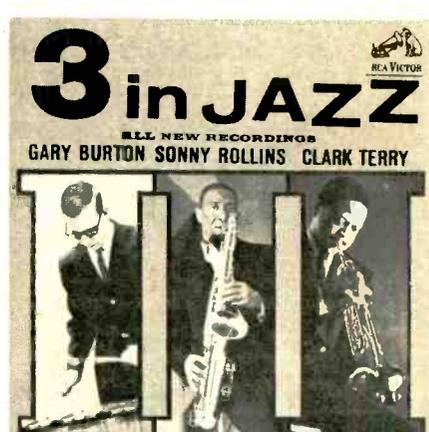
Original island folk music like "Sulsyap - Sulyap," "Katakataka" and "Dahil Sa Polka." **FPM/FSP-117**



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



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



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

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The most trusted name in sound

**A FINE TALENT AND A FINE SONG
MAKE THIS A HIT RECORD!**

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#55665

TIMI YURO

LIBERTY RECORDS 

“PERMANENTLY LONELY” IS PUBLISHED BY PAMPER MUSIC, INC. (BMI)

Top 40 Stations To Tell FCC Why

• Continued from page 1

number of commercials actually on the air during FCC's "composite week."

The broadcaster will be asked what he has done to find out his community needs, by questioning civic, educational and other groups, and how he has programmed to meet these needs. He must be ready to back his claimed research with details kept on file at the station for the three-year period, in case FCC wants to check. Dual AM and FM operators will be asked how much program duplication they broadcast.

Not all of the FCC Commissioners are happy with the proposed quiz, even though it requires far less detail than the annual TV reporting form. Unlike TV programming, radio programs would not have to be reported in individual detail, except for news and public service types, and commercial practices. Cmnr. Rosel Hyde believes FCC should simply check on qualifications of the broadcaster, then let him tend to his own programming without cluttering up FCC files with the details.

Oral hearings will be held at

the Federal Communications Commission here April 23, for those who want to add anything, or more likely subtract a few things, for the proposed forms. Notice of intent to comment orally or in writing must be in FCC by (some will think appropriately) April 1, 1964.

PROGRAMMING BOOK BOWS

MIAMI—Dick (Starr) Stambaugh of WFLA and associate Bob Harris have compiled and published a 62-page soft-bound book entitled "Professional Programming Volume I" for air personalities and program directors.

Selling for \$5.95 postpaid (Professional Programming Publications, 1720 S.W. 93d Place, Miami 33165), the book gives the details, effectively and simply, on contests, rotation games, comedy production techniques, station comedy promos, exotic commercials, station breaks, promos and weather.

Mars in Big Soap Opera Bid

STAMFORD, Conn.—Throwing its chips into the drama-soap opera resurgence ring is Mars Broadcasting, Inc., of Stamford, producer and syndicator of "Demand Radio"—a 24-hour per day program service — and the two-hour Dick Clark radio show.

Mars, a recent acquisition by Pepper Sound Studios, Memphis, is casting two daily soap opera serials for pilot release March 1 and 15. Under the direction of Mars executive producer Phil Nolan, the serials are "newly conceived contemporary dramas."

Referring to several original drama revivals and the British imports, Robert Whitney, Mars executive vice-president, commented:

"The appeal of these programs has been limited and largely one of nostalgia, but there are some positive indications that a market is opening for newly conceived contemporary radio dramas."

Echoing Whitney's observations was NBC Radio as it broadcast its second drama experiment "Long Distance" January 19 in the time period normally occupied by "Meet the Press."

NEW YORK'S WINS ADDS TOP CLEVELAND DEEJAY

NEW YORK—Major talent and program changes are taking place at Group W's WINS here. Billboard has learned.

The newest addition to the staff soon will be Cleveland's top-rated deejay, Johnny Holiday, a WHK performer for the past five years. Holiday is reported moving into the 10 a.m. to 2 p.m. slot occupied by another WHK alumnus, Pete Meyers. Meyers' "Mad Daddy" character is slated for stripping in the late evening, possibly following Murray the K's Swinging Soiree—thus giving the station a solid evening block of air talent that could prove very big with the younger set.

In what appeared to be a major effort by the 50,000-watter to strengthen its line-up in the face of important audience gains made by WMCA, the station last month hired Ed Hider, former WMEX, Boston, swinger for the early morning show. WINS men include Hider, Pete (Mad Daddy) Meyers, Jack Lacey, Stan Z Burns, Murray the K Kaufman and Paul Sherman.

PROGRAMMING

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

Top-40 Stations Keep Twin Cities Swinging

MINNEAPOLIS—A pair of hot Top-40 stations—KDWB and WJZY—are helping to keep this city one of the hottest record-breaking towns in the Midwest. Both are what the record traders call "swingin' stations." And both have what the record people call "hip" management and staff. As an important incidental, both fight to break new material, making the Minneapolis-St. Paul market a promotion man's paradise.

KDWB (Cromwell - Collier), headed by program director Sam Sherwood and lead-deejay Lou (Sleepy Lou) Riegert, operates from a playlist of from 60-70 tunes and has such extras as "Instant Discovery" and "Instant 40" to add to the excitement.

The "Instant Discovery" or pick-hit tune is a selection—usually made by Riegert—of a record that the station feels has great potential, though not necessarily any previous action. A good current example is "Surfin' Bird," by the Trashmen, which Riegert picked the week it came out. The record is played every hour. KDWB can have anywhere from one to 25 or 30 "Instant Discoveries" per week.

"Instant 40" is a list of 40 tunes picked by the station's listeners each week. Listeners call the station daily from 6-8 with their picks. By 9 p.m. a list of the top 40 tunes is selected. This group of "Instant 40" is then played on the air.

KDWB holds a weekly meet-
(Continued on page 45)

FOCUS ON THE DEEJAY

On Coast, Gary Owens a Scream

By ELIOT TIEGEL

HOLLYWOOD—Listening to KMPC's Gary Owens is a unique experience. Just ask the listener who became so involved in Gary's comic antics that he crashed his car into the auto in front of him on a Los Angeles Freeway. Or ask the thousands of people who write in for the sundry free prizes the deep-voiced humorist offers: A freeway game to be played while you're stalled in traffic, a Gary Owens Halloween mask to scare your neighbors with, a G.O. dreaded secret code or a little green thing with a picture of a duck on it.

Each of these kooky offers has produced thousands of requests which the management happily fulfills. For comedian-disk jockey Gary Owens is indeed the friend of afternoon radio listeners who have come to discover his zany antics, satirical wit and down-home way of slashing a commercial while playing tasteful music afternoons from 3 to 6 and on Saturday from 2 to 6 p.m.

Owens, a former psychology major in college, has been hosting the Freeway Club the past two months since Johnny Grant moved into a public relations slot with parent Golden West Broadcasters. Grant had been the Freeway Club host 13 years.

From the moment he opens his stanza with "Gary Owens here . . . friend of those who want no friend" until he signs off, biding his listeners that it's really been "insagrevious," a word he made up one cloudy day, Owens' program is one of the most unusual in Los Angeles radio.

Off Beat Approach

The key to Gary's success is being offbeat. Gary's deep voice, which often has a somber connotation, helps him present his commercials and his between



GARY OWENS, afternoon funny man on KMPC, Hollywood, digs into his file for an appropriate gag or sound effect to keep the mood off beat during his popular afternoon program.

records banter in a serious manner. Yet while his voice sounds serious and straight-laced, it's what he's saying that forces listeners to be attentive. A natural humorist, Gary thinks funny when he's both on the air and off. Gary calls his bits "put ons" and explains that when he gets a funny thought he writes it down no matter how ridiculous. He has been collecting these odd thoughts for several years and keeps this file of gags right beside him while working.

When he first came to the station a year ago from KFWB—where he found it great fun to introduce the rock and roll records in a conical manner—he was heard evenings and played to a different audience from what is today his concern. This time difference, however, has not changed his basic philosophy

about radio: "So much of radio is routine, that I think there should be more thought-provoking ideas presented. With radio today, people don't really have a chance to think." Owens' bits strive to get his listeners thinking. He's happy when he knows they're thinking "what did he say?"

Wrath Room

One of his happiest bits is the Gary Owens "Go Vent Your Wrath Room." According to Gary, "this is an imaginary cement-lined room where a little guy comes out and hollers 'sick, sick' while banging on the wall." Gary explains this feature was developed for the businessman who's had a frustrating day. "They hear this character banging on the wall and they can bang along with him at home," Gary says. "It's instant psychoanalysis," he adds with a grin.

For another feature Owens has occasional guest stars tap dance to the weather report. Such luminaries as Henry Mancini, Rosemary Clooney and Ann-Margret have taped inept tap-dancing routines, falling on the floor and crashing into the wall. Sometimes Gary has his guests read the commercials all wrong.

In the music department, Gary keeps his ears open for new products, selecting the new singles while the station's librarian picks out the standard LP cuts.

A veteran of 12 years in radio in such markets as San Francisco, New Orleans, San Antonio and Houston, Gary thrives on stimulating his audience. He and the management of KMPC have been talking about doing a show before a live audience. If this does happen, the station will probably have to hire the Hollywood Padiam to cram in all the people who have become addicted to Gary's duet tones. He's that good!

MAN HERE SAYS ROBESON NOT GOOD ENOUGH

NEWARK, N. J.—Do radio music personalities have the right to let their personal views dictate what recording artists they will not play?

WJRZ' Jerry White, who hosts a nightly folk music program, firmly believes he has the right, and the result is a full-scale controversy.

It all began with a listener request for a Paul Robeson song. Jerry acknowledged Robeson's great talent as an actor and singer, but he felt his folk-singing talents were below his program's standards. He refused to play any recordings by Robeson.

The station reports that the listeners were with White overwhelmingly. What do you think?

'Big Deal' Kicks Up Lot of Smoke

ARLINGTON, Va.—With the cigaret advertising issue hotly smoldering at the NAB Radio-TV Code tables, broadcasters around the nation are bracing for what seems the inevitable regulation.

One station considerably ahead of the times is WAVA in Arlington, which a year ago set a policy in refusing any cigaret advertising. The station's "positive" approach has been to invent "Big Deal Cigaretts," tongue-in-cheek approach aimed at kidding kid smokers. WAVA's programming format is primarily informational-talk.

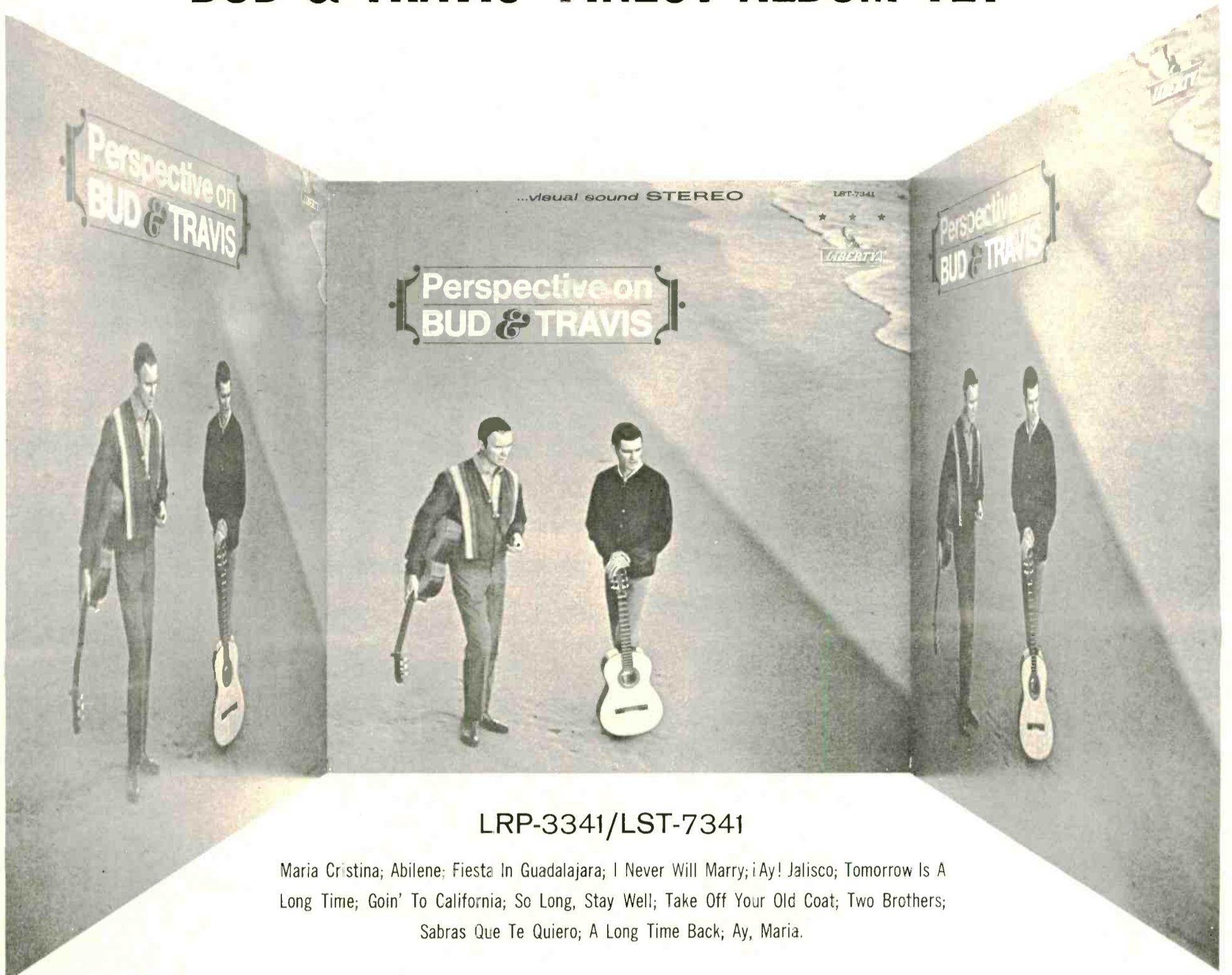
Arthur W. Arundel, owner of WWVA, challenged the entire radio-TV field to join in putting

a "principal before a buck" by refusing all cigaret advertising. . . . especially during hours that youngsters listen.

New York's teen and sub-teen slanted "B. Mitchell Reed Show," aired on top-popper WMCA (7 to 11 p.m.) will be among the first programs of its type not to accept cigaret advertising.

R. Peter Straus, WMCA president in a letter to advertisers stated that the station will continue to accept cigaret advertising in "all of its commercial programs known to have predominantly adult audiences"; i.e., all programs other than the B. Mitchell Reed segment which directs a special appeal to young people.

FROM ANY PERSPECTIVE BUD & TRAVIS' FINEST ALBUM YET*



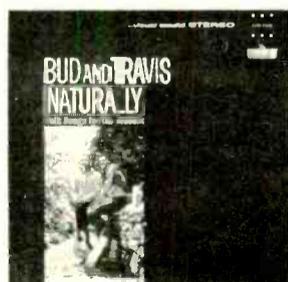
LRP-3341/LST-7341

Maria Cristina; Abilene; Fiesta In Guadalajara; I Never Will Marry; ¡Ay! Jalisco; Tomorrow Is A Long Time; Goin' To California; So Long, Stay Well; Take Off Your Old Coat; Two Brothers; Sabras Que Te Quiero; A Long Time Back; Ay, Maria.

*QUITE A STATEMENT, CONSIDERING THESE OUTSTANDING BUD & TRAVIS LP'S:



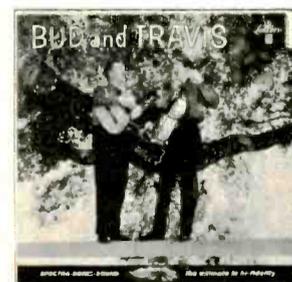
BUD & TRAVIS IN CONCERT
LDM-11001/LDS-12001
An all-time bargain! Complete concert - 2 LP's, only 4.98 (sugg. retail)



BUD & TRAVIS - NATURALLY
LRP-3295/LST-7295



SPOTLIGHT ON BUD & TRAVIS
LRP-3138/LST-7138



BUD & TRAVIS
LRP-3125/LST-7125



LIBERTY RECORDS

THEY NEVER LEFT HOME

Gerald Wilson & Band
Stir Up the Jazz People

HOLLYWOOD—In an era where economics has killed the band business, the Gerald Wilson jazz band has emerged as a force to be reckoned with despite its never having traveled outside California.

Wilson, at 45 strong and fiery, has been in the music business 30 years as a respected composer, trumpeter and band leader. His current disk affiliation with World Pacific has produced two successful LP's, with a third due for release in February.

It has been through his albums for Dick Bock that Wilson's name has been talked about in jazz circles around the nation. Using the top studiomens in Hollywood, Wilson has caused as much excitement with his studio-based aggregation as has the current Woody Herman Herd which has been touring the nation to outstanding critical comment.

The Wilson band has become the stamping ground for several top instrumentalists; namely, trumpeter Carmel Jones, saxophonist Teddy Edwards and pianist Jack Wilson, who are all given ample room to stretch out.

In addition to Wilson's own two band LP's, his band has backed organist Groove Holmes, pianist Les McCann and vocalist Nancy Wilson. Wilson's arrangements have also been featured on Bobby Darin and Ray Charles sessions.

At the 1963 Monterey Jazz Festival, the Wilson band was the festival orchestra and, according to Dick Bock, his No. 1 fan, the festival booking was a tribute to the esteem in which Gerald is held.

Jazzmen Bock says he's been aware of Wilson since he was with the Jimmy Lunceford band in the '40's. After Wilson left the famed Lunceford band after three years, he worked with Count Basie and Duke Ellington before forming his own band which was one of the hottest groups in jazz in 1946. That year he suddenly quit the band business to reappraise himself and the music industry.

Today, Wilson thinks clearly about the direction in which he wants his band to go. Like the Duke Ellington band, which is often called an extension of the pianist himself, the Wilson band is the composer. Gerald writes most of the compositions which are in the book. In fact, during

his career, he estimates he's written over 200 original tunes.

These days his mind runs in Latin flashes and brilliant shadings of sound and these are the things which the band plays with loving care. As for the men in the band, Gerald states: "We all seem to be looking down the same road or direction in our musical thinking."

To disk executive Bock, Wilson's band has a harmonic sense comparable to Gil Evans and Duke Ellington. "Gerald's arrangements are never cluttered," Bock explains, "nor complicated. They build through repetition and Gerald's uncanny harmonic sense produces an emotional experience."

Bock thinks the Wilson band is more modern than Basie's, but retains the rhythmic quality of the Count's band. The band leans toward the Ellington concept which is the leader being a composer-arranger while with Basie and Woody Herman, the

Seeger in Rome
Kills the People

ROME—American folk singing received a prestigious push forward with the appearance of Pete Seeger at two capacity performances in the Teatro Olimpico under Teatro Club auspices as part of an Italian tour.

Now being heard on radio for the first time, record sales in Italian disk circles are only a trickle for this type of song but it has grown increasingly popular in the Eternal City where two intimate clubs have been featuring young American singers of this genre for more than two years. Press interest was exceptional, with Seeger's press conference bringing forth almost every newspaper in town although it conflicted with a John Huston conference. Interviews and concert coverage were especially complimentary.

leaders rely on outside arrangers to get their sound.

Bock feels there aren't many composer-conductor-player combinations today. Wilson falls into this elite circle which already includes Fletcher Henderson, Duke Ellington, Gerry Mulligan, Quincy Jones and Gil Evans.

AT THE MOST

Here's a Skillful 1st Rate Act

From a brightly conceived opening medley to as many encores as time allows, Jackie Paris and Anne Marie Moss take over the floor at The Most these days and let their audience in on just what a first-rate club act should look, and sound like. This is skill and showmanship.

Their act is briskly paced, alternating duets of the up-tempo scat variety (a la Jackie and Roy), with good strong ballad readings. Anne Marie has a tremendous range, clean at-

tack, and effortless facility with music of all types. Jackie boasts similar attributes, though he has an annoying bent for grotesque facial distortions in his ballad bits. Other than that, they're tops. Backing by the Ernie Furtado Trio is supple and just right.

Mel Dancy alternates with the duo. His is an intimately styled treatment of ballads which might be serviced better in a more intimate setting (or rather with a more intimate clientele). But he sells his material well, regardless.

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Ella Fitzgerald opens at the Royal Box for the entire month of February. . . . Comedienne Dorothy Loudon opens in the Persian Room (5) for a three-week engagement. . . . Carnegie Hall will house the talents of composer Riz Ortolani ("Mondo Cane") and his wife, Katyna Ranieri, on Saturday (8). . . . The Joe Bushkin Trio is the feature attraction at the Embers this month. . . . The Serendipity Singers will appear at Dartmouth (6-7-8) and in concert in Worcester, Mass. (9). . . . The Count Basie Band will be seen in concert (7) in Washington, D. C.

SOUTH

Touring, Peter, Paul and Mary will give shows this week in Cookeville, Tenn. (6); Murray, Ky. (7), and Nashville (9). . . . Florida will hear Dave Brubeck this week in Tampa (5), Miami (6), and Jacksonville (7). . . . Vaughn Monroe headlines at Houston's Tideland for this week only. . . . College dates for Addiss and Crofut this week include Tulane (3-4), William Woods (5) and Kansas State (6). . . . Rex Allen will appear in

San Antonio from February 7-15.

MIDWEST

Earl Wrightson and Lois Hunt will be heard in concert this week in Elkhart, Ind. (5), and Warren, Ohio (8). . . . The Barry Sisters begin a week in Dayton (3). . . . Concerts for Byron Janis in Chicago (4) and Indianapolis (8-9). . . . Gina Bachauer will play in Chicago (8) and Milwaukee (9). . . . Janos Starker plays engagements in Berea, Ohio (3) and Fredonia, New York (4). . . . Henryk Szeryng will give concerts in Oberlin, Ohio (4) and Pittsburgh (7 and 9). . . . The Gaslight Singers perform for a week in Milwaukee (7-15).

WEST

Louis Prima and the group open in San Jose, Calif., for two weeks (7). . . . Salt Lake City sees (Bobby Vinton for the first time (8). . . . Phyllis Diller displays her talents for two weeks (6-16) at the Crescendo, Los Angeles. . . . The Smothers Brothers open in Los Angeles for one week (6-12). . . . Comedian Jackie Mason arrives at the Fairmont in San Francisco (6) for three weeks.

TV GUEST APPEARANCES
BY RECORD TALENT

FEBRUARY 3-9

(All Times Eastern Standard)

MONDAY 3—LOUIS PRIMA, GIA MAIONE, SAM BUTERA & THE WITNESSES

The Prima clan will make a rare performance on the Tonight Show (NBC-TV, 11:15 p.m.-1 a.m.). Johnny Carson hosts.

MONDAY 3—MEL TORME

The jazz vocalist will make another appearance on the Westinghouse tape-syndicated Steve Allen Show.

TUESDAY 4—SMOTHERS BROTHERS

The popular folk duo will be guests on the Garry Moore Show (CBS-TV, 10-11 p.m.).

TUESDAY 4—DAMITO JO

The attractive singer will perform on the Steve Allen Show.

WEDNESDAY 5—RON HUSMANN, VIKKI CARR

The two singers will perform in duet on the Steve Allen Show.

THURSDAY 6—BOBBY DARIN

Bobby joins Edie Adams on her show in a salute to Kurt Weill (ABC-TV, 10-10:30 p.m.).

THURSDAY 6—ANDY RUSSELL

Russell vocalizes and co-emcees the Steve Allen Show.

FRIDAY 7—BETTY JOHNSON, BILL COSBY

The singer and comic join other guests on the Jack Paar Show (NBC-TV, 10-11 p.m.).

FRIDAY 7—RON HUSMANN

The vocalist makes a return appearance on the Steve Allen Show.

SATURDAY 8—JIMMIE RODGERS, HOYT AXTON, JOAN MEYERS, TARRIERS, BOB GIBSON, JOSH WHITE JR., BEVERLY WHITE, JACKIE VERNON

All will participate in this week's Hootenanny seg (ABC-TV, 7:30-8:30 p.m.). Jack Linkletter hosts.

SUNDAY 9—THE BEATLES, LIZA MINNELLI

The sensational rock and roll artists from Liverpool make their first live appearance in the U. S. on the Ed Sullivan Show, along with the popular young Miss Minnelli (CBS-TV, 8-9 p.m.).

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

ARTISTS' BIOGRAPHIES

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



DIANE RENAY
(20th Century-Fox)
PM: Lew Zanelli

Diane, whose current hit is making fast strides up Billboard's Hot 100 chart, has been readying herself for a career in show business for some time now. Her ultimate objective is to be in musical comedy. Born and educated in Philadelphia, she is at present studying drama at the Philadelphia Theater of Acting. For the past 10 years she has been working at dance and voice lessons. She plans soon to make New York City her home, where she will continue her dramatic training at the American Academy of Dramatic Arts. Detroit, Baltimore and her home town have seen her on several TV shows.

LATEST SINGLE: "Navy Blue" in its third week is No. 42 on Billboard's Hot 100. Her first album for 20th Century-Fox is due shortly.

MUSIC AS WRITTEN

SAN FRANCISCO

Capitol's Beatles LP has already topped the 20,000 mark in Northern California. . . . Melody Sales reports surprisingly brisk initial action on Fantasy's Lu Watters single, "Blues Over Bodega." The tune is an attack on Pacific Gas and Electric's planned atomic plant at Bodega Bay and the record is jazz trumpeter Watters' first in a dozen years. . . . Roger Williams in town February 1-2 for local promotion in stores and studios. No personal playing appearances, however. . . . Independent's Paul McKimmie is pleased with sales on Everest's special Josef Krips Beethoven Symphony set. Over 2,200 seven-LP packages were sold here at \$9.98 per. . . . Cal Tjader and Bola Sete teamed up in a concert

held January 26 at the Sheraton Palace Hotel. . . . Pianist Ralph Sutton in town for a week to play at the Four Winds in Oakland, then back to St. Louis for an indefinite stay. Sutton and Muggsy Spanier were two of the jazzmen who traveled from here to Los Angeles for colleague Jack Teagarden's funeral in January.

Fantasy's Vince Guaraldi-Bola Sete LP is picking up steam, and the firm has released a single of "Days of Wine and Roses" from the set. Guaraldi's "Cast Your Fate to the Wind," incidentally, is the subject of a special TV series produced by columnist Ralph Gleason, called "Anatomy of a Hit." The series will be shown on the National Educational Television network later this year.

DICK HADLOCK

Unsurpassed in Quality at any Price

GENUINE 8" x 10"

GLOSSY PHOTOS

7¢ EACH

IN 1,000 LOTS

\$9.88 per 100

POST CARDS

\$32.00 per 1,000

Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

Size: 20"x30" . . . \$4.85

30"x40" . . . \$7.50

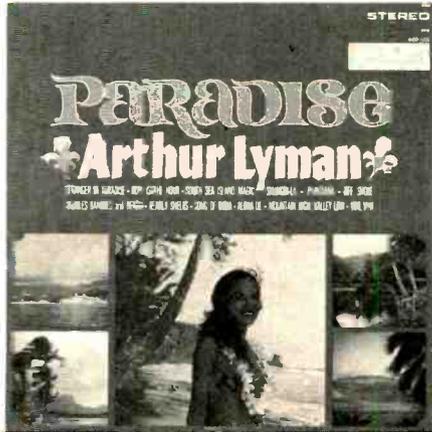
Plaza 7-0233

JJK COPY-ART Photographers

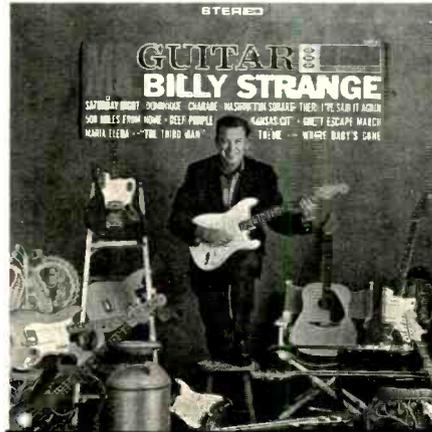
A DIVISION OF JAMES J. KRIEGSMANN

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

NEW...



PARADISE—ARTHUR LYMAN
*GNP 606 (606S)
The perfect Arthur Lyman package—powerful exotic-flavored songs played in the superb style of the musical poet-laureate of his native polynesia—Arthur Lyman. Brilliantly recorded in stereo and high-fidelity, this album has wide appeal to "sound" fans as well as exotic fans! Bound to be one of Lyman's biggest.



MR. GUITAR—BILLY STRANGE
GNP 97
Billy Strange hits the Bulls-eye with an exciting guitar album. He displays his dazzling ability on Electric, Spanish, and Bass guitar; the banjo and for the first time on record plays an amplified 12-string guitar—a wild and wonderful sound. The songs are current hits played in the current groove. A big winner!

HOT SINGLES...

Joe & Eddie
THERE'S A MEETIN' HERE TONIGHT
GNP #195

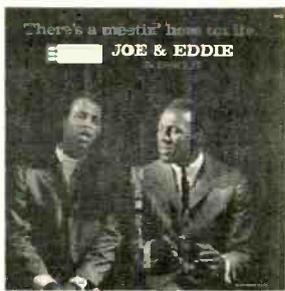
The Lonely Fiddler
STRANGER ON THE MOUNTAIN
GNP #307

Billy Strange
CHARADE
GNP #309

BEST SELLERS...



Joe & Eddie
GNP 75 (75 S)



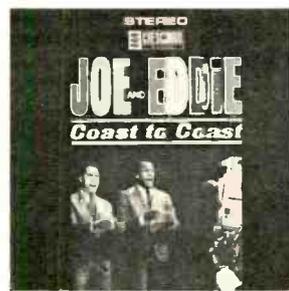
There's a Meetin' Here Tonight
GNP 86 (86 S)



12 String Guitar
Billy Strange
GNP 94 (94 S)



Jack Linkletter Presents a Folk Festival
GNP 95 (95 S)



Coast to Coast
Joe & Eddie
GNP 96 (96 S)



Arthur Lyman at the Crescendo
*GNP 605 (605 S)

THROUGH MARCH 31ST—BUY 90 GET ADDITIONAL 10 FREE
***600 SERIES (\$4.98-\$5.98) BUY 5 GET 1 ADDITIONAL FREE**

GNP CRESCENDO DISTRIBUTORS:

ALBANY—DELTA
ATLANTA—GODWIN
BALTIMORE—GENERAL
BOSTON—MUTUAL
BUFFALO—BEST
CHICAGO—ALL-STATE
CLEVELAND—CLEVE-DISC
COLORADO—DAVIS
DALLAS—CALMAR
DETROIT—MERIT
EL PASO—M. B. KRUPP

HOUSTON—H. W. DAILY
LOS ANGELES—RECORD MERCHANDISERS
MIAMI—FLORIDA MUSIC SALES
MILWAUKEE—JOHN O'BRIEN
MINNEAPOLIS—SANDEL
NEWARK—AFFILIATED
EAST HARTFORD—TRINITY
NEW ORLEANS—ALL-SOUTH

NEW YORK—OLYMPIA
NORTH CAROLINA—ARNOLD DISTRIBUTORS
PHILADELPHIA—UNIVERSAL
PHOENIX—M. B. KRUPP
ST. LOUIS—ROBERTS
SAN FRANCISCO—FIELD
SEATTLE—HUFFINE
NASHVILLE—SOUTHERN
HONOLULU—ERIC
PUERTO RICO—BALSEIRO

FOREIGN DISTRIBUTORS:

CANADA—COMPO
ENGLAND & COMMONWEALTH—VOCALION—BRITISH DECCA
FRANCE, GERMANY, BENELUX—VOGUE
SWITZERLAND—KARIM
ITALY—KARIM
SPAIN—RCA ESPANOLA

DENMARK—TONO
SWEDEN—CUPOL
JAPAN—KING
SOUTH AFRICA—GALLO
MEXICO—DISCO IMPORTADORA
VENEZUELA—PALACIO
PERU—DISCOFOM

GENE NORMAN, President

COUNTRY MUSIC

Starday Adds Lee Emerson In A&R Dep't

NASHVILLE—Starday President Don Pierce announced last week the addition of Lee Emerson as a further expansion of Starday's music publishing activities. Emerson will join Vic Willis, Tommy Hill and Eddie Wilson in the exploitation of the Starday Music catalog, Pierce said.

Lee was formerly associated with Marty Robbins. As a songwriter he has had considerable
(Continued on page 39)

COUNTRY MUSIC CORNER

By BILL SACHS

Promoter Larry Sunbrock and Don Young chalked another winner Saturday, January 25, when some 10,000 payees caught their package at the Coliseum, Montgomery, Ala. Advance sale on the show was light until the day before the show, when it picked up strong. Good weather on the day of the show jacked the box office even further. In the Montgomery package were Ray Price and His Cherokee Cowboys, Lester Flatt and Earl Scruggs and the Foggy Mountain Boys, Carl and Pearl Butler, Loretta Lynn, Martha Carson, Sonny James, and Johnny Sealy

COUNTRY D. J. OF THE WEEK



Station WSM's "Mister D.J., U.S.A.," February 7, will be Homer Thomasson of WDVA, Danville, Va. Homer "T" began his career in 1947 as an announcer and performer on country music stageshows. He joined the announcing staff of WDVA in 1953, and now also serves as program director of the 5,000-watt station. Monday through Friday, Homer presents country music 4 1/2 hours daily on the "Homer 'T' Show." His "Top of the Heap" Saturday segment has been a top country music program in Southside Virginia the past 10 years. Homer also emcees the WDVA "Barn Dance," and handles the bookings of the performers. Thomasson is married and has four children.

and band. X. Cosse assisted in the emceeing. . . . Wiley and Jessie Barkdull are seen twice weekly on "Gold Coast Jamboree," Houston's oldest televi-
(Continued on page 25)

CMA Meets Feb. 4-5

NASHVILLE—Officers and directors of the Country Music Association will meet in Palm Springs, Calif., February 4-5 for the association's first quarterly meeting of 1964. While there they will be the guests of Gene Autry at his Melody Ranch.

Jo Walker, executive director of CMA, said a large representation of officers and directors are expected to attend the meeting, including Tex Ritter, president, and Frances Preston, chairman of the board.

Among the major items set for discussion and action are fund-raising plans for the proposed CMA Hall of Fame and Museum, a proposed premium album of c.&w. music, a proposal to sponsor a radio representative for c.&w. stations to work the New York area, and plans for a new country music television survey.

Juanita Jones, ASCAP representative in Nashville, will host a party for the group during the two-day conference.

HARTFORD, Conn. — Al Eagen, of United Record Distributors here, has made a deal with Jimmy Key, of Rice Records, Nashville, to handle distribution on the label in Eastern New York State, Connecticut, Massachusetts, Rhode Island, New Hampshire, Vermont and Maine. Eagen reports that the Rice release on David Price's "The World Lost a Man" is getting favorable reaction in the New England area.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 2/8/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	BEGGING TO YOU Marty Robbins, Columbia 42890	11
2	1	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	21
3	3	B. J. THE D. J. Stonewall Jackson, Columbia 42889	10
4	5	NINETY MILES AN HOUR (Down a Dead-End Street) Hank Snow, RCA Victor 8239	16
5	8	SAGINAW, MICHIGAN Lefty Frizzell, Columbia 42924	5
6	4	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	13
7	12	LAST DAY IN THE MINES Dave Dudley, Mercury 72212	9
8	18	FIVE LITTLE FINGERS Bill Anderson, Decca 31577	3
9	20	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289	3
10	6	MOUNTAIN OF LOVE David Houston, Epic 9625	17
11	10	PEEL ME A NANNER Roy Drusky, Mercury 72204	10
12	14	OLD RECORDS Margie Singleton, Mercury 72213	7
13	13	JEALOUS HEARTED ME Eddy Arnold, RCA Victor 8253	10
14	15	THANKS A LOT Ernest Tubb, Decca 31526	20
15	17	LET'S GO ALL THE WAY Norman Jean, RCA Victor 8261	6
16	7	THE MATADOR Johnny Cash, Columbia 42880	14
17	28	D. J. FOR A DAY Jimmy "C" Newman, Decca 31553	9
18	39	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	2
19	40	YOUR HEART TURNED LEFT (And I Was on the Right) George Jones, United Artists 683	2
20	25	TALK BACK TREMBLING LIPS Ernest Ashworth, Hickory 1214	34
21	26	THERE'S MORE PRETTY GIRLS THAN ONE George Hamilton IV, RCA Victor 8250	4
22	21	COWBOY BOOTS Dave Dudley, Golden Ring 3030	19
23	24	THE MORNING PAPER Billy Walker, Columbia 42891	7
24	19	HOWDY NEIGHBOR, HOWDY Porter Wagoner, RCA Victor 8257	4
25	29	YOU'LL DRIVE ME BACK (Into Her Arms) Faron Young, Mercury 72201	8
26	32	GOING THROUGH THE MOTIONS Sonny James, Capitol 5057	8
27	38	TROUBLE IN MY ARMS Johnny & Jonie Mosby, Columbia 42841	14
28	35	ONE DOZEN ROSES George Morgan, Columbia 42882	4
29	31	IF THE BACK DOOR COULD TALK Webb Pierce, Decca 31544	13
30	48	A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237	2
31	—	THROUGH THE EYES OF A FOOL Roy Clark, Capitol 5099	1
32	16	TRIANGLE Carl Smith, Columbia 42858	8
33	—	MILLER'S CAVE Bobby Bare, RCA Victor 8294	1
34	27	HELPLESS Joe Carson, Liberty 55614	9
35	11	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor 8238	16
36	—	MY TEARS ARE OVERDUE George Jones, United Artists 683	1
37	30	HE SAYS THE SAME THINGS TO ME Skeeter Davis, RCA Victor 8288	3
38	36	PEN AND PAPER Jerry Lee Lewis, Smash 1857	2
39	22	DREAM HOUSE FOR SALE Red Sovine, Starday 650	5
40	42	SURELY Warner Mack, Decca 31559	3
41	41	WOODEN SOLDIER Hank Locklin, RCA Victor 8248	4
42	49	MOLLY Eddy Arnold, RCA Victor 8296	2
43	—	THE WORLD LOST A MAN David Price, Rice 1001	1
44	9	TOO LATE TO TRY AGAIN Carl Butler & Pearl, Columbia 42892	5
45	—	LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208	1
46	43	GOOD MORNING SELF Jim Reeves, RCA Victor 8289	2
47	—	I DON'T LOVE NOBODY Leon McAuliff, Capitol 5066	1
48	—	WIDOW MAKER Jimmy Martin, Decca 31558	1
49	46	MIND YOUR OWN BUSINESS Jimmy Dean, Columbia 42934	2
50	—	THE GREATEST ONE OF ALL Melba Montgomery, United Artists 652	10

COUNTRY WESTERN WINNERS FROM MERCURY

AND

FROM



FOREMOST IN FINE RECORDING

Mr. Fool	George Jones	72200
You'll Drive Me Back (Into Her Arms Again)	Faron Young	72201
Peel Me A Nanner	Roy Drusky	72204
Last Day In The Mines	Dave Dudley	72212
Old Records	Margie Singleton	72213
Baby (Where Can You Be)	Leroy Van Dyke	72232

MARY WELLS

at her greatest

BIG\$

**“WHAT’S EASY
FOR TWO
IS HARD
FOR ONE”**

MOTOWN 1048



BILLBOARD



EDDIE HOLLAND
**“LEAVING
HERE”**

MOTOWN 1052



Pick of the Week

MOTOWN / TAMLA

RECORDS
2648 West Grand Blvd.
Detroit, Mich.

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY
FOR WEEK ENDING 2/8/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	6	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	5
2	4	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	5
3	3	GEORGE JONES & MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M); UAS 6301 (S)	5
4	16	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	4
5	5	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	5
6	2	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	5
7	8	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	5
8	11	RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	4
9	10	PATSY CLINE STORY Decca DXB 176 (M); DXSB 7176 (S)	4
10	1	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	5
11	13	RETURN OF THE GUNFIGHTER Marty Robbins, Columbia CL 2072 (M); CS 8872 (S)	5
12	7	KITTY WELLS STORY Decca DXB 174 (M); DXSB 7174 (S)	5
13	15	DETROIT CITY & 11 OTHER HITS Bobby Bare, RCA Victor LPM 2776 (M); LSP 2776 (S)	5
14	17	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor LPM 2835 (M); LSP 2835 (S)	2
15	9	LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL Columbia CL 2045 (M); CS 8845 (S)	3
16	—	CATTLE CALL Eddy Arnold, RCA Victor LPM 2578 (M); LSP 2578 (S)	3
17	—	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	1
18	12	TALL, TALL GENTLEMAN Carl Smith, Columbia CL 2091 (M); CS 8891 (S)	5
19	—	FARON YOUNG AIMS AT THE WEST Mercury MG 20840 (M); SR 60840 (S)	1
20	14	I WROTE A SONG Don Gibson, RCA Victor LPM 2702 (M); LSP 2702 (S)	4

WITH THE COUNTRY JOCKEYS

By **BILL SACHS**

Big Jim Turner, formerly at WXRA, Woodbridge, Va., is now holding down the 1 p.m. to 6 p.m. sign-off slot at WYND, Sarasota, Fla. . . . **Dave Olson**, who spins the country wax at WNWC, Arlington Heights, Ill., writes: "The recent item in your column resulted in records pouring into us by the hundreds. Want to thank you, the diskeries, the pubs and the artists for their help. We are currently negotiating with several Nashville agencies for talent for our first big country music show in April. More on this later." . . . **Buddy Dean**, until recently on KCJH, Arroyo Grande, Calif., has made the move to Station KHER, Santa Maria, Calif., which shifted to an all-country format January 16.

Two new air personalities have joined the staff of WTID, Newport News-Norfolk, Va., which has just entered its third-quarter as an all-country station. **Gray Ingram** and **Tommy Thompson**, both formerly with WKCW, Warrenton, Va., will be heard, respectively, from 5-8 a.m. and 8-11 a.m. daily. **Ann Smith**, one of the few femme c.&w. deejays in the business, is heard from 11 a.m. to noon; **Jimmy Eustace** holds down the noon to 3 p.m. slot, and **Gus Thomas** is on from 3 p.m. to sign-off. . . . "Just received my copy of Billboard and spotted your article about our 'Country Jamboree,'" writes **Larry King**, music director of WVMC-Radio, Mount Carmel,

(Continued on page 36)

Open Letter to the Industry

By **CHRIS LANE**, Station KAYO, Seattle

Promotion, service and contact from the record industry to this country-western music radio station is, for the most part, via a United States postage stamp and very little, if anything, else. Perhaps this is also the case in other areas.

I have been program director for this highly successful c.&w. station for the past eight and one half months and I have been amazed at the deplorable attitude, service and promotion extended to this station and, as I am told by other radio station personnel and members of the record industry, other c.&w. stations across the country. National promotion through the manufacturers, both major and small, and certainly on the local level is practically non-existent.

If you are affiliated with a c.&w. station, ask yourself how many times you have been contacted in the past year by a record industry representative about a country-western artist or record. If you are, at least by job designation, a record promoter or manufacturer or local distributor, ask yourself how many times in the past year you have contacted anyone about a c.&w. record. If you are in the record business, how many times have you complained about record sales, how tough it is to get a record played? How many times have you been one of those who preached "over exposure" by radio stations? How many times did you have a c.&w. record and have you known who to call or what to say to them when you thought, in an expansive moment, to mention that c.&w. record? This is the very same apathy that funnels down into the record shop and the sales counter where clerks do not have the slightest idea about product.

Country and western music accounts for almost 40 per cent of all record sales in the United States. Record people will, literally, run to a format station to stand, record in hand, for quite a while to get the station's blessing and okay to play a record in order to garner a couple of bucks in a vast market of, possibly, too much product. They'll stand in line for the chance to corner a tiny bit of sales and at the same time do not have the courtesy to drop off a record that quite possibly could far outsell that pop record given a little follow-up. The industry takes for granted many c.&w. stations and, with a great expansive and inexpensive gesture, mails them a record and then allows itself to be interrupted in its other sales duties to accept country-western orders.

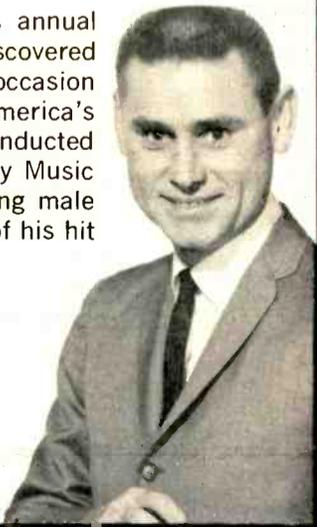
We have a top-rated country-western music station here in a large metropolitan area and we are "lucky" to get record service from any of the majors with one notable exception: Columbia Records, who gives us good service.

In coming months we can expect a rash of new releases. If you program c.&w. music maybe someone will reach for the postage stamps again and your promotion, service and contact will, once again, be in the hands of Uncle Sam and his postal department . . . the only "real" country music promoter of any consequence for the record industry.

america's no.1 country singer

GEORGE JONES... NO.1 WITH EVERYBODY

When the Country Music Festival wound up its annual meeting in Nashville in November of 1963 it was discovered that George Jones had won so many polls that the occasion could have been called George Jones Award Week. America's country disk jockeys, who vote in the various polls conducted by the music trade magazines for the annual Country Music Festival, had named George Jones as the outstanding male singer of the year, and had selected one or another of his hit records as the best record of the year.

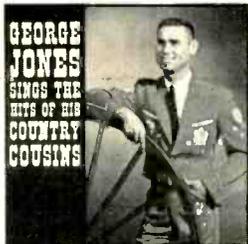


CURRENT SINGLE NOW MOVING UP TO TOP TEN

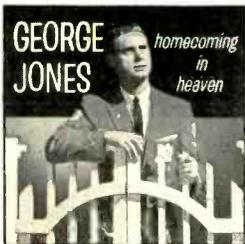
"YOUR HEART TURNED LEFT"

UNITED ARTISTS RECORD 683

EVERY ALBUM A BEST SELLER!



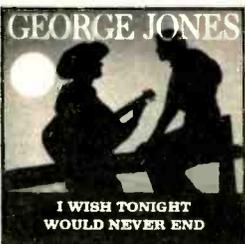
UAL 3218 (Mono)
UAS 6218 (Stereo)



UAL 3219 (Mono)
UAS 6219 (Stereo)



UAL 3221 (Mono)
UAS 6221 (Stereo)



UAL 3270 (Mono)
UAS 6270 (Stereo)



UAL 3291 (Mono)
UAS 6291 (Stereo)

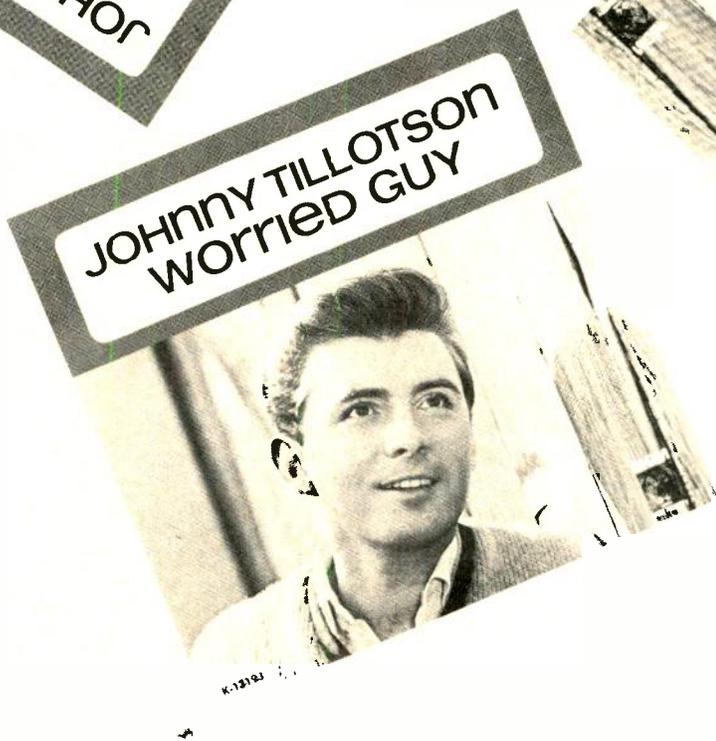


UAL 3301 (Mono)
UAS 6301 (Stereo)



UAL 3338 (Mono)
UAS 6338 (Stereo)

Any way you look at it...

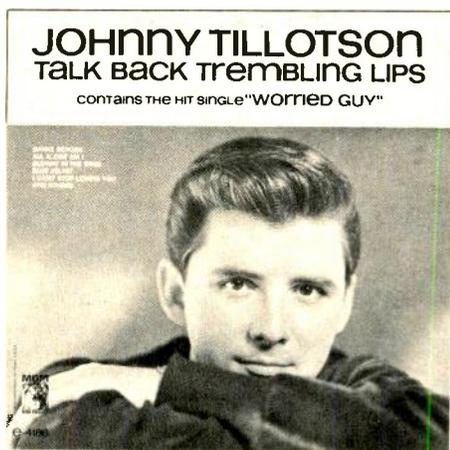


JOHNNY TILLOTSON

has a new smash single!

WORRIED GUY

K 13193b / w... Please Don't Go Away

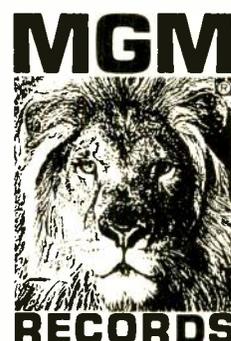


and don't forget his big-selling album

TALK BACK TREMBLING LIPS

E/SE-4188

on MGM Records, of course!



BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

I SAW HER STANDING THERE

Beatles, Capitol 5112

★ REGIONAL BREAKOUTS

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

ROBERTA . . .

Barry & the Tamerlans, Valiant 6040 (Sherman-De-Vorzon, BMI) (New York)

HIGH ON A HILL . . .

Scott English, Spokane 4003 (Sultan, BMI) (Los Angeles)

TAKE ME FOR WHAT I AM . . .

L. C. Cooke, Sar 148 (Kags, BMI) (Philadelphia)

LOVE WITH THE PROPER STRANGER . . .

Jack Jones, Kapp 571 (Paramount, ASCAP) (New York)

THE GREASY SPOON . . .

Hank Marr, Federal 12508 (Avenue, BMI) (Memphis-Nashville)

WILLYAM WILLYAM . . .

Dee Dee Sharp, Cameo 296 (Wyncote, ASCAP) (Seattle)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

KINGSTON TRIO

LAST NIGHT I HAD THE STRANGEST DREAM

(Almanac, ASCAP) (2:08)—Capitol 5132

A telling anti-war song (written by folk singer Ed McCurdy) is the basis for K3's latest smash. It's done with something of a Clancy Brothers' flavor. The flip is "The Patriot Game" (Tiparm, BMI) (2:45).

POP SPOTLIGHT

THE TEMPTATIONS

THE WAY YOU DO THE THINGS YOU DO

(Jobete, BMI) (2:37)—Gordy 7028

A smoothly moving rocker with emphasis on the dance beat. Group is highly commercial with lead providing a distinctive sound. Could be another hit-making combo for the label. Flip is "Just Let Me Know" (Jobete, BMI) (2:49).

POP SPOTLIGHT

PATSY CLINE

SOMEDAY YOU'LL WANT ME TO WANT YOU

(Duchess, BMI) (2:49)—Decca 31588

A velvety-smooth, medium-tempo reading of the solid oldie, among the finest sides left by the late Patsy Cline. It could go real big. Great programming for most stations. Watch it! Flip is "Your Kinda Love" (Vanadore, BMI) (2:29).

POP SPOTLIGHT

JIMMY INTERVAL

DADDY'S LITTLE GIRL

(Cherio, ASCAP) (2:00)—World Artists 1018

Here's a bright up-dated treatment of the familiar oldie. It's done in a moderate rock setting by a good new singer who sounds a bit like Tony Newley in spots, especially at the opening. Disk has picked up good action in Canada. Flip is "One Sided Love" (Unart, BMI) (2:22).

POP SPOTLIGHT

THE WOMENFOLK

LOVE COME A-TRICKLIN' DOWN

(Rock, BMI) (2:13)—RCA Victor 8301

Strong pop-folk ballad wax here and the gals hand it a most impressive performance. It's a new act and new on disks and they should make their mark in this folk-oriented era. Flip is "Little Boxes" (Schroder, ASCAP) (1:03).

POP SPOTLIGHT

KURT HARRIS

EMPEROR OF MY BABY'S HEART

(Tobi-Ann & Premier & Iza, BMI) (2:38)—Diamond 158

An impressive ballad and the artist has a good new sound, used to good effect in this building side. Colorful arrangement with chorus, strings and brass helps. Flip is "Go On" (Premier & Tobi-Ann & Iza, BMI) (2:40).

POP SPOTLIGHT

THE SWANS

THE BOY WITH THE BEATLE HAIR

(Hill & Range-Shelrose, BMI) (2:28)—Cameo 302

Here's a light, dulcet, bright teen dance item with a group of gals singing his praise against light bossa type beat. The flip is "Please Hurry Home" (Wyncote, ASCAP) (2:18).

C.&W. SPOTLIGHT

COUNTRY JOHNNY MATHIS

WAS IT YOU

(Glad, BMI) (2:27)—United Artists 697

One of the chanter's best sides yet, this is a weeper and a good one that's sung with plenty of conviction. Watch it. Flip is "Little Girl" (Glad, BMI) (2:23).

C.&W. SPOTLIGHT

GENE MARTIN AND JUNE STEARNS

WE'VE GOT THINGS IN COMMON

(Starday, BMI) (2:35)—Starday 660

Here's a powerful duo in the Jones-Montgomery school and the pair turn in a meaningful performance of a power-packed weeper. This one could easily happen. Flip is "Family Man" (Starday, BMI) (1:58).

C.&W. SPOTLIGHT

TOMMY COLLINS

IF I COULD JUST GO BACK

(Central Songs, BMI) (2:30)—Capitol 5117

Collins usually turns up with smart material, and this one, written by the singer, is no exception. It's all about how he wishes he knew about gals and romance when he was young what he knows now. A cute ditty that could move. Flip is "I Got Mine" (Central Songs, BMI) (2:16).

C.&W. SPOTLIGHT

LEROY VAN DYKE

BABY (Where Can You Be)

(Acuff-Rose, BMI) (2:40)—Mercury 72232

The fine country chanter could have another big one here. His gal left home a couple of days ago and he'd love to know just where she is. Good medium-beat weeper wax. Flip is "Night People" (Mansion, ASCAP) (2:11).

NOVELTY SPOTLIGHT

THE CATERPILLARS

THE CATERPILLAR SONG

(Benell, BMI) (2:45)—Port 70038

Here's one of the cleverest ditties yet to be fashioned out of the Beatles craze. In this case they're a new group—the Caterpillars—and the name of Beatles is blocked out by a beep sound now familiar in a certain razor blade commercial on TV. A slick idea well carried off. Flip is "Hello Happy Happy Goodbye" (Benell-Elsmere, BMI) (1:53).

(Continued on page 22)

POP SPOTLIGHT

BARBARA CHANDLER

I'M GOING OUT WITH THE GIRLS

(Painted Desert, BMI) (2:26)—Kapp 575

Here's a young lady with a side that has a strong chance. It's multi-tracked, reverbed and wound up and it has a perky, infectious sound. The flip is "A Lonely New Year" (Blackwood, BMI) (2:33).

POP SPOTLIGHT

THE ASTRONAUTS

COMPETITION COUPE

(Four Star, BMI) (2:12)—RCA Victor 8298

The group here has been very successful with an album, and this single is already getting some strong play. Watch it. The flip is "Surf Party" (Angelic, ASCAP) (2:00).

POP SPOTLIGHT

JAY & THE AMERICANS

TO WAIT FOR LOVE

(U. S. Songs, ASCAP) (2:14)—United Artists 693

solid item that has strong drama-ballad solid item that has strong dramaballad quality with fine singing from Jay as lead and the rest of the boys. The flip is "Friday" (Trio, BMI) (3:00).

POP SPOTLIGHT

THE BUDDIES

THE BEATLES

(Swan 4170) (1:34)

A powerful instrumental with a rocking, down-home flavor with Bo Diddley stops and some wailing yakety sax passages. Big sound from the guitars, drums and hand-clapping. A wild rocker with the right title to make it a hot contender for a current chart. Flip is "Pulsebeat" (Swagger, BMI) (2:12).

POP SPOTLIGHT

CONNIE FRANCIS

YOU KNOW YOU DON'T WANT ME

(Zeller, ASCAP) (2:24)

BLUE WINTER

(January, BMI) (2:23)—MGM 13214

Miss Francis is back for her usual two-sider triumph. First is a tender ballad sung against simple but effective string and choral work. The flip is a ballad of wintertime loneliness done in the best Francis heartbreak tradition.

POP SPOTLIGHT

THE BEACH BOYS

FUN, FUN, FUN

(Sea of Tunes, BMI) (2:18)

WHY DO FOOLS FALL IN LOVE

(Patricia, BMI) (2:10)—Capitol 5118

The BB's come through with a strong tune in the drag-surf groove all about a chick with a groovy rig. The second side is a smart version of the old Frankie Lyman hit done in a similar style to the original.

POP SPOTLIGHT

GARNET MIMMS

TELL ME BABY

(Sealark, BMI) (2:18)

ANYTIME YOU WANT ME

(Rittenhouse, BMI) (3:00)—United Artists 694

Sounds like Mimms is a chart candidate for the third time in a row with these two powerful sides. First side features the Philly vocalist soul-singing with strong sell and punching chorus and ork. Flip has the gospel flavor with more strong sell from Mimms.

POP SPOTLIGHT

BOBBY VEE

I'LL MAKE YOU MINE

(Saima, BMI) (2:03)—Liberty 55670

A strong two-sider for Vee. An earlier side, issued a few weeks back, has already hit the charts, but this coupling, featuring a Beatles kind of touch could also go. Either way here.

POP SPOTLIGHT

THE MATADORS

I GOTTA DRIVE

(Screen Gems-Columbia, BMI) (2:37) Colpix 718

This starts with a tender intro by a young gal about why her boy has to win in the big drag race. Then comes the lad himself with a sock reeking vocal, full of the frantic motor sounds of the strip. Watch this one. Flip is "La Corrida" (Screen Gems-Columbia, BMI) (2:20).

POP SPOTLIGHT

THE CHANTS

I COULD WRITE A BOOK

(Chappell, ASCAP) (2:01)—Cameo 297

Socko up-tempo rendition of the Rodgers-Hart standard. Side's great for dancing and spotlights a real swingin' performance by the group. Flip is "A Thousand Stars" (Mellin, BMI) (1:56).

POP SPOTLIGHT

JOHNNY CYMBAL

THERE GOES A BAD GIRL

(T.M., BMI) (2:15)—Kapp 576

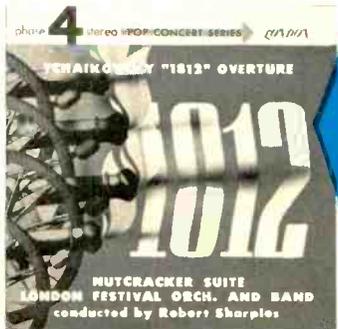
Johnny's back with a crashing sound on this teen-type that has strong support singing from the ladies of the chorus. The flip is "Refreshment Time" (Jeanick, BMI) (1:53).

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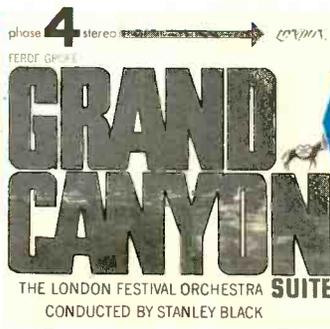
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Baubles, Bangles and Beads; Not
Since Ninevah; Stranger In Para-
dise; He's In Love; Gesticulate!
Night Of My Nights; Was I
Wazir?; Rahadlakum; And This
Is My Beloved; The Olive Tree;
Zubbediya; Samaris Dance; Finale
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Other
phase 4 LP's

**HEATH vs. ROS—Ted Heath and his
Music and Edmundo Ros and his
Orchestra**
South America Take It Away; The
Coffee Song; Desafinado; In The
Still Of The Night; others.
Stereo SP 44038

**THE ROMANTIC PIANOS OF RONNIE
ALDRICH—Ronnie Aldrich with The
Strings of The London Fest. Orch.**
Deep Purple; More Than You Know;
I'll Never Smile Again; Embrace-
able You; others.
Mono LL 3348 Stereo SP 44042

**AMERICA SINGS
Eric Rogers Chorale and Orchestra**
Battle Hymn Of The Republic; Over
There; America; Dixie; We're Tent-
ing Tonight; God Bless America;
Yankee Doodle; others.
Mono LL 3354 Stereo SP 44035

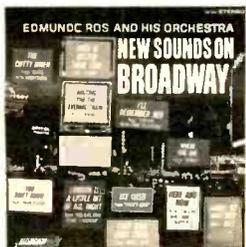
**TROOPING THE COLOUR
The Massed Bands and Pipes of
the Grenadier Guards**
The Complete Ceremony — Brass
Bands, Fife and Drum Corps; Offi-
cers and Men of H.M. Gr. Guards.
Mono LL 3354 Stereo SP 44044

**SWING REVISITED
Johnny Keating and his Band**
Night Train; When The Saints Go
Marching In; The Stripper; What'd
I Say; L'il Darlin'; Opus One; I've
Got A Gal In Kalamazoo; others.
Stereo SP 44034

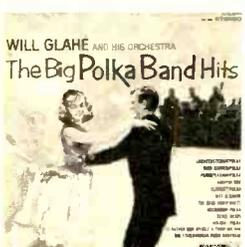
4 exciting London "Pop" LP's



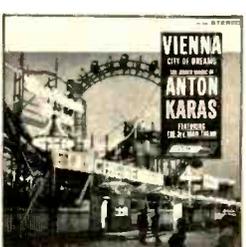
**CATERINA VALENTE
Songs I've Sung On
The Perry Como Show**
Make Someone
Happy; You're Fol-
lowing Me; More
Than Likely; Couci
Couca; Corcovado;
Blue Moon; Falling
In Love With Love;
Stella By Starlight;
To Be A Performer;
Yours; Dimelo en
Septiembre; others.
Stereo PS 355
Mono LL 3355



**NEW SOUNDS ON
BROADWAY
Edmundo Ros and**
The Cutty Wren
("Chips With Every-
thing"); High Is Bet-
ter Than Low—Wait-
in' For The Evening
Train — Where Are
You ("Jennie");
Gonna Be Another
Hot Day—Is It Really
Me; others.
Stereo PS 352
Mono LL 3352



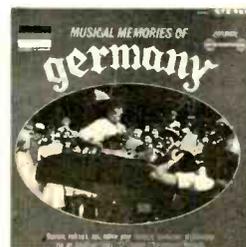
**THE BIG POLKA
BAND HITS
Will Glahé and
his Orchestra**
Liechtensteiner
Polka; Just Because;
Beer Barrel Polka;
Blue Skirt Polka;
Pennsylvania Polka;
The Fisherwoman
From Bodensee; Clar-
inet Polka; Hoop-
Dee-Do; Accordion
Polka; others.
Stereo PS 344
Mono LL 3344



**VIENNA, CITY OF
DREAMS
Anton Karas, Zither**
The Third Man
Theme; Nothing Do-
ing!; Drink Brothers
Drink; In Grinzing;
Lili Marlene; Vienna,
City Of My Dreams;
Zither Man; Cafe
Mozart Waltz; and
others.
Stereo PS 319
Mono LL 3319



10 new "MUSICAL
MEMORIES" LP's



**MUSICAL MEMORIES
OF GERMANY
Various Artists**
Ich hab' mein Herz
in Heidelberg verlo-
ren; Trink, Trink,
Brüderlein Trink;
Kornblumenblau;
Rosa munde; In
München steht ein
Hofbräuhaus; Berli-
ner Luft; others.
Mono TW 91311
Stereo SW 99311



**MUSICAL MEMORIES
OF LONDON
Various Artists**
Overture; Big Ben
and Westminster;
Oranges And
Lemons; London
Pride; A Foggy Day;
Down At The Old Bull
and Bush; A Night-
ingale Sang In Berke-
ley Square; Old
Father Thames, etc.
Mono TW 91312



**MUSICAL MEMORIES
OF NAPLES
Various Artists**
Tu ca Nun Chiagne;
Nini Tirabuscio; 'a
Frangesa; 'Ncopp'a
L'onna; 'A canzone
'e Napule; Cicere-
nella; Piscatore 'e
Pusilleco; 'A risa;
'Na sera 'e Maggio;
Napule Bello; Lili'
Kangy; others.
Mono TW 91313



**MUSICAL MEMORIES
OF SCOTLAND
Various Artists**
Roamin' In The
Gloamin'; Northern
Lights Of Old Aber-
deen; Scots Dance;
Highland Donald;
Waltz Country Dance;
Westering Home; The
Road And The Miles
To Dundee; Wester-
ing Home; others.
Mono TW 91320

**MUSICAL MEMORIES OF JAPAN
Various Artists**
Mono TW 91314
**MUSICAL MEMORIES OF BAVARIA
Various Artists**
Mono TW 91315
**MUSICAL MEMORIES OF "LOVE FROM PARIS"
Camilo**
Mono TW 91316

**MUSICAL MEMORIES OF CALABRIA
Salvatore Ida**
Mono TW 91317
**MUSICAL MEMORIES OF SICILY
Various Artists**
Mono TW 91318
**MUSICAL MEMORIES OF IRELAND
Various Artists**
Mono TW 91319

8 **LONDON** Classics
FULL FREQUENCY RANGE RECORDING



Bellini: I PURITANI
Joan Sutherland;
Pierre Duval; Ezio
Flagello; Renato Ca-
pecchi and other
soloists. Chorus and
Orch. of the Maggio
Musicale Fiorentino
—Richard Bonyng.
Mono A 4373
Stereo OSA 1373
(3 records each)



**ROBERT MERRILL
OPERATIC RECITAL**
Arias from Otello;
Un Ballo in Mas-
chera; Il Trovatore;
La Forza del Destino;
Don Carlos and Pag-
liacci.
Mono 5833
Stereo OS 25833



Verdi: FALSTAFF
—Highlights
Fernando Corena;
Regina Resnick;
Renato Capecchi;
Ilva Ligabue; Luigi
Alva and other
soloists. The New
Symphony Orchestra
of London — Edward
Downes.
Mono A 4154
Stereo OSA 1154



**Ravel
SHEHERAZADE**
Berlioz
NUITS D'ETE
Régine Crespin
L'Orchestre de la
Suisse Romande
Ernest Ansermet
Mono 5821
Stereo OS 25821



**Rachmaninov
PIANO CONCERTO
No. 2 IN C MINOR
3 ETUDES TABLEUX**
Vladimir Ashkenazy
The Moscow
Philharmonic Orch.
Kyryl Kondrashin
Mono CM 9390
Stereo CS 6390



**Mozart: SYMPHONY
No. 41 IN C MAJOR
("Jupiter") (K.551)
Haydn: SYMPHONY
No. 103 IN E FLAT
("Drum Roll")**
The Vienna
Philharmonic Orch.
Herbert von Karajan
Mono CM 9369
Stereo CS 6369



DAVID AND IGOR OISTRAKH
KYRIL KONDRASHIN
VIENNA PHILHARMONIC ORCHESTRA
**Mozart: SINFONIA
CONCERTANTE IN E
FLAT MAJOR (K.364)
DUO IN G MAJOR
(K.423)**
I. Oistrakh (Violin)
D. Oistrakh (Viola)
The Moscow
Philharmonic Orch.
Kyryl Kondrashin
Mono CM 9377
Stereo CS 6377



**Tchaikovsky
SYMPHONY No. 5
IN E MINOR**
The Vienna
Philharmonic Orch.
Lorin Maazel
Mono CM 9376
Stereo CS 6376

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SINGLES REVIEWS

Continued from page 20

NOVELTY SPOTLIGHT

BOBBY PICKETT

SMOKE! SMOKE! SOME

(American, BMI) (2:56)—RCA Victor 8312

The "Monster Mash" man turns up with a mighty funny disk based on the current cigaret smoking controversy, and the side has a lot of controversy packed into the lyric line of the tune based on the old Tex Williams hit. Great novelty stuff that has a chance. Flip is "Gotta Leave This Town" (Alfa Loma, BMI) (2:25).



FOUR-STAR SINGLES

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

POPULAR

DICKEY LEE

★★★★ Mother Nature (Big Bopper-Jack, BMI) (2:14)—★★★★ To the Aisle (Wemar, BMI) (2:37). SMASH 1871

THE STRING-A-LONGS

★★★★ My Babe (Arc, BMI) (2:10)—★★★★ Myna Bird (Dundee, BMI) (2:15). DOT 16575

JAMES BROWN AND THE FAMOUS FLAMES

★★★★ In the Wee Wee Hours (of the Nite) (Lois, BMI) (2:48)—★★★★ Please, Please, Please (Armo, BMI) (2:41). KING 5853

ARTHUR PRY SOCK

★★★★ Ebb Tide (Robbins, ASCAP) (3:30)—★★★★ Are You Ready for a Laugh (Nancy-Integrity, ASCAP) (2:45). OLD TOWN 1155

MARK DINNING

★★★★ January (Acuff-Rose, BMI) (2:05) —★★★★ Joey (Acuff-Rose, BMI) (2:26). CAMEO 299

THE HUDSON CHORALE

★★★★ I Have a Dream (Amanda, BMI) (2:06)—★★★★ Sing Along "I Have a Dream" (Amanda, BMI) (2:12). AMANDA 401

BOOKER T. AND THE MG'S

★★★★ Onions (East Bals, BMI) (2:20) —★★★★ Tic-Tac-Toe (East, BMI) (2:25). STAX 142

BEN OAKLAND ORK

★★★★ What's Your Hurry Beatrice? (Oakland, ASCAP) —★★★★ News-Beat (Mills, ASCAP) (2:04). NAN 3003

PAUL PETERSEN

★★★★ She Rides With Me (Screen Gems - Columbia, BMI) (1:59)—★★★★ Poorest Boy in Town (Screen Gems-Columbia, BMI) (2:33). COL-PIX 720

SONNY CURTIS

★★★★ So Used to Loving You (Screen Gems-Columbia, BMI) (1:52)—★★★★ A Beetle I Want to Be (Screen Gems-Columbia, BMI) (2:29). DIMENSION 1024

WALTER PEGEAS

★★★★ Si-Si-Si (Bae-Debbie Anne, ASCAP) (2:20)—★★★★ This Little Piggy (Bae-Debbie Anne, ASCAP) (2:42). SWAN 4169

MARTY ROBBINS

★★★★ Girl From Spanish Town (Marty's, BMI) (2:53)—★★★★ Kingston Girl (Marizona, BMI) (2:01). COLUMBIA 42968

THE GLENCOVES

★★★★ Keep on Truckin' Mama (Joy, ASCAP) (2:10)—★★★★ Keep Away From My Gal (Joy, ASCAP) (2:00). SELECT 729

THE CRICKETS

★★★★ Lonely Avenue (Progressive, BMI) (2:05)—★★★★ You Can't Be In-Between (Cricket-Metric, BMI) (2:08). LIBERTY 55660

BONNIE AND THE BUTTERFLIES

★★★★ Dust Storm (Interval, BMI) (2:05)—★★★★ I Saw Him Standing There (Gil, BMI) (2:36). SMASH 1878

THE DOVELLS

★★★★ Be My Girl (Kalmann-Wyn-cote, ASCAP) (2:27)—★★★★ Drag-ster on the Prowl (Cameo-Parkway, BMI) (2:16). PARKWAY 901

DAVID ROCKINGHAM

★★★★ Midnight (Nea How, BMI) (2:27)—★★★★ Bee Dee (Nea How, BMI) (1:59). JOSIE 917

ACE ST. CLAIR

★★★★ Crazy Flu (Janjo, BMI) (2:24)—★★★★ Doin the Uncle Willie (Janjo, BMI) (2:07). STACY 972

SUNNY & THE SUNLINERS

★★★★ Out of Sight—Out of Mind (Nome, BMI) (2:43)—★★★★ No One Will Do (Crazy Cajun, BMI) (2:40). TEAR DROP 3027

JIMMY VELVET

★★★★ Lonely, Lonely Night (Low-Tw, BMI) (2:08)—★★★★ To the Aisle (Wemar, BMI) (2:26). ABC-PARAMOUNT 10528

THE PLAYMATES

★★★★ The Only Guy Left on the Corner (April, ASCAP) (2:23) —★★★★ The Guy Behind the Wheel (Apt, ASCAP) (2:12). ABC-PARAMOUNT 10522

JAY

★★★★ I Rise I Fall (Tod, ASCAP) (2:14) —★★★★ How Sweet It Is (Picturetone, BMI) (2:30). CORAL 62396

RAY CONNIFF, HIS ORK & CHORUS

★★★★ Blue Moon (Robbins, ASCAP) (2:19)—★★★★ Honeycomb (Joy, ASCAP) (2:17). COLUMBIA 42967

PAUL ANKA

★★★★ From Rocking Horse to Rocking Chair (U. S. Songs, ASCAP) —★★★★ Cheer Up (Spanka, BMI). RCA VICTOR 8311

JULIE LONDON

★★★★ I Want to Find Out For Myself (Wood, ASCAP) (2:20) —★★★★ Guilty Heart (Four Star Television, BMI) (2:22). LIBERTY 55666

PETE DRAKE

★★★★ Sleep Walk (Trinity-Climax, BMI) (2:20) —★★★★ Forever (Tree, BMI) (2:37). SMASH 1867

THURSTON HARRIS

★★★★ Dancing Silhouettes (Metric, BMI) (2:15)—★★★★ Dance On, Little Girl (American, BMI) (2:05). RE-PRIZE 0255

PAUL LONDON

★★★★ Hey Boy (Westbound-King-ston Int'l, BMI) (2:05)—★★★★ Keep Your Heartaches to Yourself (West-bound-Kingston Int'l, BMI) (2:32). LIMELIGHT 3015

KENNY DINO

★★★★ You Had Your Chance (Scharber, BMI) (2:10)—★★★★ Dank-off's Theme (Scharber, BMI) (2:04). SMASH 1861

THE IMPERIALITES

★★★★ Have Love Will Travel (Limax, BMI) (2:28) —★★★★ Let's Get One (Kal-Art, BMI) (2:25). IM-PERIAL 66015

THE OVATIONS

★★★★ Who Needs Love (Young Star, BMI) (1:59)—★★★★ Remember-ing (Young Star, BMI) (2:37). JOSIE 916

GARY USHER

★★★★ The Beetle (Beechwood, BMI) (1:54)—★★★★ Jody (Beechwood, BMI) (1:45). CAPITOL 5128

BIG BO AND THE ARROWS

★★★★ Thousand Miles Away (Kahl, BMI) (2:10)—★★★★ I Done Got Over It (Vencie, BMI) (1:55). CHECKER 1068

FREDDIE HOUSTON

★★★★ Only the Lonely One (Twilight-Maureen) (2:56)—★★★★ If I Had Known (Maureen) (2:18). OLD TOWN 1156

THE PERCELLS

★★★★ The Greatest (Survey, BMI) (2:08)—★★★★ I Stand Alone (Survey, BMI) (2:00). (ABC-PARAMOUNT 10516

THE BUTTONS

★★★★ Absence Makes the Heart Grow Fonder (Amano-Flora, BMI) (2:14)—★★★★ Huckleberry Finn (Amano-Flora, BMI) (2:04). EMBER 1100

THE REVERES

★★★★ Me and My Spider (Sherman-DeVorzon, BMI) (2:19) —★★★★ Big "T" (Sherman-DeVorzon, BMI) (2:17). VALIANT 6041

THE PARLETTES

★★★★ Because We're Very Young (Blackwood, BMI) (2:00)—★★★★ To-night I Met an Angel (Bright Tunes, BMI) (1:55). JUBILEE 5467

BOBBY COMSTOCK

★★★★ The Beetle Bounce (Percom Palmina, BMI) (2:00)—★★★★ Since You Been Gone (Percom Palmina, BMI) (1:42). LAWN 229

THE WAILERS

★★★★ Wailin' (C.F.G., BMI) (1:44) —★★★★ Shanghied (C.F.G., BMI) (1:56). GOLDEN CREST 532

CORSAIRS

★★★★ Save a Little Monkey (Win-lyn, BMI) (2:05)—★★★★ Instrumental Background to Save a Little Monkey (Winlyn, BMI) (2:05). TUFF 5583

JOHN D. LOUDERMILK

★★★★ Blue Train (Of the Heart-break Line) (Acuff-Rose, BMI) (2:19) —★★★★ Rhythm and Blues (Acuff-Rose, BMI) (2:11). RCA VICTOR 8308

THE TOKENS

★★★★ Let's Go to the Drag Strip (Bright Tunes, BMI) (2:00)—★★★★ Two Cars (Bright Tunes, BMI) (2:06). RCA VICTOR 8309

COZY COLE

★★★★ Ol' Man Mose (Joy, ASCAP) (2:43) —★★★★ Christopher Columbus (Mayfair, ASCAP) (2:17). CORAL 62395

SAMMY KAYE & HIS ORK

★★★★ Charade (Northern - South-dale, ASCAP) (2:35) —★★★★ Maria Elena (Peer Int'l, BMI) (2:24). DECCA 31589

THE CORSELLS

★★★★ Nobody Heard About Me (Sigma Seven, BMI) (1:45)—★★★★ Party Time (Sigma Seven, BMI) (2:07). HUDSON 8104

JAZZ

JACK TEAGARDEN & HIS ORK

★★★★ Jack Hits the Road (Breg-man, Vocco & Conn, ASCAP) (2:57)

'LIVERPOOL' IS NOW A LABEL

NEW YORK — The "Liver-pool Sound" is more than a description of the British-based rock sound as typified by the Beatles. It's now the title of a new record label as well, formed last week by Lee Hartstone's Independent Producers Group (IPG). Label will kick off with three disks made in England and featuring the now familiar sound. These are by John Ley-ton, the Paramounts and Mike Sheridan and the Nightriders.

Ed Stevens Becomes Head of KFAC

HOLLYWOOD — Ed Stevens has been named general manager of KFAC AM/FM, replacing Calvin Smith, who has retired after 32 years as station manager.

Stevens has been with the clas-sical outlet nine months and had been West Coast vice-president for Cleveland Broadcasting, the parent firm. Stevens had former-ly been the company's program-ming and promotion head at WERE, Cleveland.

★★★★ I Gotta Right to Sing the Blues (Harms, ASCAP) (2:42). MEM-ORY LANE 2211

COUNTRY

FRANK TAYLOR

★★★★ From Brown to Blue (Peach, SESAC) (2:39)—★★★★ You Didn't Leave Me Much to Live For (Yonah, BMI) (2:35). CHART 1055

HANK THOMPSON

★★★★ Just to Ease the Pain (Brazos Valley, BMI) (2:46)—★★★★ Stirring Up the Ashes (Texoma, ASCAP) (2:15). CAPITAL 5123

SONS OF THE PIONEERS

★★★★ Crazy Arms (Wakely, BMI) (2:47) —★★★★ Cattle Call Rondolet American, BMI) (2:05). RCA VIC-TOR 8310

FOLK

JOSH WHITE

★★★★ John Henry (Public Do-main)—★★★★ Jelly, Jelly (Advanced, ASCAP) DECCA 25627

SPIRITUAL

REV. ROBERT BALLINGER

★★★★ Our John Saw the Number (Lion, BMI) (2:10)—★★★★ Oil in Your Vessel (Lion, BMI) (2:10). PEACOCK 3006

REVEREND CLEOPHUS ROBINSON

★★★★ Solemn Prayer (Lion, BMI) (4:30)—★★★★ All My Help (Lion, BMI) (2:42). PEACOCK 3010

NEW PILGRIM TRAVELERS

★★★★ Mother Bowed (Venice, VMI) (3:00)—★★★★ When I'm Gone (Lil Etta, BMI) (2:24). PROVERB 1002

THE O'NEAL TWINS

★★★★ Keep in Touch With Jesus (Martin-Morris, BMI) (2:14)—★★★★ Prayer Is the Key (Lion, BMI) (2:10). PEACOCK 3008

GOSPEL CHALLENGERS

★★★★ What a Love (Lion, BMI) (2:24) —★★★★ Alright Over There (Lion, BMI) (3:08). SONG BIRD 1005

INEZ ANDREWS & THE ANDREW-ETTES

★★★★ Sing a Song (Martin-Morris, BMI) (2:20)—★★★★ I'm Glad About It (Martin-Morris, BMI) (2:14). SONG BIRD 1004

WE GOOFED



THIS IS THE REAL VAN RONK



BEARDS MAY LOOK ALIKE TO YOU AND US BUT not to Mrs. Van Ronk. In Billboard, January 11, the Mercury Parade of Stars ad carried a picture tabbed Van Ronk and it wasn't her husband. No sooner did she notice the mistake than she was overwhelmed with phone calls, wires and letters all pointing out the error. So we apologize. Here is the real Van Ronk. His Mercury album "Dave Van Ronk And The Ragtime Jug Stompers" is selling its beard off... going great!



Foremost in Fine Recording



DAVE VAN RONK AND THE RAGTIME JUG STOMPERS
MG 20864/SR 60864

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One point to remember...



Twentieth Century Fox Records puts out the selling-est albums, consistently!



Billboard HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)—Leeds
2	3	TWIST AND SHOUT	The Beatles (Parlophone)—Chappell
3	4	HE'S MY BLOND HEADED STOMPIE WOMPIE REAL GONE SURFER BOY	*Little Pattie (HMV)—Castle
4	7	DO YOU LOVE ME	Brian Poole (Decca)—Tu-Con
5	—	MEMPHIS, TENNESSEE	Dave Barry (Decca)
6	6	VAYA CON DIOS	*Kathy McCormack (RCA)—Morris
7	5	SHE LOVES YOU	The Beatles (Parlophone)—Leeds
8	8	SECRET LOVE	Kathy Kirby (Decca)—Allans
9	2	PLEASE	Frank Ifield (Columbia)—Chappell
10	—	KAHUNA	The Renegades (RCA)
11	10	BEAUTIFUL DREAMER	Roy Orbison (London)—Allans
12	12	GLAD ALL OVER	Dave Clark Five (Columbia)
13	—	YOU DON'T OWN ME	Lesley Gore (Philips)—Alberts
14	14	THE CRUSHER	*The Atlantics (CBS)—Southern
15	9	I	(Who Have Nothing)—Shirley Bassey (Columbia)—Chappell

BRITAIN

(Courtesy New Musical Express, London)
(A special report compiled prior to publication by New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	GLAD ALL OVER	*Dave Clark Five (Columbia)—Ivy Music

2	2	HIPPY HIPPI SHAKE	*Swinging Blue Jeans (HMV)—Ardmore & Beechwood
3	3	I WANT TO HOLD YOUR HAND	*Beatles (Parlophone)—Northern Songs, Ltd.
4	5	I ONLY WANT TO BE WITH YOU	*Dusty Springfield (Philips)—Springfield Music
5	16	I'M THE ONE	*Gerri and the Pacemakers (Columbia)—Pacer Music
6	4	TWENTY-FOUR HOURS FROM TULSA	Gene Pitney (United Artists)—A. Schroeder
7	20	NEEDLES AND PINS	*Searchers (Pye)—Metric Music
8	8	STAY	*Hollies (Parlophone)—Lorna Music
9	7	SWINGING ON A STAR	Big Dee Irwin (Colpix)—Morris Music
10	21	I'M IN LOVE	*Fourmost (Parlophone)—Northern Songs, Ltd.
11	6	SHE LOVES YOU	*Beatles (Parlophone)—Northern Songs, Ltd.
12	18	AS USUAL	Brenda Lee (Brunswick)—Jewel Music
13	15	DON'T BLAME ME	*Frank Ifield (Columbia)—Campbell-Connelly
14	16	DO YOU REALLY LOVE ME TOO	*Billy Fury (Decca)—Shapiro-Bernstein
15	29	5-4-3-2-1	*Manfred Mann (HMV)—Keith Prowse Music
16	10	I WANNA BE YOUR MAN	*Rolling Stones (Decca)—Northern Songs, Ltd.
17	13	WE ARE IN LOVE	*Adam Faith (Parlophone)—Freddie Poser
17	11	KISS ME QUICK	Elvis Presley (RCA)—West One Music
19	28	ROLLING STONES (EP)	Rolling Stones (Decca)—Jewel/Dominion/Progressive
20	11	DOMINIQUE	Singing Nun (Philips)—Flamingo Music

21	9	YOU WERE MADE FOR ME	*Freddie and the Dreamers (Columbia)—Feldman Music
22	24	DON'T TALK TO HIM	*Cliff Richard (Columbia)—Shadows-Belinda Music
23	14	SECRET LOVE	*Kathy Kirby (Decca)—Harms-Witmark
24	21	BABY I LOVE YOU	Ronettes (London)—Belinda Music
25	25	SAL IT ISN'T SO	*Frank Ifield (Columbia)—Francis, Day & Hunter
26	—	WHISPERING	Nino Tempo & April Stevens (London)—Darewski Music
27	27	MARIA ELENA	Los Indios Tabajaras (RCA)—Latin American Music
28	30	THE DAVE CLARK FIVE (EP)	*Dave Clark Five (Columbia)—Dominion/Belinda/Progressive/Mecolico-Ivy
29	—	LOUIE LOUIE	Kingsmen (Pye Int.)—World Wide Music
30	23	TWIST AND SHOUT (EP)	*Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs, Ltd.

FINLAND

(Courtesy Ilta-Sanomet, Helsinki)

Two Weeks This Week Ago

1	1	DOIN' THE JENKA	Jan Rohde & the Adventurers (Sonet)
2	2	RAKASTAN SINUA, ELAMA	The Beatles (Parlophone)
3	3	TWIST AND SHOUT	The Beatles (Parlophone)
4	4	SABELINE	Four Cats
5	5	IRJA TANGO/KOHTALON TANGO	Eino Gron (Scandia)
6	7	AT THE JENKA SHOW	Jan Rohde & the Adventurers
7	8	BOSSA NOVA BABY	Elvis Presley (RCA)
8	6	DO IT OVER AGAIN/DANGEROUS HAPPINESS	Jerry Williams (Sonet)

9	—	SEINILLA ON KORVAT	(The Walls Have Ears)—Eino Gron (Scandia)
10	—	SHE LOVES YOU	The Beatles (Parlophone)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

Two Weeks This Week Ago

1	1	SI J'AVAIS UN MARTEAU	Claude Francois (Fontana)—Eds. Tropicales
2	2	TCHIN TCHIN	Richard Anthony (Columbia)—World
3	3	TOMBE LA NEIGE/CAR JE VEUX	*Adamo (Pathe)—Rudo/Ardmore & Beechwood
4	4	JE SUIS PERDU/JE FAIS SERMENT	*Robert Cogoi (Philips)—Primavera/Top Music
5	5	LA MAMMA	Charles Aznavour (Barclay)—Eds. Charles Aznavour
6	6	MA BICHE	Frank Alamo (Barclay)—Belinda Music
7	7	AMERICA	Trini Lopez (Reprise)
8	8	T'EN VAS PAS COMME CA	Nancy Holloway (Decca)
9	9	MA GUITARE/A PLEIN COEUR	Johnny Hallyday (Philips)—World
10	10	TU N'ES PLUS LA	Dick Rivers (Pathe)—Acuff-Rose

HOLLAND

(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

Two Weeks This Week Ago

1	1	SPIEGELBEELD	Willeke Alberti (Philips)—Altona
2	2	IF I HAD A HAMMER	Trini Lopez (Reprise)—Basart
3	3	NIMM DEINE WEISSE GITARRE	Gert Timmerman (Telefunken)—Basart

4	4	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)—Basart
5	5	IK HEB EERBIED VOOR JOUW GRIJZE HAREN	Gert Timmerman (Telefunken)—World Music & International Music
6	6	MARIA NO MAS	Cliff Richard (Columbia)—Holland Music
7	7	LASS MEINHERZ NICHT WEINEN	Imca Marina (Imperial), Anagon Music
8	8	RED SAILS IN THE SUNSET	Fats Domino (ABC-Paramount)—Melodia
9	9	LA BAMBA	Trini Lopez (Reprise)—Basart
10	10	AMAPOLA	The Spotnicks (CNR)—Basart

ITALY

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

Two Weeks This Week Ago

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

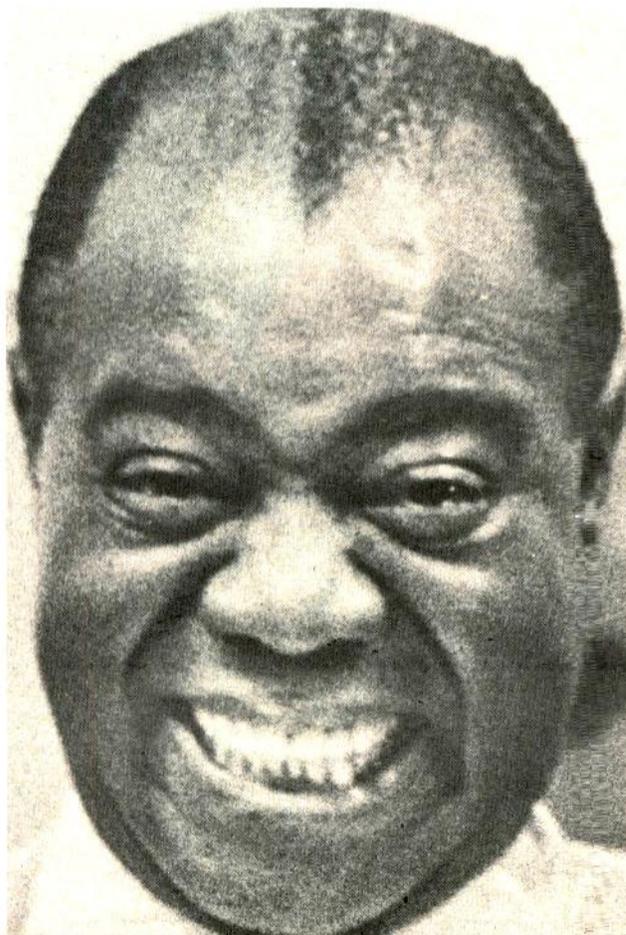
LOUIS!

Louis Armstrong, on his first Kapp single, sings the title song from the new smash Broadway show.



produced by Mickey Kapp

LOUIS ARMSTRONG HELLO, DOLLY!



K-573

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Label
1	1	WASHINGTON SQUARE—The Village Stompers (Epic)—Toshiba	
2	2	KONNICHIWA AKACHAN—*Azusa Michiyo (King)—JASRAC	
3	4	YUUHI NO OKA—*Ishihara Yujiro & Asaoka Ruriko (Teichiku)—JASRAC	
4	3	LANA—The Velvets (London)—No sub-publisher	
5	15	BE MY BABY—The Ronettes (London)—Shirko	
6	18	WAKARE NO IPPON SUGI—*Asaoka Yukiji (Toshiba)—JASRAC	
7	19	MENDOU MITAYO—*Ueki Hitoshi (Toshiba)—JASRAC	
8	8	1 LEFT MY HEART IN SAN FRANCISCO—T. Bennett (Columbia)	
9	5	5 DAYS AT PEKING—The Brothers Four (Columbia)—No sub-publisher	
10	10	JINSEI KAIDO—*Hatakeyama Midori (Columbia)—JASRAC	

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

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

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Label
1	2	I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Edition Lyche	
2	3	DOMINIQUE—Soeur Sourire (Philips)—Norsk Musikforlag	
3	1	SHE LOVES YOU—Beatles (Parlophone)—Edition Lyche	
4	6	DETROIT CITY—Bobby Bare (RCA Victor)—Cedarwood	
5	4	DON'T TALK TO HIM—Cliff Richard (Columbia)—Belinda	
6	—	GLAD ALL OVER—Dave Clark Five (Columbia)—Norsk Musikforlag	
7	5	DAGLIGLIV I FOLKEHJEMMET—*Rolf Just Nilsen /Ragnhild Michelsen (RCA Victor)—Arild Feldborg	
8	—	MARIA ELENA—Indios Tabajaras (RCA Victor)—Southern Music	
9	9	TWIST AND SHOUT—Beatles (Parlophone)—Robert Mellin	
10	—	GERONIMO—Shadows (Columbia)—Belinda	

SPAIN

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	Title	Label
1	1	TELL HIM—*Luis Aguile (Voz Amo)—Robert Mellin	
2	2	AMOR DE VERANO—*Duo Dinamico (Voz Amo)—Musica Sur	
3	3	HEART—Rita Pavone (RCA)	
4	4	CRYING IN THE WIND—Paul Anka (RCA)—Hispavox	
5	5	RHYTHM OF THE RAIN—The Cascades (RCA)—Hispavox	
6	6	FREE ME—Enrique Guzman (CBS)—Canciones Mundo	
7	8	DEVIL IN DISGUISE—Elvis Presley (RCA)—Aberbach	
8	7	A HUNDRED POUNDS OF CLAY—Enrique Guzman (CBS)—Aberbach	
9	—	IF I HAD A HAMMER—Trini Lopez (Reprise)	
10	9	TOUS LES GARCONS ET LES FILLES—F. Hardy (Hispavox)—Universal Jazz	

SWEDEN

*Denotes local origin

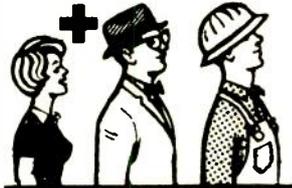
This Week	Last Week	Title	Label
1	1	SHE LOVES YOU—The Beatles (Parlophone)—Sonora	
2	3	DIGGITY DOGGETY—The Streaplers (Odeon)—Odeon	
3	—	I WANT TO HOLD YOUR HAND—The Beatles (Parlophone)—Sonora	
4	5	BE MY BABY—The Ronettes (London)—Belinda	
5	4	BOSSA NOVA BABY—Elvis Presley (RCA)—Belinda	
6	—	I LIKE IT LIKE THAT—Larry Finnegan (Sonet)—No publisher	
7	—	BEAUTIFUL DREAMER—John Leyton (HMV)—Southern Music	
8	6	SKONA MITT HJARTA—Siv Malmkvist (Metronome)—Odeon	
9	—	GLAD ALL OVER—Dave Clark (Columbia)—No publisher	
10	2	DETROIT CITY—Bobby Bare (RCA)—Cedarwood	

YUGOSLAVIA

(All disks on Jugoton label)
*Denotes local origin

This Week	Last Week	Title	Label
1	1	KRAJA PAJACA—Z. Vuckovic	
2	2	MASKARE—G. Novak-M. Novosel	
3	3	NIKOLINO-NIKOLINO—The Kvarner Duo	
4	4	VECERAS PLACAM JA—V. Vukov	
5	5	LALAIKA—Lj. Petrovic	
6	6	CUCURRUCUCU PALOMA—The Magnifico Quartet	
7	7	PINOKIO MOJE MLADOSTI—B. Nikolic	
8	8	KAD CUJES TRUBU—S. Perovic-R. Maric	
9	9	RUZICASTA HALJINA—Z. Spisic	
10	10	CORINNA, CORINNA—M. Jevremovic	

JOIN THE LINE-UP



FOR THE RED CROSS BLOODMOBILE

COUNTRY MUSIC CORNER

• Continued from page 16

sion show. Formerly on the Hickory label, the pair has just had its first release on Allstar, "I'll Always Love You."

Johnny Cash's upcoming "Hootenanny" TV appearance from Dartmouth College will mark his fourth network appearance in five weeks. Also upcoming is a shot on **Johnny Carson's** "Tonight" show the first week in March. . . . **Buddy Meredith** hopped into Nashville January 23 to cut his first session for Rice Records. Couplings, "Trapper Man" and "Almost Out of My Mind," are slated for release February 3. **George Kent**, also new on Rice Records, will have his initial release for the label around mid-February. . . . **Jimmy Key**, of Newkeys Music and Key Talent, leaves Nashville February 5 for a promotional swing through the Southwest and West.

Lester Flatt and Earl Scruggs were in Hollywood last week to film another guest appearance on CBS's "Beverly Hillbillies" TV-er. They are also skedded for shots on ABC's "Hootenanny" February 8 and March 14. . . . **Rose Maddox**, working her first tour for Hitt Attractions of Dallas, has been winging it on one-nighters through Texas, Colorado and Idaho, and winds up the trek Saturday (8) at Shreveport, La. . . . **Mac Wiseman**, of Hal Smith's Artists Productions, Goodlettsville, Tenn., has a new release on Capitol, coupling "The Scene of the Crime" and "Tis So Sweet to be Remembered."

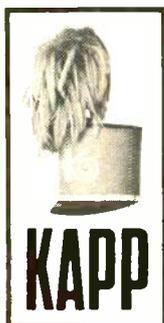
Cousin **Richie**, of **Eddie**

Zack's "Hayloft Jamboree," heard daily on WRIB, Providence, R. I., has a new record out called "Tramp on the Street." Deejays may obtain a copy by writing to **Richie** at the station. . . . **Glaser Publications**, Nashville, owned by **Tompall and the Glaser Brothers**, has just signed **Jim Lunsford** to an exclusive writer's pact. Jim is the nephew of **Bascomb Lamar Lunsford**, folk music authority known as the Minstrel of the Appalachians. **Tompall and the Glasers** entertained at a luncheon for the Tennessee Press Association at the Hermitage Hotel, Nashville, January 24.

Ernest Tubb's Texas Troubadours have recorded an album on their own for Decca, with release set for around mid-February. Title: "The Texas Troubadours." . . . **Smiley Wilson**, of the Wil-Helm Agency, Nashville, has set **Georgie Riddle** for a 15-day tour of Minnesota, South Dakota, Wisconsin and Indiana, to be followed by a swing through North Carolina. . . . **Rusty York and Bobby Bare** opened Thursday (30) at the Holiday Hotel in downtown Reno, Nev., for two weeks with options. . . . **Ernest Ashworth** is routed for Winston-Salem, N. C., February 8; Minneapolis, 15; Hammond, Ind., 16, and Norfolk, Va., 23. . . . **Buck Owens and His Buckeroos** will put in February touring California, Oregon and Washington. **Chuck Seitz**, until recently an engineer at King Records, Cincinnati, has joined RCA Victor in Nashville in a similar capacity.

JACK!

Jack Jones (the Jones to keep up with) sings the great theme song from the new movie.



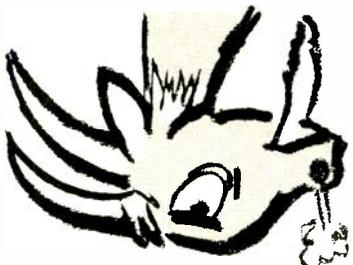
LOVE WITH THE PROPER STRANGER

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

JACK JONES



K-571



**A PROVEN
NATURAL
SMASH**



**"HI-HEEL
SNEAKERS"**

Tommy Tucker

Checker #1067

Thank you in
Detroit
for proving this
a Hit!

**"WOMAN,
LOVE AND
A MAN"**

Part II

Tony Clarke

Chess #1880

**"THAT'S
WHAT THEY
PUT ERASERS
ON PENCILS
FOR"**

The Gems

Chess #1882

**CHESS
PRODUCING CORP.**

2120 S. Michigan Chicago 16, Ill.

Sight & Sound Looking For Million-Dollar Year

HOLLYWOOD — House of Sight & Sound anticipates doing business exceeding \$1 million in its recently opened Canoga Park store, according to firm President Jerry Johnson.

The prestigious retail operation, which began in 1952 with its first location in Van Nuys, Calif., is one of three stores open to the public in the new Fallbrook Shopping Center. Boasting 10,000 square feet of space, the Fallbrook store has a staff of 12, headed by Jim Stewart.

Canoga Park is in one of

DeFranco Swings UJF

PHILADELPHIA—The Villanova Intercollegiate Jazz Festival announced the pioneering of a new facet in the presentation of final competition, which takes place this year on February 7 in the Main Line Field House. Last year, for the first time, a high school house band played for about 20 minutes while the panel of six judges individual and group awards.

This year, clarinetist Buddy DeFranco will perform as guest soloist with the house band, the Hall High School band from West Hartford, Conn. DeFranco and the high school band will perform after seven competing groups have had their time on stage. The colleges represented will be Michigan State, Ohio State and Duquesne in the big band category; Potsdam State (N. Y.), the Hampton Institute (Va.) and the Wabash College in the combo category, and Potsdam State will also send a vocalist.

While soloing with the highly touted Hall High band, DeFranco will be demonstrating one of the more important prizes, a LeBlanc clarinet which will be awarded to the best instrumentalist in the reed category.



**COMING
SOON!**

ON



**ADVERTISING IN
BUSINESS PAPERS
MEANS BUSINESS**

San Fernando Valley's farther regions, and with the population moving out from Los Angeles the store is in an ideal development location. President Johnson reports that disk business keeps improving each week and that the Magnavox line of components, spearheaded by the color TV-phono combination, is a top seller. "We have no walk-in traffic as yet," Johnson explained, but we did notice an increase in business when a supermarket and a bank opened recently."

Last year, Sight & Sound did \$1,400,000 business in its Van Nuys location. Johnson and his three other partners — Rudy Brennen, Stan Peabody and Frank Swisher — are thinking (Continued on page 42)

No. 1 Disk Doesn't Carry Weight It Used to—Vinton

HOLLYWOOD—The power of having the No. 1 record in the nation seems to have diminished, claims Bobby Vinton, whose disk of "There I Said It Again" and before that "Blue Velvet" haven't opened as many magic doors as would have been the case five years ago.

"I've talked to several other young performers," Bobby told Billboard, "and they've come to the same conclusion. Times have changed and having the No. 1 record in the country just doesn't excite television producers and night club owners anymore."

Vinton, who has been with Epic three years, is currently de-

Holly Still Sells

SYDNEY — Buddy Holly commemoration programs are to be broadcast by a number of key radio stations in all states of Australia. February 3 is the fifth anniversary of the untimely death of this artist who endeared himself to Australia audiences during his one and only tour down under during the latter part of 1956. Sales of Holly disks in Australia on the U. S. Coral label continue to break all records. "Peggy Sue," still selling strongly, is now well over the 100,000 mark, the equivalent to two U. S. Gold Records. Sales of Holly albums, including the famous "Buddy Holly Story," have reached 90,000 during the past five years, and shows no signs of diminishing. Festival is making available on the Coral label a two-record de luxe packaged album titled "The Best of Buddy Holly," plus a single play platter featuring "I'm Gonna Love You Too" c/w "Rock Around With Ollie Vee."

veloping his night club act but finds it frustrating not being able to crack prime-time television as easily as the disk artists of five years ago were able to do.

Vinton says he's been told that TV producers think of him as a rock and roll artist mainly because he's hit the No. 1 position. "They don't listen to radio stations which play my records so they have no idea what I sound like and they've got me pegged as a strictly teen artist."

The 25-year-old vocalist theorizes that perhaps one of the reasons for the decline of the disk artist in importance to the TV producer is that the producers had enough of fast-rising disk names who only had a sound on record and did not come across effectively on the screen. "These people probably feel they've learned a lesson and are staying away from record people."

During Vinton's career with Epic he has had three No. 1 disks and three more in the top 20. Yet his national TV work has been limited to the Dick Clark, Steve Allen and Lawrence Welk shows.

Besides emphasizing that talent buyers aren't listening to top 40 stations, Vinton says people in the music industry feel that when an artist has the No. 1 record "he's home."

"You're not," he claims. In Vinton's case he knows he has to change his teen-age image if he wants to crack the few variety format shows available on TV. Citing Jack Jones and Wayne Newton as two new performers who don't have a teen image, Vinton wonders whether they too might have been pegged as rock and rollers had they hit the glamorous top spot on the charts.

SWEDISH STRIKE

Blacks Out Records

By HENRY FOX

STOCKHOLM—The strike of the Swedish Radio and Actors Association against the government-owned Swedish Broadcasting system has put a real crimp in record artist and disk exposure here.

The conflict, which originally forced Sweden out of the Eurovision Song Contest, has hampered the disk industry because no new local recordings are be-

ing played on the air. Foreign records are being played as usual since none of these artists have anything to do with the strike.

TV producers are under a handicap and are making do with amateur performers. The fear among the pop singers and musicians is that the lack of TV exposure will seriously curtail their acceptance at in person appearances.

LEWIS TIES WITH PHILIPS

LONDON—Only a year after forming his indie Ritz label, agent - manager - songwriter Bunny Lewis has switched it from Decca to Philips. And with it go such artists as the Caravelles, Craig Douglas, the Mudlarks, the Avons and Harry Robinson. Lewis was one of the first indie producers to get a label credit with his product here—his records were put out as Decca Ritz. At Philips he is associated with the Fontana label and gets Fontana Ritz.

First release under the new banner will be the Avons singing their own composition "I'm the Girl" on February 14. Though he remains their personal manager, Lewis has signed a deal with the Grade Organization to represent his artist. The deal includes his impressive list of dj's.

Anderson Rep For Screen Gems-Col'bia

OSLO—Stig Anderson, owner of publishing firms Bens Music A/B and Sweden Music A/B among others, has secured the rights for Sweden and Norway to publish the Screen Gems catalog.

Screen Gems has not been represented here the past two years. Before that, it was Belinda which published the tunes in Scandinavia. Anderson will set up a new publishing firm for Screen Gems, but no name for the firm has been set. For the time being, it will be called Screen Gems/Bens Music A/B.

From the new catalog, Norwegian diskeries will record three tunes, Anderson revealed. Norsk Phonogram will make domestic recordings of "It Might as Well Rain Until September" and the Gorme/Lawrence success, "I Can't Stop Talking About You." Iversen & Frogg will make a local platter of "Heart," better known in Scandinavia by the title Italian songstress Rita Pavone launched, "Cuore."

From other Anderson publishing firms Norwegian diskeries will make two other local pressings, says Anderson. Norsk Phonogram plans a Roger Engvik recording of "Hootenanny Italian Style" and Iversen & Frogg will make "Wenn ich ein Junge war," the last named a German Rita Pavone success.

Sees Hungarian Production Boom

BUDAPEST — Jenő Fehervári, director of the Hungarian State Record Company (Qualiton) is optimistic that record production during 1964 will greatly surpass that of 1963. He explained that the facilities of the Cable and Synthetic Materials pressing plant, recently made available to the record company, will greatly account for the change.

Classical music product being planned will include two albums of the work of Bela Bartok, which will include his "Kossuth Symphony," "Scherzo," and "Piano Quinette." Zoltan Kodaly will be represented by several recordings.

Contemporary Hungarian composers will be represented on three albums. The composers include Pál Kadosa, György Kurtág, Andras Mihaly, Ferenc Szabo, Gyula David, Bela Tardos and Zoltan Horowitzky. The conductors in this series are Janos Ferencsik, Andras Korody, György Lehel, Miklos Erdelyi and Gyula Nemeth.

Three complete operas will be released: "Cavalleria Rusticana," by Mascagni, "I Pagliacci," by Leoncavallo, and the one act opera by the young Hungarian composer Emil Petrovics. An excerpt album of Mozart's "Don Giovanni," is also in the works.

Four operetta highlights will soon be offered, including "Sybil," "Der Graf von Luxemburg," "Gul Baba," and "Lt. Col. Maria" by Jenő Huszka.

Additional recordings planned will be of gypsy music, songs, and two hundred recordings of dance music.

PAUL GYONGY

NO.1 HIT *Cry Baby* / NO.2 *Baby Don't You Weep* / NO.3 *Precious Love*

NOW HIT NO.4

"TELL ME BABY"

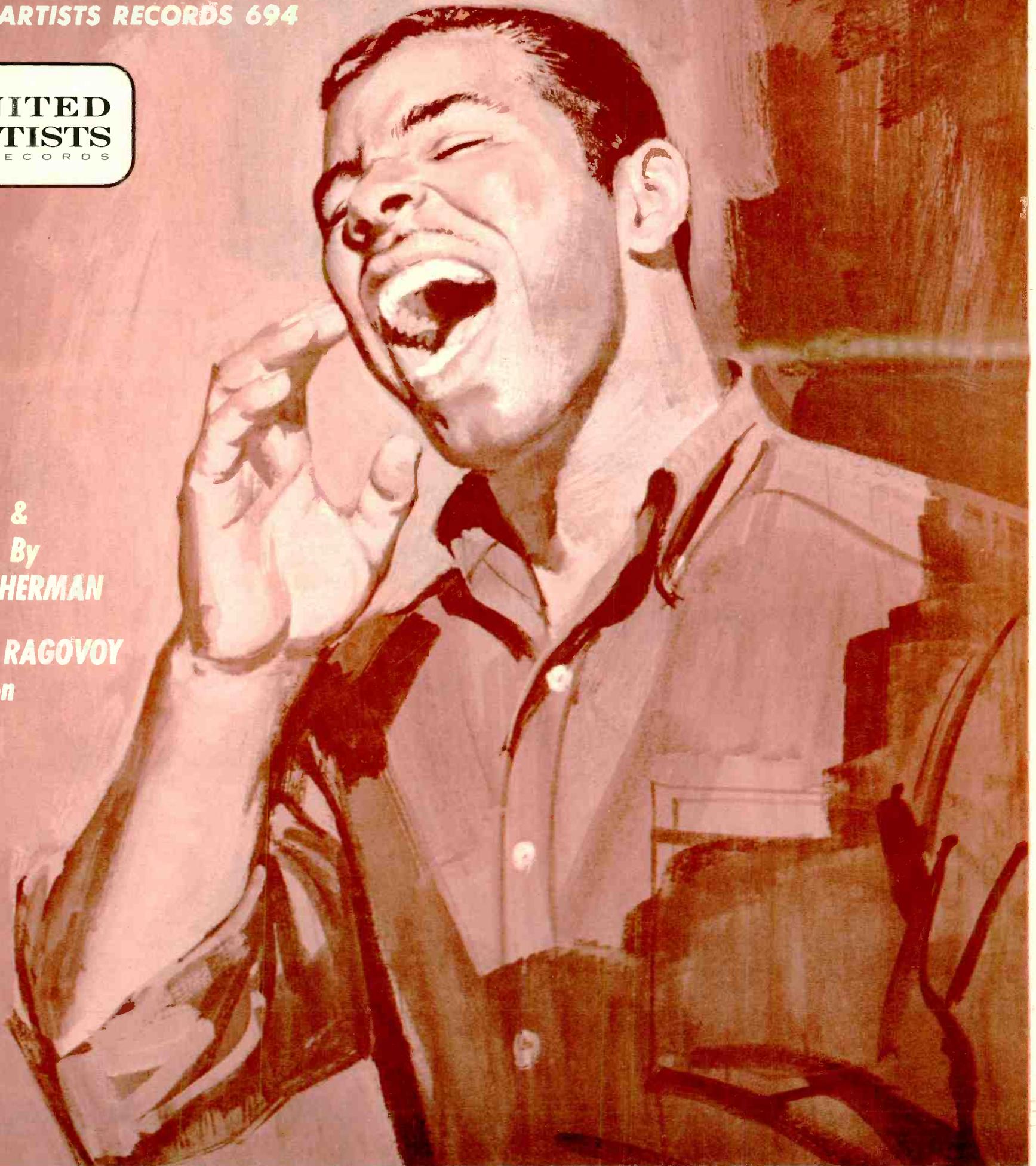
GARNET MIMMS AND THE ENCHANTERS

UNITED ARTISTS RECORDS 694



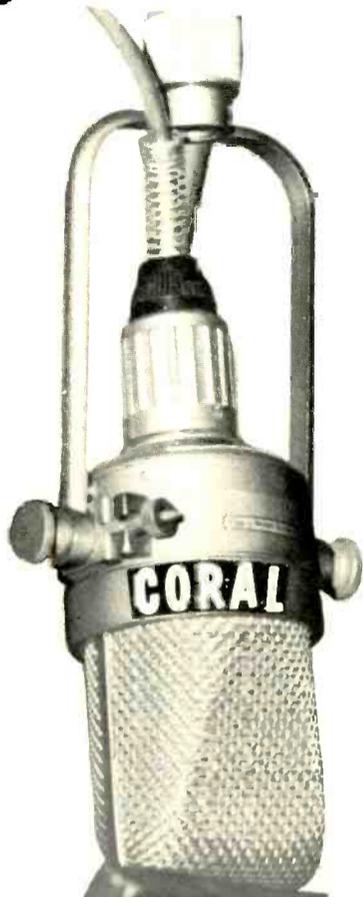
Arranged &
Produced By
GARRY SHERMAN

A **JERRY RAGOVY**
Production



JAY

(formerly of JAY and The Americans)



NOW
Exclusively on
CORAL Records

sings his
latest hit single

HOW SWEET IT IS

C/W

I RISE, I FALL

CORAL 62396

Arranged & Conducted by Dick Jacobs

AVAILABLE AT ALL DECCA BRANCHES... NOW!

HOT 100

★ STAR performer—Sides registering greatest proportionate upward progress this week.



Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 33 songs.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 34-66.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large alphabetical list of songs and artists, including Abigail Beecher, As Usual, Ask Me, Baby, I Love You, etc.

ALBUM REVIEWS

Billboard



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



POP SPOTLIGHT
SURFIN' BIRD

The Trashmen. Barrett LPGA 200 (M)

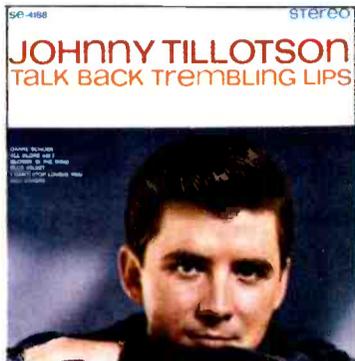
The mad and frantic Trashmen sound is applied to LP in a new set full of wild material, much of it in the vein of "Surfin' Bird," their smash single. The latter, incidentally, is included, along with such interesting items as "Tube City," "Kuk," "Henrietta," "Bird Bath" and "King of the Surf." A rip-roaring set that should step out fast.



POP SPOTLIGHT
TALK BACK TREMBLING LIPS

Johnny Tillotson. MGM E 4188 (M); SE 4188 (S)

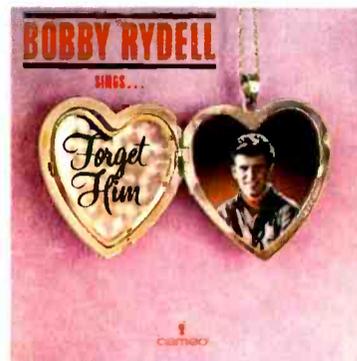
Tillotson's initial MGM single, "Talk Back Trembling Lips," has been his biggest in a good spell and this album, taking the hit for its title, can do likewise. The lad is in fine voice against superior backings by Bill McElhiney and on a few tracks by Larry Wilcox. Tunes are all recent hits, including "Danke Schoen," "All Alone Am I" and "Blowin' in the Wind." Good wax that can step right out.



POP SPOTLIGHT
FORGET HIM

Bobby Rydell. Cameo C 1080 (M); SC 1080 (S)

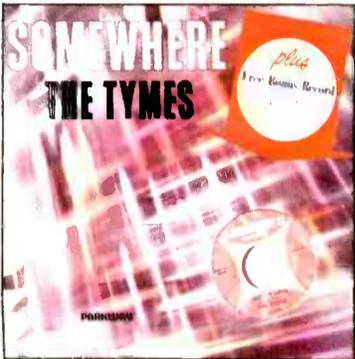
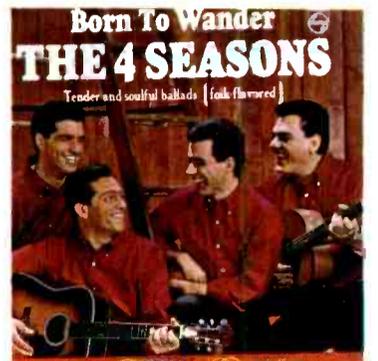
Rydell's last album contained a single of "Forget Him," in a die-cut pocket in the front cover, as his "possible" new single. It turned out to be the single and it has since been riding the charts. Here, it becomes the title of another new album which also contains a number of tunes that have been hits for the young singer in Europe but not here. Linger ask fans for comment on their choices for best tracks.



POP SPOTLIGHT
BORN TO WANDER

4 Seasons. Philips PHM 200-129 (M); PHS 600-129 (S)

The hit-making 4 Seasons apply their distinctive sound to 12 contemporary folk-type tunes. Included are renditions of such favorites as "Where Have All The Flowers Gone," and newcomers like "No Surfin' Today." The group proves equally at home with the folk ballad as they have been with up-tempo rockers.



POP SPOTLIGHT
SOMEWHERE

The Tymes. Parkway P 7039 (M); SP 7039 (S)

Here's another of Parkway's piggy-back type sets, in which a bonus single is slipped into the die-cut album cover, which, in effect provides 14 sides by the hit-making group. In addition, the concert includes their current smash, "Somewhere," plus "Till the End of Time," "The Lamp is Low," "There Is Love" and on the single, "Isle of Love" and "I'm Always Chasing Rainbows." Good packages, well-conceived.



POP SPOTLIGHT
LIVING A LIE

Al Martino. Capitol T 2040 (M); ST 2040 (S)

Martino has had a steady stream of hits since his resurgence early last year, and "Living a Lie" is one of these. This winning ditty is included and the 11 companion tunes all have much the same catchy, nostalgic flavor of performance and arrangement with chorus. "Mexicali Rose," "Vaya con Dios," "Don't Cry Joe" and "Careless" are typical.



POP SPOTLIGHT
THE SOUNDS OF THE HIT GROUPS

Various Artists. United Artists UAL 3322 (M); UAS 6322 (S)

There's plenty in this one to whet the buying appetites of rock devotees. Five top groups are featured, performing several of their most powerful hits. Among the entries are: "Cry Baby," Garnet Mimms and the Enchanters; "Only in America," Jay and the Americans, and "Irresistible," the Angels.



POP SPOTLIGHT
APOLLO SATURDAY NIGHT

Various Artists. Atco 33-159 (M)

Devotees of the hot-pop stylings of Rufus Thomas, Ben E. King, the Coasters, Doris Troy, Otis Redding and the Falcons will delight in this LP, recorded live at the Apollo Theater in New York. The audience reaction adds even more excitement to the already exciting performances. LP is not banded, featuring a continuous performance, but renditions of songs as presented here are not heard on singles.



POP SPOTLIGHT
HERE'S LENA NOW!

Lena Horne. 20th Century-Fox TFM 3115 (M); TFS 4115 (S)

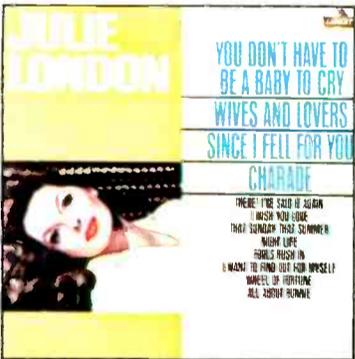
One of Miss Horne's strongest LP entries in quite some time. Supported by Ray Ellis' rich and vibrant orchestration, a full chorus, and top-notch arrangements, Miss Horne lends her distinctive styling to both ballads and up-tempo standards. Included are: "Great Day," "Distant Melody," and "Once In A Lifetime." Socko programming! Exciting listening! Highly recommended!



POP SPOTLIGHT
JULIE LONDON

Liberty LRP 3342 (M); LST 7342 (S)

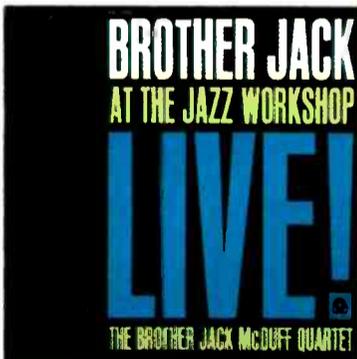
Julie projects a much wider tonal range in this waxing than is usually associated with the whispery, sexy-voiced thrush. Although Julie still sounds like the sultriest singer around, there's also a new brightness to her singing which adds up to first-rate performances on current pop hits such as "Wives and Lovers," "Night Life," and "Charade," to name a few.



POP SPOTLIGHT
BROTHER JACK McDUFF AT THE JAZZ WORKSHOP

Prestige 7286 (M)

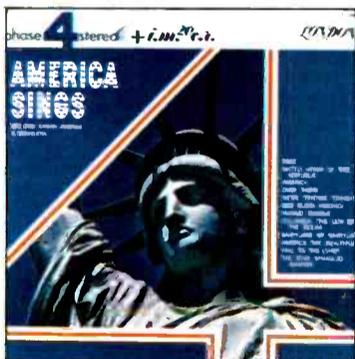
Recorded live before an enthusiastic audience, McDuff's organization will delight the pop as well as the jazz lover. The artist has achieved increasing popularity over the years with several best selling albums to his credit. Herein he runs the gamut from soulful blues to rollin' swing. "Grease Monkey" is distinctively commercial enough to be a pop single.



POP SPOTLIGHT
AMERICA SINGS

Eric Rogers Chorale & Ork. London SP 44035 (S)

Outstanding choral and orchestral interpretations of 12 of our nation's songs of patriotism. A few of the songs, given the big-band, massed choral treatment are: "Dixie," "America," "Hail to the Chief," "God Bless America," and "The Star-Spangled Banner." Excellent for special radio station programming. Album should appeal to patriots everywhere.



POP SPOTLIGHT
SNAP YOUR FINGERS

Barbara Lewis. Atlantic 8090 (M)

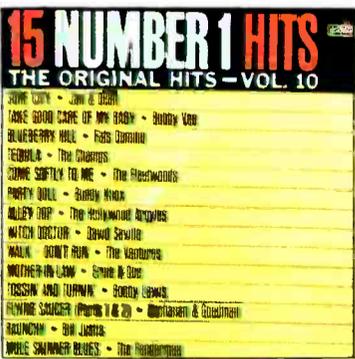
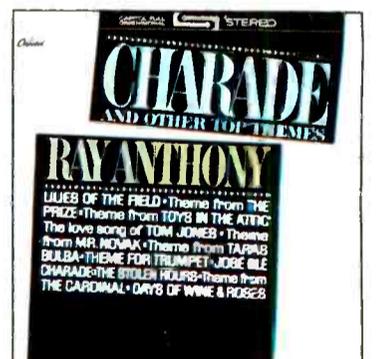
Young Miss Lewis is already on the charts with the title tune of this album, but there's lots more great material. The album is subtitled "Sings the Great Soul Tunes" and blues is just what happens. Such fine items as "Bring It on Home to You," "Twist and Shout," "Stand by Me" and "What'd I Say" are just a few of the tracks that graphically make the point.



POP SPOTLIGHT
CHARADE & OTHER TOP THEMES

Ray Anthony. Capitol T 2043 (M); ST 2043 (S)

Trumpeter Ray Anthony has another impressive package here. He and an ork that includes strings, play a string of themes from recent flicks. The set is filled with inventive use of melody, and voices are used on some of the tracks. Among the tracks are: "Lilies of the Field," "The Prize," "Tom Jones," "Charade" and "Days of Wine and Roses," to mention a few.



POP SPOTLIGHT
15 NUMBER 1 HITS (ORIGINAL HITS-VOL. 10)

Various Artists. Liberty LRP 3344 (M)

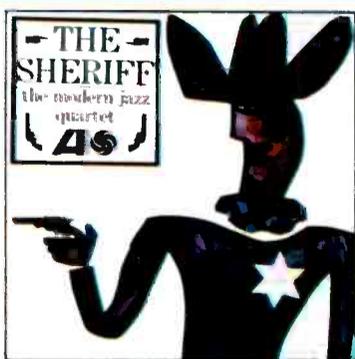
Here's a particularly strong oldies but goodies type package of very recently released singles and some that go back a bit. Indicative are such items as "Surf City" by Jan and Dean; "Take Care of My Baby" by Bobby Vee from the recent Liberty list; Fats Domino's "Blueberry Hill" and "Mother-in-Law" by Ernie K. Doe.



POP SPOTLIGHT
THE MAKING OF THE PRESIDENT 1960

TV Sound Track. United Artists UXL 9 (M)

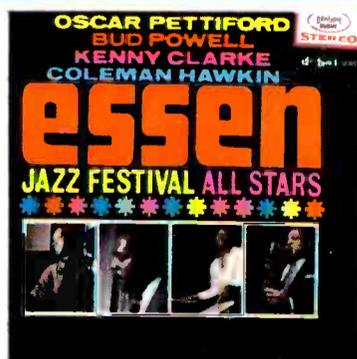
This two-pocket LP set is from the television production of just a few weeks ago. The highly acclaimed show, of course, was based upon the Pulitzer prize-winning book by Theodore H. White. It's based on the presidential campaign of the late John F. Kennedy and should score widely among critics and the documentary-minded recording public.



JAZZ SPOTLIGHT
THE SHERIFF

Modern Jazz Quartet. Atlantic 1414 (M)

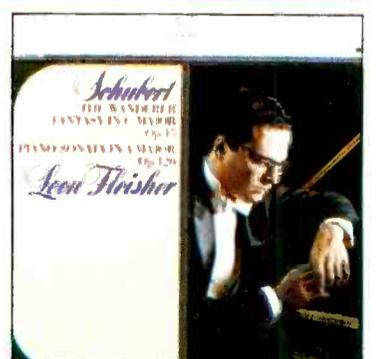
More quiet and swinging sounds from the MJQ. The LP features some spectacular work from vibes player Milt Jackson and lovely, winsome piano by John Lewis. The album features a variety of music in the best of all possible MJQ styles—fluid yet swinging. There is bossa nova, an original or two and a standard. Particularly delightful is the Quartet's interpretation of the Villa Lobos "Bachianas Brasileiras."



JAZZ SPOTLIGHT
THE ESSEN JAZZ FESTIVAL ALL-STARS

Various Artists. Fantasy 6015 (M); 86015 (S)

Here's an album that should be a delight for many jazz collectors. It was recorded at the Essen, Germany, jazz festival in 1960 and features Coleman Hawkins (on tour on the Continent) with three of the leading expatriate jazzmen, Bud Powell, Kenny Clarke and the late Oscar Pettiford. Album features much strong playing.



CLASSICAL SPOTLIGHT
SCHUBERT: THE WANDERER/PIANO SONATA IN A MAJOR

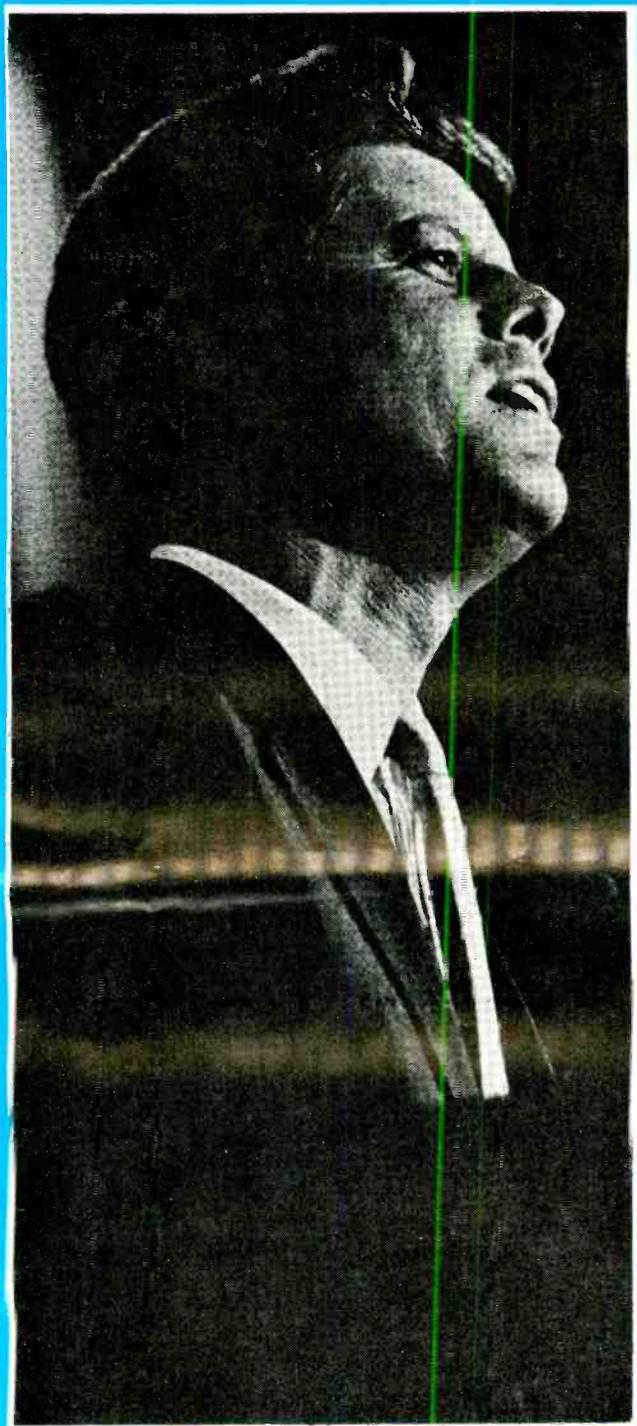
Leon Fleisher. Epic LC 3874 (M) BC 1274 (S)

Leon Fleisher is one of the most remarkable interpreters of the romantic repertoire around today, and the performances on this disk are simply brilliant. Continuity, technique, concentration, style and breadth give these works tremendous life. A former student of Schnabel, Fleisher continues to grow in performance, not unlike the late maestro himself.

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THE ORIGINAL SOUND TRACK TO THE
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Original Sound Track from the Widely Acclaimed Television Show



THE MAKING OF THE PRESIDENT 1960



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THAT WON THE PULITZER PRIZE FOR

THEODORE H. WHITE

Produced on Television by David L. Wolper Productions, Inc.
Narrated by Martin Gabel



THE MAKING OF THE PRESIDENT, 1960 • UNITED ARTISTS UXL-9



A MONUMENTAL TWO-RECORD SET AT POPULAR PRICES

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THEODORE H. WHITE

from his Pulitzer-Prize Winning Novel

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Lyndon B. Johnson • Harry S. Truman • Adlai Stevenson
Richard M. Nixon • Barry Goldwater • Nelson Rockefeller
Stuart Symington • Hubert Humphrey • and others in the
definitive recorded documentation of the
American political scene.

TOP LP'S

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

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE SINGING NUN Philips PCC 203 (M); PCC 603 (S)	14	52	61	110 IN THE SHADE Original Cast, RCA Victor LOC 1085 (M); LSO 1085 (S)	6	103	86	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M); VSD 2097 (S)	115
2	2	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	16	53	83	OLDIES BUT GOODIES, VOL. 6 Various Artists, Original Sound 5011 (M); 8855 (S)	3	104	99	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	34
3	92	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	2	54	57	WONDERFUL! WONDERFUL! Lawrence Welk, Dot DLP 3552 (M); DLP 2552 (S)	10	105	140	OKLAHOMA Sound Track, Capitol WAO 595 (M); SWAO 595 (S)	257
4	5	LITTLE DEUCE COUPE Beach Boys, Capitol T 1998 (M); ST 1998 (S)	14	55	41	THE BEST OF THE KINGSTON TRIO Capitol T 1705 (M); ST 1705 (S)	88	106	115	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001 (M); AMS 88001 (S)	64
5	6	THAT WAS THE WEEK THAT WAS Various Artists, Decca DL 9116 (M); DL 79116 (S)	7	56	58	THE VENTURES IN SPACE Dolton BLP 2027 (M); BST 8027 (S)	3	107	85	ROBERT GOULET IN PERSON Columbia CL 2088 (M); CS 8888 (S)	17
6	4	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	94	57	69	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	27	108	105	HERE'S LOVE Original Cast, Columbia KOL 6000 (M); KOS 2400 (S)	13
7	3	FUN IN ACAPULCO Elvis Presley, RCA Victor LPM 2756 (M); LSP 2756 (S)	8	58	47	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	301	109	122	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M); ST 1914 (S)	35
8	8	JOHN F. KENNEDY—THE PRESIDENTIAL YEARS 1960-1963 20th Century-Fox TFM 3127 (M); (no Stereo)	7	59	—	INTRODUCING THE BEATLES See Jay LP 1062 (M); SR 1062 (S)	1	110	135	SINCE I FELL FOR YOU Lenny Welch, Cadence CLP 3068 (M); CLP 25068 (S)	2
9	7	WEST SIDE STORY Sound Track, Columbia OL 5670 (M); OS 2070 (S)	120	60	60	DRAG CITY Jan & Dean, Liberty LRP 3339 (M); LST 7339 (S)	4	111	109	KENNEDY & ROOSEVELT John F. Kennedy & Franklin D. Roosevelt, Somerset 16100 (M); (no Stereo)	4
10	11	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	22	61	54	THE BIG SOUNDS OF THE DRAGS Capitol T 2001 (M); ST 2001 (S)	9	112	—	LIVING A LIE Al Martino, Capitol T 1975 (M); ST 1975 (S)	1
11	10	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	56	62	55	CHAD MITCHELL TRIO SINGIN' OUR MIND Mercury MG 20838 (M); SR 60838 (S)	14	113	94	BUDDY HOLLY STORY Coral CRL 57279 (M); (no Stereo)	161
12	9	JOAN BAEZ IN CONCERT, PART 2 Vanguard VRS 9113 (M); VSD 2123 (S)	10	63	52	LAWRENCE OF ARABIA Sound Track, Colpix CP 514 (M); SCP 514 (S)	50	114	117	KATE SMITH AT CARNEGIE HALL RCA Victor LPM 2819 (M); LSP 2819 (S)	8
13	13	CURB YOUR TONGUE, KNAVE! Smothers Brothers, Mercury MG 20862 (M); SR 60862 (S)	9	64	53	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675 (M); SR 60675 (S)	50	115	104	BIG FOLK HITS Brothers Four, Columbia CL 2033 (M); CS 8833 (S)	18
14	16	WASHINGTON SQUARE Village Stompers, Epic LN 24078 (M); BN 26078 (S)	15	65	48	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 (M); SR 60611 (S)	31	116	118	BROTHER JACK McDUFF LIVE Prestige PR 7274 (M); ST 7274 (S)	14
15	26	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	44	66	40	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	216	117	128	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	45
16	42	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	21	67	49	WIPE OUT Surfaris, Dot DLP 3535 (M); DLP 2535 (S)	27	118	107	HERBIE MANN LIVE AT NEWPORT Atlantic 1413 (M); SD 1413 (S)	8
17	12	TRINI LOPEZ AT PJ's Reprise R 6103 (M); RS 6103 (S)	30	68	66	BLUE VELVET Bobby Vinton, Epic LN 24068 (M); BN 26068 (S)	27	119	119	JOHN FITZGERALD KENNEDY—THE PRESIDENTIAL YEARS 1960-1963 Pickwick JK 1 (M); (No Stereo)	3
18	18	JOHN F. KENNEDY—MEMORIAL ALBUM Premier 2099 (M); (no Stereo)	4	69	71	SING A SONG WITH THE KINGSTON TRIO Capitol KAO 2005 (M); SKAO 2005 (S)	5	120	126	CHECKERED FLAG Dick Dale & His Del-Tones, Capitol T 2002 (M); ST 2002 (S)	9
19	19	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	16	70	76	ANY NUMBER CAN WIN Jimmy Smith, Verve V 8552 (M); V6-8552 (S)	14	121	133	BLUE VELVET AND 1963's GREAT HITS Billy Vaughn, Dot DLP 3559 (M); DLP 2559 (S)	2
20	20	MORE TRINI LOPEZ AT PJ's Reprise R 6103 (M); RS 6103 (S)	10	71	63	WE SHALL OVERCOME Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	9	122	113	THE NEW CHRISTY MINSTRELS Columbia CL 1872 (M); CS 8672 (S)	63
21	15	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	18	72	80	THE BEST OF THE CHAD MITCHELL TRIO Kapp KL 1334 (M); KS 3334 (S)	20	123	125	THERE'S A MEETIN' HERE TONIGHT Joe & Eddie, Crescendo GNP 86 (M); GNP 86 (S)	4
22	14	SHUT DOWN Various Artists, Capitol T 1918 (M); DT 1918 (S)	31	73	72	MANTOVANI MANHATTAN London LL 3328 (M); PS 328 (S)	14	124	141	ETTA JAMES ROCKS THE HOUSE Argo LP 4032 (M); LP 4032 (S)	2
23	24	ROMANTICALLY Johnny Mathis, Columbia CL 2098 (M); CS 8898 (S)	7	74	65	HOT ROD RALLY Various Artists, Capitol T 1997 (M); ST 1997 (S)	9	125	127	LESLEY GORE SINGS FOR MIXED-UP HEARTS Mercury MG 20849 (M); SR 60849 (S)	3
24	17	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	42	75	67	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	379	126	139	IN THE SUMMER OF HIS YEARS Connie Francis, MGM E 4210 (M); SE 4210 (S)	2
25	29	CHARADE Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)	7	76	98	LOUIE LOUIE Kingsmen, Wand 657 (M); (no Stereo)	4	127	78	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	53
26	31	RICK NELSON SINGS "FOR YOU" Decca DL 4479 (M); DL 74479 (S)	6	77	70	LET'S GO Ventures, Dolton BLP 2024 (M); BST 8024 (S)	24	128	103	TIME OUT Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	160
27	21	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	159	78	59	LET ME SING Brenda Lee, Decca DL 4439 (M); DL 74439 (S)	8	129	150	I'M LEAVING IT UP TO YOU AND 11 OTHER HIT SONGS Dale & Grace, Montel MLP 100 (M); MLP 100 (S)	2
28	23	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	84	79	97	MONDO CANE Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	30	130	121	THE DREAM DUET Anna Moffo/Sergio Franchi, RCA Victor LM 2675 (M); LSC 2675 (S)	3
29	39	THE WONDERFUL WORLD OF ANDY WILLIAMS Columbia CL 2137 (M); CS 8937 (S)	3	80	90	PICK HITS OF THE RADIO GOOD GUYS Various Artists, Laurie LLP 2021 (M); (No Stereo)	4	131	145	THERE! I'VE SAID IT AGAIN Bobby Vinton, Epic LN 24081 (M); BN 26081 (S)	2
30	30	MARIA ELENA Los Indios Tabajaras, RCA Victor LPM 2822 (M); LSP 2822 (S)	13	81	68	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2077 (S)	102	132	96	THE SURFARIS PLAY Decca DL 4470 (M); DL 74470 (S)	11
31	33	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	14	82	84	THE IMPRESSIONS ABC-Paramount ABC 450 (M); ABCS 450 (S)	24	133	144	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor LPM 2835 (M); LSP 2835 (S)	2
32	37	SINATRA'S SINATRA Frank Sinatra, Reprise R 1010 (M); R9-1010 (S)	19	83	75	GOLDEN HITS OF THE 4 SEASONS See Jay LP 1065 (M); SR 1065 (S)	23	134	—	EVERYTHING IS A-OK Astronauts, RCA Victor LPM 2782 (M); LSP 2782 (S)	1
33	22	ELVIS' GOLDEN RECORDS, VOL. 3 Elvis Presley, RCA Victor LPM 2765 (M); LSP 2765 (S)	22	84	79	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	94	135	—	A LETTERM KING OF LOVE Capitol T 2013 (M); ST 2013 (S)	1
34	28	SURFIN' U. S. A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	41	85	106	TOP HITS OF 1963 SUNG BY BOBBY RYDELL Cameo C 1070 (M); SC 1070 (S)	4	136	114	SCARLETT O'HARA Lawrence Welk, Dot DLP 3528 (M); DLP 2528 (S)	27
35	25	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	68	86	82	WEST SIDE STORY Original Cast, Columbia OL 5230 (M); OS 2001 (S)	174	137	—	OUT OF LIMITS Marklets, Warner Bros. W 1537 (M); WS 1537 (S)	1
36	91	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)	3	87	146	TIME TO THINK Kingston Trio, Capitol T 2011 (M); ST 2011 (S)	2	138	124	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	43
37	27	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	45	88	81	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S)	34	139	—	SOLID GOLD STEINWAY Roger Williams, Kapp KL 1354 (M); KS 3354 (S)	1
38	51	OLIVER Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	67	89	102	ELLA & BASIE Ella Fitzgerald & Count Basie, Verve V 4061 (M); V6-4061 (S)	17	140	120	HEAVENLY Johnny Mathis, Columbia CL 1351 (M); CS 8152 (S)	229
39	64	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M); KS 3352 (S)	7	90	110	THIS IS ALL I ASK Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	25	141	134	THE LANGUAGE OF LOVE Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	23
40	35	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	43	91	101	GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005 (M); MS 3005 (S)	28	142	149	THE SOUND OF THE WONDERFUL TYMES Parkway P 7038 (M); SP 7038 (S)	8
41	32	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	24	92	62	SUGAR SHACK Jimmy Gilmer & The Fireballs, Dot DLP 3545 (M); DLP 2545 (S)	13	143	—	THE CARDINAL Sound Track, RCA Victor LOC 1084 (M); LSO 1084 (S)	1
42	46	JFK THE MAN, THE PRESIDENT Barry Gray, Documentaries Unlimited 1 (M); (no Stereo)	5	93	73	KNOCKERS UP Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	170	144	112	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	29
43	45	THE JAMES BROWN SHOW King 826 (M); S 826 (S)	33	94	93	THE VERY BEST OF CONNIE FRANCIS MGM E 4167 (M); SE 4167 (S)	15	145	131	JOHNNY Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	25
44	34	MY SON, THE NUT Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	26	95	—	FOUR DAYS THAT SHOCKED THE WORLD Various Artists, Colpix CP 2500 (M); (no Stereo)	1	146	137	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	67
45	38	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	73	96	88	THE BEST OF JOAN BAEZ Squire SQ 33001 (M); SQ 33001 (S)	12	147	129	PETER NERO IN PERSON RCA Victor LPM 2710 (M); LSP 2710 (S)	23
46	43	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	92	97	95	DEEP PURPLE Nino Tempo & April Stevens, Atco 156 (M); SD 156 (S)	12	148	77	FRANK FONTAINE SINGS LIKE CRAZY ABC-Paramount ABC 460 (M); ABCS 460 (S)	25
47	50	HOW THE WEST WAS WON Sound Track, MGM 1E5 (M); 1E5E (S)	43	98	74	BANNED IN BOSTON Rusty Warren, Jubilee JGM 2049 (M); (no Stereo)	17	149	136	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032 (M); LSO 1032 (S)	253
48	36	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	25	99	89	CONCERT FOR LOVERS Ferrante & Teicher, United Artists UAL 3315 (M); UAS 6315 (S)	9	150	143	THE GREAT ESCAPE Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)	21
49	56	PAINTED, TAINTED ROSE Al Martino, Capitol T 1975 (M); ST 1975 (S)	18	100	100	THE FREEWHEELIN' BOB DYLAN Columbia CL 1986 (M); CS 8786 (S)	23				
50	44	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); (no Stereo)	76	101	111	JOHN FITZGERALD KENNEDY—A MEMORIAL ALBUM Diplomat 10000 (M); (No Stereo)	3				
51	87	THE GIRL WHO CAME TO SUPPER Original Cast, Columbia KOL 6020 (M); KOS 2420 (S)	3	102	108	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691 (M); LSP 2691 (S)	32				



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ALBUM REVIEWS (continued)



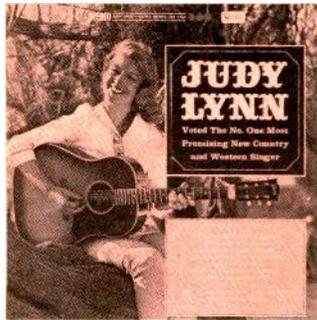
CLASSICAL SPOTLIGHT
TREASURES FOR THE VIOLIN
 Henryk Szeryng. Mercury MG 50367 (M); SR 90367 (S)

Szeryng performs these musical vignettes with all the love and attention to detail as though they were works of more monumental scale. His virtuosity is shimmering and marked by security and freedom. This album is a noble follow-up to his latest Mercury release of Kreisler Favorites. Included are Bartok's "Roumanian Dances," Debussy's lovely "La Plus Que Lente," Brahms' "Hungarian Dance," and Rimsky-Korsakov's "Flight of the Bumble Bee."



LOW PRICE POP SPOTLIGHT
BEATLE MANIA! IN THE U.S.A.
 The Liverpools. Wyncote W 9001 (M); SW 9001 (S)

Here's a budget version of the Beatles' sound and the package has been well-planned to cash in on the rage. The cover emblazons the word "Beatle-Mania," and the drawings show the haircut styles of the famous group. Included, too, are a flock of the Beatles' smashes, "She Loves You," "I Want to Hold Your Hand," "Please Please Me," and others. This could be a solid seller.



COUNTRY SPOTLIGHT
JUDY LYNN
 United Artists UAL 3342 (M); UAS 6342 (S)

This gal becomes better with each set. In this latest, Miss Lynn devotes herself almost exclusively to weepers of one sort or another in slow, medium and waltz rhythms. With her meaningful, pop-country touches, she sings "Tell Mother I'll Be There," "You Cross My Mind," "How Lonesome Is Lonesome," "Antique in My Closet," and "The Big Cry." Strong wax that should please her many fans.



LOW PRICE POP SPOTLIGHT
MUSIC TO HELP YOU STOP SMOKING
 Living Strings. RCA Camden CAL 821 (M); CAS 821 (S)

The Living Strings are almost certain to pay their way handsomely each time out but here's a new one that could do better than usual because of its extremely topical title. The music is of its normal high caliber with repertoire drawn from light classics and standard field—"Clair de Lune," "Autumn Leaves," "If Ever I Would Leave You," etc., but the title figures as made to order merchandising plus.



COUNTRY SPOTLIGHT
ORIGINAL COUNTRY HITS #2
 Various Artists. Liberty LRP 3345 (M)

Here is as fine a collection of country-based disk hits—from various original label sources—as is now available. The titles speak for themselves: Dave Dudley's "Six Days on the Road," "San Antonio Rose," by Wills and Duncan; "Mama Sang a Song," by Walter Brennan; "Jole Blon," by Moon Mullican; and "Sally Was a Good Old Girl," by Hank Cochran. Good country collector wax.



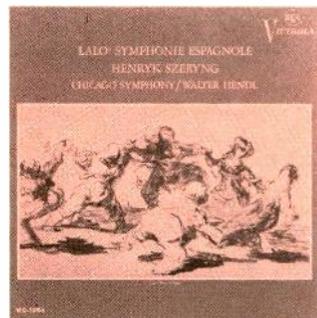
POP LOW PRICE SPOTLIGHT
TOO BEAUTIFUL FOR WORDS
 Living Strings. RCA Camden CAL 791 (M); CAS 791 (S)

Another attractive package of standards done up in the shimmering loveliness of the Living Strings. The set is replete with beautiful melody embellished and framed in entrancing arrangements. Typical titles are "Too Beautiful for Words," "Red Sails in the Sunset," "Black Magic," "Intermezzo," and "The One Rose."



LATIN SPOTLIGHT
CANCION DEL CORAZON
 Jose Alfredo Jimenez. Columbia EX 5112 (M)

Jimenez, Mexico's top balladeer, is presented here in another excellent program of romantic Latin songs. Again, his singing is marked by his customary degree of passion. Backing by strings, guitar and trumpets is characteristically well done. Selections include "El Ultimo Beso," "Mis Ojos Me Denuncian," and "Cuando Los Anos Pasen."



LOW PRICE CLASSICAL SPOTLIGHT
LALO: SYMPHONIE ESPAGNOLE
 Henryk Szeryng. Chicago Symphony Orchestra (Hendl) RCA Victorola. VIC 1064 (M); VICS 1064 (S)

"Symphonie Espagnole" is a very popular war horse, and as Szeryng performs it here, it has all the bombast and snap that is required to make it come off. All the elements required to excite the listener from dazzling virtuosity to sensuous melody—are brilliantly executed. This "concerto" is played in its entirety here—i.e., it includes the Intermezzo section frequently omitted.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

INTRODUCING THE BEATLES

Vee Jay LP 1062 (M); SR 1062 (S)

FOUR DAYS THAT SHOCKED THE WORLD

Various Artists, Colpix CP 2500 (M); (no Stereo)

LIVING A LIE

Al Martino, Capitol T 1975 (M); ST 1975 (S)

★ NEW ACTION LP's

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

YOU MAKE ME FEEL SO YOUNG . . .

Ray Conniff, His Ork & Chorus, Columbia CL 2118 (M); CS 8918 (S)

GORME COUNTRY STYLE . . .

Eydie Gorme, Columbia CL 2120 (M); S 8920 (S)

HOT ROD HOOTENANNY . . .

Mr. Gasser With the Weirdos, Capitol T 2010 (M); ST 2010 (S)

PERCY FAITH & HIS ORK PLAY GREAT FOLK THEMES . . .

Columbia CL 2108 (M); CS 8908 (S)

I REMEMBER BUDDY HOLLY . . .

Bobby Vee, Liberty LRP 3336 (M); LST 7336 (S)

BIG HOT ROD HITS . . .

Various Artists, Capitol T 2024 (M); ST 2024 (S)

SUNDAY IN NEW YORK . . .

Peter Nero, RCA Victor LPM 2827 (M); LSP 2827 (S)

LADY IN THE DARK . . .

Original Cast, Columbia OL 5990 (M); OS 2390 (S)

HITS OF STREET AND STRIP . . .

Competitors, Dot DLP 3542 (M); DLP 25542 (S)

BEAUTY AND THE BEARD . . .

Al Hirt & Ann-Margret, RCA Victor LPM 2690 (M); LSP 2690 (S)

TOM JONES . . .

Sound Track, United Artists UAL 4113 (M); DAS 5113 (S)

JOE AND EDDIE COAST TO COAST . . .

Crescendo GNP 96 (M); GNPS 96 (S)

YOU DON'T HAVE TO BE A BABY TO CRY . . .

Caravelles, Smash MGS 27044 (M); SRS 67044 (S)

WOMEN IN MY LIFE . . .

Sergio Franchi, RCA Victor LM 2696 (M); LSC 2696 (M)

HIGH FLYING BIRD . . .

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

LIVING VOICES SING SMOKE GETS IN YOUR EYES AND OTHER BEAUTIFUL SONGS . . .

Camden CAL 764 (M); CAS 764 (S)

I WONDER WHAT SHE'S DOING TONIGHT . . .

Barry and the Tamerlanes, Valiant 406 (M); (no Stereo)

ACADEMY AWARD LOSERS . . .

Steve Lawrence, Columbia CL 2121 (M); CS 8921 (S)

HAVE SOME NUTS!!! . . .

Vaughn Meader, Verve V 15042 (M); V6-15042 (S)

SURFINGS GREATEST HITS . . .

Various Artists, Capitol T 1995 (M); ST 1995 (S)



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

SHIRLEY HORN WITH HORNS

Mercury MG 20835 (M); SR 60835 (S)

The blend is as great as eggnog made with 50-year-old Napoleon brandy. The creamy voice of Shirley Horn is both soothing and exciting. Quincy Jones' four trumpets, four trombones and four French horns provide more than just backing for Shirley's talents—as one equally compliments the other. Fine repertoire includes "On the Street Where You Live," "Mack the Knife," "Come Dance With Me," and "The Good Life."



POP SPECIAL MERIT

A FILM CONCERT

Clebanoff Strings, Ork & Chorus
 Mercury MG 20887 (M); SR 60887 (S)

Unlike most of the original sound-track offerings, this LP of important movie themes treats each composition as an individual piece of music. The effect is highly listenable. Clebanoff's full strings, vibrant, choral music, like "Charade," "Caesar and Cleopatra Theme," "More"—to name a few adds up to a rich musical treat. Highly recommended.



POP SPECIAL MERIT

COUNTRY MEETS FOLK

Brian Hyland
 ABC-Paramount; ABC 463 (M); ABCS 463 (S)

Hyland has had his share of hits and he has the power to get back in the chart derby, particularly with some of these well-done tunes, which are taken from both the country and the folk-pop idiom. The slick backings use 12-string guitar, five-string banjo and four-string fender bass. Repertoire includes "Act Naturally," "Folsom Prison," "Candy Man," "Green Green," and "Baby What You Want Me to Do."



POP SPECIAL MERIT

VIENNA CITY OF DREAMS

Anton Karas
 London LL 3319 (M); SP 319 (S)

Anton Karas is known as the man who offered (and wrote) the famous "Third Man Theme," also known as "The Harry Lime Theme" from "The Third Man." Here is Karas again, with another solo excursion with the unique sound of the zither, playing many songs familiar to the Viennese scene. The original "Third Man" material leads things off with "Lili Marlene," "In Grinzling," and the title song is also here.



POP SPECIAL MERIT

THE GOOD TIME SINGERS

Capitol T 2041 (M); ST 2041 (S)

Here's one of the most talented and exciting folk-pop ensembles to hit wax since the New Christy Minstrels. Seven men and three girls comprise the group, which was formed the only last autumn, and has since been a regular feature of the Andy Williams TV show. They have a mighty happy, fresh sound, better than average playing 12-string guitars, regular guitars and banjo, and solid vocal arrangements. "Rock Island Line," "Freedom Calling," and "Banks of the Ohio" are tops.



POP SPECIAL MERIT

RUGANTINO

Original Cast
 Warner Bros. H 1528 (M) HS 1528 (S)

Warner Bros. has an unusual import here. The original cast LP of the hit Italian musical—in Italian, of course—is accompanied by a 24-page souvenir booklet. The musical will be performed here—with English subtitles—as one of Italy's contributions to the World's Fair. The score is delightful and imaginatively written and performed by a first-rate cast. Will appeal to the curious—and, of course, those who are fortunate enough to see the show.



POP SPECIAL MERIT

PERSPECTIVE ON BUD AND TRAVIS

Liberty LRP 3341 (M); LST 7341 (S)

The popular folk duo is in its usual top professional form in this album of American and Latin, folk-oriented songs. Their performance, as usual, is refreshingly unaffected. Among the many fine tracks are "I Never Will Marry," "Maria Cristina," and Bob Dylan's lovely "Tomorrow Is a Long Time."



POP SPECIAL MERIT

THE ROMANTIC PIANOS OF RONNIE ALDRICH

London SP 44042 (S)

Ronnie Aldrich submits another fine program of superbly arranged standards for two pianos and strings. Emphasis is on the stereo quality, designed for comfortable listening. The type of tunes you can expect to hear are favorites like "Deep Purple," "Moonlight in Vermont," and "If I Loved You."



POP SPECIAL MERIT

A MAN'S A MAN

Original Cast
 Spoken Arts 870 (M)

Eric Bentley's taut adaptation of this Brecht play, which ran for over 250 performances in New York last season, is deservedly preserved here. Music by Joseph Raposo, and lyrics by Bentley, have been perceptively fashioned within the frame of Brecht's satirical reference to man's nebulous role in society. Should be recommended for anyone who appreciates the classic "Threepenny Opera."



POP SPECIAL MERIT

BAWDY HOOTENANNY

Oscar Brand
 Audio Fidelity AFSD 6121 (S)

Brand and Dave Sear have another spicy collection of sing-along-type camp songs here—most of which have appeared on the numerous Brand disks already on the market. The programming here, however, should easily enjoy the sales any new Brand entry always does.

(Continued)



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

SOUND⁷STAGE 45#2517

ALBUM REVIEWS

Continued from page 34

POP SPECIAL MERIT

LOVER

Peggy Lee
Decca DL 4458 (M); DL 74458 (S)

Decca has re-released (in a new program) some of Peggy's big hits of a few seasons back. Among the sure winners are her in-



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ON

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SALES! SALES! SALES!

Bobby Lord

SINGS

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No charge for children under 12.

SHERMAN HOUSE

Clark & Randolph/Chicago/FR 2-2100

terpretations of "Just One of Those Things," "I'm Glad There Is You," "San Souci," and her incomparable treatment of the title tune. Excellent backing is provided by Gordon Jenkins.

JAZZ SPECIAL MERIT

BIRD ON 52ND STREET

Charlie Parker
Fantasy 6011 (M); No Stereo

Here's another album of home-recorded location tapings of Charlie Parker. The album should be another piece of historical documentation and memorabilia for the jazz devotee. Besides Parker, Miles Davis, Duke Jordan, Max Roach and Tommy Potter are in the group which played in 1948. Fantasy has also acquired a former release on the Debut label of Charles Mingus' "Bird at St. Nick's," which has also been re-released.

CLASSICAL SPECIAL MERIT

CHAUSSON: POEME/SARASATE; ZIGUNERWEISEN/SAINT-SAENS/HAVANAISE/RAVEL: TZIGANE/WIENIAWSKI: LEGENDE.

Erick Friedman, violin
London Symphony Orchestra (Sargent)
RCA Victor LM 2689 (M); LSC 2689 (S)

Friedman is rapidly establishing himself as one of the brightest of young violin virtuosos, and in this repertoire he is right at home. A student of Heifetz, he continues to impress with his maturity and command of style. Shifting from moments of melancholy to brayura passages is conducted with ease and continuity.

CLASSICAL SPECIAL MERIT

POPULAR CLASSICS FOR SPANISH GUITAR

Julian Bream
RCA Victor LM 2606 (M); LSC 2606 (S)

Bream's masterful technique and inspired affinity for these Latin pieces (by Villa-Lobos, Albeniz, Falla, Turina, and Torroba) are beautifully displayed on this album. His great taste mutes any showiness for extra musical effects. These are performances of sheer beauty.

COUNTRY SPECIAL MERIT

TENDER LOVIN' CARE

George Morgan
Columbia CL 2111 (M); CS 8911 (S)

George Morgan has one of his best productions here and one which can certainly earn him good sales and airplay. With effective and tasteful use of chorus he sings "Tender Lovin' Care," "Back Again," "We Could," and a poignant weeper ditty, "All Right (I'll Sign the Papers)." A strong packaging which could bring Morgan into the chart derby.

INTERNATIONAL SPECIAL MERIT

GREEK DANCE-ALONG

George Stratis Ork
Helios 862 (M)

Here's an exciting album for those of Greek descent, or those interested in folk dancing. The album is vibrantly arranged and recorded and an instruction book enclosed with the LP shows appropriate dance steps that go with the music.

INTERNATIONAL SPECIAL MERIT

SWEDISH SONG ALBUM VOL. 2

Thory Bernhards
Universe ULP 563 (M)

Miss Bernhards has a compelling vocal warmth reminiscent of the Austrian thrush Lolita, who had the single smash "Sailor" awhile back. That same emotional quality is injected into these tunes, a mixture of popular Swedish items with such American things as "Bye Bye Blackbird" and "Wings of a Dove" done in the Swedish tongue. There is much flavor here with several tracks having definite pop single possibilities.

INTERNATIONAL SPECIAL MERIT

GERMAN SONGS OF THE SEA

Die Blauen Jungs
Universe ULP 575 (M)

Here is a lusty male chorus singing a dozen songs of the sea that mix nostalgia and a martial flavor in good-sized helpings. There is a strong tendency for listeners to join in on the flavorful singing. Titles are given in German.

INTERNATIONAL SPECIAL MERIT

IF IT'S GREEK IT'S GREAT!

Gus Vali & His Ork
United Artists UAL 3321 (M); UAS 6321 (S)

Here is some of the most definitive of pop-Greek material now available. Clarinetist Vali shines as the lead in many spots, but his ork, featuring familiar native instruments and percussion, does a fine job with its arrangements. The sound is particularly good, which is a big plus for this package as against much of the Greek-based items now available. A dozen tunes are included.

★★★★

FOUR-STAR ALBUMS

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

POPULAR

GREAT SMASH HITS
Bobby Martin & His Ork. Columbia CL 2140 (M); CS 8940 (S)

WELL, WELL, WELL!
The Briarwood Singers. United Artists UAL 3318 (M); UAS 6318 (S)

DO YOU KNOW RUDOLF FRIML
NAN N 4019 (M)

THE COUNTRY SOUND WITH SOUL
Roberta Sherwood. ABC-Paramount ABC- 458 (M); ABCS 458 (S)

THESE ARE MY FAVORITES SONGS
Little Willie John. King 895 (M)

JAZZ

BREW MOORE IN EUROPE
Fantasy 6013 (M); 86013 (S)

BIRD AT ST. NICK'S
Charlie Parker. Fantasy 6012 (M); No Stereo

FOUR TROMBONES, VOL. 2
Various Artists. Fantasy 6008 (M); 86008 (S)

SOUNDS FROM RIKERS ISLAND
Elmo Hope & Ensemble. Audio Fidelity AFSD 6119 (S)

MY LITTLE CELLO
Oscar Pettiford & His Jazz Groups. Fantasy 6010 (M); 86010 (S)

3 IN JAZZ
Gary Burton, Sonny Rollins, Clark Terry. RCA Victor LPM 2725 (M); LSP 2725 (S)

COUNTRY

THE RHODES SHOW ON THE ROAD
Slim Rhodes. Cotton Town Jubilee LP 102 (M)

SONGS THAT MADE HIM FAMOUS
Clyde Moody. Starday SLP 262 (M)

INTERNATIONAL

SONGS OF ITALY
Various Artists. Fontana MFG 27521 (M); SRF 67521 (S)

TAMOURE
Carlos Rublo & His Ork. Fontana MGF 27515 (M); SRF 67515 (S)

LOVE SONGS OF GREECE
Stephanie, Helios 863 (M)

FOLK

THE BRANDYWINE SINGERS
Joy JL 1000 (M)

LATIN AMERICAN

FROM TITO RODRIGUEZ, WITH LOVE
United Artists UAL 3326 (M); UAS 6326 (S)

RELIGIOUS

IT MAY BE TODAY!
The Haven of Rest Quartet. Christian Faith 215 (S)

IT'S SUNDAY
Greg & Barbara Loren. Christian Faith 571 (S)

SACRED

PRECIOUS MOMENTS
The Blue Sky Boys. Starday SLP 269 (M)

SPECIALTY

THE WONDERFUL BELGIAN BAND ORGAN, VOL. 2
Audio Fidelity AFSD 6118 (S)

POLKA

DANCE THE POLKA
Adolph Nemetz Polka Band. Roto M8707 (M)

WITH THE COUNTRY JOCKEYS

Continued from page 18

Ill. "Thanks for the plug. It must be working, as this morning I received two packages of c.&w. records. Our new country program is going over real well. **Tex Justice**, well known in this area, is appearing on the show."

"I am an independent deejay (country music only) and work two stations — WESO, Southbridge, Mass., and WORC, Worcester, Mass.—with a varied listener response on each station," writes **Dave Martin**, of 23 Walnut Street, Oxford, Mass. "I receive many requests for numbers which may be considered outdated but nevertheless are excellent recordings. Among these are original recordings featuring the old **Carter Family** on RCA Victor Bluebird label. I have quite a collection of them, and I play them! I am well serviced by the major companies, except Victor, from whom I get absolutely nothing. They say my time on the air doesn't warrant, yet I am the only c.&w. deejay in this area." . . . **Jerry Howard**, of WFIS-Radio, Box 156, Fountain Inn, S. C., puts in a bid for more albums from the artists and diskeries. Jerry says his biggest singles requests these days are for "Dream House for Sale," by **Red Sovine**, and "It's Not for Me to Understand," by **Dave Rich**. Biggest album request-puller, he says, is "Buck Owens Sings Tommy Collins."

Al (Flat Top) Daly, who conducts the "Rebel Round-Up" platter stanza on the closed prison radio network at the world's largest prison at Jackson, Mich., typewrites: "The recent mention in your column anent our all-night Christmas program brought tapes from

LOW PRICE CLASSICAL

BALLET FAVORITES
Royal Opera House Orchestra, Covent Garden (Ansermet). RCA Victorola VIC 1066 (M); VICS 1066 (S)

BACH: SECOND AND FIFTH SUITES FOR SOLO CELLO
Janos Starker. Mercury MG 50370 (M); SR 90370 (S)

THE GOLDEN VOICE OF KENNETH MCKELLAR
London LL 3326 (M); PS 326 (S)

LOW PRICE COUNTRY

INSTRUMENTALS COUNTRY STYLE
Various Artists. Mercury Wing. MGW 12261 (M); SRW 16261 (S)

★★★★

THREE-STAR ALBUMS

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

POPULAR

THEATRE ORGAN MEMORIES
Pete Dumser. Stereoditties C-1911 (M)

GERMAN HITS OF YESTERYEAR
Albert Hassell Ork. Universe ULP 555 (M)

MERRY-GO-ROUND MELODIES
George Grace. Universe ULP 531 (M)

JAZZ

CECIL TAYLOR-LIVE AT THE CAFE MONTMARTRE
Fantasy 6014 (M); 86014 (S)

COUNTRY & WESTERN

THE BEST OF CLYDE MOODY
King 891 (M)

LATIN

A LATIN ROMANCE
Alberto De Luque & Los Amigos. Universe ULP 577 (M)

RELIGIOUS

SOFTLY AND TENDERLY
Bobby Green. Christian Faith 1539 (M); 539 (S)

DEAN MCKNICHOLS
Christian Faith 545 (S)

SACRED

PRECIOUS MEMORIES
Lorin Whitney & Bud Tutmarc. Christian Faith 415 (S)

THE PIANO IMPRESSIONS OF JAN SANBORN
Christian Faith 1449 (M); 449 (S)

SPECIALTY

SOUND EFFECTS VOLUME 5
Audio Fidelity DFM 3016 (M); DFS 7016 (S)

country deejays across the nation. Please extend thanks to the following who answered the appeal: **Larry Gar**, WLBG, Laurens, S. C.; **Ronald Stutzer**, WTCW, Whitesburg, Ky.; **Stan Gaida**, Greenfield, Mass.; **Robert L. McDowell**, WSST, Sulphur Springs, Tex.; **Jason Robbins**, Beverly Hills, Calif.; **Quentin (Reed) Welty**, WWST, Wooster, Ohio; **Woody Russell**, WNAG, Grenada, Miss.; **S/Sgt. Tom Daniels**, Fort Meade, Md.; and **Red Howard**, WIBM, Jackson, Mich. Each of the boys presented a great program of country music and have received a standing invitation to guest with us anytime via tape for 5 to 15 minutes with their favorite country sounds. We invite your readers to guest with us via tape with country sounds, dedicating their presentations to the boys in the prison hospital. Tapes should be sent to **Walt (G.B.) Kiesel**, #67982, care **K. K. Smith**, 4000 Cooper Street, Jackson, Mich. 49201."

Claude Casey is doing a half hour "Hillbilly Hit Parade" over three stations each week—WIS, Columbia, S. C.; WGAC, Augusta, Ga., and the originating station, WJES, Johnston, S. C., and pens that he can use records from the artists and diskeries to ease his programming problems. Claude is in his 32d year in the country music business, much of it spent at WBT, Charlotte, N. C., with the **Briarhoppers** and the **Tennessee Ramblers**. He has recorded in the past for RCA Victor. . . **KILE**, 24-hour Top 40 station in Galveston, Tex., is blocking off three hours, 9 to midnight, each night for country music. If the idea proves fruitful, the station plans to go country music six hours daily. Send new and back releases and promo tapes to **Johnny Mitchell** in care of the station.

Good-music Station WMGS, with studios at R. R. 1, Perryburg, Ohio, has joined the swing to the "good sound," with part of its program schedule now devoted to pure c.&w. Each Saturday afternoon, 3-5:30 p.m., host **Bob Luce** plays the top c.&w. records, picks a little from his own guitar and has local groups in for live music. Luce, a pro in the country music field for many years, is already running personal promotion spots taped for him by **Red Foley**, **Porter Wagoner**, **George Hamilton IV**, **Jean Shepard** and **Marty Roberts**. . . **Dave Nitz**, WPAR, Parkersburg, W. Va., writes: "I am in the progress of starting a new country and western show, "Dixie Jamboree," from 5:45-6:30 a.m., Monday through Saturday, and am in need of c.&w. and gospel records. This is the first time in quite awhile that the station has programmed c.&w., so it's pretty hard to get started."

Sidewinder Curt Dunn, heard twice daily, Monday through Saturday, 4-7:30 a.m. to 12 noon-1 p.m., via KSNR-Radio, 101 North Main, Pocatello, Idaho, says he's badly in need of records from the top country artists. . . **Bill Alexander**, country music director at WIST-Radio, Charlotte, N. C., typewrites: "I'm doing a two-hour country show daily, 5 a.m.-7 a.m., and in need of better service on c.&w. records. WIST is Top 40, with the exception of my two hours in the morning. In a matter of two weeks, I've almost doubled our audience during these two hours. Our show is called "The Yawning Show," with yawning exercises and a lot of fun for all."

**BIG
SHOT**

A-ROCK!

**"HERE'S
A HEART"**

The Diplomats

AR 1004

"EVELYN"

c/w

**A LOST
LOVE"**

THE
MARC
FREDERICKS
ORCH.
featuring
AL SEARS
AR 1005

**"TAKE MY
HAND"**

c/w

**"SHIRLEY
JEAN"**

GENE
BURKS

AR 1006

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CHARGED
SINGLE!**

**“LET’S
GO
TO THE
DRAG
STRIP”**
C/W “TWO CARS”
8309

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MUSIC AS WRITTEN

MUNICH

Roberta Peters will visit Munich next summer to star in a film of the life of Munich-born composer Richard Strauss. June 1964 is the 100th anniversary of the birth of Richard Strauss. Roberta will also guest star in the Munich festival dedicated to Strauss.

Ralph Claus Peter Siegel, son of Munich music publisher Ralph Maria Siegel, left Munich to start a job in Paris at Rolf Marbot's Societe d'Editions Musicales Internationales (SEMI). . . . Monte Carlo Productions Musicales (MCP) boss Gerhard Mendelson and Musik Edition boss Peter Schaeffers work on their first musical together for opening in autumn 1964. . . . "Aimee" is the title of All-Munich-Musical. Composer is Josef Niessen, the lyricist Willie Dehmel, the star will be Isle Werner, all in or around Munich.

U. S. lyricist and publisher Buddy Kaye visited Munich for one day on business talks. . . . The new German label Eve has three new stars, Jacques Raymond from France, Bebe Suong from Hanoi, and Bernd Anders from Vienna. . . . The Ariola-Eurodisc label records at the moment has selections from two new musicals, "Ein Schoener Herbst" by Prof. Robert Stolz, Hans Weigel and Bruno Schuppler, and "Die Kleine Und Die Grosse Welt" by Andre Thousain and Peter Preses, Robert Gilbert and Rolf Ulrich.

JIMMY JUNGERMAN

OSLO

Triola has increased its sales with around 25 per cent during 1963 compared with 1962, states Jorg.-Fr. Ellertsen, of Egil Monn Iversen A/S. . . . Best selling artists on label are Wenche Myhre and Arne Bendiksen. . . . A new record is being issued by Wenche Myhre this week called "Jeg gar jo pa skole" (I Go to School). . . . The Nera political satirical disk "Dagligliv i Folkehjemmet" has sold 15,000 copies and still pressing hard, says John Johanson of the diskery. The follow-up to the record "Jul i Folkehjemmet" (Christmas in Our Welfare Country) has reached 9,000. . . . This is especially good for EP's in Norway. . . . British Beatles have overtaken the lead on the Norwegian hit parade with No. 1 and 2 position of their Parlophone recordings "She Loves You" and "I Want to Hold Your Hand." . . . Seventh is their disk "Twist and Shout," all three issued by Iversen & Frogh. . . .

Emerson to Starday

• Continued from page 16

success including Robbin's "Ruby Ann" last year. Pierce said Emerson will work with Starday songwriters and will maintain liaison with artists, producers and a.&r. men who record in Nashville.

In another move indicative of the ever-growing Pierce complex, the Starday president announced plans for the construction of a second warehouse which will double the present space.

Pierce said Starday's "Wonderful World of Country Music Sales Plan" is racking up a large gross and one of the reasons for its success is attributed to a new all-metal "Country Corner" rack now being made available to dealers with a capacity to display up to 150 of Starday's album line.

The Key Brothers and the Quivers plan to co-operate on a new Triola disk and launch themselves as Norway's answer to the Beatles. . . . It is hoped that the record, featuring original material, will be issued by Jamie in U. S. and Metronome in Sweden. Both labels have previously issued disks by the Norwegian artists. . . . Edition Lyche has suddenly become the leading publishers in Norway, with their rights to publish the Beatles' tunes.

ESPEN ERIKSEN

LONDON

Among last week's visitors to Britain was America's 1963 recording wonderboy, Phil Spector. The recording manager said he had already turned down a very substantial offer for his U. S. company although he would like to settle in Europe. He is here to study the British disk situation and to try to find a way to present his Ronettes-Crystals and our Beatles-type sounds commercially in non-English countries—principally France. . . . Another visitor was Marshall Chess of Chess Records in for talks at Pye with managing director Louis Benjamin and Ian Ralfini. . . . Allan Sherman is in on a schedule of concerts and TV-ers fixed by Blackburn-Lewis. Sherman is tele-recording his own half-hour show for use by the BBC when its second channel commences operations this spring. . . . And the BBC has narrowly averted a serious strike situation by approving a 25 per cent pay rise for 500 musicians, giving them a weekly minimum of \$80.

Leeds music prexy, Lou Levy, arrived for talks with the company's British head, Cyril Simons, and pass on his thanks to Dick James for publishing rights of the Beatles' "I Want to Hold Your Hand" in America. James reaffirmed his decision to issue all future Beatles compositions—and his other hot Northern songwriters' works—through his New York lawyer,

Radio Lux Tips Red Kids on Pops

WARSAW—Fan clubs are popping up in Poland like mushrooms after a rainstorm. The fans go mainly for the disks which they hear plugged on Radio Luxembourg. In fact, there are Radio Luxembourg Fan Clubs here to keep people informed on latest trends in pop music and on rising stars. The clubs put out their own monthly bulletin which carries all the latest news about such teen-age idols as Elvis Presley, Trini Lopez, Cliff Richard, Buddy Holly, Billy Fury and Heinz, and all the others featured in Radio Lux programs.

Hickory Inks Donegan

LONDON—Wesley Rose has achieved a long-cherished ambition in signing British singer Lonnie Donegan to Hickory for American recording and release. Donegan will wax many tracks under Rose's personal supervision in Nashville, using c.&w. musicians, in late March or early April. Donegan remains a Pye artist in Britain and his Hickory recordings will be issued here on Pye. The news was announced at a party in London attended by Rose to launch the Hickory label in Britain through Pye as the outlet.

Walter Hofer, until he has set up his own operations center in the U. S. . . . None of the first releases on America's new Liverpool Sound label—by John Leyton, Mike Sheridan and the Nightriders and the Paramounts—is by a Liverpool artist. . . . Reg Connelly—head of the Campbell Connelly publishing group who died last September—left \$635,000. . . . Donald Philips' composition, "We're All One Family," which won the Czechoslovakian Song Contest, has been recorded by Don Spencer for release on HMV.

Cliff Richard's new Columbia single couples a Gordon Mills

composition "I'm the Lonely One" with an American song, "Watch What You Do With My Baby," penned by Bill Giant. . . . Kathy Kirby (Decca) follows up her smash hit "Secret Love" with a revival of the Joan Weber-Teresa Brewer hit of a decade ago, "Let Me Go Lover" (published by Aberbach). . . . Next Roy Orbison single here: "What'd I Say," next Bobby Vee: "Buddy's Song."

From New York Hal Shaper hears that Bobby Rydell has waxed the English lyrics, "Just One Kiss," he wrote to the Italian hit "Fall." . . . From March. Solomon and Peres will

distribute material from America's Tradition catalog on the Emerald label. Roster includes Clancy Brothers, Odetta and Lightnin' Hopkins. . . . Beatles manager Brian Epstein has signed Sounds Incorporated—one of Britain's top instrumental groups which backed Brenda Lee on both her tours here. Epstein has signed them to EMI for recording under the direction of Norman Newell. . . . Newell has just waxed the first EMI single by young Steve Perry, "When Nobody Loves You" (an English version of the Italian hit, "Sapore di Sale").

CHRIS HUTCHINS



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PROGRAMMING NEWSLETTER

Oh, What a Life Those M.D.'s Lead

By BILL GAVIN
Contributing Editor

IT'S FUN, SO THEY TELL ME, to be a music director. It's the most fun when you're with an important station in a big city. Big name stars you've never met phone you, call you by your first name, and speak in a manner suggesting a last personal friendship. Even though your own salary is considerably less than that of any disk jockey on your station, national officers of big record companies phone you, call on you, take you to dinner and treat you as a real V.I.P. Which you are.



Even if you're in a smaller town, you can still be important. You have a sense of power. You can break new records in your area and force the nearby big city stations to be aware of them. Promotion men come to see you, and they let you know just how much influence you really have. You may even receive pre-release mailings of new records and get them on the air ahead of your big town colleagues. It's exciting work.

Discounting all the meaningless back slapping and phony good will that goes with record promotion, the music director is more a part of the record business than anyone else at his station. It is part of his job to know what is going on in the world of records. It's a fascinating world of show business and it's fun to be part of it, if only as an observer. The fun of being a music director more than compensates for the daily chore of auditing all those new releases. Those who have never faced this task for any length of time have little notion what a grinding and frustrating experience it can be. It requires many hours every day to listen all the way through both sides of every new record that arrives. Add to this the extra hours that the conscientious m.d. spends in listening several times to those entries that he considers important, and it makes for a pretty full week in auditioning alone. The amount of trash that must be sifted to discover the worthwhile items is horrendous. Of course, hardly any music director listens to all the sides all the way through. An unfamiliar label by an unknown artist may be tossed out unheard. The first few bars of one side may be so unacceptable that no further attention is paid to either side. And, if he gets too busy with other duties, he may put

aside the remaining newcomers in a "file for future reference" category, the limbo of "lost" records.

THE BIGGEST HAZARD that any music director must face is his own ego. The search for fame as a "picker" can distort objective judgment. There is little distinction in picking obvious hits, such as new Bobby Vintons, Elvis Presleys, the Beatles and Brenda Lee. It is human nature to want to be a hero by "discovering" a hit which others had overlooked. This is why so many music directors spend valuable air time looking for gold under the rocks and ignoring the diamonds lying around in plain sight.

Then there is the music director whose nickname might very well be "Flip." He frequently takes issue with the record companies on their choice of plug side. One in a while he may be right in his espousal of the flip, but most often he is wrong. Certainly there is no necessity for anyone to accept the infallibility of the record company's selection of a preferred side. In a list of top hits for any year there are always a few items that were broken by a music director who disregarded the company's promotion of the flip side. With most music directors the flip pick is an honest judgment. With others it is hero mania.

Every music director owes his employer the obligation to use his own best judgment in selecting the side to be played. He should also be ready to admit his mistakes and to correct them. Sometimes, however, the music director keeps trying to prove his point in the face of mounting evidence to the contrary and permits his own stubborn ego to blind him to the facts.

IN ORDER TO BE EFFECTIVE, the music director must know his market. While a majority of hit records do well in all areas, certain artists and certain musical sounds tend to do better in one city than in another. An awareness of local preferences is essential in guiding the music director's selection of new material.

Even though record sales are the yardstick by which the music director's success is measured, his prime concern is not with selling records but with station ratings. He may be tempted to "do a favor" for his favorite promotion man, but it is no favor to his employer to allow personal favoritism to interfere with the best possible programming.

It is worthy of note that the most successful radio stations all have top-notch music directors. Whatever they are paid, they are well worth it.

Chicago CBS Station Shapes Up Morning Shows Into Solid Block

CHICAGO—WBBM, the big CBS-owned-and-operated radio outlet here, has revised its morning line-up, consolidating its all-live "Music Wagon" show into a single program and opens its day with a solid 5:30 to 8 a.m. block by deejay Pat Sheridan.

Previously "Music Wagon" was aired in two separate 45-minute segments, 7:15 to 8 and 9:10 to 9:55. Sheridan was scheduled from 5:30 to 7 and 8:15 to 8:55.

The new schedule has Sheridan opening the day from 5:30 to 8, with the "Music Wagon" show hosted by Mal Bellairs taking over from 8:15 to 9:55, a solid two and one half hours of live entertainment.

Len Schlosser, program director, termed it a significant move that would allow the station to concentrate on news, traffic, music and other service features during peak rush hours, with the all-live music line-up coming in after 8:15.

WBBM has shown an increased awareness lately of the potent pull of a deejay format and has noticeably turned toward a more "lively" record policy.

Follow the Bandwagon on These Hits
JUNIOR PARKER'S
 "STRANGE THINGS HAPPENING"
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MISS LAVELL'S
 "WHY YOUNG MEN GO WILD"
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BUDDY ACE'S
 "YOU'VE GOT MY LOVE"
 DUKE 373
 NEW SPIRITUAL RELEASES!
 "ALL MY HELP"
 AND
 "SOLEMN PRAYER"
REVEREND CLEOPHUS ROBINSON
 PEACOCK 3010
 "KEEP IN TOUCH WITH JESUS"
 AND
 "PRAYER IS THE KEY"
THE O'NEAL TWINS
 PEACOCK 3008
 "SING A SONG"
 AND
 "I'M GLAD ABOUT IT"
INEZ ANDREWS AND THE ANDREWETTES
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 "WHAT A LOVE"
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"CRYSTAL BALL"
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ABC-PARAMOUNT
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Going All the Way!!
"STOP AND THINK IT OVER"
Dale & Grace
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 RECORDS

READY-TO-GO PROGRAMMING

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

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	3	FOR YOU, Rick Nelson, Decca 31574	7
2	2	ANYONE WHO HAD A HEART, Dionne Warwick, Scepter 1262	10
3	1	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	11
4	10	JAVA, Al Hirt, RCA Victor 8280	6
5	9	A FOOL NEVER LEARNS, Andy Williams, Columbia 42950	5
6	5	FORGET HIM, Bobby Rydell, Cameo 280	14
7	4	POPSICLES AND ICICLES, Murmaids, Chaffahoochee 628	12
8	6	WHISPERING, Nino Tempo & April Stevens, Atco 6281	8
9	8	SOMEWHERE, Tymes, Parkway 891	10
10	7	AS USUAL, Brenda Lee, Decca 31570	9
11	—	STOP AND THINK IT OVER, Dale & Grace, Montel 922	3
12	12	IT'S ALL IN THE GAME, Cliff Richard, Epic 9633	10
13	11	SINCE I FELL FOR YOU, Lenny Welch, Cadence 1439	16
14	18	I CAN'T STOP TALKING ABOUT YOU, Steve & Eydie, Columbia 42932	8
15	20	THE SHELTER OF YOUR ARMS, Sammy Davis Jr., Reprise 20216	9
16	17	CHARADE, Henry Mancini & His Ork, RCA Victor 8256	10
17	—	NAVY BLUE, Diane Renay, 20th Century-Fox 456	3
18	—	SEE THE FUNNY LITTLE CLOWN, Bobby Goldsboro, United Artists 672	5
19	—	I LOVE YOU MORE AND MORE EVERY DAY, Al Martino, Capitol 5108	2
20	—	GOING, GOING, GONE, Brook Benton, Mercury 72230	3

YESTERYEAR'S HITS

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

POP-5 YEARS AGO
February 9, 1959

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

POP 10 YEARS AGO
February 6, 1954

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

RHYTHM & BLUES-5 Years Ago-February 9, 1959

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

- Smoke Gets in Your Eyes, Platters, Mercury
 Nobody But You, D. Clark, Abner
 The Right Time, R. Charles, Atlantic
 A Lover's Question, C. McPhatter, Allant
 Pretty Girls Everywhere, E. Church, Clas

FOR THE RECORD

a presentation
of facts
about the four
music-record weeklies,
based on 1963
performance.

Advertising Pages

The following display advertising comparisons give all the advantages to the other three music-record weeklies. Billboard's figures come from actual billing records, whereas those of other publications were based on actual measurements which do not take into consideration advertisements published as adjustments for errors, or unpaid for other reasons. The figures apply to display advertising only. No classified advertising space, paid or unpaid, is included.

But let's not stop there. There are others—and still more important—measurements of the value of a publication to advertisers.

Publication	1963 Display Advertising Pages
Billboard	1923
Cash Box	1810
Music Reporter	440
Music Vendor	388

Dollars of Advertising:

Where an industry invests the greatest share of its advertising dollars is accepted as the most significant area of comparison of the advertising worth of the publications in any field. Here are the facts about advertising dollars invested in the music-record trade paper field:

Fact #1	More dollars of advertising were spent in Billboard in 1963 than in all the others combined.
Fact #2	Billboard's margin over paper #2 is more than two-thirds of a million dollars!—some \$721,600 more, to be exact! (Almost double Billboard's margin of \$370,000 more in 1962.)
Fact #3	Advertisers spent more for singles advertising in Billboard!
Fact #4	Advertisers spent more for lp advertising in Billboard!
Fact #5	Talent spent more for advertising in Billboard!
Fact #6	Advertisers spent more for "all other" music-record advertising in Billboard (music publisher, record services and supplies, distributors, one-stops, etc.).

Paid Circulation

Or, how many readers think enough of the publication to pay for it. Here are the facts:

Publication	Circulation Listing in SRDS*, December 1963
Billboard	19,787 Average ABC Total Paid Circulation (6/30/63)
Cash Box	10,271 (sworn 6/30/63) Not audited.
Music Reporter	No listing for this publication in SRDS at all.
Music Vendor	Has not furnished sworn statement with SRDS.

*SRDS is the accepted national authority for statistical data on publications. Its purpose is to serve the needs of advertising buyers in all fields.

SUMMARY: Billboard has more paid circulation (and the only audited paid circulation) than all others combined!

Advertising Effectiveness

Or, is your advertising really producing for you. This is a key area of evaluation and here's a picture of what has been available for advertisers in this area.

Publication	Type of Advertising Effectiveness Research.
Billboard	Two full studies: (1) Big-city markets; (2) Grass-roots markets. Two pilot studies on LP advertising effectiveness.
Cash Box	None.
Music Reporter	None.
Music Vendor	None.

Editorial Services

Comparisons are needless here.

Billboard is the acknowledged leader.

Billboard is the acknowledged spokesman for the industry, as (probably) even Billboard's competitors will agree.

Billboard editorial data and research is used, universally and almost exclusively, in and out of the music-record industry.

Billboard is the source of industry statistics—used by government agencies, major consumer publications, newspaper editors and columnists, and virtually all sales and management executives of record manufacturers.

Ask any experienced professional in the industry.

Billboard Leadership

unquestioned in '63, and

growing greater in '64

Phono-Tape

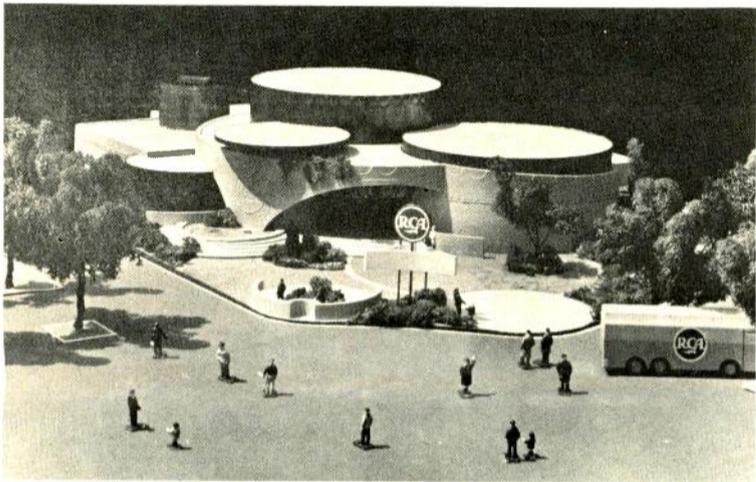
MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Public to Call Tune At RCA Fair Place

NEW YORK — The broad range of home entertainment equipment will get the feature treatment from at least one manufacturer at the upcoming New York World's Fair. The Radio Corporation of America will have its futuristic-looking building and exhibit just inside the main gate of the fair.

The company entertained pressmen and various dignitaries last week at a special advance look at its own exhibit and the fair grounds in general. Other such safaris are envisioned for the near future, prior to the official opening of the fair in April.



COLOR TV AND STEREO MUSIC CENTER, to be operated by Radio Corporation of America at upcoming New York World's Fair. Fair officially opens in April.

Color TV will get the major emphasis at the exhibit, with many receiver models on display. Visitors will also be able to actually see themselves on color TV through a closed-circuit set-up within the exhibit area itself. They'll also be shown a backstage view of a color TV studio in operation.

On the recording front, there will be two separate stereo music listening rooms, one of which will handle 100 persons; the other, an audience of 50. Every 20 minutes a new vote will be taken as to the musical preference of the audience at that time. Depending on the outcome of the voting, be it jazz, folk, classical, pop or any other specific category, that's what the menu will be—from RCA Victor records — for the next 20 minutes.

RCA has also tied up the exclusive background music rights

New Firm Set For Japanese

HOLLYWOOD—Ampex and Toshiba of Japan have formed Toshiba Ampex K.K. to service the Japanese market with videotape recorders, accessories and other products.

William Roberts, Ampex president, said the agreement is subject to approval by both companies and the Japanese government. Toshiba is an electronics firm with annual sales of approximately \$700,000,000.

COLOR MOVIES TO BE SHOT AT WORLD'S FAIR

NEW YORK — Thirteen 30-minute color TV shows will be taped by Sterling Movies U.S.A., Inc., at the Radio Corporation of America's exhibit building at the forthcoming New York World's Fair.

The firm, a leading distributor of public service films for TV, has signed up columnist Bob Considine and TV personality Fran Allison to host the series, which will be titled "FYI at the Fair."

The show will feature interviews with leaders of the arts, sciences, business and industry and will be done in color videotape for national public service distribution during both years of the fair.

Columbia Says Portable Sales Way Up

NEW YORK—Columbia Records Sales Corporation, has announced a 43 per cent sales increase for its line of portable phonos, equipped with transistorized amplifiers. The Masterwork line was introduced originally in 1962.

J. J. Harris, national sales manager for the Masterwork line, said sales figures from 17 major market areas show increases in each of the suggested list price categories of the phonos, compared to orders for the corresponding month a year ago.

Harris said that the new packaged component systems, developed for the Masterwork line, all of which employ solid state amplifiers and tuners, have also received wide acceptance at the consumer level.

Sight & Sound Looking For Million-Dollar Year

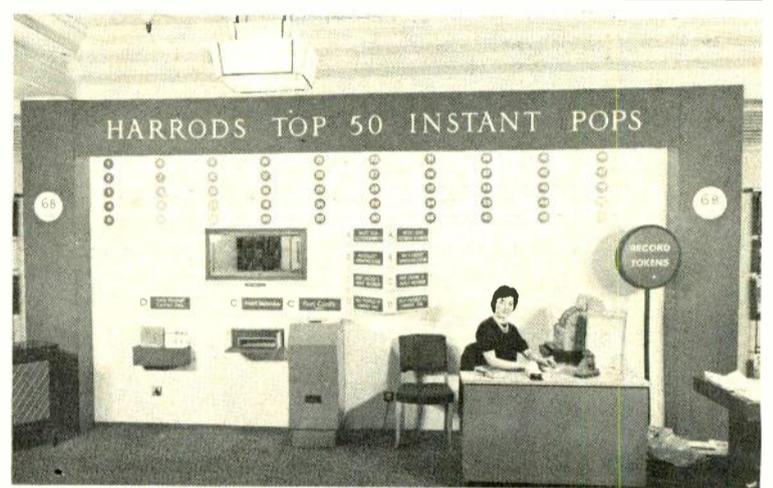
• Continued from page 26

about opening another location south of Los Angeles but have to wait for the developer to return from South America before negotiating for a property site.

One of the most aggressive retail operations in Southern California, Sight & Sound has set two tie-in promotions for the Great Western Exposition February 6-19. The Fallbrook store, in conjunction with the Custom Car Shelf, which caters to hot rods, will have a preview of the autos on display at the Exposition, with guest disk artists visiting the store. At the exposition Center in Los Angeles, the store has tied in with Capitol Records and KFWB in the operation of an exhibitor booth and will sell hot-rod LP's.

While selling LP's and singles at retail price, the store has been running two promotions for the past year: buy one LP and get the next at half price and for every 10 singles bought, get two free plus an additional free disk on a special bonus day.

After opening an outlet in Fallbrook, store officials discovered that geography denotes the kind of LP product sold. Stereo albums are outselling monos at Fallbrook, while at the Van Nuys store, the ratio is about equal. The Van Nuys store did \$60,000 in record sales alone last December. The key to Sight & Sound's success has been its aggressive merchandising and its sane price policies, which have endeared it to the Southern California music audience.



HARROD'S, LTD., LONDON, recently installed this new record vending machine, designed by its own chief engineer, E. R. Constance. The unit handles a dozen records each of 50 selections or a total of 600 disks. Customer buys a punched card from the cashier and inserts it into the card reader. Solenoid valves, operated by an electrical pulse furnished by the accepted card, then lift the record by vacuum suction and place on an air conveyor. A provisional British patent protects the designs employed. Accepted cards remain in machine to provide a means of inventory control.

EQUIPMENT NEWSLETTER

Tinyvision Looms as Real Rocker

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

NEARLY A YEAR AGO we commented that the growing field of "personal portable" television offers an excellent opportunity for the phonograph or record dealer to move into the video field, if he isn't in it already. Now, after American tinyvision has been on the market for more than six months, it looks like a bigger opportunity than ever.



Nobody really knew six months ago whether tinyvision would succeed. The three American companies now making 11-inch sets have been silent as to their sales, and 11-inch receivers were not included in industry statistics last year (though they are being counted this year). The best estimates, however, place tinyvision sales by General Electric, Admiral and Curtis-Mathes combined at somewhere over 300,000—perhaps considerably higher.

Where did this business come from? There are solid indications that this was not "regular" TV business. Sales of standard size sets last year were about 9 per cent higher than in 1962 (at the distributor-to-dealer level). Therefore, if tinyvision sales cut into conventional TV sales, it certainly didn't show. At the same time, television imports tripled to 452,000—of which more than half fall into the tinyvision category (screen smaller than 14 inches).

Tinyvision seems to be developing as a relatively high-priced "impulse purchase"—a commentary on our affluent era. Impulse purchases

are not necessarily made in the radio or appliance store. As Japanese radios and TV have taught us, such purchases are made most in places where they receive the maximum exposure. We've seen tiny TV in such unorthodox outlets as drugstores, supermarkets, five-and-dimes, and airline terminal cigar and novelty counters.

Some appliance dealers are displaying tinyvision in locations quite remote from the TV department—particularly in the electric housewares section, where the traffic is heavy and where customers are used to finding such unique impulse items as electric knives, electric toothbrushes, electric backscratchers and what have you.

TINYVISION seems to be an ideal item for the record-phonograph-audio dealer, even if he has never carried TV before or left the TV rat-race years ago. This home entertainment type of dealer gets heavy traffic—particularly if he sells phonograph records. Tinyvision displays take relatively little room. One can be placed on a countertop, or the dealer can use one of the TV "trees" supplied currently by Admiral and GE, which take up little more room than a coat-tree and are powerful selling aids.

Tinyvision seems to be here to stay. With the increase in the number of television stations on the air, viewers have more opportunity to exercise individual preferences in programming. There inevitably will be more individual viewing—as opposed to family viewing—and this means TV in the kids' rooms, in the bedroom, in kitchen, and even basement hobby rooms. Growth of educational television may well mean that one or more members of the family will need a set for ETV viewing while others watch to be entertained. In

(Continued on page 45)

Magnavox Sale Starts Feb. 10

NEW YORK—Magnavox will kick off its once-a-year factory-authorized sale on a nationwide basis February 10. As in the past, it will be the only sale of the year on Magnavox home entertainment products.

The sale will cover more than 80 models in stereo phonos, black and white and color TV, radio and stereo theaters.

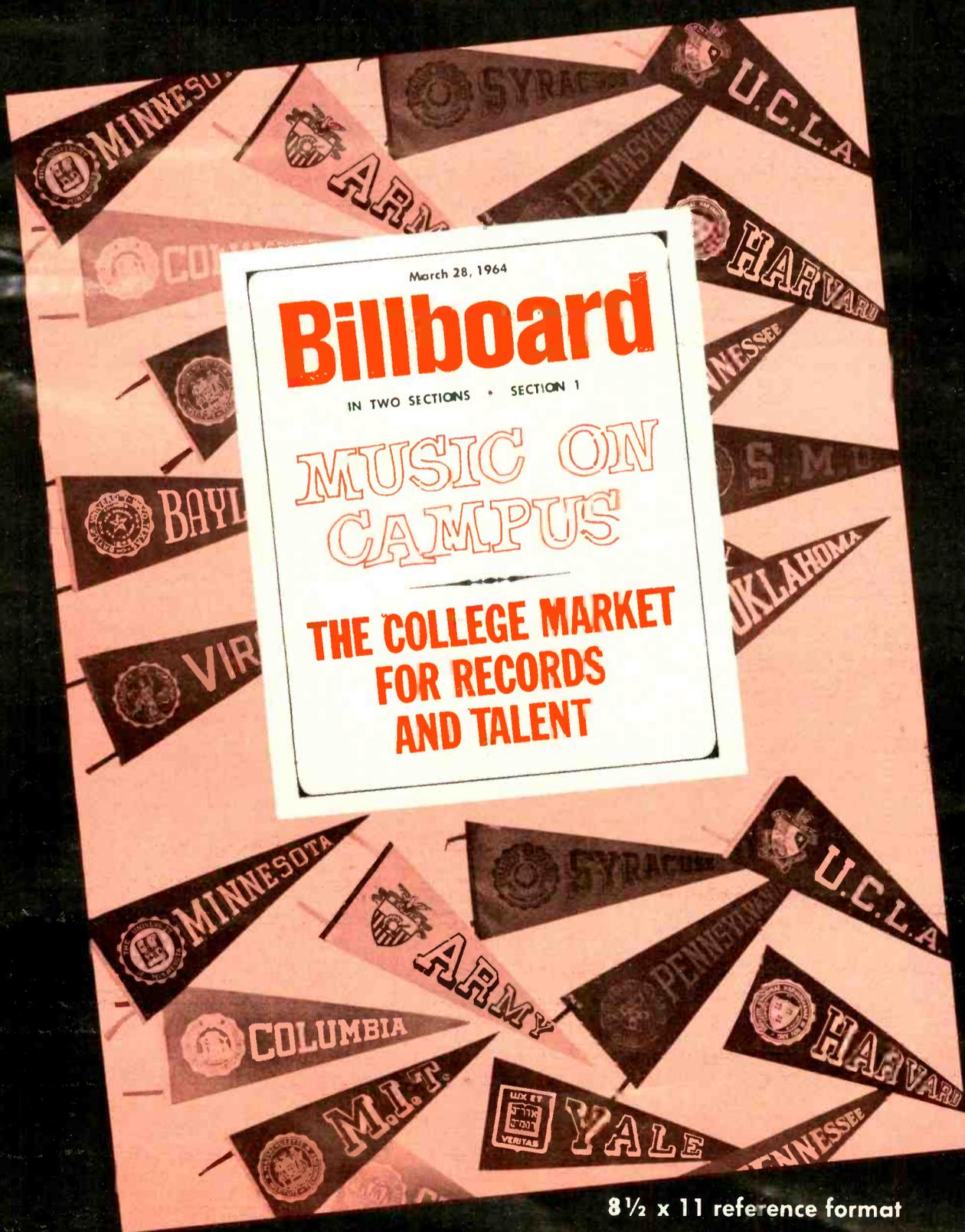
According to the spokesmen, the sale encompasses three major breakthroughs. These include the Astro-Sonic stereo consoles at \$348.80, \$50 below the previous low price; the Suburbanite 16-inch portable TV at \$98.80 and the six-transistor, Pocket Mate radio at \$9.80. A heavy local advertising campaign, backed with point-of-sale display matter, is planned. A 10,000,000-consumer mailing of a 24-page brochure is also in the works.

Pilot Radio Corporation of Yonkers, N. Y., has received congressional recognition from Congressman Robert R. Barry for its contributions to the communications industry.

COMING MARCH 28 MUSIC ON CAMPUS

THE COLLEGE MARKET FOR RECORDS AND TALENT

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Researched
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As Only Billboard
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To help all areas of the record industry to build on the big and growing record buying volume represented by college students

To help talent and their bookers to make the most practical and profitable college bookings

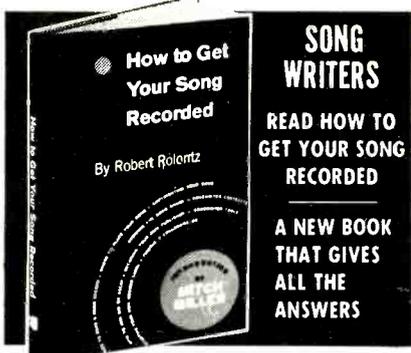
To help retailers and broadcasters in college areas make the most of their sales and promotion opportunities

To help colleges work most effectively with talent and talent representatives for mutual gain

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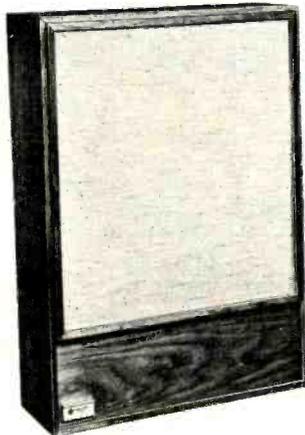
News Briefs...

Emerson Radio and Phonograph Corporation has reported consolidated net income after taxes of \$4,700,120, for the fiscal year ended last October 31. The figure was the result of both operations and a special gain attributable to the sale of Litton Industries, Inc. . . . Ampex Corporation has announced a new dealer promotion in connection with its Model 602 and 602-2 professional audio units. With the purchase of one of these units between now and February 29 the dealer will get his choice of Model 802 or 803 professional mike at half price. The customer portion of the promotion remains in effect until March 31. Regular customer price for the 802 is \$57.50, for the 803, \$75.

Ampex also announced last week the start of engineering studies of various new approaches to recording and playback of spot announcements for radio broadcast. C. Gus Grant, Ampex operation vice-president, said the company had been approached as a result of industry controversy over presently available cartridge tape recording systems and methods of using them."

The F. B. Connelly Company of Spokane has been named a Home and Commercial Electronics Division of Sylvania Electric Products, Inc. The firm will handle the Sylvania TV, stereo and radio lines in 16 counties in Washington, 10 in Idaho and seven in Montana. . . . Also at Sylvania, Carl Esler has been named national market development manager, straight line distribution, for Sylvania Home and Commercial Electronics Corporation. He'll be in charge of market analysis, evaluation and development of straight line distribution for the firm's home entertainment product.

NEW DEALER PRODUCTS



PILOT'S NEW SLIM-LINE bookshelf speaker system features what the firm calls "integrated speaker reinforcement design," which allows the mid-range speaker to operate at the high end of the woofer range and the super-tweeter to work at the high end of the mid-range. Unit is but 6 1/4 inches deep. Included within the enclosure are a 10-inch woofer, two three-and-a-half-inch mid-range and two three-and-a-half-inch super-tweeter speakers. Price is \$89.50.



TELEPHONE'S new all-transistor portable phono line, shown last week at the Chicago Furniture Markets Show, features Model SD-40, a swing-down unit with four-speed shock-mounted motor, flip-over cartridge, and two extended range five-inch speakers. List price is \$39.95.

Say You Saw It in Billboard

BEST SELLING PRE-RECORDED TAPE

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

POPULAR REELS

- | Pos. | TITLE, Artist, Label & No. |
|------|---|
| 1 | WEST SIDE STORY
Sound Track, Columbia OQ 417 |
| 2 | BELAFONTE AT CARNEGIE HALL
Harry Belafonte, RCA Victor FTO 6000 |
| 3 | I LEFT MY HEART IN SAN FRANCISCO
Tony Bennett, Columbia CQ 493 |
| 4 | MUSIC MAN
Sound Track, Warner Bros. WST 1459 |
| 5 | TIME OUT
Dave Brubeck Quartet, Columbia CQ 437 |
| 6 | BARBRA STREISAND ALBUM
Columbia CQ 593 |
| 7 | OKLAHOMA
Sound Track, Capitol ZW 595 |
| 8 | MY FAIR LADY
Original Cast, Columbia OQ 310 |
| 9 | HOW THE WEST WAS WON
Sound Track, MGM ST 4201 |
| 10 | CAMELOT
Original Cast, Columbia OQ 344 |

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$61 and \$80

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	11/2/63 Issue	8/3/63 Issue		
1	2	4	Masterwork	18.7
2	3	1	Decca	17.9
3	1	2	Magnavox	14.4
4	—	5	RCA Victor	11.1
5	6	6	General Electric	8.3
6	8	—	Capitol	4.8
6	5	8	Zenith	4.8
8	4	10	Motorola	4.6
9	—	8	Symphonic	3.7
			Others	11.7

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

11/2/63 Issue: Voice of Music (V-M) (7).

8/3/63 Issue: Voice of Music (V-M) (3); Webcor (7).

DISK DEALS FOR DEALERS

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

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

IMPERIAL—Expires February 15, 1964. Started January 14, 1964. Special terms and dating to qualified dealers covering new releases and entire catalog.

LIBERTY—Expires February 15, 1964. Started January 14, 1964. Special terms and dating to qualified dealers, covering new releases and entire catalog of Liberty, Premier series, Dolton and Double L.

MERCURY—Expires February 29, 1964. Started January 2, 1964. Ten per cent discount on all new January releases and all catalog product except Storyteller children's series. Dated billing to qualified dealers.

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

ABC-PARAMOUNT—Expires March 31, 1964. Started January 9, 1964. A 12 1/2 per cent discount on all new and catalog ABC-Paramount and Impulse albums.

SIMS—Expires February 29, 1964. Started January 1, 1964. On 15 country and gospel album releases, three free albums for each 10 purchased. A 100 per cent exchange privilege on all product.

STARDAY—Expiration indefinite. Started January 1, 1964. A 15 per cent discount on all regular Starday albums. A 10 per cent discount on Starday economy line albums.

A NEW DECCA PHONOGRAPH

first in its price range!

Billboard
BEST SELLING
PHONOGRAPHS, RADIOS & TAPE RECORDERS

PHONOS LISTING BETWEEN \$31 and \$60

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	10/26/63 Issue	7/27/63 Issue		
1	1	1	Decca	32.0
2	2	2	"	22.0

THE CONWAY I DP-561
 Budget priced, four speed, high fidelity, automatic portable.
 Separate volume and tone controls.
 Available in two attractive color combinations.

\$39.95*

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

AVAILABLE AT YOUR LOCAL DECCA BRANCH NOW

Tinyvision Looms as Real Rocker

• Continued from page 42

some respects, TV seems to be following the pattern of radio—from one big set in the living-room to many small sets scattered around the house—except that one TV, a color set, may remain in the livingroom for some time to come.

All of this seems to add up to a good market. The television manufacturing industry appears to agree with this appraisal, and there's evidence that the other manufacturers don't intend to let three tinyvision makers have the market in U. S.-brand small-screen portables to themselves. Sears, Roebuck has already come into the market, and Emerson, Olympic and Westinghouse are preparing their own versions for introduction this year. Other set makers undoubtedly have their own plans, but they're being very quiet about it.

The basic U. S.-brand tinyvision sets so far have carried list prices of about \$100 (except for Sears), and most of them still seem to be crossing the retail counters at list price. There has been some discounting, but not nearly so much as in the case of large-screen TV or packaged stereo. There are several step-ups, the first being a de luxe cabinet at \$109.95. GE has steps all the way up to about \$150—this top model being a set with built-in clock-timer and AM radio.

TINYVISION PRICES are expected to go up somewhat in the new-model versions, to be introduced this spring and summer, because of the law which makes all-channel tuning mandatory on sets made after April 30. It's believed, however, that there will still be some leader models

priced under \$100, though they won't be so widely available as they are now.

Japanese manufacturers have been offering tinyvision of two different kinds—the conventional AC-type and the transistorized type which will operate on either AC or battery. The imported transistor portable TV, selling at \$129-\$239, presently has no American-made counterpart, but its sales are believed to have suffered somewhat as a result of the debut of American tinyvision.

It's a safe assumption that American TV manufacturers are planning to move into the field of transistorized, battery-operated tinyvision next. While the screens of Japanese battery sets range from 4½ to 9 inches, it's believed the U. S. counterparts will be of the same 11-inch size as American AC-operated tinyvision.

This means another new product—possibly next year. About 150,000 to 200,000 Japanese-made battery TV's were sold in this country last year. With American manufacturers entering this market, it could be enlarged considerably.

It all seems to add up to this: Tinyvision—both AC and battery, both domestic and imported—probably will be with us many years. It's a new category in entertainment products, and opens a new type of market, just as the transistor radio did. It doesn't have to be sold through the traditional TV outlet, and yet it's a good entering wedge into the TV field for the dealer who wants to sell up to 16-inch and 19-inch sizes.

Don't overlook tinyvision. There may be good profit possibilities in it for your specific location and situation.

VOX JOX

• Continued from page 40

at WIP (Philadelphia) moves to PR department of Metropolitan Broadcasting Company headquarters in New York replacing **Bernard Ruttenberg**, named director of publicity for WNEW (New York). Both stations are Metromedia owned.



HILARY BOGDEN

KUDOS to my good friend and former colleague, **Hilary Bogden**, who last month celebrated his 20th anniversary in broadcasting, all of it with WJAS, the NBC owned radio station in Pittsburgh. Hil holds down the 8 p.m. to 1 a.m. slot on WJAS.

Jim Gerhart, morning personality at KQV (Pittsburgh) to WPOP (Hartford) as program director-air personality. . . **Ronnie Barrett**, former KYW radio (Cleveland) air personality, resigns air show at WJW same city. . . **Carl Reese**, vet Cleveland air personality joins WJW

"Paul Bunyan," 7 to midnight, rejoins WDGY (Minneapolis) from WFLA (Tampa). . . **Mort Crowley**, recently moved from KHJ (Hollywood) to WKNR (Dearborn-Detroit) exits station. **Frank (Swingin') Sweeney**, ex-WHOTer (Youngstown), takes over Crowley's wake-up show. . . **Jay Lawrence**, WNOR (Norfolk) air personality, to KYW's (Cleveland) all-night spot.

NEW CALLS: Mr. and Mrs. Joe B. (Stan) Steel, parents of son, **James Albert**. Stan is KXLR (North Little Rock) air personality.

GOING TO NEW YORK?

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NEW HOTEL CHESTERFIELD

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SPECIAL FAMILY PLAN

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R 4541
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

ALWAYS—TIMELY & GO—GO—GO!
PROF. MARCELL COLLEGIAN'S
"YOU'RE MY SURFER GIRL (BOY) FOREVER"
b/w
"JESUS WILL SOON BE COMING"
MCR 215
A CROUNCHER—HOT RODDER
"SURFIN' ON A SWINGIN' SOIREE"
b/w
"A SIGHT TO SEE"
MAYHAMS COLLEGIATE RECORDS & PRODUCTIONS
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New York 10026
ENright 9-3390

Back With a Winner!
"JOEY"
C-299
MARK DINNING
THE BIG ONES ARE ON CAMEO/PARKWAY

SOLOMON BURKE
"HE'LL HAVE TO GO"
Atlantic 2218
ATLANTIC RECORDS
1841 B'way, New York, N. Y.

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

MUSIC AS WRITTEN

CINCINNATI

Dick Pike, general manager of Station WNOP, Newport, Ky., is partnered with **Dale Murrison**, local investor, and **Dee Felice**, ork leader, in a new jazz club slated to open March 2 in the Hotel Metropole downtown. Spot will feature top jazz record talent. . . **Eddy Arnold** due in here Thursday (6) for a round of the local jocks and music emporiums to promote his new RCA Victor wares. Squiring him around will be **Julie Godsey**, of Ohio Appliances, RCA Victor distrib with **Jerry Weiner**, RCA Victor nabob here, tossing a wing-ding in Eddy's honor at the Terrace Hilton Thursday night, with all the area traders invited.

Capitol's **Nancy Wilson** in town Wednesday (29) for a get-acquainted session with local radio, TV and press folk at a cocktail session tossed by local Cap execs. She returns to Cincy Sunday, March 16, for a concert at Music Hall. . . RCA Victor's **John Gary** in last Monday (27) for another guest shot on **Ruth Lyons'** "50-50 Club" over WLW-T and the Crosley four-city network. . . **Erroll Garner**, Mercury, occupied the same slot on the **Ruth Lyons** seg Friday (31). Garner was aided in his promotional duties around the town by **Stan Bremen**, of Supreme Distributing.

Jocks at WCIN, local Rounsaville station, tossed a March of Dimes benefit at the Student Union-Great Hall at University of Cincinnati Friday night (31), with a show featuring **L. C. Cooke**, **Bobby Darrell**, **Wade Flemmons**, **Johnny Sails**, **Obrey Wilson**, the **Casinos**, the **Dancers**, the **Dixiebelles**, the **Du-ettes**, the **Five Dutones**, **Leroy and the Emeralds**, **Kenny Smith**, and the **Lovelights** band. WCIN jockeys **Charlie Brown**, **Bill Clark**, **Larry Daley**, **Bob Hudson** and **Bill Perkins** handled arrangements and emcee chores. A record hop, highlighting the old and new recordwise, followed the show.

BILL SACHS

Phono Sales Up for Year

WASHINGTON—Total sales of console, table and portable model phonos for the 11 months of 1963 ending November 30, were above those of the same period in 1962, according to the marketing services department of the Electronics Industries Association. Despite this over-all healthy picture, distributor and factory sales for November alone dropped substantially over the same month in 1962.

Distrib sales in the portable category for November, for example, were 379,735 as against 431,381 last year. For the year 1963, the figure was 2,822,342 as against 2,662,061 for 1962. Similar figures obtained on the factory sales front.

Twin Cities Swing

• Continued from page 12

ing with its deejays at which time new tunes are evaluated and additions and deletions made to the playlist. Most of material is picked through daily surveys that the station conducts among stores and retail outlets in the Twin City area.

The other big singles-playing station in the city, WDGY (Storz-owned), is headed by program director Hal Raymond and music director Bob Dean, also known as Johnny Dollar on the air.

WDGY plays a top 50 list of tunes with a plus or extra list from 30 to 40 tunes. In addition it has its "Battle of the New Sounds" and its "Twin Picks" to add interest to the proceedings.

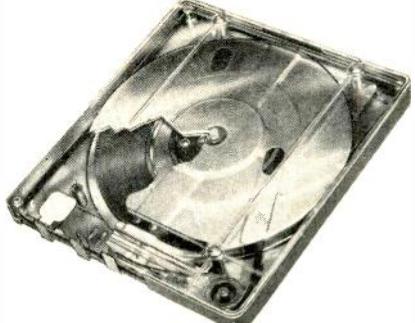
WDGY's battle is between five new records selected each evening. The five daily winners battle on Saturday and the Saturday winner is played all the following week.

"The 'Twin Picks' are a pair of selections—usually by Dean—of two of the most promising tunes each day. These are played every other hour.

Both of the stations do extensive survey work to keep a finger on the local pulse. Both are also active in hops and numerous promotional schemes throughout the city.

Performance and Profits

. . . in background music are yours with reliable VIKING tape cartridges.



Lightweight, drawn aluminum cases give VIKING tape cartridges exceptional rigidity that lasts. Designed to perform with minimum tape friction when loaded with shortest tape length or when loaded to capacity. VIKING tape cartridges have stood the test of countless hours in broadcasting and background music applications, year after year.

Cartridges With Clear Plastic Cover			
Single coated tape standard loop	M4 to 375'	M6 to 850'	M8A to 1700'
Double coated tape moebius loop	to 275'	to 600'	to 1200'

Write Sales Manager For Information

IF IT'S USED WITH TAPE IT'S MADE BY VIKING

VIKING OF MINNEAPOLIS, INC.
9600 Aldrich Avenue South, Minneapolis, Minnesota. 55420

Your assurance of Quality in Tape Components

Poll Points Up Opera Buffs as Consistent in Their Tastes

By BARRY KITTLESON

NEW YORK—Among music lovers, opera buffs are notable for their volatile prejudices; and as a breed their enthusiasm and rabid opinions have no equal outside the sports arenas and certain types of smokers who would rather fight than change. To the uninitiated, an overheard conversation on the long waiting line at the Metropolitan (or any other opera house in the world, for that matter) could be a frightening and intimidating experience. He would likely discern that rarely, if ever, could two or more of these creatures ever agree.

A recent poll, conducted by William H. Wells, who is host of a weekly opera program for New York's radio station WRFM, proved that the contrary is actually quite true. Not only do they frequently agree, but their preferences as a group are overwhelmingly similar.

Wells invited his regular listenership of "Opera for You" to write in their individual prefer-

ences for the 10 "great operatic recordings of all time." The list should include complete operas, regardless of vintage, available on LP's in either mono or stereo.

According to Wells, more than 300 persons submitted their 10 favorites, and while 80 different opera recordings were nominated, the winners (listed below) were recipients of a very heavy number of votes each. In the case of the first two on the list, the vote was nearly unanimous.

Wells' list reads as follows:

1. PUCCINI: TOSCA — Callas, DiStefano, Gobbi, Sabata. Angel 3508 B-L.
2. VERDI: IL TROVATORE — Milanov, Bjoerling, Warren. RCA Victor DM 6008.
3. WAGNER: DAS RHEINGOLD — Flagstad, London, Neidlinger, Vanholm, Solti. London 4340; 99.
4. WAGNER: TRISTAN UND ISOLDE — Nilsson, Uhl, Resnik, Solti. London 4506; 902.
5. STRAUSS: DER ROSENKAVALLIER — Schwarzkopf, Ludwig, Edelman, Karajan. Angel 3563 D-L; S-3563 D-L.
6. BIZET: CARMEN — De los Angeles, Micheau, Gedda, Blanc, Beecham. Angel 369 C-L; S-369 C-L.
7. VERDI: OTELLO — Vinay, Nelli, Toscanini. RCA Victor LM 67.
8. VERDI — AIDA — Price, Gorr, Vickers, Tozzi, Solti. RCA Victor LM 698; LSC 6158.
9. PUCCINI: TURANDOT — Nilsson, Tebaldi, Bjoerling, Tozzi, Leinsdorf. RCA Victor LM 669; LSC 6149.
10. MOZART: DON GIOVANNI — Siepi, Nilsson, Price, Valletti, Corena, Ratti, Leinsdorf. RCA Victor LM 6410; LSC 6410.
11. MOZART: MARRIAGE OF FIGARO — Siepi, Guden, Danco, Poell, Corena, Kleiber. London 4407; 602.
12. BIZET: CARMEN — Stevens, Pearce, Reiner, RCA Victor LM 6102.
11. DONIZETTI: LUCIA DI LAMMERMOOR — Sutherland, Cioni, Merrill, Siepi, Pritchard. London 4355; 1327.
14. VERDI: AIDA — Milanov, Bjoerling, Perles. RCA Victor LM 6122.

It can be assumed that Wells' regular listenership represents a well informed cross-section of the opera public, and for that reason this list is doubly significant. There are consistencies in this list which reveal the qualities expected of a recording to meet the public's taste.

In each case these favored performances show a remarkably strong cast in all of the leading roles, as well as in the choice of conductor. While the excellence of ingredients is obvious, the reputation of certain of the artists, conductors, and works themselves, could be further interpreted, though this was not the aim of the survey.

Mid-East to Hear Ads on Radio

BONN — The United Arab Republic is to start a commercial radio station covering the entire Middle East area in March—with U. S. and British exporters to the area expected to buy most of the advertising.

Michael Rice & Company of London is establishing an associate company under the direction of Leslie Knight to undertake commercial development of the new service in the United Kingdom and Europe. Aside from U. S. and British firms, the Michael Rice company is soliciting advertising from West German, French and Dutch exporters.

The U.A.R. Radio and Television Organization is to make a transmitter of not less than 500 kilowatts available at Mansoura, near Port Said. It is to broadcast a non-political program of light entertainment for 16 hours a day. The station will have a U. S.-style pop music format. Its general operation will closely resemble that of Radio Luxembourg, which inspired the U.A.R. venture.

There will be a difference, however — the station will be owned outright by Nassar's U.A.R. Radio and Television Organization, which will cash all profit.

Chatter

NEW YORK—1964 is the centennial celebration of Richard Strauss, and it is already filled with promise. DGG is planning the release of two of Strauss' major operatic works within the next few months. Both releases will feature live performances. "Die Frau Ohne Schatten," recently recorded at the Bavarian State Opera in

Munich features **Dietrich Fisher Dieskau, Inge Borkh, Jess Thomas, Hans Hotter, Ingrid Bjoner and Martha Moedl**, under the direction of **Joseph Keilberth**. "Arabella," recorded during the latest municipal music festival at the Munich Prinzregenten Theater, stars **Lisa Della Casa, Anneliese Rothenberger, Dietrich Fischer-Dieskau and Fritz Uhl**. Again, **Joseph Keilberth** conducts.

Erich Leinsdorf's plans for the Berkshire Festival at Tanglewood will include a Strauss cycle, which includes "Die Frau Ohne Schatten," a concert version of "Le Boureois Gentilhomme," "Tageszeiten," "Parergon," "Burleske," "Ein Heldenleben," "Also sprach Zarathustra," "Don Quixote," "Don Juan," "Till Eulenspiegel," waltzes from "Der Rosenkavalier" and interludes from "Intermezzo."

For the first time, Japan has presented four "Record Academy Awards" as selected by leading critics and prominent persons in the record industry in that country. The Grand Prix was given to **Benjamin Britten's** recording of his "War Requiem," on London. The "First Academy Award" went to the Philips recording of the Beethoven cello sonatas by **Mstislav Rostropovich and Sviatoslav Richter**, and the third and fourth awards went to Columbia's recording of Mozart's "Cosi Fan Tutte." Honorable runner-up was the Philips recording of Beethoven's Violin sonatas by **Lev Oborin and David Oistrakh**.

Last week **Rise Stevens** and **Michael Manuel** were appointed by **Rudolf Bing** as general managers of the Metropolitan Opera National Company. They will perform general administrative duties in the planning for the newly organized touring company, which begins its first season in 1965.

Gian Carlo Menotti's "Death of the Bishop of Brindisi," which was given its world premiere last season in Cleveland, will be performed this season in Vienna on June 15 and later at the Berkshire Music Festival in Tanglewood. RCA Victor has optioned

February 7 (Friday) has been designated by New York's **Mayor Wagner** as "Day of the City of Vienna" in honor of the

CLEVELAND ORK ON TOUR EAST

CLEVELAND — The Cleveland Orchestra, and musical director George Szell leave their home base for a 13-concert tour of the Eastern seaboard, opening in Carnegie Hall on February 3. They return to Cleveland for a concert on February 20.

Three soloists, all Czech-born, will perform with the orchestra. **Rudolf Firkusny** will be heard on February 3. Violinist **Josef Suk**, and pianist **Ivan Moravec** will each make his Manhattan debut with the Cleveland orchestra. The orchestra will also schedule New York premieres of **Sir William Walton's "Variations on a Theme by Hindemith"** and **Peter Mennin's "Symphony No. 7."**

The orchestra will be heard in Hartford, New Haven, Northampton, Worcester, Boston, New Brunswick, White Plains, Great Neck, Harrisburg and Washington, as well as New York.

Vienna Symphony Orchestra and its conductor, **Wolfgang Sawallisch**, which arrives in this country on that day for its first tour of the U. S. Their first concert will be given in Carnegie Hall on February 9.

Johann Strauss' classic operetta "Die Fledermaus" which had its premiere performance on April 5, 1874, has been given a film treatment which will open for a limited engagement in New York on February 7. Boasted as one of the "most lavish and extravagant film musicals ever produced," it has been directed by **Geza von Cziffra** and features an all-star European cast, including **Marianne Cook, Peter Alexander, Marika Rokk**, under the direction of **Kurt Edelhagen**.

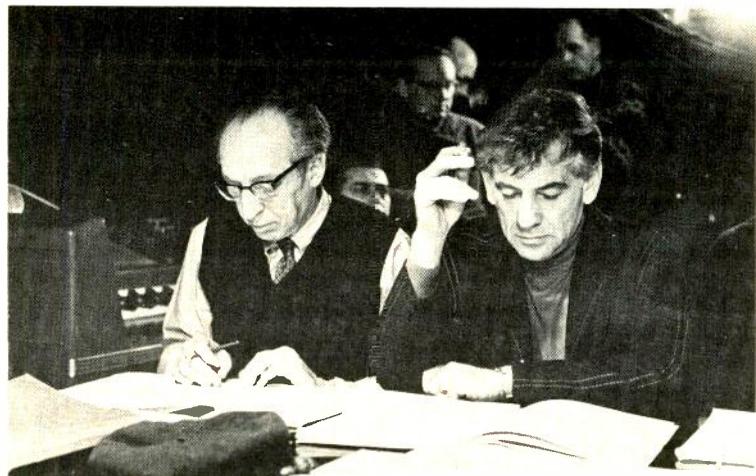
For the first time, secondary students in the New York school system will be able to attend a series of free concerts given by the American Symphony Orchestra under the direction of **Leopold Stokowski**. Some 35,000 teen-agers will be given the opportunity to attend these performances.

CBS Int'l, Gamma Reach Epic Deal

MEXICO CITY—CBS International and the Gamma label here reached an agreement which will allow Gamma to distribute the Epic catalog in this country. **Thomas Munoz**, assistant general manager of Gamma, said his company will take special note of classical music in the future. In this regard, Gamma has established a new division which is drawing on Vanguard and Supraphon besides the Epic catalog for this classical material.

Adam Distribs Take Over Four Labels

NEW YORK—Adam Record Distributing Corporation, has assumed exclusive distributorship for the Artia, Parliament, MK and Supraphon labels in New York and surrounding areas. Announcement was confirmed last week by **Ernest Coleman**, national sales manager for Connoisseur Record Corporation of Kearny, New Jersey.



THE NEW YORK PHILHARMONIC, currently in the throes of an "avant-garde" cycle, has just recorded Aaron Copland's "Piano Concerto," which was featured in the series, for Columbia Records. As in the concert, Maestro Copland performed as soloist, and Leonard Bernstein conducted. Shown above, they examine score during playback.

Rubinstein Re-Signs With Victor

NEW YORK—Artur Rubinstein, the renowned pianist, celebrated his 75th birthday last week (28), and did so by signing a new long-term recording contract with RCA Victor Records. The announcement was made by the company's vice-president and general manager, **George R. Marek**. Rubinstein's first contract with RCA was signed more than 25 years ago, when he first came to this country.

This week, the vigorous pianist will undertake a difficult schedule of performances on three successive evenings (5-6-7)—one at Philharmonic Hall, the other two at Carnegie. As is customary, when Rubinstein



ARTUR RUBINSTEIN

performs, all three concerts are sold out, including stage seats.

Immediately following these concerts, the pianist is scheduled for an intense series of recording sessions in Carnegie Hall—some 18 are planned. The plan is to re-record in the Dynagroove process music of **Frederic Chopin**, interpretations for which Rubinstein has been widely acclaimed. Other recordings will feature the music of **Beethoven, Mozart and Schubert**, plus an album of music by French composers.

On announcing the project, **Marek** noted that "Mr. Rubinstein's performances on recordings and in concert halls have given the world some of its finest musical moments."

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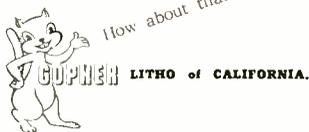
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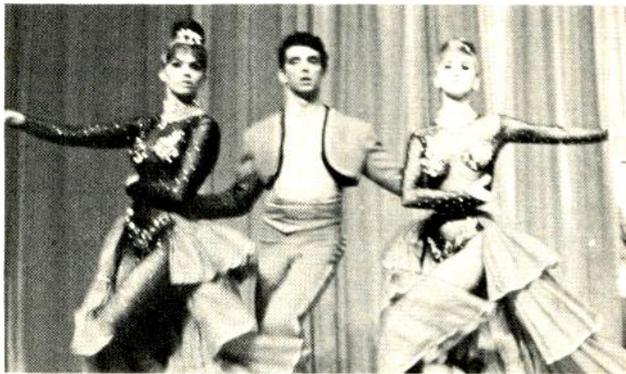
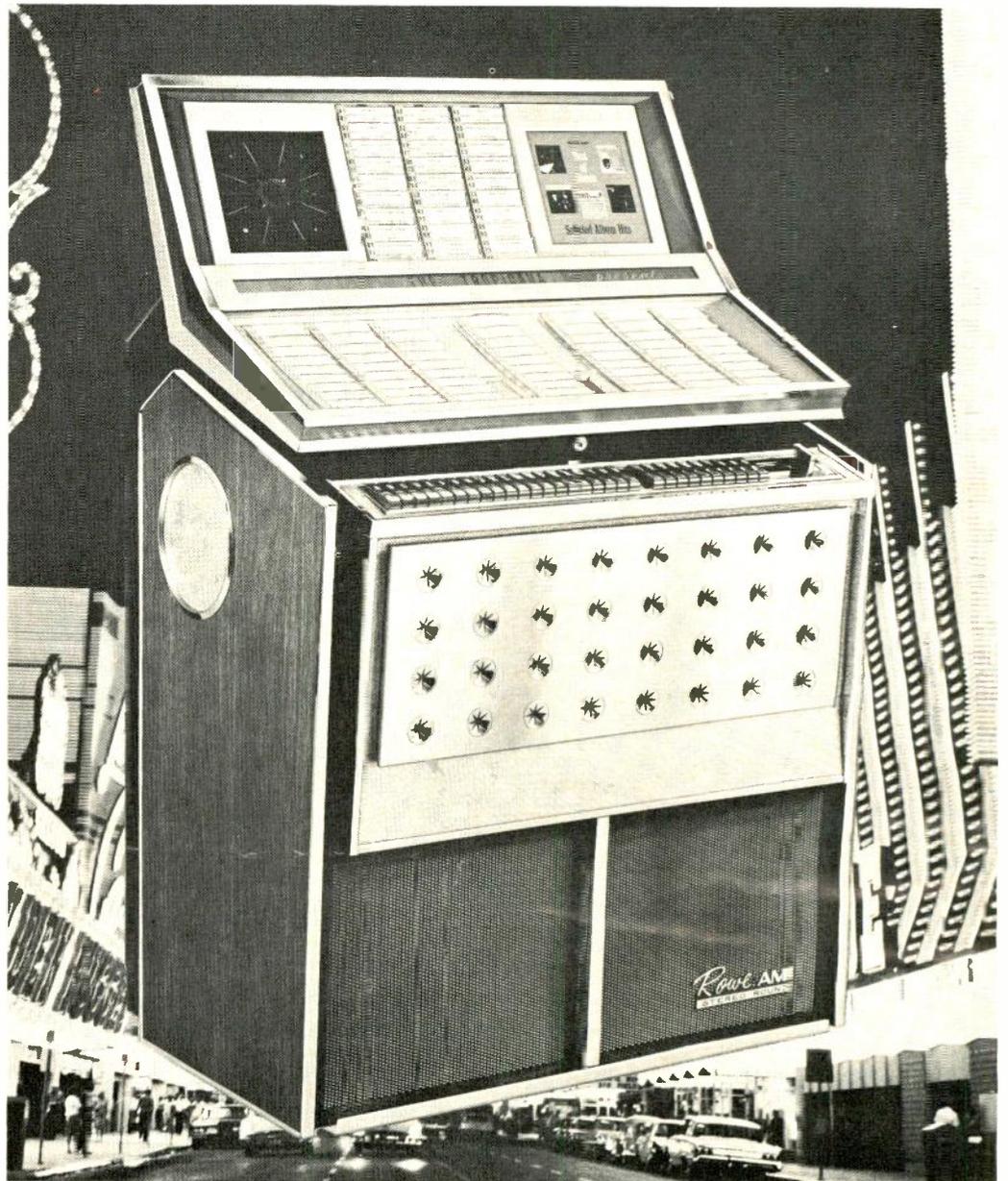
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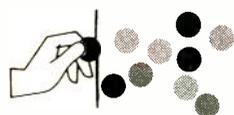
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Illinois Association Gets Swinging Start

SPRINGFIELD, Ill. — The newly formed Illinois Coin Machine Operators Association appears to be rapidly on its way toward becoming one of the most successful State associations in the country.

Close to 100 operators, including some prominent juke box industry officials, attended the association's third meeting here last weekend.

Illinois has some 400 active operators in the State, and officials of the Illinois group now feel they have an excellent chance to signing a large percentage of these to their roles.

The Illinois meeting was marked by key addresses by Fred Granger, last week appointed managing director of Music Operators of America, and Lou Casola, MOA president and long a prominent operator in the State.

Clint Pierce, head of the neighboring Wisconsin operator association and an MOA director, was on hand, as was Eugene Corrigan, a representative of the Illinois Department of Revenue.

Corrigan told operators there was hope of simplifying the administration of the new \$10 State coin machine tax passed last fall.

Ops Seek Changes

Operators sought smaller decals, interchangeable licenses and a host of other changes from
(Continued on page 51)

TORONTO FIRM ADDS ROCK-OLA VENDING LINE

CHICAGO—Rock-Ola Manufacturing Corporation has named New-Way Sales Company, Toronto, distributor for its full line of equipment in the 38-county Toronto area. New-Way, headed by Jerry Janda, has been a Rock-Ola juke box distributor since 1962 and now adds vending to its line. Frank Doyle, Rock-Ola vending division sales manager, said it was only fitting that a distributor who has done such a fine job of developing and servicing so many new customers for Rock-Ola be awarded the vending line as well.

Garrett Heads Newly Formed Carolina Assn.

RALEIGH, N. C. — A new State organization, the North Carolina Coin Operators Association, was recently formed at a meeting here attended by most of the State's operators and all the major distributors.

The meeting adopted the Association's name by unanimous agreement and elected the following officers: President, Garland Garrett, Wilmington; Secretary-Treasurer, P. F. Reynolds, Clinton; 1st Vice-President, Fred Ayers, Greensboro; 2d Vice-President, Jack Wallas, Asheville; 3d Vice-President, David Smith, Fayetteville.

The meeting named a by-laws committee of A. M. Fleish-
(Continued on page 51)

P.R., Membership, Legislation Major Problems for MOA

SPRINGFIELD, Ill. — The juke box industry got its first official look at Music Operators of America's new managing director Fred Granger, and the result was an overwhelming vote of approval.

Granger spoke at the third meeting of the newly formed Illinois Coin Machine Operators Association here last weekend. Both the meeting and Granger's appearance were an unqualified success.

The new MOA executive listed public relations, a continued membership drive and the continuation of the fight against copyright legislation as his chief goals.

Hails Trade Show

He also called for more cooperation between State and local groups and MOA, and said that a strong trade show for the national association this summer is a "must."

Among internal aims, Granger said that the Chicago headquar-

ters of the national association will be expanded to provide more services for members.

The MOA executive spoke from a prepared text before what is rapidly becoming one of the strongest coin machine associations in the country. Organized only last fall, the Illinois



FRED GRANGER

Operators Hail Delay in Progress of Celler Bill

SPRINGFIELD, Ill.—Music Operators of America president Lou Casola said last week that Congressman Emanuel Celler (D., N. Y.) had informed him he would not push for passage of juke box copyright legislation until March.

The announcement gives juke box operators new hope in their fight to maintain their traditional exemption from royalty payments.

A bill to eliminate the juke box exemption is currently in the House Rules Committee awaiting passage to the floor. It's the greatest progress a bill of this type has ever made in Congress.

Political Differences

Expected to help the operators is the difference in political



LOU CASOLA

thinking between Celler, sponsor of the anti-juke box measure,

and Congressman Howard Smith (D., Va.), chairman of the rules committee.

Smith, a pronounced States rights and segregationist advocate, is not expected to be too kindly inclined toward a measure sponsored by Celler, widely regarded as a champion of civil rights.

Casola made his announcement before a meeting of the newly formed Illinois Coin Machine Operators' Association here last week. Nearly 100 operators from Illinois were in attendance.

Cites Senate Bill

Casola noted, however, that on the negative side, he had received news that ASCAP was behind a similar anti-juke box
(Continued on page 56)

West German Operator Group Celebrates 10th Anniversary

By OMER ANDERSON

COLOGNE — Europe's most successful coin machine operators organization — Zentralverband der Organization des Automatenausstellgewerbes (Central Federation of the Organizations of the Coin Machine Operator Trades) or ZOA — has completed its first decade.

It was 10 years ago that representatives of State operator

groups met in Duesseldorf to organize on the federal level.

The German manufacturing industry had only begun to produce coin machines after the war—in fact, was beginning production of the first phonographs ever made in Germany. Pre-war, German operators had been concerned solely with vending equipment and basic games.

Nevertheless, although the re-

born German trade was hardly more than embryonic, its leaders shrewdly recognized that trade growth would depend on a strong central organization coordinating policies of the regional groups and conducting their common campaigns and fighting their common battles.

The federal approach to organization has been retained and strengthened over the years. Today, it receives major credit for the unique success achieved by the ZOA. Through the ZOA, national operator interests are represented by the national organization, but on the State level the local organizations enjoy complete autonomy.

No Dictation

There is virtually no feeling on the part of State organizations that they are subjected to control or dictation from the top. Regional organizations are represented in the ZOA by weighted votes based on the size of their States and their membership.

On this basis, the Ruhr State of North Rhine-Westphalia has the biggest voice. The Ruhr
(Continued on page 56)

Seeburg Continues To Buy and Expand

CHICAGO — The Seeburg Corporation continued its acquisition of vending properties with the purchase last week of the Arthur H. DuGrenier Corporation, Haverhill, Mass., manufacturer of mechanical candy, snack, pastry, cigaret and soluble coffee vending machines.

Last month Seeburg purchased the Cavalier Corporation, Chattanooga, manufacturer of vending equipment for Coca-

Cola bottlers. The Cavalier transaction was for \$11,800,000.

The DuGrenier purchase was for an undisclosed amount of cash. DuGrenier was established in 1928 and developed the first machine to provide multiple selections with the use of a single coin slot. It also holds many basic patents in the industry.

J. Cameron Gordon, Seeburg executive vice-president, said that DuGrenier will continue to manufacture in Haverhill and that Francis DuGrenier Jr. will remain with the company as vice-president in charge of manufacturing, and Francis DuGrenier Sr. will act as senior consultant in engineering, research and development. Gary DuGrenier will continue in the company's engineering department.

Gordon said that acquisition "unquestionably establishes See-
(Continued on page 51)

UJA '64 Drive Under Way

NEW YORK—The coin machine division of the United Jewish Appeal's 1964 campaign has opened.

Irving Holzman, 1963 chairman, announced an organizational meeting for Wednesday (5) at 6 p.m. at the office of the Music Operators of New York, 250 West 57th Street.

The purpose of the meeting is to select a suitable guest of honor for the annual dinner and make plans for the industry-wide effort in behalf of the Appeal.

Bally Spinner Wins Status as Novelty Game

SPRINGFIELD, Ill.—Bally's Spinner, formerly charged a \$250 federal tax, is now assessed only a \$10 amusement tax, an Illinois operator announced here last week during a meeting of the Illinois Coin Machine Operators Association.

Charles Bentler, Springfield, said he had hired attorneys to contest the federal \$250 gaming tax assessment. After a hearing in Springfield, the case was moved to Washington, Bentler said.

Final decision by the federal government was that Spinner was not a gaming device and therefore subject only to the government's \$10 amusement tax. The Illinois operator said he would have copies made of the letter he received from Washington and circulate it to operators in the State association.

EUROPEAN NEWS BRIEFS

Press Co-Operation

ROME—Italy's trade organization, Sezione Apparecchi Attrazioni Ricreative (SAPAR), is pressing a program of closer liaison with operators remote from Rome.

SAPAR has subdivided into eight regional groupings. This decentralization is intended to increase the voice of provincial operators in trade affairs. Moreover, SAPAR has forged a close working relationship with the two Italian organizations catering to the amusement industry, Associazione Generale Italiana Dello Spettacolo and the affiliated Associazione Nazionale Escenti Spettacoli Viaggianti.

Italians in Switzerland

GENEVA — Swiss juke box operators are giving increased attention to music programming for the half-million transient Italian workers in Switzerland.

Because of the tight labor shortage, Switzerland has been bringing in foreign labor, primarily Italian. Surveys show that the foreign workers are avid phonograph fans, collections at locations catering primarily to Italian workers averaging 15 per cent to 25 per cent over those at other locations.

Belgian Model Plan

BRUSSELS—Belgium's coin trade is conducting a model program of liaison with the Belgian parliament.

Union Belge de l'Automatique (U.B.A.), the Belgian trade association, holds a monthly dinner meeting in Brussels to which is invited one or more members of parliament.

The dinners are devoted to the discussion of trade problems and the conduct of business among members. Parliamentary deputies receive a working-level view of the coin trade and its problems.

Housewarming

HANOVER — A blue-ribbon list of German coin machine executives turned out for ceremonies housewarming the new office space of the leading German wholesale firm Hermann, Volbracht Nachf.

The firm's proprietor, Hermann Volbracht, welcomed the guests, and congratulations were extended by G. W. Schulze, one of the proprietors of the N.S.M.-Loewen enterprises of Bingen, and Inno Taeuber, chairman of the Lower Saxony trade association.

The housewarming was coupled with a demonstration of N.S.M.'s new phonograph, Serenade.

Veteran's Anniversary

OSNABRUECK, West Germany—Bruno Kruel of Osnabrueck is observing the silver anniversary of his entry into the coin machine trade.

Krue, who is being felicitated as one of the German trade's real pioneers in modern equipment operation, began operating billiards and other games in 1938.

He was prospering when Hitler invaded Poland and launched World War II. Soon bombs were falling and Krue's flourishing enterprise literally was blasted to bits and went up in smoke.

After the war he began again, (Continued on page 56)

Coin Machine Exports

September 1963

Country	New No.	Phonographs Value	Used No.	Phonographs Value	Amusement No.	Games Value	No.	Totals Value
France	15	\$ 12,534	—	\$ —	1,720	\$ 796,736	1,765	\$ 809,270
United Kingdom	—	—	83	14,886	1,450	595,166	1,533	610,052
Belgium	422	343,425	221	71,715	502	187,961	1,145	603,101
West Germany	556	328,920	15	4,360	527	239,622	1,098	572,902
Italy	216	106,555	14	8,306	279	147,845	509	262,706
Japan	135	94,486	111	29,015	155	114,302	401	237,803
Switzerland	103	92,770	—	—	407	117,478	510	210,248
Canada	97	73,777	80	16,800	371	57,677	548	148,254
Venezuela	—	—	—	—	236	99,502	236	99,502
Sweden	15	6,340	—	—	55	32,920	70	39,260
Denmark	—	—	—	—	59	38,084	59	38,084
Austria	5	2,987	—	—	31	24,800	36	27,787
Dom. Republic	17	13,220	15	3,500	40	2,000	72	18,720
Greece	—	—	25	5,900	40	7,596	65	13,496
Netherlands	—	—	—	—	51	13,185	51	13,185
Other Countries	50	39,909	94	33,127	226	65,758	370	138,794
Totals	1,631	\$1,114,923	658	\$187,609	6,179	\$2,540,632	8,468	\$3,843,164

Exports Up 9th Month in Row

NEW YORK—Doubled volume of amusement machine exports and nearly double volume in automatic phonographs zoomed United States export figures for September 1963 over those of a year ago.

In the ninth straight month of gains, U. S. Department of Commerce statistics showed a total value of coin machine exports (not including vending machines) of \$3,843,164 compared to \$2,094,037 for the same period of 1962.

Game exports, jumping from 3,615 units valued at \$1,157,328 to 6,179 units valued at \$2,540,632, and new phonographs climbing to 1,631 units at \$1,114,923 from 1,050 units at \$736,074, accounted for most of the increased volume.

Exports of used phonographs

were up slightly over September 1962, halting a downward trend noted in comparative figures for August 1962 and 1963, but the value of the shipments declined. September 1963 saw exports of 658 used phonographs, up from 627 in 1962, but their value went down to \$187,609 from \$200,635 in 1962.

The totals show the continued predominance of U. S. coin games in the world market, but the increased number of used phonographs exported is deceptive. It results entirely from sharp jumps in sales to Japan (from 19 to 111) and Canada (from seven to 80).

Western Europe is still the prime customer for both games and phonographs, with Belgium and West Germany, the peren-

nial leaders, increasing their purchases in most categories. The two countries accounted for much of the rise in European imports of both U. S. games and phonographs.

Sales of new phonographs to West Germany rose from 328 units valued at \$213,218 in September 1962 to 556 units valued at \$328,020 a year later. West German import of games declined from 558 units to 527, but their value went up from \$221,510 in 1962 to \$239,622 in 1963.

In Belgium sale of both U. S. games and phonographs was way up. The pinballs increased from 234 units valued at \$54,633 to 502 at \$187,961. Phonographs jumped to 422 units valued at \$343,425—up from 288 units at \$214,739.

'63 Was a Good Year, Says Slifer, And It Looks Positive for 1964

CHICAGO — O. L. (Bob) Slifer is executive director of the National Coin Machine Distributors Association and a veteran of many years in the coin machine field. His look into 1964 contains many startling and far-reaching predictions. Here are his views:

While 1963 was a good year for all levels of the industry—manufacturers, distributors and operators, we weren't without problems. The Eastland bill hurt many, but those who were farsighted enough to look ahead, weren't caught napping. The same will hold true regarding the inevitable confusion that will arise around the tobacco-health controversy. Our industry will constantly have problems from one source or another.

Positive Signs

"However, the positive signs are numerous. It's encouraging to see manufacturers expanding with diversified products and large building programs. It's also encouraging to see distributors moving into larger and more sumptuous quarters. Another positive step forward is the motivation by manufacturers and distributors toward more public exposure of their products.

"To have Music Operators of America and the National Merchandising Association hold their national conventions, one following the other, was a positive improvement. The suspension of the passing of the copyright bill may hopefully produce more equitable results for the juke box industry. More amusement games are now available. And

vending continued its progressive march into an automated economy.

"On the negative side, I am greatly concerned by the disappearing distributor. We have an increase in operator distributors, people whose prime concern is in routes instead of distribution. This is of such consequence that I feel NCMDA and the manufacturers should work together to put areas into the hands of distributors whose prime interest is wholesaling. I am not against distributors operating and distributing, but if they do, they should have trained personnel handling both separately, with distribution being the primary function.

"I was also very disappointed

in the over-all lack of wholesale advertising in our trade papers. I hope that in 1964, wholesalers will awaken to the fact that trade papers perform a very valuable and necessary sales service.

Tax Relief

"Looking into 1964, I feel we'll have a better year providing there is tax relief. The decade will find many of the industry leaders in the passing parade, so I hope we hear more from the younger executive group, the men who handle the daily problems today. I would also look for a combined national coin machine convention held jointly by all interested associations. I hope this would eventually lead to an interna-

(Continued on page 51)

PHILLY COIN INDUSTRY LAUNCHES AJA APPEAL

PHILADELPHIA—The all-out efforts of the local coin machine industry in behalf of the 1964 campaign of the Allied Jewish Appeal, will be launched February 18 at The Wynne.

Joseph Silverman, chairman of the Coin Machine Division of the Allied Jewish Appeal and executive director of the Amusement Machines Association of Greater Philadelphia, said that the industry's annual award dinner will be staged that evening with the traditional "Man of the Year" award presented to Morris Schuchman, head of the Globe Consumer Discount Corporation, who is prominent in local industry financing. Silverman pointed out that Schuchman has been a source of financial strength for the local operators and developed strong ties of personal friendship through his dealings with the men in the coin machine industry.

Raymond J. Erfle, senior vice-president of the Broad Street Trust Company, one of the largest banking institutions in the city, has agreed to serve as vice-chairman for the award dinner.



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- Wurlitzer 2100 265.00
- Wurlitzer 2404 545.00
- Wurlitzer 2510 645.00
- Wurlitzer 5207 WB 25.00
- Seeburg G 165.00
- Seeburg 3W1 WB 18.50
- Seeburg R 295.00
- Seeburg V 200 135.00
- Seeburg D.S. 865.00
- Seeburg AY 100 765.00
- Seeburg 222 545.00
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P.R., Membership, Legislation Major Problems for MOA

• Continued from page 49

Harry Snodgrass, Jack Bess and Willie Blatt.

Among public relations ideas he suggested the following:

1. Study ways to develop a significant public relations project, perhaps even resorting to television.
2. Provide assistance to men in the field through news releases, in an effort to help favorable stories find their way into the local papers.
3. Circulate the MOA code of ethics, which Granger said impressed him greatly.
4. Tell the press of operators' various charitable and civic contributions.
5. Prepare speeches for operators to give to local groups.
6. Plan a film for operators to show to local groups.

Lauds Press

"These may seem like modest steps, but we have to start somewhere," Granger said. "I have a deep respect for the press. We can't blame it for printing unfavorable stories. They print what they know. It's up to us to see that they see our side of the problem."

Granger noted, too, that eventually MOA hoped to retain its own public relations counsel.

Illinois Meet

• Continued from page 49

the State. Les Montooth, president, appointed a committee to meet with Corrigan and work out some recommended changes.

Named to the committee were Bud Heshman, Springfield; Frank LeMaskin, Chicago, and Ed Gilbert, Bloomington.

Montooth also named a membership committee to contact operators throughout the State: Don McDonald, Ottawa; Moses Proffitt, Chicago; Harley Shaffner, Alton; Vince Angellieri, Chicago, and Bud Hausman, Centralia.

Buffet Served

After the meeting, operators and their guests were treated to a buffet dinner by Ed Ginsburg, Atlas Music Company, Chicago distributor for Rowe-AMI juke boxes, background music and vending equipment.

Pierce told operators that Wisconsin had had an active State association since the early 40's and it was still one of the few States in the union that had no coin machine taxes or licenses. Some 36 States have some form of coin machine license or tax, Pierce said.

The next meeting of the Illinois group, probably in Chicago, will be officially announced by the association's directors shortly.

A similar move was made by the since-discontinued Coin Machine Council, organized to provide public relations help for the coin machine industry. The council lasted some two years and achieved significant results before it ran out of funds and was discontinued.

Regarding copyright legislation, Granger said that MOA's success was also its failure. In continually defeating the legislation for some 12 years, MOA was no longer able to arouse operators. However, they must be made to feel that this is a real threat, Granger said.

Asks Co-Operation

He pointed out that MOA could only solve its problems if it received co-operation from State and local groups. Towards this end, he pledged a stronger working relationship between MOA's Chicago office and the various State and local juke box operator associations. Granger said he would have more specific recommendations along these lines to present to MOA's directors within 10 days.

Along the line of membership drives, Granger cited the work of Leon Taksen, Pennsylvania, who recently recruited 39 new dues-paying members for MOA.

Granger said he would work to make MOA's 1964 trade show "the best in the association's history." He said he would begin meeting with exhibitors next week.

"MOA's Chicago headquarters also has to be enlarged," Granger said, noting that the association's board of directors agreed with him on this.

He mentioned the installation of such equipment as copying machines, mimeographing machines and the like.

Miss. Op's Routes Sold to Associate

CLARKSDALE, Miss.—The phonograph and game routes of the late Clarence Spain were bought from his estate by one of his associates, J. W. Butler, according to reports last week.

Spain, of Tunica, Miss., longtime operator, died last fall. He had routes at Tunica and Clarksdale totaling more than 100 pieces of equipment.

Approximate value of the route was \$40,000 to \$50,000. Butler will live at Clarksdale and operate both routes from there.

Seeburg Expands

• Continued from page 49

burg as the world's largest manufacturer of vending and coin-operated phonograph equipment. It also rounds out our product line by giving us mechanical cigaret, candy and snack venders which have the added capability of vending laundry supplies and many other types of items."

Gordon said Seeburg was especially pleased with DuGrenier's soluble coffee machine, which he described as a "first-class piece of equipment and one which will make a valuable addition to our Seeburg-Bally line."

DuGrenier equipment will be merchandised and sold through Seeburg's world-wide distributing organization, Gordon said.

Milwaukee Ops Re-Elect All Officers & Directors

MILWAUKEE—All officers and directors of the Milwaukee Phonograph Operators association were re-elected at the trade group's annual meeting recently.

Named to serve another year in office were Sam Hastings, Hastings Distributing Company, president; James Stecher, Novelty Service Company, vice-president, and Jerome Jacomet, Red's Novelty Company, secretary-treasurer.

Board members will also continue in their posts. They are Arnold Jost, Arnold's Coin Machine Company; Joe Beck, Mitchell Novelty Company; Bob Puccio, P. & P. Distributing Company, and Doug Opitz, Novelty Service Company.

Plans now call for holding

quarterly instead of monthly association meetings. According to an association spokesman, "Our association is as strong as ever. But we find that there is no need at present for monthly meetings. From now on we will schedule membership meetings every three months unless something important comes up that makes it advisable to meet more often. Meanwhile the officers and directors will get together once a month to conduct necessary association business."

Trade Mulls City Action On Games

PHOENIX — Licensed beverage dealers and coin machine operators met recently to discuss what action to take in the face of the city's refusal to license machines that "create odds."

Mayor Milton Graham committed the city to strict enforcement of an ordinance that classifies as gambling devices any machines that take more than one coin or builds odds. He was unmoved by complaints of tavern owners that the city's action would merely chase a percentage of tavern business to racetracks, night clubs and actual gambling dens.

According to City Assessor Alex Cordova, the questionable machines were originally licensed because the city did not have enough inspectors to check each one, relying instead on specifications in requests submitted by the operators.

Cordova suggested that machines could remain in operation if they were changed to take only one coin per game and did not offer odds or payoff.

Widow Sells Firm To Ft. Smith Op

LITTLE ROCK — Mrs. Dan Levine has sold her interest in phonograph and game routes in Fort Smith and West Memphis, Ark., to Felton Landrum, owner of B & L Amusement Company at Fort Smith.

She is the widow of Dan Levin, who died last April. Levin owned and operated Standard Automatic Distributing Company. Price was not disclosed.

Garland Garrett

• Continued from page 49

man, of Fayetteville, chairman; Calvin Bishop, Raleigh, and Gene Smith, Fayetteville.

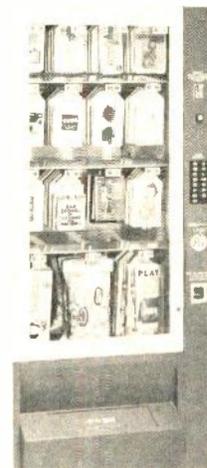
The success of the gathering led the large number of operators present to plan another meeting for Sunday (16) in Charlotte.

Coin machine distributors gave their assistance to the formation of the association. Those present were Rusty Derby, Rowe AMI; Oscar Hedrick, Seeburg; Lawrence L. Sturgeon, Rock-Ola, and Jon Brady and Dick Dickerson, Wurlitzer.

MOA Names Veeps

CHICAGO — At the recent board meeting of the Music Operators of America, Henry Leyser, Oakland, Calif. and William Cannon, Haddonfield, N. J. were elected vice-presidents of the organization. Cannon, a music operator, is president of two New Jersey coin machine associations.

Seeburg Shows New Version Of Its Vender



NEW PICK-A-PAC

CHICAGO—Seeburg has unveiled its redesigned Pick-A-Pac merchandising vender, Model 15G1, known prior to its restyling as Pick-A-Pax. Seeburg bought the multiple-unit vender last year from Vend-O-Matic Sales, Inc., of Minneapolis.

The new Pick-A-Pac offers 15 different selections at one time with an on-vend capacity as high as 315 items.

The machine can accommodate such diverse items as shaving goods, cosmetics, games, hardware, novelties, magazines, snacks, candies, toys, cigars, pipe tobacco, paperbacks and school supplies.

The customer can always see the item he buys, and the machine vends simultaneously at 12 different prices in a range from 5 cents to \$1.50, accepting quarters, dimes and nickels.

The operator can load each of the 15 delivery augurs with different items at the same price or limit customers to a choice of 15 items.

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100 play stereo monaural phonograph
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VARIOUS ARTISTS—Greatest Country and
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Hildegard Knef Singt ChansonsDecca

* * *

SEEBURG ARTIST OF THE WEEK

Folk

LES AND LARRY ELGART—
Big Band HootenannyColumbia

* * *

RSI LITTLE LP's

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JOHNNY CASH—Ring of Fire—
The Best of Johnny CashColumbia

Pop Vocal

PERRY COMO—The Songs I Love.....RCA Victor

Folk

PETER, PAUL AND MARY—In the Wind
.....Warner Bros.

Jazz Instrumental

COUNT BASIE & HIS ORCHESTRA—
This Time by BasieReprise

Pop Instrumental

ORIGINAL SOUND TRACK—Theme From
The VictorsColpix

The 33 1/3 stereo Little LP's listed above may be bought through Rock-Ola, Rowe-AMI and Wurlitzer distributors.

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

Distribution Problem Stymies Stereo Singles Programming

By AARON STERNFIELD

FREEPORT, L. I., N. Y.—If 33 stereo single records and the little LP's were handled through normal distribution channels, the juke box operators would probably be doing a lot more adult programming.

That's opinion of Bernie Boorstein, Double-B Record Corporation here. Boorstein, a veteran one-stop operator, feels that most juke box distributors should not be in the record business.

Tom Greco, Rock-Ola distributor from Glasco, N. Y., agrees. Greco said that many operators expect the juke box distributor to throw in the special 33 stereo packs with the purchase of new—and in some cases—used juke boxes.

The same operators will go to one-stops, however, and there is no question about their paying for the merchandise.

The one-stops would like the business and the music machine distributor would like to let them have it. But it isn't quite that simple.

Distribution Pattern

Right now, all 33 stereo single programming and all little LP selections are made on order for the juke box manufacturers for distribution through their franchised outlets. Less than 25 per cent of this product is handled by one-stops.

The music machine manufacturers got into the record business—and also put their distributors

into the business—for a simple reason. The type product needed for their machines simply was not available through normal record distribution channels.

Today, all four manufacturers make machines capable of playing stereo music—either single or little LP—at the 33 r.p.m. speed.

But virtually all new singles for general release are monaural 45's, and, except for the juke box manufacturer programs, no little LP's are produced.

So, until the demand was sufficient to force the record manufacturers to produce this product on their own, the juke box industry had to create and distribute its own product.

Boosted Collections

There is little question that the juke box industry has benefited from these efforts. Stereo single and little LP programming has boosted collections in most locations where it has been tried.

Of course, the major factor has not been the 33 r.p.m. speed, nor even the stereo sound, though the latter has helped.

The major factor has been the artist and the repertoire. Much of what is available on 45 monaural is aimed primarily at a teen-age audience. The big need for the juke box market is adult programming. The patron doesn't care at

(Continued on page 56)

Ops Lean More on Mail, Phones

BOSTON — Operators are buying more and more of their records by mail-order and telephone, according to Dick Mitchell, one-stop proprietor here.

Mitchell recently moved his business to a new location in this city and reports that the change has made no difference in his gross receipts. Headquartered for 12 years with Redd Distributing Company, Mitchell's Dick's Records now operates from the premises of Trimount Automatic Sales Corporation.

The mail-order trend has grown until it now makes up 65 per cent of his business. "The day when the out-of-town operator came into town two or three times weekly has gone," Mitchell explains. "Business is too competitive and requires closer attention. The operator finds he can buy his records more efficiently by lifting the phone and reading off a list he has prepared from

radio, TV and trade paper charts."

The trend pleases Mitchell. "Of course, you want to meet your customers," he says, "but you don't have to see them several times a week to know they're there. The movement

will continue to grow as many of the big record distributors move out of town to locations difficult to reach in person."

Mitchell believes a similar development is shaping up among buyers of phonographs and coin games.

Mood Music Concentrates On Brand-New Locations



A STAFF OF three uniformed experts operate Mood Music's repair and maintenance shop in downtown Denver.

DENVER — Keane Smith, president of Mood Music Systems, operates primarily in brand-new locations. A Denver native and former engineer with the Mountain States Telephone Company, Smith learns of plans for new restaurants, motels and other developments before the first construction contracts are let. He has a successful record of installing stereo, long-play phonographs in these prestige locations.

By concentrating on new locations, Keane has built up a string of high-quality locations that impress prospective customers. A background in electronics helps Smith carry out a service and repair program built around a completely equipped

maintenance shop with a large stock of replacement parts.

An installation in a new Denver motel illustrates Smith's methods. Every room has a standard wall box to permit guests to select their own music, and each guest is handed a marked 50-cent piece to give him his first selections on the house.

The Denver operator uses his established locations to persuade prospects that LP-album programming is their best bet. Phonographs equipped to deliver this program represents a sizable investment to the location owners, but Smith introduces his prospects to other owners already on his list and finds them a valuable aid in making the sale.

Storm Hits Denver Take

DENVER — Sleet storms, ice, and long-continued cold combined to keep collections slow during early January through the Denver area, particularly in games. Though operations for the most part were hampered by the Christmas season, holiday returns were good, however. Distributors report a surprisingly heavy volume of early January phonograph sales, undoubtedly due to the efforts of operators to beef up their routes and boost play in key spots.

Leading disks for mid-January were:

1. "Forget Him"—Bobby Rydell
2. "You're No Good—Betty Everett
3. "Hey Little Cobra"—Rip Chords
4. "Need to Belong"—Jerry Butler
5. "When the Lovelight Starts Shining Through His Eyes"—Supremes

Pete Vandenberg Back With Acme

COLORADO SPRINGS — Pete Vandenberg, former owner of Modern Music Company here, has joined Acme Cigaret Company, the same firm to which he sold out two years ago.

He returned to his old spot, heading Modern Music Com-

NYSOG Meet Set

NEWBURGH, N. Y.—Members of the New York State Operators Guild hold their regular monthly meeting at the Washington Hotel here Wednesday (19).

pany, phonograph-operating division of Acme, after deciding retirement was not for him.

RECORD ROTATION AIDS LITTLE LP PROGRAMMING

NEW YORK—By skillful manipulation, local operators are able to get extra mileage from little LP programming, according to Murray Kaye, sales manager for Atlantic-New York, local Seeburg outlet.

Kaye explained that operators who use the five little LP color displays are systematically shifting displays and records from location to location so that the patrons are constantly made aware of the programming changes.

Atlantic sells the little LP's for \$1.50 each, but will give an operator a credit of 50 cents if he turns in a used disk when he buys a new one. The used little LP's, in turn, are sold for 60 cents each.

As a result, operators are building up album libraries and many locations now program as many as 20 little LP's in banks of five.

Wurlitzer Sales, Earnings Up

CHICAGO—The Wurlitzer Corporation reported a slight increase in sales and a 60 per cent increase in earnings for the first nine months of the current fiscal year compared with the same period last year.

The company said that sales of all major civilian products were greater than last year, while sales of defense items were less. Sales for the first nine months (ended December 31) were \$28,089,526, compared to \$27,752,123 last year.

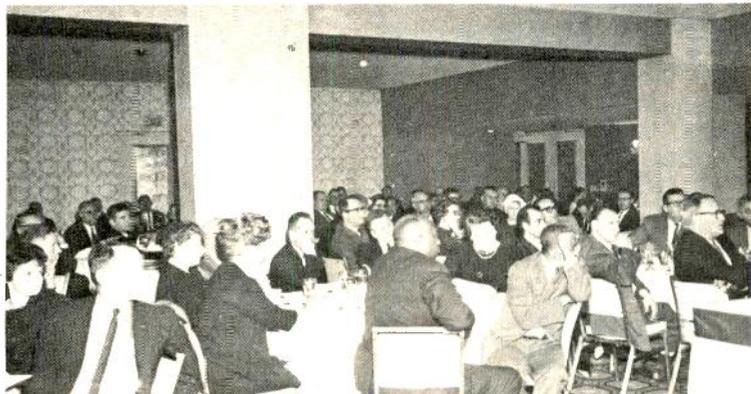
Net earnings for the first nine months amounted to \$850,342, equal to 95 cents per share, the highest since 1950, compared with \$531,134 or 60 cents per share last year.

Sales for the third quarter (October, November and December) were \$11,995,909, compared with \$12,134,204 a year ago. Net earnings for the quarter amounted to \$537,350, equal to 60 cents per share on 897,390 shares of common stock, compared with \$485,120 or 54 cents per share on 892,291 shares last year.

PHOENIX—Tom Sams, formerly with Sheldon Sales Company, Buffalo, has joined the sales force of Garrison Sales Company, AMI distributor here. Sams, a salesman with AMI for the past 20 years, will assist distributor Hap Nowell in the Phoenix-Tucson area.



SAM MILLMAN, head of the public accounting firm bearing his name, tells of new depreciation regulations and the government's new 20 per cent bonus depreciation allowance at the special panel discussion following the World Wide Distributing Company-sponsored luncheon at Chicago's Water Tower Inn recently (Billboard, January 18). He's flanked by Nate Feinstein (left), head of World Wide, and members of Millman's staff, Neil Kaplan, Harold Minkus and Dave Bramson.



A PARTIAL VIEW of the several hundred juke box, game and vending operators who gathered in Chicago's Water Tower Inn recently (Billboard, January 18) for a luncheon session on taxation, depreciation and accounting sponsored by World Wide Distributing Company.



GUIDELINES ON A NEW 7 per cent investment credit covering new and used equipment are discussed by Neil Kaplan at a luncheon seminar on accounting practices held by World Wide Distributing Company in Chicago's Water Tower Inn recently. Kaplan, a public accountant, noted that the credit is given in addition to the regular depreciation allowance and enables the operator to recover up to 25 per cent of the property cost in the first year. Also on the podium are Sam Millman, head of the accounting firm, and Harold Minkus and Dave Bramson, holding the chart.

Arizona Ops Report Collections Down 15%

PHOENIX—Collections were down an average of 15 per cent throughout most of Arizona, according to operator reports channeled into Garrison Sales Company here, for 1963. A reduction in the number of tourists attracted to the Valley of the Sun during spring and early winter was given as one contributing factor, plus a general economic recession, and, of course, the assassination of President Kennedy which brought sharp cuts in play for most of December.

Operators by and large are meeting the 15 per cent drop by diversifying, an all-time record number going into vending operations for the first time in their history. Although cigarette vending is the primary interest, numerous operators are taking on more diversified vending equipment for candy, merchandise, milk, ice cream, mixed-flavor pop venders, and even bulk vending equipment.

The reports from most indicate that it is too early to determine possibilities with smaller-scale vending operations in the

same locations formerly involving only a phonograph or an amusement game or two.

Against Tax

One serious legislative problem in the offing is the likelihood of a 4-cent-per-pack cigarette tax which was brought up before the Arizona Legislature in its recent session, tabled temporarily, but sure to be reintroduced during 1964. Not only established cigarette vending organizations, but music operators who are planning to dip into cigarette vending feel that the tax would be crippling.

Location commissions have remained the same through 1963, except for new stops, equipped with album-type stereo phonographs where operators are asking for, and generally contracting on a 60-40 basis.

The demand for location loans, which was a major problem through the expansion days of the past few years, has dwindled, with few new locations being created, and a marked cutdown in the number of cocktail lounge, restaurant, and club remodelings.



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Pro	375.00
6 Game	325.00
Red Pin	195.00
Championship	75.00

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JAL	725.00
Continental 2-200	695.00
Continental 2-100	575.00
Continental 1-200	545.00

WALL BOXES

Seeburg SW160	\$ 79.50
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Rodeo Pony Life-like action. Kick side to gallop. Pull reins to slow down. Manufacturer of: Derby Pony Jr. Ben Hur Chariot Twin Quarter-horse Sam the Clown (Seesaw)

All rides carry one-year warranty. Some distributor territories available.

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O'Malley Top Speaker

NEW YORK — Patrick L. O'Malley, president and chief executive officer of the Automatic Canteen Company of America, was featured speaker at a Tuesday (21) lunch meeting of the Sales Executive Club of New York. The title of his talk was "Perpetual Emotion — The Magic Pre-Sell." O'Malley was elected president and member of the board of directors of Automatic Canteen Company of America in 1962 after 30 years with the Coca-Cola Company.

Denver Games Cleared

DENVER — Officials here claim the city has been cleared of coin games classified as gambling devices. About 75 such machines in 80 bars, restaurants and clubs were involved in the investigation, conducted by Denver detective Fred Bartle. The drive was part of an over-all review of the city's liquor industry.

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BULK VENDING

NVA Prepares for Miami Meet

CHICAGO—The temperature may be diving throughout much of the country, but National Vendors Association officers here are busy preparing for the association's convention next April 15 in Miami Beach, Fla.

As Don Mitchell, NVA counsel, said in his bulletin to members: "Our convention committee has been working on providing an outstanding conven-

tion for this year; mid-April is the best time of the year in Florida, and excellent accommodations have been set aside for us at the Deauville Hotel."

Along with the usual business, a holiday atmosphere will be much in order. One manufacturer is offering a trip to the Bahamas, following the convention, free of charge to customers taking advantage of his promotion.

Other manufacturers are offering lavish door prizes from bulk vending supplies to elabo-

rate appliances, color TV sets, stereo consoles and the like. At last year's convention, an auto was given away, though it is not yet known if such extravagance will be repeated this year.

NVA itself is offering free hotel accommodations during the convention for the couple bringing in the most new members between now and the show.

Bob Guggenheim, program chairman, said that as always, the program will be "most informative and beneficial."

N. Y. Vend Op Finds Way to Beat Thieves

NEW YORK — Art Bianco, local bulk vending operator, has found a solution to the break-in problem. During the last few months local operators have been victimized by gangs of vending machine burglars who have been breaking open bulk venders and helping themselves to the contents of the coin boxes.

Bianco has devised a special threaded washer which acts as a safeguard after the top of the machine has been removed. This washer may be opened only by a special tool, also designed by Bianco.

Bianco has put 200 of these washers on his own operation with the result that none of the machines provided with these washers has been burglarized successfully.

Washers are sold to local operators for 25 cents each, and

the tool goes for \$10. The tool with 100 washers goes for \$35. During the last month Bianco has sold 400 washer-and-tool units to local operators.

The washers will fit all Victor and Acorn machines.

Oak Mfg. Moving to Central L. A.

HOLLYWOOD—Oak Manufacturing Company will relocate soon from its present Culver City, Calif., headquarters to new enlarged quarters in downtown Los Angeles.

The move, according to Sam Weitzman, is scheduled for the next few months. Oak's new offices will be located at 650 South Avenue and were formerly owned by the Southern California Edison Company.

Company, which produces the Acorn line of machines, had formerly been considering a move to the San Fernando Valley. The new location will provide 182,000 square feet of land, with shipping facilities including a dock and railway spur on the property.

Price in Full Bittsies Action

ROSLYN, N. Y.—The Paul A. Price Company has gone into full production on Little Bittsies, designed for 10-cent capsule vending.

The series consists of various animals in soft plastic. The animals, in various comic poses, are hand painted.

Price also announced that he has bought a comb business and the line will be distributed through tobacco jobbers.

Guggenheim & Latest Charms

JAMAICA, N. Y. — Karl Guggenheim, Inc., this week released its latest charm series, a group of 1-cent action items. The charms are Puss and Boots, Dog and Boots and Monkey and Boots.

Each item has a boot and the head of an animal coming out of the top. The animal heads move from side to side.

Guggenheim said that rings are still the top-selling charm items in both the fill and capsule fields.

NVA Editorial Outlines Need for Trade Group

CHICAGO — A National Vendors Association editorial, mailed last week to its membership, gives some practical reasons for the existence of trade associations and what they can mean to operators. Because the editorial, written by NVA counsel Don Mitchell, gives the arguments and points about as briefly and as interestingly as possible, we reprint it here in its entirety:

"We all sit back and enjoy the growth of the bulk business without really appreciating what NVA has done in the past and continues to do in order to keep the industry on its continuing level of growth! Perhaps it might be well to reflect on the recent report of the Surgeon General concerning cigarette smoking and the effect this report will have on sale of cigarettes through vending machines.

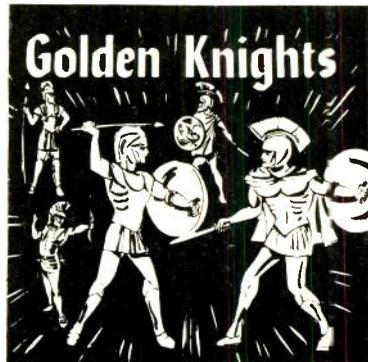
"There appears to be no question but that this report is valid and in the public interest. However, there have been many health scares affecting the cranberry and chicken industries which may not have been so much in the public interest. The smoke fish business in the Great Lakes was completely eradicated because one plant was evidently unsanitary in its procedures. What we mean to say is that, as you know, public health officers sometimes have a way of going off half-cocked without regard to the economic consequences.

"NVA stands between you and such irresponsibility. The Ohio situation is now some three years old; two years ago we were faced with the amendment to the Pure Food and Drug Law. The proposals were irresponsible and were defeated by NVA. What's next? And without NVA who is going to fight? This industry is interrelated and interdependent.

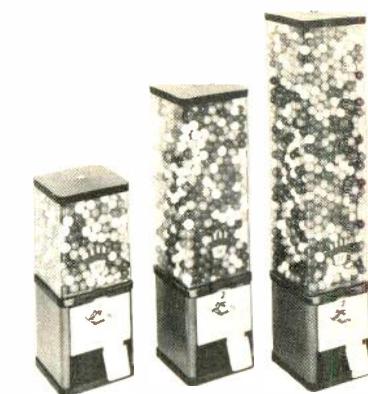
"With its growth, has come multiple vending. Multiple vending means different items in each of a number of machines. Whether these items are food alone, or trinkets mixed with food, or trinkets alone or merchandise vended in capsules, they are all interrelated. The

merchandising of these items depends upon nothing but that the purchaser can see in a glass globe. Placing unreasonable restrictions in the guise of public health would add costs which would, in effect, eliminate the industry. Excise taxes could do the same thing.

"As we travel the road, we don't know what is around the corner, but if we are smart, we prepare for what may be around the corner. Your NVA dues are your preparation."



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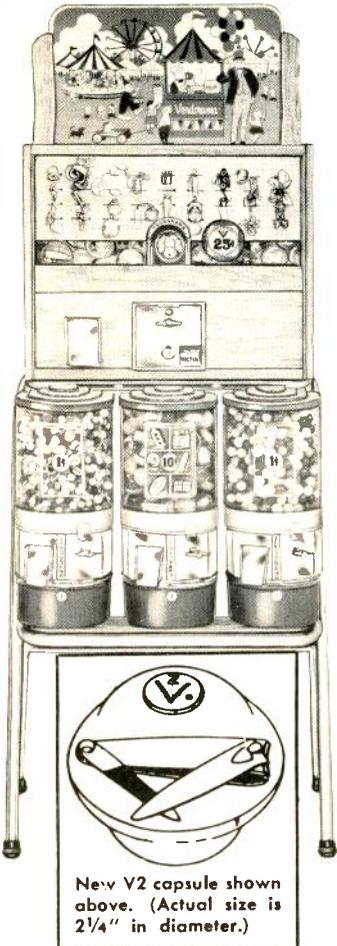


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V2 25c & 50c
Capsule Vendor
HOLDS 200 V2 CAPSULES



New V2 capsule shown above. (Actual size is 2 1/4" in diameter.)

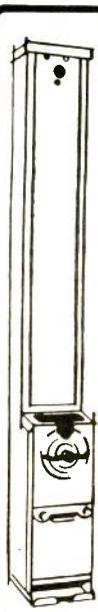
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Always a complete stock of outstanding Northwestern machines, parts and supplies.

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715 ENSOR ST. BALTIMORE 2, MD.



Western Ops Draft Plans

LOS ANGELES — Plans for the year were drafted at the first meeting of 1964 of the Western Vending Machine Operators Association held Tuesday evening (28) at the Blarney Castle here.

The dinner meeting was conducted by Preston Coombs, president, with Eugene Zola, the organization's paid secretary, reading the minutes of the last meeting and making a financial report.

The inequity of licenses was discussed informally by the unusually large gathering. Zola said that he will present a complete report on licenses at the next meeting. In the meantime, he collected dues, updated addresses to help in the campaign against unfair license fees.

Passion for Detail, Tight Schedule Essentials for Penny Bulk Route

DENVER — One-cent bulk vending routes can be consistently profitable—but only if the operator develops a passion for detail and follows a tight schedule of servicing and repairs.

That's the belief of Kenneth Bromley, suburban operator here, and he proves the point by his success with penny machines on routes he established a few years ago after a study of potential Denver locations persuaded him there was room for a 1-cent operation in the city surroundings.

Bromley's suburban home is his headquarters and includes a complete repair shop in the basement. From there he covers an expanding business with

carefully chosen locations that include filling stations, garages, taverns, drugstores and lobbies of business buildings. Groceries near schools are another field which Bromley has developed by showing the store proprietor he can replace penny candy counters with machines and thus save the time he used to devote to serving children.

Bromley stresses the importance of prompt service. For him it means a systematic review of his widespread routes so as to complete the most number of calls per gallon of gas and include those that need repair or other service. He carries an assortment of tools to handle the machines of nine different manufacturers, plus a

large enough stock of confections, gum, nuts and charms to service all the day's calls.

He tries to schedule special repair calls for the day following the notification by the location owner and sometimes exchanges the machine for another, allowing him to make the repairs later in his home shop.

In addition to the exacting servicing work, success in operating penny machines depends, says Bromley, on ability to size up likely locations. He avoids districts where vandalism is on the increase or where competing neighborhood stores are too close. He makes an installation only when all elements are favorable.

It takes hours of detailed attention, he says, to learn which machines should be half full and which a quarter full to prevent staleness and to determine what the items in each should be. But it pays.

A complete line of ACORN

Vending machines with original slip-out mechanism NOW IN STOCK! Immediate delivery. These are finest bulk vendors in America. Write for prices.

BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 count, whole	30	.68
Mixed Nuts	30	.55
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (candy)	30	.32
Bottom Baked Beans	30	.32
Little Lozenges	30	.32
Cashew Mix	30	.32
Jumbo Pistachios (red)	30	.82
Medium Pistachios (red)	30	.73
Small Pistachios (red)	30	.67
Leaflets (M&M style candy)	25	.35
Teeny Jelly Beans	30	.30
Hersheyettes	25	.47
M & M's	25	.57
Candy Coated Choc. Peanuts	25	.47
Chicle Base Cub Chicks, 520	30	.42
Chicle Base Cub Chicks, 320	30	.42

RAINBLO BALL GUM VARIETIES

140-170-210	25	.32
100's Centuries, asst'd colors, grape, cherry, orange	18	.34
Swami Balls	18	.35

ACCESSORIES

Single Floor Stand	\$ 5.50
Dbl. Cross Bars for above	2.00
Triple Cross Bars for above	2.25
4 Place Racks with wheels	10.50
3 Place Rack with wheels	12.50
2 Place Rack with wheels	8.95
1c Coin Counting Scale	23.50
1c-5c Coin Counting Scale	23.50
Stamp Folders, per 10,000	6.00
Asst'd Trading Cards	3.25
Ball Point Pens, Gr.	5.50

RECONDITIONED & REFINISHED VENDORS

N.W. Model 49, 1c or 5c Bulk	\$13.50
N.W. Model 49, 1c Ball Gum	13.50
Silver Kings, 1c or 5c Bulk	8.50
Victor Toppers, 1c	11.00
Acorns, 1c or 5c Bulk, clean	12.50
Mills 1c Tab, 6 col.	14.50
Premier 1c Card Vendors	14.50
Ajax 5c-10c 3 col. bulk	29.50
Model V 1c Ball Gum	6.50
Model V 1c Mdse.	6.50
Schermack 2-col. Roll-Type Stamp, 10c & 25c vend	49.50
8 Col. Cigarette Vendor	49.50
Pre-Pop Popcorn Vendor, 10c	79.50
N.W. Model 60, 5c	12.50
Victor Vendoramas, 1c B/G	13.50
Victor Vendoramas, 1c Mdse.	13.50
Victor Vendoramas, 5c or 10c Cap.	13.50
3 Col. Trading Card	29.50

COUNTER GAMES

Kickers and Catchers	\$29.50
ABT Total Score	29.50

SEND FOR NEW CATALOG 1/3 DEPOSIT ON ALL ORDERS BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

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Eppy Putting Weight on 10c Capsule Jewelry Items

JAMAICA, N. Y. — George Eppy, head of Eppy Charms, Inc., here, said his firm is now concentrating on 10-cent capsule jewelry items, with a 16-inch pendant with diamond drop the fastest selling item. Other big sellers are charm bracelets, identification bracelets and scatter pins.

An old favorite which seems to be enjoying a revival is the metal tool series, Eppy added. Eppy is packaging the 10-tool series in capsules (three tools to a capsule) and providing a

display case with all 10 tools mounted. One local operator reports brisk sales of this item in a large supermarket chain. The capsules vend for 10 cents each.

The firm has recently reentered the candy business and is currently turning out a 5-cent prize bag which it is distributing through tobacco jobbers.

N. Y. Vending Outing Is Set

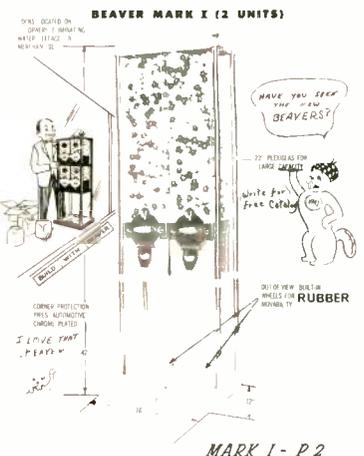
NEW YORK — Members of the New York Automatic Vending Association will hold their annual outing at the Stevensville Lake Hotel, Swan Lake, N. Y., May 8-10, with the strong possibility of officials from the National Automatic Merchandising Association conducting business session during the week-end.

The NYAVA group will be joined by members of the New York Bulk Vending Association, which holds its outing in conjunction with the other trade group.

Operators from the New York metropolitan area as well as representatives from leading vending machine manufacturers are expected to attend.

Penny King Has 10c Capsule Bag

PITTSBURGH — The Penny King Company has marketed a new snake and trick 10-cent capsule bag. It includes 100 eight-inch snakes, 50 trick fly pins, 25 nail in finger items, 25 eight balls with tassel, 25 boys' three-carat diamond rings and 25 horseshoe games.



VENDOR MFRS., INC.

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

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

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MANDELL GUARANTEED USED MACHINES

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N.W. Deluxe 1c or 5c Com.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Porc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.63
Cashew, Whole	.68
Cashew, Butts	.65
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.55
Hershey-ets	.47

Rain-Blo Gum, 72 ct. .32
Malt-ette, 100 ct., per 100 .35
Rain-Blo Ball Gum, 140 ct., 170 ct., 213 ct. .32
Rain-Blo Ball Gum, 100 ct. .34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

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

IMMEDIATE DELIVERY VICTOR 2000

1c
5c
10c
or
25c

Vends Victor's V or V-1 Capsules; 100 Count Gum at 1c; 3 Balls 100-Count Gum for 5c, and now the fastest play of all, 3 items 100-Count Gum mixed with Rocket Charms at 5c per play.

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LOngacre 4-6467

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

Distribution Problem Stymies Programming

• Continued from page 52

what speed the music is played. He does care what the music is.

Two Speeds

And it doesn't make too much sense to have juke boxes manufactured with dual-speed mechanisms. But as long as the 45 remains the standard single, the manufacturers will be burdened with the extra expense of the two-speed machine.

What would make sense to the juke box industry—and to the record industry as well—would be a one-speed approach, with everything going 33 r.p.m.

Releasing some singles in the 33 r.p.m. speed only would accelerate the process. The juke box packages—taken from the bands of stereo albums—are generally not available in 45 r.p.m. And this, in part, accounts for their success.

Two Inventories

Releasing the same record in both speeds would accomplish nothing. Record distributors and one-stops dislike the idea of carrying two inventories. Given a choice, they'll stick with the 45 monaural. And if the record is any good, the operator will buy at whatever speed is available.

The 33 stereo singles packages made to order

for the juke box manufacturers are moving well and bringing in extra revenue for operators. These sales are approaching the point where the record companies are considering releasing this product on their own.

When and if this happens, the disks will be sent to distributors, and, in turn to one-stops. The need for the juke box distributor to involve himself in the record business will then have been eliminated.

Selective Ordering

Another advantage of the conventional record distribution system is that the operator would be able to order a specific 33 stereo single in quantities of his own choosing without having to buy the five-pack to get the one record.

There is little question that the five-packs are serving an initial purpose in offering the operator good standard programming. And the four-color display material with the five-packs aids in point-of-purchase merchandising.

But this is only a stop gap. The goal will be the voluntary release of adult stereo programming by the record companies. And this goal now appears closer to fulfillment.

West German Operator Group

• Continued from page 49

group, Deutscher Automaten-Verband e.V. (DAV), is headed by Hasso Loeffler, a major operator with headquarters in Cologne. Loeffler, son of a pioneer German operator, is also serving at present as ZOA national chairman.

Other member organizations are: Landesverband Baden-Wuerttemberg des Automaten-Augstellgewerbes; Bayerischer (Bavarian) Automaten-Verband; Berliner Automaten - Verband (BAV); Nordwestdeutscher (Bremen) Automaten-Verband; Verband des Norddeutschen (Hamburg) Automaten - Gewerbes; Verband Hessischer (Hessian)

Automatenaufsteller; Automatenverband Niedersachsen (Lower Saxony); Automaten-Verband Rheinland-Pfalz (Rhineland Palatinate); Automaten - Verband des Saarlandes; Verband des Automaten - Gewerbes Schleswig-Holstein.

Operator Country

The ZOA gets full credit for having preserved West Germany as an operated-owned situation. Location ownership has made little if any headway here because of the efficient national and local operator groups, which have compiled a remarkable record of co-operation and cohesion in facing basic issues

and problems threatening their survival.

This has been spectacularly the case in ZOA's long (and still raging) battle with tax authorities, and its battle with GEMA, the ASCAP organization, over performing rights royalty hikes. The ZOA won court action compelling GEMA to moderate its demands. In West Germany the trade believes that "in unity there is strength"—and ZOA is the proof.

ZOA has been effective, too, in promoting the image of the German operator as a citizen of substance—a businessman of repute. Problems remain in this area, primarily because of the special German situation in which payouts are accepted as compatible with phonograph operation (the reverse of the attitude in Britain, for example).

But even here, because of its basic unity, the German trade has been effective (but not entirely successful) in promoting the payout as a beneficent amusement device.

Thorwald in Dallas

DENVER—Frank Thorwald, with all members of his family, was a guest of vending machine distributor Everett Graff in Dallas recently. The Denver operator has been buying equipment from Graff for many years but had never met him personally before.



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Marvel's NEW SLUGGER

Accurate, Competitive Skill Scoring
• A Real Money-Maker! \$54.50
1c, 5c or 10c Play (Specify)

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Get it fast.

Get it often. Get Billboard. ▶

EUROPEAN NEWS BRIEFS

• Continued from page 50

making a modest start with hockey and pinballs. He branched into phonographs at the first opportunity. Kruehl now has one of the leading operator enterprises in his area.

Rome Ban Easing

ROME—The principal task of the Italian trade in 1964 will be repeal of a 1931 "public security" law banning all types of electro-mechanical games at the discretion of the authorities.

For several years prior to 1958, Italian authorities made no special effort to restrict pinballs and other coin games. However, in that year there were a number of juvenile delinquency flareups, some of which centered in establishments containing pinballs.

Authorities moved in and banned the equipment throughout Italy on a guilt-by-association premise. Now, however, the trade is convinced that authorities have reconsidered their position and are ready to modify, if not rescind entirely, the ban.

Saar Ops' Birthday

SAARBRUECKEN — Automaten-Verband Saar, the Saar operators' association, is observing its 10th anniversary. The association was organized while the Saar was under French jurisdiction and attached to France for customs purposes. Hasso Loeffler, president of the Central Organization of German Coin Machine Operators, congratulated the Saar operators and stressed the strong links between the central organization and its regional affiliates.

Ops Hail Delay in Celler Bill

• Continued from page 49

measure being introduced in the Senate.

The concurrent introduction of the measures could greatly speed their passage through Congress and when they came up for consideration on the floor of either house.

Casola noted, too, that he is seeking another meeting with record companies in an effort to find an alternate to royalty payments.

Record Company Help

"We don't want to put a burden on the record companies but we would prefer to pay an extra sum per side to them directly, so we would not have to make copyright payments to the licensing agencies," Casola said.

The MOA president said operators were willing to pay a "reasonable fee," but the current ASCAP-sponsored bill had no stipulated limits.

He said the juke box copyright legislation had international implications. He noted that operators are forced to pay copy-

Assn. Disbands

COLOGNE—Under an agreement reached between the Central organization of German coin machine operators (ZOA) and Verband der Automatenbetriebe (Spielhallenverband), the latter organization is dissolving. Its members will enter the various State operator groups federated with the ZOA, and the national interests of the arcade operators will be represented by ZOA. The move is intended to unify further the German trade. State operator groups will organize arcade operation sections.

See Import Boom

BRUSSELS — The Belgian trade is forecasting a big boost in U. S. game imports in 1964. Estimates range from 20 per cent to as high as 60 per cent.

Trade optimism is based on official assurance that bingos and pinballs will continue to have the blessing of the government as long as they conform to amended Article I of the national gaming act of October 24, 1906.

The amendment legalized "those games which merely give the player the right to continue play, but which do not materially enrich him." This means the games are legal as long as the payout is in free games—and not cash or merchandise.

Since adoption of the amendment, the trade has been proceeding at amber-light tempo in assessing the intent of authorities. But most operators feel the situation has jelled sufficiently to warrant optimism.

right fees in most European countries.

Overseas Implications

Thus, a U. S. diskery receives royalty payments on records sold to overseas juke box operators, but a European company doesn't receive such payments on European records sold to operators in the U. S., Casola said.

The MOA chief said that ASCAP had succeeded in having State department officials testify that this could have repercussions in our relations with other countries.

The MOA chief said that the juke box association was faced with a shortage of funds in fighting copyright legislation. He said that MOA has only collected some \$14,000 as opposed to ASCAP's total income of around \$37,000,000.

Casola said that ASCAP and the other licensing agencies hoped to extract from \$12,000,000 to \$15,000,000 from the juke box industry. It's a severe problem," he said.

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New Trade Rules Scan Discriminatory Prices

• Continued from page 3

following important data with regard to functional discounts:

The categories of "Distributor," "rack jobber" and one-stop are recognized as valid functional classifications in the chain of distribution for phonograph records between manufacturers and retailers or juke box operators. Manufacturers, it is specified, may extend functional discounts to distributors, rack jobbers and one-stops, and distributors may extend such discounts, provided that the recipient of the discount actually performs the function for which the discount is granted.

The rule further states that nothing in it may be regarded as authorizing the grant of discriminatory price incentives not being customers performing the same function in contravention of Section 2 (a) of the Robinson-Patman Act.

Transshipping

In the proposed rules, "transshipping" is considered as referring to the sale by an industry member of industry products in one area through the use of discriminatory price incentives not made available in another area. It is noted that the offering of lower prices to buyers in one area violates the Robinson-Patman Act, provided that the requisites established to the Act are met.

The rule notes that the grant-

Columbia Names

• Continued from page 4

terwork a.&r. chief Leonard Burket, reports to Ken Glancy, vice-president for a.&r. Townsend, Lieberman said, will be assuming "important new responsibilities in keeping with the rapid growth of Columbia Records in the western States," and will relinquish his a.&r. functions to make possible his expanded activity in other areas.

A new West Coast a.&r. producer is expected to be named shortly. Mersey, in addition to his a.&r. supervisory role, is also expected to continue recording a limited number of artists.

Both Townsend and Kapralik will report directly to Lieberman. Kapralik, in his new slot, will be responsible for acquiring and creating new material for both Columbia and Epic as well as outside labels. He'll also take charge of promotion and licensing of all material in the April and Blackwood catalogs.

Reached at press time, Kapralik said he was leaving for a week's vacation in the Virgin Islands.

"After that," he said, "watch out to all the hot publishers. We're going to have a red-hot operation."

Record Busters

• Continued from page 4

last-minute for it is dependent on John and Paul having written sufficient new material for their act to make up an original LP—and they write their songs overnight.

Their staggering success in Britain continues—a paperback titled "Meet the Beatles" has become the hottest thing on the bookshelves and at lightning speed has become only the eighth paperback to notch up one million sales in this country. A leading manufacturer is having difficulty in keeping up with the demand for his latest line—Beatles Wallpaper!

ing of different quantities of free records to competing customers performing the same distribution function is a price discrimination and in violation of the Robinson-Patman Act.

The sale of cutouts at different prices to competing customers performing the same distribution function is also noted as a price discrimination in violation of the Robinson-Patman Act.

Similarly, the granting of different dating privileges to competing customers performing the same distribution function contributes a price discrimination and violates the Robinson-Patman Act.

Rule 22 also considers the matter of advertising and promotional allowances, what practices shall be considered unfair, and also analyzes the matter of discriminatory service or facilities practices.

Supreme Names Bob Cotterell

HOLLYWOOD — Supreme Records has named Bob Cotterell to the newly created post of manager. Cotterell had held a similar post with Sacred Records prior to its sale to Word Records, another religious label.

Supreme's president, Paul Mickelson, told Billboard the Glendale-based label will soon embark on an artist's development program to mark its third anniversary. Cotterell will oversee the marketing activities of the label's religious, classical and educational disk activities.

'Louie' Publishers

• Continued from page 4

another set of lyrics is in circulation which they think is being used to interpret the unintelligible renditions on all the disks covering the tune. Firetag said he has been informed copies of the lyrics have been found around Louisiana State University.

The attorneys emphasized that the issue is whether an original product which is unobjectionable should be banned because of a fake version. The letter to Chapman also points out that the National Association of Broadcasters on January 27 listened to the record and read copies of the lyric and in both cases found nothing objectionable.

NAB said it had received a purported set of lyrics from another source which it found unfit for broadcast. NAB also said that the unintelligible qualities of the lyric on the record are such that a listener possessing the phony lyrics could easily imagine them to be genuine.

Ack & Schreiber

• Continued from page 1

ton, Southern Music; John Koshell, SESAC; Russ Sanjek, Broadcast Music, Inc., public relations director; Marty Salkin, Decca Records vice-president, and Jerry Wexler, executive vice-president, Atlantic Records.

Judges in this year's awards included Floyd Arpan, professor of journalism, University of Indiana; John Foster, professor of journalism, Columbia University; William Daub, advertising director, Sun Oil Company, and Ralph Head, president, Ralph Head Associates, marketing-advertising consultants.

Fair Pushes U. S. Hi-Fi

• Continued from page 1

equipment. Through a trade association, the German Hi-Fi Institute, a program has been developed to educate the German consumer public on the meaning and value of high fidelity stereophonic reproduction.

Industry standards are being defined and conservative but fast improving lines of German components are being marketed. To trade the German audiophile up to American-type equipment, importers will have to sell the wide-range of controls and additional features which justify their substantially higher cost. For example, the stereo headphone jack on many models is a feature with promotional possibilities in Germany, where the thin walls of most new apartments hamper listening. The tape monitor circuits is also highly useful now that Germany's largest tape recorder manufacturer (Grundig) has added a separate playback head in late models.

Stereo broadcasting, now being tested on several German stations, should stimulate sales of American multiplex tuners. Germany's State - controlled radio stations offer twice as much programming on FM as on the standard AM band.

In the tone arm and cartridge field, the American product already has made strong inroads, classical LP's being priced at \$6 in the strictly fair-traded German record market.

Lou Krefetz Now With Juggy Murray

NEW YORK—Lou Krefetz, veteran disk man, has joined Juggy Murray's Sue Records as national sales manager. Krefetz, a Baltimore native, had been in the distributing scene there and operated his own label, Colt 45 Records, in the Washington area several years ago.

Earlier, Krefetz had been sales manager for Atlantic Records and United Artists Records. He was the discoverer and personal manager of the Clovers, one of the top groups of the peak rock and roll years. Krefetz at one time also operated his own label, Poplar Records, in New York.

LP Price Switch

• Continued from page 1

stores and the department stores cut record prices to build up traffic for the whole store. When the record department fails to produce the traffic in sufficient quantities to justify a losing record department, they have to take another look. This is what I believe has happened. Now it has become more important for the other stores to make their record departments show a profit because they're not doing the other job.

"We keep the general level of our prices up in a reasonable area. True, we take the really hot things and murder the price. But those are sale items and the sales are temporary. The profits are there because of the fact that the average price is up where you can make a profit. It makes sense, that's all. And these other people are discovering that."

N. M. Operator Considers Aircraft Route Service

ESPANOLA, N. M.—Servicing problems unique to this area have caused operator Milton Lane to consider flying an Airplane with records, parts and tools to service accounts as far as 200 miles apart.

Lane, who operates in 200 locations, bought 50 pieces two years ago from Harry Deckerhoff, Taos, N. M. operator, and is now negotiating for a like purchase from Herb Roggow in locations fanning out in the sparsely settled area around Las Vegas, N. M.

Roggow has operated a government-approved flying school for about 10 years and, as a veteran pilot, is qualified to teach the younger Lane. Lane could then service his bar and restaurant locations in the small towns dotting the mountainous terrain of Northern New Mexico. He also operates in resorts, fishing and hunting lodges and especially in Indian reservations.

Long distances and mountain passes make it impossible to service such routes adequately

by road, so the future may see Lane landing his own plane on open fields and dirt roads to bring music to the backwoods.

Border Sunshine Expands South

ALBUQUERQUE, N. M. — Industrialization in this area has built up coin phonograph and game operation to the point that one operator, Border Sunshine Novelty Company, headed by Harry and John Snodgrass, has jumped from 15 to 50 employees.

The spectacular progress of Border Sunshine includes expansion as far South as Roswell, N. M., where three full-time employees operate a branch office.

The father-and-son Snodgrass team, after joining forces with Serv-A-Mation two and a half years ago, has completely remodeled the big headquarters building in mid-town Albuquerque, removing partitions to provide more space and operating facilities in the service shops, coin - counting, storage and showroom areas.

Founder Harry Snodgrass, a long-time national association executive, has still more plans for expansion based on continuing business growth in the Albuquerque area.

Say You Saw It in Billboard

ARCADE EQUIPMENT

Write for complete Price Bulletin for all types of Music, Arcade Equipment—Guns—Kiddie Rides—Flipper Games—Shuffles—Bowlers and Venders—new and used, completely shopped.

Auto Photo Model #9.....\$ 850	Fun Phone.....\$ 145	Rockola Scales.....\$ 65
Auto Photo Model #11.....1,500	Bally Golf Champ.....150	Pro Basketball.....275
Mills Panorams.....350	Basket Ball Champ.....125	Pro Hockey.....275
Cap. Panorams.....325	Cranes.....125	Quarterback.....125
Cap. Panorams.....350	Chester Pollard Golf.....95	Road Racer.....275
Kiddie Color Cartoons.....225	Chester Pollard Football.....95	Radiogram, fl. model.....95
Phil. Toboggans.....350	Evans Bat-A-Score.....125	Space Age.....195
Ex-Ray Pokers.....225	Ex. Hi-Ball.....75	Sidewalk Engineer.....110
Bowl-A-Ramas.....700	Cross Country.....225	Set Shot Basketball.....195
Bally Bowlers.....700	Evans Hole in One.....75	Silver Gloves.....125
Hole-in-One.....550	Goalee.....110	Trucky.....75
Pro Golfer.....595	Hi-Fly Baseball.....125	Ten Pins.....125
Hair Dryers & Chair.....175	Harvard Metal Typer.....175	All Star.....125
	Standard Metal Typer.....225	Bonus Gun.....195
	Horseshoe Vendors.....125	Spook Gun.....250
	Ingo Floor Grips.....65	C. C. Ray Gun.....275
	Jack Rabbit.....110	Carnival Gun.....125
	Jet Pilot.....195	Big Top Gun.....175
	License Bureau.....95	Crusader Gun.....225
	Love Meter, fl. model.....95	Gen. Sky Gunner.....110
	Foot Vibrator.....150	Sportsman Gun.....150
	Shoe-shine Machine.....150	Pop Gun Circus.....250
	Lord's Prayer.....175	Mid. Shooting Gallery.....175
	Motorama.....175	Mid. Bazooka.....175
	Mid. Red Ball.....125	Four Bagger.....125
	Mills Scales.....75	Mid. Slizzer.....375
	Watling Scales.....110	Mally Champ, Horse.....350
		Donald Duck.....175



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BOWLERS
Un. Jumbo or Royal, 16' \$ 75.00
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Un. Playtime, 16' 150.00
Un. Duplex, 16' 175.00
Un. Advance, 16' 200.00
Bally ABC Tournament... 75.00
These Bowlers are as is . . . all parts intact.
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4 Caravelle	225.00
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3 Four Roses	250.00
1 Golden Bells	100.00
1 Golden Gloves	115.00
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4 Hollywood	225.00
1 Kismet	325.00
2 Magic Clocks	200.00
3 Music Man	215.00
1 Rocket	75.00
1 Reserve	225.00
2 Space Ship	200.00
2 Sea Wolf	95.00
4 Serenade	165.00
5 3 Coins	235.00
5 Ten Spots	200.00
3 21	125.00
3 Tradewinds	250.00
2 Viking	200.00
5 Jungle	150.00
● GOTTlieb	
1 Around the World	\$175.00
2 Atlas	175.00
1 Continental Cafe	75.00
3 Criss Cross	135.00
1 Flipper Parade	225.00
2 Lite A Card	165.00
1 Mamselle	150.00
3 Queen Diamonds	150.00
2 Race Time	165.00
1 Seven Seas	175.00
2 Spot A Card	160.00
2 Texans	250.00
2 Universe	135.00
2 World Beauty	150.00
1 Flying Circus	275.00
4 Miss Annabelle	140.00
● MIDWAY	
4 Carnival	\$375.00
3 Target Gallery	200.00
● CHICAGO COIN	
1 Big Hit	\$300.00

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BASEBALL GAMES

	Each
2 Big Daddy (Williams)	\$395.00
4 All-Star Baseball (Chi Coin)	375.00
2 4-Baggers (Williams)	75.00
2 DeLuxe Baseball-1957 (Williams)	125.00
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6 Major League-'63 (Williams)	375.00
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Forsyth Loses Air Force Site

MEMPHIS — Jack Wallace, former coin machine operator during World War II, underbid veteran coinman William V. Forsythe for the one-year contract to service clubs at the huge Memphis Naval Air Station 20 miles from this city.

Wallace, who during World War II sold his route to Forsythe, bid 60-40—60 per cent to the Navy base and 40 per cent to himself.

Forsythe, owner of Forsythe Amusement Company, bid 50-50, the standard commission arrangement in Memphis and the Mid-South.

As a result of losing the bid, Forsythe sold Wallace his route of 85 pieces at the Navy base—games and phonographs — for about \$25,000.

The equipment is in officers' club, CPO clubs, non-com clubs and recreation centers. There are some 17,000 persons stationed at the tremendous base, one of the largest in the nation.

Forsythe has had the contract for about 20 years. Wallace is a public relations man for the Coca-Cola Company and is taking on the route as a sideline operation.

Forsythe, however, doesn't believe Wallace will be able to make a profit on the 60-40 arrangement.

"I don't think he can give them good service and equip-

ment as I have," said Forsythe. "If he makes a profit, he will have to cut back on equipment. If he does that, he will lose business and revenue. Then he will do well to break even."

NAMA Plans State Meets on Cigaretts

CHICAGO—The National Automatic Merchandising Association is planning a series of State meetings in early February to plan legislative activity regarding the cigaret-health controversy.

Louis J. Risman, chairman of NAMA's special committee on cigaret vending, said the meetings are to acquaint all State and local leaders with the possible legislative consequences of the report on smoking and health issued recently by the Advisory Committee to the U. S. Surgeon General.

"Our legislative staff will discuss with cigaret operators just what can be expected, especially from uninformed critics of cigaret machines," said Risman.

"Strategy to meet unjustified attacks and restrictions, as well as new materials for use by vending operators, will be the

main topics of the meetings," he noted.

The meetings will be held in 15 cities: Olympia, Wash., Wednesday (5), Tye Motor Hotel; San Francisco, Friday (7), Sheraton-Palace Hotel; Houston, Friday (7), Houston Airport Inn; Oklahoma City, Saturday (8), Sheraton-Oklahoma; Boston, Monday (10), Kenmore Hotel; New York, Tuesday (11), Americana; Los Angeles, Tuesday (11), Kirkeby Center Board Room, 10889 Wilshire Boulevard

Kansas City, Mo., Tuesday (11), Muehlebach Hotel; Philadelphia, Wednesday (12), Warwick; Minneapolis, Wednesday (12), Leamington Hotel; Washington, Thursday (13), International Inn; Chicago, Thursday (13), LaSalle Hotel; Phoenix, Ariz., Friday (14), Newton's Inn; Cincinnati, Monday (17), Terrace-Hilton Hotel; Atlanta, Tuesday (18), Americana Motel.

Patterson Names 2 Midwest Dists.

CHICAGO—L. T. Patterson Distributing Company, national distributor for Foosball, the miniature soccer game introduced at the recent Music Operators of America convention here, has named two U. S. distributors in the Midwest.

Brandt Distributing Company will handle Foosball in St. Louis. H. Z. Vending & Sales Company will represent the line in Omaha.

Barry Mour, Patterson's sales manager, said he is also planning to pick up some new European coin machine lines to handle in the U. S. Mour will attend the A.T.E. convention in England this week and then will spend three weeks in Germany.

Future of NAMA Chief Topic of New Orleans Meet

CHICAGO—The National Automatic Merchandising Association will develop its 1964 program and schedule of activities at a two-day directors meeting, February 20-21, at the Royal Orleans Hotel, New Orleans. Carl Millman, president, said the discussion will cover all aspects of NAMA's future.

New members of the board this year are Morris Gottlieb, National Automatic Services, Inc., Stamford, Conn.; Ted R. Nicolay, Western Vendors, Inc., Division of Servomation Corp., San Bernardino, Calif.; Harry L. Wood, Cup Vending Co. of Ohio, Inc., Division of Coca-Cola Bottling Corp., Cleveland; Tom L. Herrick, the Seeburg Corp., Chicago; Eino A. Kiander, Coos Automatic Merchandising Co., Coos Bay, Ore., and Frank E. Lodewick, Standard Brands Sales Co., New York.

Other members of the board are President Millman, Automatic Merchandising Corp., Milwaukee; Senior Vice-President J. Richard Howard, Automatic Retailers of America, Inc., Indianapolis; Vice-President W. J. Manning Jr., Rudd-Melikian, Inc., Warminster, Pa.; Treasurer James T. McGuire, Automatic Canteen Co. of America, Inc., Chicago; William W. Dennin, Pacific Nik-O-Lok Co., Inc., Los Angeles; A. F. Diederich, National Vendors, Inc., St. Louis; Charles Mananian, MAB Industrial Vendors, Inc., Los Angeles; William H. Martin, Automatic Candy Co., Columbus, Ga.; M. B. Rapp, Continental-APCO, Inc., Westbury, L. I., N. Y.; Meyer Gelfand, Macke Vending Co., Washington; Harry Rosen, Allegheny Cigarette Service Co., Wilkesburg, Pa.; J. Gordon Scott, Scott Vending Co., Forest City, N. C.; John L. Burlington, the Vendo Co., Kansas City, Mo.; Robert K. Deutsch, Interstate Vending Co., Lincolnwood, Ill., and W. J. Schmidt, Indiana Vendors, Inc., Indianapolis.

Ex officio members of the board are the three immediate past-presidents of NAMA—Louis J. Risman, Mystic Automatic Sales Co., Inc., Medford,

COINMEN IN THE NEWS

Milwaukee Mentions

Vending equipment sales are beefing up volume statistics at Pioneer Sales & Service, according to Sam Cooper. Orders are coming in for the new Rowe coffee machine before it has even been introduced, he says. Visitors here this week included Bob Manthei, Chicago, Rowe factory service man, and Bob MacGregor and Phil Glover, AMI sales reps, also Chicago.

New office girl at Pioneer is Marie Chapman, hired recently to help Pam Langan with the build-up of office work. . . . Joe Pelligrino, P. & P. Distributing Company, reports music route receipts improving since he instituted a program of culling out low pay locations. . . . Sam Hastings, Hastings Distributing Company, was re-elected president of the Milwaukee Phonograph Operators Association, has held that post since the group's reorganization four years back.

Pool tables are sparking the action for H. & G. Amusement Company, according to Leo Dinon. . . . Ed Mann, Ambrose Automatic Amusements, Kenosha, is marking his first year as a music operator. He claims the work is "interesting and much more rewarding than I thought it would be when I started." . . . Carl Happel, Badger Novelty Company, has been sidelined recently due to illness.

Boston Briefs

Dave Baker, president of Melo-Tone Vending Company, Inc., has been breeding thoroughbred hunting horses since he moved to suburban Canton. He now has five and is expecting a foal in May. . . . Sam Baker, manager of Melo-Tone's music department, has returned from a Florida vacation, and Dave's daughter, Mrs. Harry Hoffenberg and husband are back from a South American cruise. David Bond, president of Trimount Automatic Sales Corporation is enjoying his annual visit to Florida. Trimount is planning a celebration of the firm's 40th anniversary at the Blue Hills Country Club. . . . Newton operator Perry Lipson, once a musician, keeps in practice with Ruby Newman's orchestra and recently played in the pit during the local run of the musical, "No Strings." He's also a ham radio operator. . . . Bob Jones, Redd Distributors sales manager and secretary of the new local operators' group, is spending two weeks in the Virgin Islands. Plans for the next meeting await his return.

CAMERON DEWAR

Mass.; Herb A. Geiger, Geiger Automatic Sales Co., Division of Servomation Corp., Milwaukee, and Thomas B. Donahue, Universal Match Corp., St. Louis.

Normally, there are three NAMA board meetings each year. February's meeting is the first for 1964.



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2-PLAYER PIN GAME

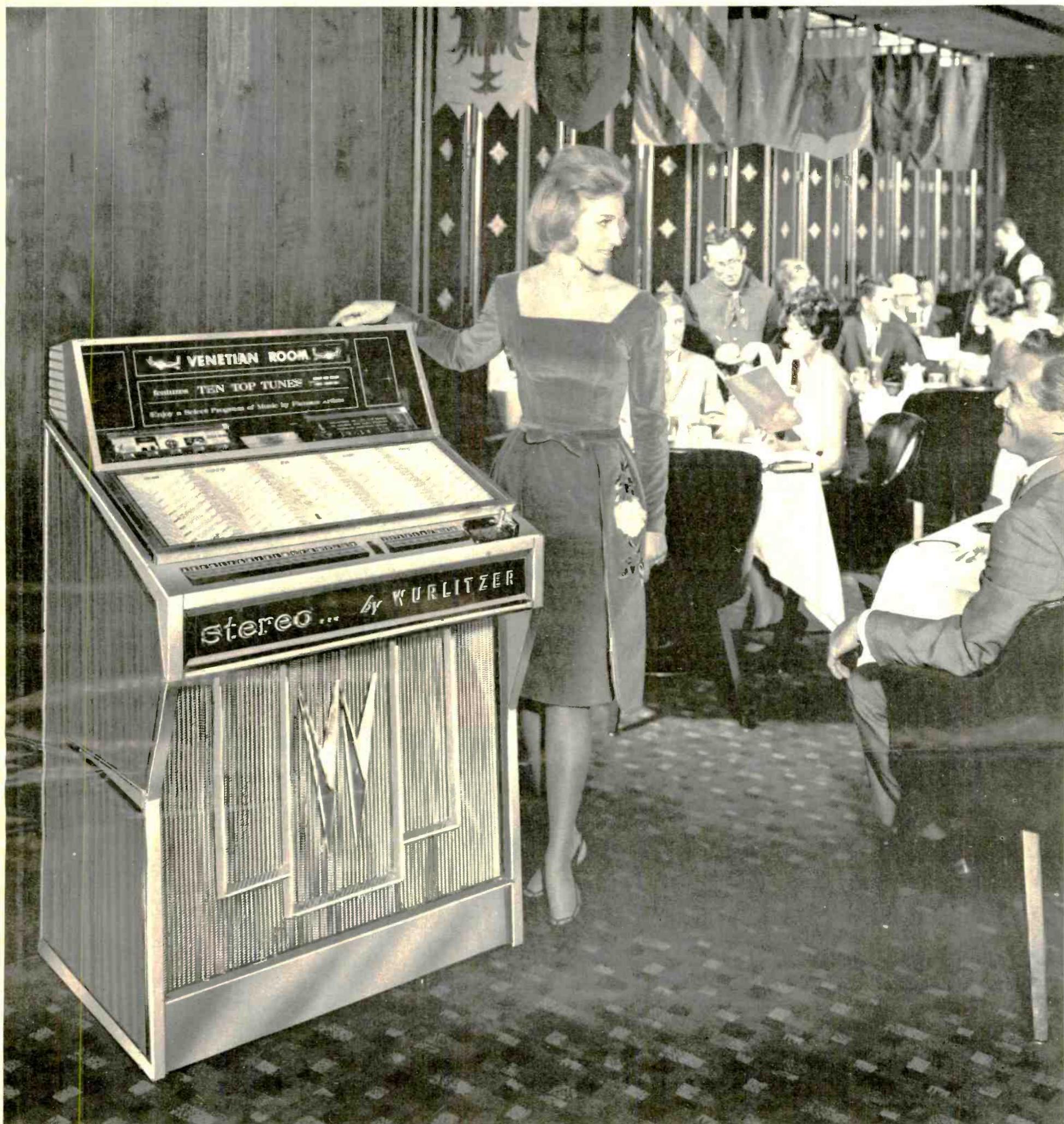
New "Firecracker Zone" EXPLODES with Scoring Action!

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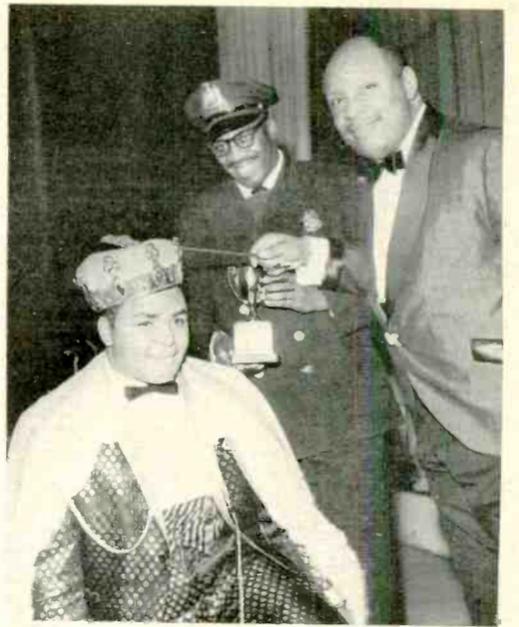
WURLITZER 2800 *Makes the Swing to Higher Earnings*

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.



DORSEY TEAM TAKES TO AIR: Leaving for London and six-week tour of Europe is the new Tommy Dorsey orchestra, directed by Sam Donahue, with artists Frank Sinatra Jr., Helen Forrest, the Pied Pipers and Charlie Shavers, accompanied by Manager Tino Barzic. Their New RCA Victor LP was just released.

Billboard Photo Gallery OF NEWSMAKERS



KING SOLOMON (BURKE): In Baltimore, deejay Rockin' Robin (right), of WEEB, crowns Solomon Burke King of Rock 'n Roll, while National detective Edward Nelson holds trophy for Atlantic recording star.



AIRPORT CONFERENCE: Liberty's Timi Yuro talks with the label's national promotion director, Ted Feigin, at Los Angeles airport between flight from New York to Far East where she will perform.



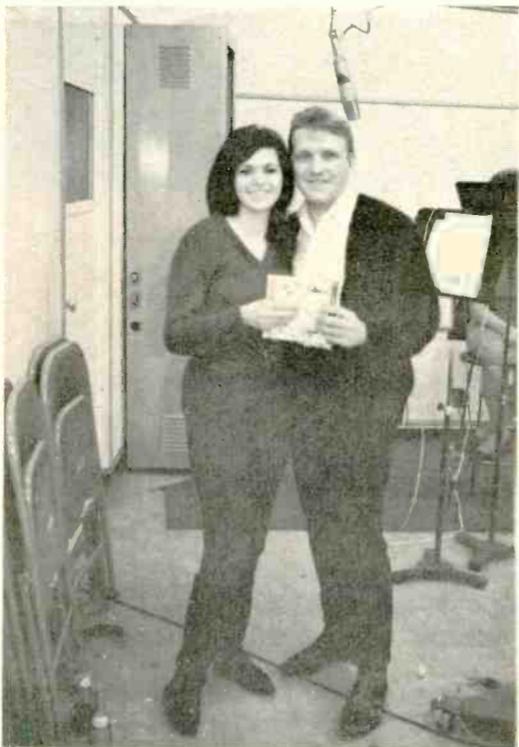
SHIP SHAPELY: At the Boat Show in New York's Coliseum, glamorous model Alice Frey delights WNBC-Radio personalities Steve Woodman and Keith Rich (center). During run of show, Woodman and Rich originated several live shows from the Coliseum.



VOLUNTEER CHAIRMANSHIP: Colpix artist Paul Petersen has been taking time out of filming schedule for Donna Reed show to serve as Teen-Age Chairman of March of Dimes campaign. Here he autographs latest single, "She Rides With Me," for poster girl Vicki Venegas, age 6, in Los Angeles.



BRANDT GETS FIRST: Willy Brandt (right), mayor of West Berlin, accepts first pressing of Philips' album, "That Was John F. Kennedy," from branch Manager Erich Maschewski.



SOME COOKIE: Lorna Dune poses with Joey Powers. Her answer song, "Midnight Joey" (Select), was just released after Joey's hit, "Midnight Mary" (Amy).

PHILLIPS TO ATLANTIC: Little Esther Phillips, whose Top 10 single, "Release Me," was a hit for Lenox Records last year, has signed an exclusive contract with Atlantic Records. At signing were (left to right) Jerry Wexler, executive vice-president; Ahmet Ertegun, president; Nesuhi Ertegun, vice-president of album a.&r., and Jack Hook, Esther's personal manager.

