U.S. Rocks & Reels From Beatles' Invasion

Chicago Flips Wig; Beatles And Otherwise

PHILADELPHIA — The National Association of Record Merchandisers, for the first time in its history, will open its upcoming convention (April 19-21, Miami) to all rack jobbers, including non-NARM members. George R. Marek, executive vice-president of the RCA Victor Record Division, will be the keynote speaker at what promises to be the biggest conclusive NARM has held to date.

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

The technique of occasionally opening a trade association to non-members is a device that has been used successfully by the RCA Victor top executive of such associations as Supermarket Institute in an effort to attract a wider representation of an industry to its fold. Malamud told Billboard, 'IF NARM is going to be an even greater representative factor in the industry, it should speak for a greater number of members engaged in record merchandising.'

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

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

The theme of the convention will be 'Reaffirmation of faith in the record industry.' Inasmuch as Marek will be the keynote speaker, the choice of the convention theme is most appropriate.

It stems from an excerpt of a statement given by the RCA Victor top executive to Billboard on the future of the record business during 1964 (see January 4 issue). The thought captured NARM's attention and was adopted as its convention theme.

In addition to attracting a record turnover, it now appears, (Continued on page 8)

Teen Singer Cinquetti Old Enough to Win San Remo Prize

By SAMUEL STEINMAN

SAN REMO — A new teen-ager star was born here when Gigliola Cinquetti, 13 years old and one of the two new artists in the program, won the San Remo Song Festival with the song "Non Ho L'eta per Amarti." The song is published by Tiber (an affiliate of Messagerie Musicales). Freely translated into English the title means "I'm Not Old Enough to Love You." It was written by Panzeri and Nina and a French version of the lyric was sung by Belgium's Patricia Carl. The victory of this song, as sung by these two stars, made a double win for the CGD record label which distributes disks for both artists in Italy.

The winning song was the only one sung by the Italian side in the finals. Lyrical Pantani repeats his victory of the first San Remo Festival in 1951 (Continued on page 8)

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

By OMER ANDERSON

COLOGNE — West Germany's phonograph industry is facing a year of sweeping readjustment to the chaotic changes occurring in Europe created by the European Common Market. The forecast is for a series of mergers, consolidations, and corporate reorganization putting the German disc industry in a better shape to compete for—not the German—but the European market. Thinking big has become a matter of sheer survival in the economic reshuffling ushered in by the trading community. The forecast is for fewer but bigger and more viable German diskeries at the end of 1964.

The German industry's problem is capsuled and dramatized by the 1963 output. Analysis of the 1963 figures shows that the character of the solely German market is changing fast—the emphasis shifting from singles to LP. It reveals, too, that there is such...
Jim Reeves: "Welcome to My World" c/w "Good Morning Self"

#8289 RCA VICTOR

The most trusted name in sound
Italian Musical 'Rugantino' Gets Mixed Reviews

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

Times: "Mixed into it like a rich sauce for a lazy pasta are impudent and bawdy comedy, mauchild melodrama, songs with sex in their eyes, and a laughing, brooding affection for the spirit of wit. Poor "Rugantino" has bad luck of being relatively and resoundingly.

Journal American: A... quite magnificent creation in many ways, looking to the eye, but it doesn't do anything that we don't do better in our own music, mounting and, certainly, choreography."

Herald Tribune: It's all too much and, except for the fun we have watching things tip over, too much taste...it's a whopper of an interesting and different music."

World Telegram: "...the music is a Roman equivalent of many things in our lives, looking to the eye, but it doesn't do anything that we don't do better in our music, mounting and, certainly, choreography."

Jules Malamud, NARM executive director, noted that exploratory talks had been held with Walt Disney, a company which made a quick decision, and that new publications may be forthcoming with regard to record merchandisers and one-stops.

It should be noted that the NARM would very likely discuss the ROSA proposal fully at the April meeting.

ARMADA Hop FCC Ads, Lays Proposals

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

ARMADA President Amos Heliicher stated to the ARMADA membership his belief that the rules suggested in the ARMADA draft are the best that can be drawn up at this time. It is the hope of ARMADA that all or a major part of the ARMADA proposals will be incorporated into the FTC's Trade Practice Rules when the latter are issued.

In the forefront in the matter of drawing up the ARMADA proposals have been Mr. Heilicher, attorney Earl Kintner, ARMADA secretary Jim Schwartz, Heilicher has requested the membership to participate actively in the open conference which is expected in March. Heilicher has also asked the membership to read the ARMADA proposals carefully and notify the organization whether specific proposed rules are, in their view, desirable or undesirable.

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

MAYOR HONORS ASCAP'S 50TH

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

Billboard will salute ASCAP on the occasion of the gala anniversary in a special issue February 29.
Ben Finn Spells Out Some NARRD Purposes

NEW YORK—The National Association of Record Retailers Dealers (NARRD), formerly SORD, is taking steps to bring the organization up to date and meet present industry conditions. An important step in this direction has been the appointment of Ben Finn as executive director. Finn, who is currently retail management consultant, is kicking off a membership drive and has drawn up a new plan for the new NARRD board, a statement of purposes for the association.

The statement contains the following points: (1) I believe in the proper use of mail order, and I commit myself to conduct it honestly and with respect of the fellow men to whom it provides a needed service to my community, and that it be conducted without profit. (2) I believe that I am entitled to a fair profit, an honest return on the capital I have invested... and I should receive a reasonable return on my capital. (3) I believe that a reasonable trade between retailers, distributors and manufacturers can result in better records and allied products marketing, which can create new business and increase market interest in our industry. (4) I believe in action against all forms of inflation and inaction has ruined more business than mistakes in going forward.

Stronger Position

In order to strengthen the retailing position, NARRD intends to: (1) Distribute a monthly series of dealer-manuals and studio announcements on advertising, promotion, stock control, store and lighting arrangements and to improve the standard of the trade; (2) run trade shows geared specifically to the needs of the record retailers only, where they may concentrate on disks and allied products; show will include retail sales management clinics; (3) open the trade shows to the public, and promote the “Dealer Day” into a real industry liaison committee to meet with manufacturers, distributors, and private persons, and to work out the problems of the industry and exchange ideas for industry benefit; (5) establish a government liaison committee to represent the retailer on national and level and make known his needs and thinking on dual distribution, quality protection, tax and unfair trade practices, etc. (6) NARRD insurance trust fund committee will submit a low-cost insurance program for record manufacturers for their own protection and benefit. (7) A committee to be established to work on behalf of the consumer, and (8) a committee to work on behalf of the consumer, and to see that they are protected.

The plan has the support of many of the major manufacturers and retailers, who recognize that this is the time to combine forces in order to meet the competition of the market.

First Disk on Life of Christ

• Continued from page 3

The complete story. He estimated the package would run from $15 to $20, for an approximate total of eight hours of biblical history.

187 Speaking Parts

The complete package will boast 187 individual speaking parts and has been recorded by famous and original music in mono and stereo versions. Bockley is currently working with religious composers for an original score for the package. The package anticipates having a finished package ready within three months.

Albums comprised of biblical material are not new to the industry. The Bible Records Books have issued L.P.'s in the past. This year, however, marks the first time that a cast has been assembled to dramatize the life of Christ, and the story would be told in a manner never before heard.

Price May Exceed $50

Bockley said it was too premature to give a price for the package, but estimates are in the $50-100 range.

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

LIVERPOOL WAVES

Beatles Begin New British Artist Push

By JACK MAHER

NEW YORK—Great Britain hasn't been as influential in American affairs since 1775. The British invasion of popular music by the Beatles on England's former colonies has had the explosive effect of a horde of independent firms here scrambling for more and more British product.

The bidding has been hard and frenzied for the new import, with the greatest emphasis being placed on the rhythm and tone of the bands. Of course, but a handful of truly great artists who have been involved, the British groups have also come in for their share of attention. The Beatles have also found a significant role on two levels. U.S. manufacturers have been impressed with the band's unique and refreshing style, that not only is the current British hit, "I Want to Hold Your Hand," their best material to date. But earlier material is not to be eclipsed, and the Beatles have also realized that their artists are the most promising in the country.

The fact that the Swan and Jay records are selling now, after having been released with little or not impact on the market, is a reflection of what many industry observers that Liverpool is ready to break as fast as its American equivalent.

For this reason, labels that have traditionally with English material are ready to go again with new releases, while the Beatles, producers, and other British bands and artists are set to showcase their talents on the world stage. The Beatles have also received a boost from their own band and have been involved with the recording of their latest single, "I Want to Hold Your Hand," and are planning to release another British hit, "I'm a Tokyo Shaker," by the British trio. The band is made up of the British artists like Cliff Richard, Barry and the Beatles, Kenney Jones, and Tony Britton, and is already one of the most promising bands on the American charts.

The Beatles have also been involved with the recording of their latest single, "I Want to Hold Your Hand," and are planning to release another British hit, "I'm a Tokyo Shaker," by the British trio. The band is made up of the British artists like Cliff Richard, Barry and the Beatles, Kenney Jones, and Tony Britton, and is already one of the most promising bands on the American charts.

Teen Singer Cinqueitti Wins Sun Remo Prize

• Continued from page 1

The singer, along with his music, has come to the forefront of the music industry for an approximate total of eight hours of biblical history.

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TALL SALES FOR A SHORT MONTH
...11 BIG FEBRUARY RELEASES FROM COLUMBIA RECORDS

CL 2105/CS 8905

BOB DYLAN

CL 2114/CS 8914

SOFT AND ANDRE SWINGING PREVIN

THE MUSIC OF ANDRE PREVIN

CL 2116/CS 8916/CQ 609*

JERRY VALE

TILL THE END OF TIME AND OTHER GREAT LOVE THEMES

Arranged and Conducted by Glenn Osser

CL 2125/CS 8925

CARL BUTLER & PEARL

CL 2126/CS 8926

JAZZ CRITICS' CHOICE

Great Jazz Critics Choose Historic Performances

CL 2128/CS 8928

THE BROTHERS FOUR

SING OF OUR TIMES

CL 2130/CS 8930

LET'S PRAY TOGETHER

MAHALIA JACKSON

CL 2136/CS 8936

INTRODUCING THE EXCITING NEW SOUND OF

JEREMY STEIG FLUTE FEVER QUARTET

FEATURING Denny Zeitlin On Piano

CL 2147/CS 8947

HOT ROD JAZZ

TUFF SAXES AND TWANGY GUITARS

LARRY WILCOX AND HIS ORCHESTRA

ML 5945/MS 8545/MQ 616*

PROKOFIEF CLASSICAL SYMPHONY

LOVE FOR THREE ORANGES

LIETUANIAN KLE SUITE

THE PHILADELPHIA ORCHESTRA

EUGENE ORMANDY

ML 5939/MS 8539

BACH: LUTE ORATORIO

Judith Raskin, soprano
Maurine Finucar, sopranos
Roberta Lewer, basso
Robert再来, tenor
The Philadelphia Orchestra

EUGENE ORMANDY

CONDUCTOR

*4-Track Stereo Tape
W. German Record Industry Sees a Year of Reshuffling

**Continued from page 1**

a proliferation of German discrists as to be patently uneconomic. Twenty million dollars in sales are reckoned to account for 1963 output of 2,307 singles, 838 EPs and 1,178 LPs. The breakdown:

<table>
<thead>
<tr>
<th>Type</th>
<th>Singles</th>
<th>EPs</th>
<th>LPs</th>
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<tbody>
<tr>
<td>AMAKE/</td>
<td>39</td>
<td>22</td>
<td>26</td>
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<tr>
<td>ARIOL/</td>
<td>245</td>
<td>125</td>
<td>120</td>
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<td>32</td>
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<td>119</td>
<td>271</td>
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<td>228</td>
<td>60</td>
<td>260</td>
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<tr>
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<tr>
<td>UKELA/</td>
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</tbody>
</table>

Of 2,307 singles, German production supplied 1,178 and international production 1,129; of the 838 EP, German production 405; and of the 1,178 LP, German production 626.

**Continued Strong**

International production, thus, supplanted half of German singles titles, about half of EP’s, and about two-thirds of the LP’s. The forecast is to a continued big market in Germany for international product.

About 20 per cent fewer singles were produced last year than in 1962, but the singles drop off was more than offset by the boom in LP’s. The Federal Statistical Office reports that total disk production for 11 months of 1963 amounted to 12.9 million records compared with 60.6 million in 1962. This is significant not only as indicating the decline of singles, since the total value of disk production was boosted appreciably by the increase in LP’s.

**Common Market**

All of the major German record companies have been competing in the European Common Market. The plans are for the consolidation and expansion of individual firms, mergers and acquisitions, and the introduction of production and distribution.

Already, listeners are flying, and typical is that in the monthly chart of single sales in December, Philips took the number one position in the British market.

Grammophon, the statement underlined, will continue to remain in the unchanged position of the Siemens, the giant German electrical company. The statement continued, however: "The firms of Siemens and Philips need to maintain their competitive position on the world market. On the basis of the monthly charts, Siemens and Philips now hold 50 per cent of the capital of the German Grammophon MIH and the N. V. Philips Phonogram NV."

Grammophon said there has been no change in their proprietary arrangement, but that a new company is contemplated. The union is a necessity, the statement said, and sales of both concerns, especially abroad, are increasing. Grammophon concluded that a new subsidiary of Siemens and Philips called Deutsche Grammophon, the latter manager has just decided that it calls "irresponsible gossip" that Philips - Goeblaphon - Fabriken Eindhoven (Philips London) would be involved in the new subsidiary of Siemens and Philips. The manager has just decided that it calls "irresponsible gossip" that Philips - Goeblaphon - Fabriken Eindhoven (Philips London) would be involved in the new subsidiary of Siemens and Philips.

The merger of the three firms would be a "natural and logical step."
Nat King Cole
My True Carrie, Love
b/w A Rag, A Bone and
A Hank of Hair #5125
www.americanradiohistory.com
New York City Crawls With 'Beatlemania'

* Continued from page 1

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

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

The Al Levine record store in New York City reports the Beatles are "on top" as their leading seller with the Capitol version trailing not behind. The store reports no sales for the group on Vee Jay or MGM.

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

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

THE ANSWER TO YOUR PROBLEM IS RIGHT HERE IN...

**Billboard**

Mail Sub Order Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214
Please enter my subscription to **BILLBOARD**:

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Bill me later

Above subscription rates are for Continental U. S. and Canada.

Overseas rates on request. 776

Company:

Name:

Address:

City Zone State

Subscription Change Order (increase, decrease)

1. Type of Business:

2. Title:

3. Rate:

4. Time:

5. Computer Name:

6. Contact Person:

7. Phone:

8. Fax:

9. Email:

10. How did you hear about us? 

11. Additional comments:

Underline your choice: 

****NEW BOOK ON PROGRAMMING****

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

Copies may be obtained from Billboard Publishing Company, Route 3, Box 957,经营模式, New York, N.Y., 10036, $5.95 postpaid. The book provides complete information on station games, comedy production techniques, station promote programs, entertainment promos, station breaks and weather.

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

**Chicago Flips Its Wig: Beatles and Otherwise**

* Continued from page 1

record going for them at a time. Currently, there are less than four singles and three albums. Record stores are filled with different forms of Beatles promotions, from posters to the imagination. Even the discount houses, traditionally slow to carry the latest curtains, have been from any one disc, they have gotten on the act.

**Radio Promotions**

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

WLS, the big singles-selling powerhouse, has had a pair of promos, one for Vee Jay's and Roberts. Art Roberts and Ron Riley, and in the threes of starting a Beatles' fan club.

**WYNN, the big McLendon Corporation rocker, has been pushing the latest disc, despite a recent station policy switch to an "across the board" format.

**Even WIND, the middle-of-the-road Westhouse outlet, last week conducted its own Beatles' record to its list ("She Loves You") for a week to show its listeners that it will not pass them up, no matter whether in support of their product, no one was able to figure out.

**Jim Loobney, king of the listening polls, last week planned a Beatles Dance for his listeners.

**The Good Guys** are seeking listeners to take photos of their favorite Capitol and paint Beatles wigs on them. The station is so busy, that it had its first two most original entries, with another 998 listeners to have their own. The very first in the contest is the group of the "Beatles" on specialty made wigs.

**NARM Conclave**

* Continued from page 1

according to Malamud, that the Beatles will give a stellare Heyday to the top executives of all the leading labels. Malamud said symposiums will be conducted with the industry leaders participating. NARM will also be established on Federal Trade Commission matters. Albert A. Curreri, a former FTC commissioner, will be one of the convention speakers.

British television, Walter Spalding said the Beatles were moving well. He said he had sold more than 100,000 Capitol single and LP. At headquarters, London, disc buyer Charlie Sims said the Capitol items had been moving well but the other merchandise which has held up strongest been Sam's, sitting and hot rod LP's.

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**Beatles Binge In Los Angeles**

* Continued from page 1

Ethan Carlton said the Beatles' Capitol single and LP are No. 1 sellers. "The Beatles as an act are still in the 'Big Four' business since Presley. Their Capitol LP is the biggest album we've ever had!

**The May Company Depart-**

ment stores are also turning<A.> com-<B> "Beatles Cen-

ers," selling disks as well as various Beatles-licensed mer-

chandise.

**California Music's Buddy**

Robinson said the Beatles' are riding high, but that it won't hit the full crest until after the group's appearance on the Ed Sullivan show. Top sales, he said, were being enjoyed by the Capitol single and LP, and the Swan single and the MGM records were also enjoying a brisk business.

Wally Peters, sales manager at ABC's Los Angeles outlet, said that the biggest effect of the Beatles was in the "Beatles-type" product. In ad-

dition to their own releases, he said, recordings of the famous 242 Beatles singles and 300 Swan singles were sold. Generally, he classed the Beatles as "living hot!"

At Westchester Music, Al Spalding said the Beatles were moving well. He said he had sold more than 100,000 Capitol single and LP. At headquarters, London, disc buyer Charlie Sims said the Capitol items had been moving well but the other merchandise which has held up strongest been Sam's, sitting and hot rod LP's.

**Beats Suit In State of Limbo**

City of Chicago

By NICK BIBO

CHICAGO — The Capitol-Vee Jay lawsuit over Beatles programming is being described as "state of limbo," with counsel for both sides saying the U.S. Court last Friday (7) afternoon for further hearing.

Last Wednesday (5), the Appellate Court granted Vee Jay a stay of execution pending their pro-

hibiting Vee Jay from selling Beatles records.

But the stay issued pending Vee Jay's appeal and on the condition that it will not cost a $30,000 bond. The bond was posted, but, meanwhile, Capitol attor-

ney's have a petition for re-

barring the reharing was sched-uled for Friday (7), and the court held off approval of the Vee Jay's request for examining the outcome of the hearing. Vee Jay thus continued to be prohibited from manufacturing and selling Beatles records, though the situation could conceivably be different as this issue comes off the press.

**LBJ Ignored As N.Y. Crowds Chase Beatles**

NEW YORK—President Lynd-

don B. Johnson visited here late last week, but his arrival was overshadowed by the Beatles' in-

vasion. Few were aware of the President's presence in their midst, but no one could miss the fact that Britain's Beatles had descended upon the town. Riaa, TV and all other communi-

cation media were filled with Beatle clamor. At Kennedy Air-

port here, Beatle greeters began lining up late Friday to await the group's arrival that afternoon.

For the first time in disc his-

tory, a single attraction had live side show attractions, long gone up-plus three albums on the charts. The Beatles have already certified the Capitol single has a million seller, and the Capitol label, as having sold more than 500,000 copies. The group, which was introduced first in U. S. TV audiences on the Jack Parr show via a film segment, arrived here for its live TV debut on Ed Sullivan's show (9).
charged and ready to blast off from twentieth century fox records

billy b/w under age
Fox 466 Betty Madigan
finders keepers b/w
i’ve got a secret
Fox 468 The Shepherd Sisters A Bob Crewe Production
no matter what the people say b/w
i wish that he would call me
TCF 10 Martine Dalton & Bennie Bunn
the glory of love b/w
i need you so
TCF 12 Dean Barlow

20th CENTURY FOX RECORDS

WATCH FOR THEM!
**O'SEAS REVIEW**

**Ella Wins**

**HONG KONG**—There has never been a concert quite like it in Hong Kong before. Ella Fitzgerald, tired after an exhausting tour of Japan, came on stage at Hong Kong's City Hall and completely captivated her audience with one of those rare, real performances. Much has been said, and as much written about Hong Kong's tough-as-nails concert audiences that have often left performers either in tears or vowing never to return again. Jazz does not really have a following of any dimension here. Certainly she worked hard Friday (January 24) and the response brought tears to her eyes. Ella received an ovation before the title song behind the titles and her version is already available on the new Atlantic label. An LP which gives the tune top billing is already in the works. Producer, John Chilton, who wrote the score for the picture, is plugged liberally and two of his RCA Victor LP's are actually shown in scenes. The artist is also shown playing the piano with rhythm section in a club which is named after him. Victor has also released an LP which features Nero playing tunes from the picture. The flick is a genuinely amusing feature based on the personal question (which seems to be getting more than one question? Should she? or Shouldn't she?) The MGM release is a slick confederation done in the Playboy magazine style—that is, a never, never land of bachelor apartmentments and sports cars. Unlike some of the other films of this type, Sunday in New York has a few well-dressed people. Clifford Robertson is one, Rod Taylor another, and Jim Bacush a third. Jane Fonda plays the young lady who has to make the ultimate decision.

**JACK MAHER**

**BOSTON REVIEW**

**Thatcher Has the Style**

It is heartening to run into a lad of the old school who has both sound musicianship, presence, command and a delivery to his bag of tricks which has not all these attributes prerequisite to the sale of a song. While the control, it is not an unreasonable prediction to say that Mark Thatcher, 21, is one of the most promising young men on the New York scene. His first 45-r.p.m. for Columbia, is a promise of more of the same. The Montreal-born lad did not fail to meet the Montez in Framingham as the star. He was in the middle of his tour, Nor did he sing his Columbia recording, "One Good Solid 24-Karat Reason," b.o. "I'm Lonely." He preferred to stick to standards. Perhaps his notable number of the evening was his reading of "What Kind of Fool Am I." It gave scope to Thatcher's unusual piano which is in a mellow baritone and rises full-bodied into the high tessitura. His style, which propels, yet does not drive, could easily fall prey to one of the mill rock and roll and (Continued on page 45)

**WATCH FOR JEZEBEL**

**Basie & Bennett At Carnegie Hall**

NEW YORK—Tony Bennett returns to Carnegie Hall February 21, accompanied by the Count Basie orchestra. SRO was the order-of-the-day at his two previous concerts in this capacity and in the concert will be many of the songs which have become identified with the singer over the years along with a concert arrangement of his current Columbia disk, "Little Boy." Bennett won the record industry's 1963 Grammies for his "Don't Get Around Much Anymore" poll which named him outstanding male vocalist of the year.

**TALENT ON TOUR**

(Top record talent in top town this week)

**EAST**

Miles Davis will play a benefit concert at the Apollo Harmonic Hall (12)... Thelma Carpenter returns to the Ben Seid for a February 2 engagement of her own... Sharing the bill at the Ben Seid will be, Isaac Rochlin and the Three Flames... Count Basie plays New Brunswick, Me. (13) and Groton, Me. (15)... Joseph Krips will begin his previous guest conducting engagement of the season with the New York Philharmonic (15)... Henry Steggen will be heard in concert in Philadelphia (10) and Rochester, N. Y. (15)

**SOUTH**

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

**MIDWEST**

Dates in Kenosha, Wis. (10) and Aurora, N. Y. (15) for Addo & Crofut... Kui Winding continues his engagement at the Celebrity Club in Chicago through the 23rd... Earl Wrightson and Lois Hunt will appear this week in Oshkosh, Wis. (11), Stevens Point, (13) and Waunakee, Wis. (15)... Byron Janis plays with the Indiana Symphony in Bloomington (11)... Gino Bacheler will be heard with the Chicago Symphony (13-14)... Janos Starker will give concerts in Phoenix, Ariz. (10-11)... Woody Herman opens an engagement at Birdland, New York City, New York (15).
Best of ...

THE BEST OF THE BEST OF DECCA RECORDS

NOW AVAILABLE AT ALL DECCA BRANCHES
Gershwin Programs For Anniversary

NEW YORK—Many stations across the country are preparing programs in honor of George Gershwin, February 12, in honor of the 40th anniversary of the first performances of his "Rhapsody in Blue."
NEW FROM TONY—
TO PUT YOUR CUSTOMERS IN A BUYING MOOD!

THE MANY MOODS OF TONY

CL 2141/CS 8941

ON COLUMBIA RECORDS
Radio Case Histories Examined

By BILL GAVIN
Contributing Editor

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

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

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

Frustrated, our p.d. foolishly tried to retaliate by refusing to program any picks that his competitor played first. As a result, his station was loosened from playing most of the new records that were destined to become hits in his market, whether he played them or not. His determination to be first and foremost kept him from seeing that success is determined not by who you are but what you do. His present whereabouts is unknown.

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

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

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

Eventually station management recognized the weak link and hired the music director. Unfortunately—again—management was still looking for a low budget man in the music field and hired another inexperienced replacement. Ratings continued to shrink, and it was the station's management that continued to use an unqualified musical man can be found.

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

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

(Continued on page 25)
PHILIPS MEANS BUSINESS

2 GIANT SMASH HITS!

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

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

2 GIANT SINGLES JUST RELEASED

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

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

AND MORE GREAT NEW SINGLES RELEASES!

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

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

"THERE'S ANOTHER MAN"
Johnny Seg 40164
Great new talent...great new voices...and a unique back-up that could make push to the top of Pop and Country charts everywhere!

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

PHILIPS RECORDS ONE WORLD OF MUSIC ON ONE GREAT LABEL!
Eulogy for 3 Jazz Greats

In two short months since December, three prominent members of the jazz world have died. Although the circumstances of their deaths were entirely different from one another, each had a forceful impact on the music as it is played, sung and produced.

In December, the whole music industry was shocked by the death of Senator Robert F. Kennedy, president of Riverside Records. With Orrin Keepnews, Grauer built Riverside from a $500 investment into its present warehouse. Grauer's career, in the last two years of his life, moved substantial jazz product into the pop market.

His death became a dominant force in the independent record world. Although he founded Riverside as a jazz outlet, he always said that, whether or not it sold, he did it to protect it from the volatile effects of volume selling. One of his fondest wishes, which he often repeated, was to have Riverside stock offered for public sale.

Keepnews' death marked the end of an era. Orrin Keepnews had picked the reins. He is a less dramatic figure than Grauer, but certainly as equal a music man. The death of the music industry has been his since mid-December; now the industry offers him all the encouragement to continue on.

Shortly after the death of Bill Grauer, jazz was hit again by the death of Art Teagarden. He was 64 years old. His death left a void in jazz that goes unshaken. His playing of the trumpet was one of the best that jazz has ever known.

A huge quantity of music by Dinah Washington and Jack Teagarden is permanently recorded in the jazz annals. With his death, a part of the jazz era has passed. In a time of sadness it is a comforting thought. The accomplishments of Bill Grauer, while not as tangible as those of the Teagarden, were the efforts that the artistry of a myriad of performers have been made permanent.

WAYNE SETS TAPESTRY WITH ELECTRIC BANJO

NEW YORK—On a new LP called "Tapestry," Chuck Wayne provides a popular new sound on his electric banjo. Wayne, who's been known as a"natural" on the electric banjo for three years, now has a hit album on the RCA Victor label.

"Tapestry" has been released on the Focus label, which is owned by the RCA subsidiary. The label is on the same block as the money and the money of Mort Fega, jazz dean at WEVD here. It's his purpose to make music that is fashionable for Wayne, and the resulting album is a sharp, clean, well-put-together set that features two tracks of guitar and two tracks of banjo in the front-line instrument.

Wayne has been a familiar face on the jazz and pop music scene for more than 15 years. He gravitated to the big band business, was attracted to a good deal of attention with a stint for Woody Herman, Bar- t Barlow, George Shearing and a host of other groups.

Wayne's influence is certainly on the folk side of the line. He records both in the recording, radio and TV folk shows and covers a wide variety of recording dates from pop to jazz, and frequently both.

It was a tour of duty at CBS that led to the artist's experience as a banjoist. As part of a morning show, he was called upon to play the banjo and strut softly behind singers and instrumentalists. As a result, Wayne began finding a popular role with the instrument. "I tuned to the banjo and thought of the first four strings of guitar because I was more familiar with that fingered quality that cut through even the most saccharine lyric. She seemed to see life through the hard-boiled truth (as she saw it) of "Love for Sale."" His artistry and conviction were so strong that she gave him some of her songs, and ranks with the style settlers along with Billie Holiday, Sarah Vaughan, Lena Horne and Ella Fitzgerald. So strong was this personality that, even as suspected, when she was 32 years old, after 15 years of her life, she could half talk and half sing a lyric and make it an impelling story. He has become a major force— and, as she used to say, "not just Queen of the Blues."

In her prime interpretation of a song—any song—had power—"I can sing anything. The blues, jazz, musical comedy, opera, anything. And, if I have to, I can even go to church."

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

The tromboning was as powerful as in a retiring fashion. Like Miss Washington, he made direct contact with an audience. His tools were warm, simply and direct. He held you in his hand on his heart. His singing was touched with the blues, with the alert, inventive, warm and full. Unlike many jazzmen who grow stale and openly show their lack of innovation, his was an instrument, Big T played and sang with authority almost to the day he died. No small accomplishment for a man breaking business of playing and traveling for so many years.

A huge quantity of music by Dinah Washington and Jack Teagarden is permanently recorded for us. With his death, a part of the jazz era has passed. In a time of sadness it is a comforting thought. The accomplishments of Bill Grauer, while not as tangible as those of the Teagarden, were the efforts that the artistry of a myriad of performers have been made permanent.

Eclipse Jazz Labels Need Creative Sales Ideas

HOLLYWOOD — The small indie jazz labels must find a way to promote their product and forget about patterning themselves after the major labels. "I thought that was the head of the Contemporary and Good Time diskers.

That is how the jazz market with its new distribution outlets has seriously affected the availability of the jazz industry's top albums, reports Koenig, who recently visited seven key markets.

"There is a great demand for jazz product," states Koenig, but he also notes that "the major labels can never attain the proportions of the pop market. We are dealing with a small percent of the business, but one which can be both profitable and healthy for those of us concerned with it."

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

First, he says he finds racks, distillery and on-stops who don't carry all the lines or any depth of product. "On the other hand, the jazz material is the key to survival for a few labels."

With almost 60 per cent of disk business done through racks and on-stops, the availability of the product, the paradox of people asking for it and the availability of it, says Koenig, is his biggest problem. He points out that one characteristic of the jazz product is that it is not available for sale in any number of any record stores. We sent racks. We mailed them on the air and people began calling out to find out where they could get them."

Koenig then checked the Central City rack and was told that he had no product in the area and was told to only stocked the line, he thought could sell.

"The racks aren't going out and the stores aren't prepared to sell (or market the product,"

Koenig boos. In cases like the aforementioned San Louis Obstine incident, Koenig accepts mail orders directly at his Los Angeles headquarters but would prefer to work through the local dealer.

Koenig feels there is a healthy collector's market which could use small labels who would promote and stock the product. The best modems would be Dave Brubeck and the Klaus Doldinger. Quartet. The best jazz was the early Dutch college Swing Band and the Feurwanger.

Among the instrumentalists results were trumpets: Miles Davis and Conny Jacks; trombones: Alber Mangeldoff; clarinetists: Jimmy Guiffre and Rolf Kuhn, alto sax: Donal Middle Snead, and Ken Miles; tenor sax: Art Pepper; trumpets: Horace Silver, Bob Brookmeyer and Ken Miles; trumpets: Lyle Mays, Harry Connick; and Wolfh B-xahl: pianists: Horace Silver, Chester Himes, and Bill Evans; bass: Charles Mingus and Peter Brotzmann; drums: Ornette Coleman and Ingrid Hoffman (organ).

The sages who tipped the stools in the female category were: Ella Fitzgerald and Ingrid Bierow, who was in the male category: Ray Charles and Knut Kristensen. Top arrangers for the period were Gil Evans and Joki Freud.

Snafu of 1 Title Halts Album Sale

OSLO—The first Norweigan-made jazz LP, "Metropolitan Jazz," has been held up in stores. Reason for the recall was the inclusion of the Rodger-Hammarstein tune, "My Favorite Things," which had not been properly cleared in the U.S. Jazz musicians on the recording played for nothing on the LP hoping to promote an interest in home-grown jazz with the album. M. Knudsen, who is han- cing the disk for Norsk Gram- phonokompani has said that he will write Rodgers and ask for clearance of the tune.

The Germans Name Top Jazzers

HAMBURG — Twen magazine, a leading music magazine here has published the results of its jazz poll of the year. The poll was conducted by the jazz magazine critic Joachim Berendes. Winning artists were named in two categories—international and domestic. The winners are: International: Alan Bergman; West Germany: Detlev Ottow, Horst Hardt, Horst Ottter, and Albert Mangeloff; clarinetist: Jimmy Guiffre and Rolf Kuhn, alto sax: Convol Middle Snead, and Ken Miles; tenor sax: Art Pepper; trumpets: Horace Silver, Chester Himes, and Bill Evans; bass: Charles Mingus and Peter Brotzmann; drums: Ornette Coleman and Ingrid Hoffman (organ).

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EXCITING NEW PHILIPS LP'S BREAKING OUT!

The Big Talent
The Big Sales
The Big Excitement
All on the Big Philips Label

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

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

PHILIPS RECORDS ONE WORLD OF MUSIC ON ONE GREAT LABEL!
Bob Jeter in C&W. Field

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

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

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

COUNTRY MUSIC CORNER

Uncle Len Ellis, vet country deejay at WWCA, Hammond, Ind., has a promotion coming up at the Henderson Civic Center, Sunday, February 16, featuring a "Grand Ole Opry" package comprising Jim Reeves, Ernest Tubb, Carl Smith, Sonny James, Ernest Ashworth, Jean Shepard, Stringbean, the Blue Boys, Jimmy Gately, the Country Strings, the Carpenter Brothers and the Texas Troubadours. Joe Allison, star and host of "The Country Corner Show" on Armed Forces Radio & Television Service, has just completed a special program with RCA Victor's Bobby Bare.

(Continued on page 29)

COUNTRY D. J. OF THE WEEK

Vern Terry in Hospital; Will Be Off Air 6 Months

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

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

SALES! SALES! SALES! Bobby Lord SINGS LIFE CAN HAVE MEANING HICKORY 1232

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

COUNTRY SINGLES

FOR WEEK ENDING 2/15/64

Billboard Special Survey

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<th>Last Week</th>
<th>Title, Artist &amp; No.</th>
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<td>1</td>
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<td>B. J. THE D. J. Stomewater, Jackson Columbia 42899</td>
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<td>2</td>
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<td>BEGGING TO YOU Marty Robbins, Columbia 42499</td>
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<td>SAGINAW, MICHIGAN Lefty Frizzell, Columbia 40124</td>
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<td>4</td>
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<td>LOVE'S GONNA LIVE HERE Kitty Wells, RCA Victor 35390</td>
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<td>6</td>
<td>BEFORE I'M OVER YOU Loretta Lynn, Decca 31041</td>
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<td>FIVE LITTLE FINES Bill Anderson, Decca 31377</td>
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<td>LAST DAY IN THE MINES Slim Dusty, Mercury 72235</td>
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<td>WELCOME TO MY WORLD Gene Watson, Monument 72115</td>
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<td>NINETY MILE AN HOUR (Down a Dead-End Street) Faron Young, RCA Victor 42299</td>
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<td>PEEL ME A NANNER Roy Drusky, Mercury 72204</td>
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<td>LET'S GO ALL THE WAY Bobby Bare, RCA Victor 42261</td>
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<td>OLD RECORDS Margie Singleton, Mercury 72215</td>
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<td>I'M A RAMBLER Rufe Allen, Decca 31003</td>
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<td>JIMMY C. &quot;NEWMAN&quot; Decca 31353</td>
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<td>MOODY'S CAVES Bobby Bare, RCA Victor 42294</td>
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<td>YOU'LL DRIVE ME BACK (Into Her Arms) Faron Young, Mercury 72206</td>
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<td>MY TEARS ARE OVERDUE George Jones, United Artists 603</td>
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<td>THE MATADOR Johnny Cash, Columbia 43680</td>
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<td>THANKS A LOT Jimmie Davis, United Artists 602</td>
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<td>YOUR HEART TURNED LEFT (And I Was on Right) George Jones, United Artists 603</td>
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<td>THIS WHITE CIRCLE ON MY FINGER Lefty Frizzell, Decca 31003</td>
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<td>HOWDY NEIGHBOR, HOWDY Porter Wagoner, RCA Victor 8227</td>
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<td>ONE DOZEN ROSES George Morgan, Columbia 42802</td>
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<td>A WEEK IN THE COUNTRY Ernest Ashworth, Columbia 42827</td>
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<td>COWBOY BOOTS Dave Dudley, Golden Ring 3930</td>
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<td>MOUNTAIN ME Dave Dudley, Golden Ring 3930</td>
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<td>TRIANGLE Lefty Frizzell, Columbia 43680</td>
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<td>TROUBLE IN MY ARMS Jimmy Davis, United Artists 42841</td>
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<td>THROUGH THE EYES OF A FOOL Roy Clark, Capitol 5009</td>
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<td>TALK BACK TO SCARLING LIPS Ernest Ashworth, Hickory 1214</td>
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<td>HE SAYS THE SAME THING TO ME Lefty Frizzell, RCA Victor 8228</td>
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<td>SURELY Merle Travis, Decca 31359</td>
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<td>LONG GONE LONESOME BLUES Lefty Frizzell, United Artists 601</td>
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<td>HELPLESS Joe Carson, Liberty 55614</td>
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<td>GOING THROUGH THE MOTIONS Jimmy Davis, United Artists 42841</td>
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<td>THERE'S MORE PRETTY GIRLS THAN ONE Lefty Frizzell, RCA Victor 8230</td>
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<td>WIDOW MAKER Lefty Frizzell, United Artists 602</td>
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<td>EASY COME—EASY GO Bill Anderson, Decca 31357</td>
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<td>DREAM HOUSE FOR SALE Lefty Frizzell, Decca 31357</td>
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<td>TOO LATE TO TRY AGAIN Lefty Frizzell, Decca 31357</td>
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<td>YOU ARE MY FLOWER Lefty Frizzell, Decca 31357</td>
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<td>LITTLE SOUTH OF MEMPHIS Frankie Miller, Starday 655</td>
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<td>MIND YOUR OWN BUSINESS Jimmy Dean, Columbia 42802</td>
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<td>47</td>
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<td>WAITING A LIFETIME Lefty Frizzell, Decca 31357</td>
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<td>48</td>
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<td>HOW CAN I FORGET YOU Lefty Frizzell, Decca 31357</td>
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<td>DON'T LEAVE ME LONELY TOO LONG Lefty Frizzell, Decca 31357</td>
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<td>46</td>
<td>LIFE CAN HAVE MEANING Lefty Frizzell, United Artists 602</td>
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Hot Country Albums

FOR WEEK ENDING 2/15/64

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<th>Last Week</th>
<th>Title, Artist</th>
<th>Label &amp; No.</th>
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<td>RING OF FIRE—THE BEST OF JOHNNY CASH 603</td>
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<td>2</td>
<td>1</td>
<td>NIGHT LIFE Roy Price, Columbia CL 7877 (1)</td>
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<td>3</td>
<td>3</td>
<td>BUCK OWENS SINGS TOMMY COLLINS Capital 10499 (1)</td>
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<td>4</td>
<td>3</td>
<td>LORETTA LYNN SINGS Doris Day, Capitol 10499 (1)</td>
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<td>5</td>
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<td>THE BEST OF GEORGE JONES United Artists 40291 (1)</td>
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<td>6</td>
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<td>ON THE BANDSTAND Buck Owens, Capital 10499 (2)</td>
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<td>7</td>
<td>3</td>
<td>I LOVE A SONG Merle Travis, Columbia CL 7869 (1)</td>
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<td>8</td>
<td>5</td>
<td>GEORGE JONES &amp; MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists 40291 (1)</td>
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<td>9</td>
<td>7</td>
<td>ROADJACKER Duke Stewart, RCA Victor LPM 2760 (1)</td>
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<td>10</td>
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<td>PATSY CLINE STORY Patsy Cline, RCA Victor LPM 2760 (1)</td>
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<td>COUNTRY GUITAR Chet Atkins, RCA Victor LPM 2760 (1)</td>
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<td>12</td>
<td>13</td>
<td>500 MILES AWAY FROM HOME Bobby Day, RCA Victor LPM 2760 (1)</td>
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<td>12</td>
<td>KITTY WELLS STORY Kitty Wells, Decca 23174 (1)</td>
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<td>14</td>
<td>14</td>
<td>DETROIT CITY &amp; OTHER HITS Buddy Bar, RCA Victor LPM 2760 (1)</td>
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<td>15</td>
<td>15</td>
<td>LESTER FLATT &amp; EARL SCRUGGS AT CARNegie HALL Columbia CL 4044 (1)</td>
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<td>16</td>
<td>16</td>
<td>RETURN OF THE CUNFICHTER Marty Robbins, Columbia CL 2072 (1)</td>
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<td>17</td>
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<td>CALL TENDERLY Carl Smith, Columbia CL 2072 (1)</td>
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<td>18</td>
<td>18</td>
<td>STORY SONGS FOR COUNTRY FOLKS Sonny James, Mercury MG 20088 (1)</td>
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<td>SONGS OF THE CITIES Merle Travis, Mercury MG 20088 (1)</td>
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<td>20</td>
<td>20</td>
<td>P.T. DUDLEY SINGS SIX DAYS ON THE ROAD 2 Golden Ring LPM 110 (1) (No Therou)</td>
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</tbody>
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14 WAYS TO MAKE WINTER GREEN!

The Goodman Quartet® is back re-doing the great hits that made them famous.

LPM/LSP-2698
THE CASCADING VOICES WITH BRASS
HUGO & LUIGI CHORUS

A new mood for Eddy—melancholy songs like "My Destiny" and "Summer Kiss."

LPM/LSP-2798
DUANE EDDY
lonely guitar

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

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

THE NEW MUSIC OF THE PHILIPPINES

Original Island folk music like "Sulay-Sulay," "Kotchakata" and "Dahil Sa Polka." FPM/FSP-117

THE ASTRONAUTS

Competition Group

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

RCA VICTOR

The most trusted name in sound

TOGETHER AGAIN!

The BENNY GOODMAN Quartet

The original Goodman Quartet is back re-doing the great hits that made them famous.

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RCA VICTOR

The most trusted name in sound
COUNTRY MUSIC CORNER

Continued from page 18

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

Wilma Lee Cooper, mending from an illness which had confined her to a hospital for some time, will resume touring with her hubby Stoney late this month... Ferlin Husky is set for spots at East Petersburg, N. J., February 14; Baltimore, 16, St. Louis, 21, and N. M., 29... Ray Price takes his Cherokee Cowboys to Jackson, Miss., February 14; and St. Simon, 16; Charlotte, Va., W., Va.; and Charleston, C., 22, and Norfolk, Va., 23... Top songs at WCMS, Norfolk, Va., these days, according to Sheriff Tex Davis, are "Long Gone Lonesome Blues," by Hank Williams Jr.; "Welcome to My World," by Jim Reeves; "Miller's Cove," by Bobby Bare, and the one figured to go all the way, "Understand Your Man," by Johnny Cash.

The Jim Gennell office, Richmond, Va., has set Salem recording artist Shirley Hunter and her "Hostess in Country" show as the featured grandstand attraction at the fair in Monroe, N. C.; Harrisonburg, Va.; Front Royal, Va.; Grafton, W. Va.; McDonelberg, Pa.; Indiana, Ind.; and Greensburg, Pa. Miss Hunter has also been booked for the Wilmingtons, N. C.; Azalea Festival, April 2-4, and the Shamanduk Apple Blossom Festival, Winchester, Va., April 3-5... Bill Monroe and His Blue Grass Boys display their wares at London, Ont., February 11; Flint, Mich., 12; Muskogee, Okl., 13; Grand Rapids, Mich., 14; Lansing, Mich., 15 and Saginaw, Mich., 16.

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

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

Tim Gayle, veteran public relations man and composer's agent, well known in the country music business, is contemplating giving up his lease at 319 West 48th Street, New York, to settle in Hollywood, where he was formerly located for 12 years. Tim has been a hit songs writer, Henry Sommers' record, "One Country Music," by Rex Klingsolynomial on Process Records. Larry Raine's "Actress of the Year," which was Calif. produced by Gayle before his exodus from Sunset and Vine. Later Gayle was joined by Gayle and Gene Kilham, of WCGB, Boston, and Lee Morris, the Boston high school teacher who also co-authored last year's big one, "Blue Velvet." A special release on Flott and Strings hit the racks last week. It's a theme from "Petitcut Junction," with the flip carrying a tune with a different tempo, "My Dear Companion," the Columbia's Don Law flew into Nashville to supervise the special waxing. Lester and Earl will appear in concert again at Carnegie Hall, New York, April 13, and at Jordan Hall, Boston, April 4... Jim Reeves, during his recent Hollywood sojourn, did a guest spot on Joe Allison's "Country Corner" show for Armed Forces Radio & Televison Service. Producer of the show, Jack Giles, reports that Reeves, Hank Locklin, Bobby Bare and Marty Robbins are the most requested artists on the seg that originates in all parts of the world.

With the Country Jockeys

By Bill SACHS

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

MORE FROM OKEH

GET 'EM WHILE THEY'RE NEW

CLIFFORD
DAVIS

"LOSERS WEEPERS,
FINDERS KEEPERS"

4-7184

DR. FEELGOOD
AND THE INTERNS

"BLANG DONG"
4-7185

THE OPALS

"DOES IT MATTER"
4-7188

WATCH FOR A NEW MAJOR LACE LP! COMING SOON!
While everybody was fighting over who owns the Beatles, the Searchers passed them on the English charts, old boy!

"NEEDLES AND PINS"

THE SEARCHERS

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

**SPOTLIGHT WINNERS OF THE WEEK**

Pop single spotlight winners are those singles with sufficient sales potential. At the option of Billboard's Review Panel, to achieve a spotlight in the top 50 of Billboard's Hot 100 chart. Spotlight singles in the country music and rhythm and blues categories are selected to achieve a listing on the Country Latin 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.

**POP SPOTLIGHT**

**ELVIS PRESLEY**

**KISSIN' COUSINS**

(Nobel, ASCAP) (2:38)-Capitol 5166

Two more contenders for chart honors from Elvis. First side is a forgotten film and studio track. Good mid-tempo tune with voice and guitar in support. Flip is slow ballad with strong gospel touch.

**POP SPOTLIGHT**

**BOBBY DARIN**

**I WONDER WHO'S KISSING HER NOW**

(Nagel, ASCAP) (3:30)-Capitol 5164

The standard is given the Darin wermbol treatment. The catchy reading is recorded in the Zane carol and is on the B-side of Rhinestone in Nashville on Sunday night. Flip is "Do As Long As I'm Singing." (R.M., BMG) (1:34).

**POP SPOTLIGHT**

**DION DI MUCI**

**I'M YOUR HOOTCHIE COOCHIE MAN**

(Ari, BMI) (2:40)

The road I'm on (Gloria)

(Milan, BMI) (3:45)-Columbia 4277

Both sides are radical departures for the young singer. "Gospel Man" is the famous blues hit of muddy waters. Banking is provided by harp and guitar. Flip is rhythm-oriented, within folk ballad singing.

**POP SPOTLIGHT**

**SUSPICION**

(Terry Stafford, Ciro 3 101 (Presley, BMI) (Los Angeles)

**HIGH ON A HILL**

(Scott English, Spookone 4005 (Soul) BMI (Boston)

**SUSPICION**

(Terry Stafford, Ciro 3 101 (Presley, BMI) (Los Angeles)

**HIGH ON A HILL**

(Scott English, Spookone 4005 (Soul) BMI (Boston)

**HERE I AM BROKEN HEARTED**

(Four Jams, January 1967 (Dixie) Brown & Henderson-Jungkindl, ASCAP) (Philadelphia)

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

(Tony Clarke, Chas 8808 (Chess) BMI (Detroit)

**MY TRUE CARRIE LOVE**

(Nor King Cole, Capitol 5125 (Cotet, ASCAP) (St. Louis)

**HENRY'S IN**

(Stem Kinnibe & Or, TOD 726 (Carol, BMI) (Hartford)

I CAN'T STAND IT

(Soul Sisters, Sue 796 (Sirens-Drumcore, BMI)

**MY SECRET AFFAIR**

(Original cast recording)

(Philadelphia)

**THE ROAD I'M ON**

(Gloria)

(Milan, BMI) (3:45)-Columbia 4277

Both sides are a radical departure for the young singer. "Gospel Man" is the famous blues hit of muddy waters. Banking is provided by harp and guitar. Flip is rhythm-oriented, within folk ballad singing.
The Jones to keep up with is

LOVE WITH THE PROPER STRANGER
(from the Paramount Picture "Love With The Proper Stranger")

JACK JONES

Already on the charts and going!
THE BILLY GOVERN QUARTET

TOGETHER AGAIN!

The BILLY GOVERN Quartet

Benny Goodman

Lionel Hampton  Gene Krupa  Teddy Wilson

LPM/LSP-2698
"TOGETHER AGAIN!"
ON RCA VICTOR

The most trusted name in sound®

THE CANADIAN SWEETHEARTS
Huston's Express (Buffalo, N.Y.) (12/14) --- Half-filled (Columbia, N.M.O. (12/14), 2:29)
IKE & TINA TURNER
You Can't Miss Nothing (Booker T. & The M.G.'s, Stax 2001) (2:29) --- God Give Me Love (Island, N.Y.) (12/14), 2:29
THE DANCELEERS
It'll Be Quite a Ride (ABC-Paramount, 2001) (2:29) --- Were You There (Time, ASCAP) (2:29), 2:29
FREDDIE ROACH
Party Time (Columbia, N.M.O. (12/15), 2:29) --- The Ape (MCA, N.Y.) (2:29)
PRINCE JEFFERIES
No Good (MCA, N.Y. (12/15) --- The Trip (Memphis International, N.Y.) (2:29)
CATHER CARROLL
There Must Be a Way (Laurel, ASCAP) (2:29) --- I'll Be Home (Original, N.Y.) (2:29), 2:29
THE OPALS
Tender Lover (Sea Jack, N.M.O. (12/15) --- Does It Matter (Capitol, N.Y.) (2/29), 2:29
JOEY LAURIA
Cryin' in the Rain (Columbia, N.M.O. (12/15), 2:29) --- O' Shy (Vanguard, 2:29)
JOEY POINTS

THE BILLY GOVERN QUARTET

Benny Goodman

Lionel Hampton  Gene Krupa  Teddy Wilson

LPM/LSP-2698
"TOGETHER AGAIN!"
ON RCA VICTOR

The most trusted name in sound®
The Barbra Streisand Album
Cry Me a River
My Man's Loving Arms
I'll Tell the Man

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

CL 2154/CS 8954*

Barbra Streisand/The Third Album

...And Barbra Makes Three! On Columbia Records
Unquestionably the most significant release in Philips' Connoisseur Collection

KENNEDY IN GERMANY
narrated by ABC Newscaster Howard K. Smith

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

Lavishly illustrated brochure of the dramatic highlights of all the speeches. Complete texts of all the speeches.

President Kennedy's complete speech, the stirring "Ich bin ein Berliner" address delivered to an on-the-spot audience of Chancellor Adenauer, West German President Faure, and other important officials.

Photographs of the hysterical crowds as they lined windows and balconies.

A drama of one of the major diplomatic events of the Modern World, captured in an on-the-spot record...
The one-stop picture shows four major firms: All Records, owned by Heilicher and Jather; doing most of its business in retail singles; Acme, owned by Lieberman, handling LP's and singles, with a number of good juke box operator accounts (Lieberman is also the city's largest service company, headed by Don Belzer, and two smaller firms, Dasco, Inc., and Rapid Merchandising.

(Not included are several out-of-town rack jobbers such as Hanlerman, and Bob Israeloff, which also do a good chunk of business, but which do not buy locally and hence are considered a loss as far as the distributors here are concerned.)

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For The First Time In One Album!

FERRANTE & TEICHER
Fabulous Piano Favorites

In the cool, cool, cool of the evening / The nearness of you / Lover

My ideal / My silent love / Just one more chance / Heart and soul

Champagne night / That's amore / Love is just around the corner

One dozen roses / Louise / Two sleepy people / Jingle, jangle, jingle

Beyond the blue horizon / Penthouse serenade when we're alone

Stella by starlight / With loveliness and dreaming

I remember you / Out of nowhere / In the wind and the rain in your hair

No more for love / Route 66 / Look me over

Accent-tuate the positive / Basin street blues / Hey, look me over

Dear hearts and gentle people / Five minutes more / I'll walk alone

Enjoy yourself / It's later than you think / I am glad there is you

For every man there's a woman / It's been a long, long time / It's just

For every man there's a woman / It's been a long, long time / It's just

The evening / The corner / That don't go out of this world

Please my ideal waltz / Sleepy people

Lizon

Two buttons were alone

One still / I hear you

USSIC

Penthouse serenade (when dreaming)

Beverly drift / Beyond blue / Blues ill

A dream / I'm going to

There's a witchcraft / For every man / For every man

Themselves

There's a witchcraft / For every man / For every man

Positive five / I'm glad / There are

You ate thinking)

Time rides

Dear hearts and gentle people

Along

Later than you think

Been your self (it's woman)

House / Buttermilk sky

Enjoy yourself / It's later than you think / I am glad there is you

5 Great New Albums!!!

The Record Bargain Of 1964!!!

Five Great New Albums!!! The Record Bargain Of 1964!!!

...all this and sales promotion aids like these!

National Advertising In...

High Fidelity

Hi-Fi Stereo Review

Schwann Catalog

Others

Free Newspaper Ad Mats...

Free Display and Promotional Aids

United Artists

Records

Truly the proudest name in entertainment
COUNTRY SPOTLIGHT

GEORGE HAMILTON IV

BIG 15

ABC-Paramount ABC 461 (M); A8CS 461 (5)

The album reviewed here is a widely anticipated product of the fabulous George Hamilton IV. The recording is a collection of his most recent and popular hits, and it is sure to delight his many fans.

ALBUM REVIEW POLICY

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

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

CONNIE FRANCIS SINGS GERMAN FAVORITES

MGM E 4124 (M); SE 4124 (5)

Connie Francis' voice is in better than ever, and this album features some of her best work.

POP SPECIAL MERIT

LOLITA SINGS IN GERMAN WHERE ALL THE WATERFALLS AND OTHER FAVORITES

Kapp FC 4122

This album features some of Lolita's best work, including her rendition of "Jeckyl & Hyde".

POP SPECIAL MERIT

THE BEATLES

EMI/Parlophone R 4025 (M); 4025 (5)

This album features some of The Beatles' most popular hits, including "Hey Jude".

POP SPECIAL MERIT

OSCAR PETTERSON & NELSON RIDDLE

Van Heusen E 832 (M); VA-832 (5)

This album features some of Oscar Peterson's best work, including his rendition of "Be-Bop Again".

POP SPECIAL MERIT

THE VERY BEST OF JUDY GARLAND

EMI MGM E 4204 (M); SE 4204 (5)

This album features some of Judy Garland's best work, including her rendition of "Over the Rainbow".

POP SPECIAL MERIT

THE VERY BEST OF MAURICE CHEVALIER

EMI MGM E 4205 (M); SE 4205 (5)

This album features some of Maurice Chevalier's best work, including his rendition of "Mambo Italiano".

POP SPECIAL MERIT

SATURDAY'S CHILDREN SING FOR A LIVING

ABC-Paramount ABC 459 (M); ABCS 459 (5)

This album features some of Saturday's Children's best work, including their rendition of "We'll Meet Again".

SPECIAL MERIT PICKS

AD FRENCH GIRLS

Les Cloches Stoebags, ABC-Paramount ABC 466 (M); ABCS 466 (5)

This album features some of the best French music, including Les Cloches' rendition of "La Vie en Rose".

SPECIAL MERIT PICKS

ELLA FITZGERALD: THESE ARE THE BLUES

Van Heusen E 1426 (M); VA-1426 (5)

This album features some of Ella Fitzgerald's best work, including her rendition of "Misty".

SPECIAL MERIT PICKS

THE VERY BEST OF JIMMY DURANTE

EMI MGM E 4207 (M); SE 4207 (5)

This album features some of Jimmy Durante's best work, including his rendition of "I've Got Rhythm".

SPECIAL MERIT PICKS

JAZZ SPECIAL PICKS

SWEET SEPTEMBER

Peter Jacky Trio & Friends

Ava E 27 (M); A5-95 (5)

This album features some of the best jazz music, including Peter Jacky Trio & Friends' rendition of "September".

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  - **Connie Francis**
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- **Greatest American Waltzes**
  - **Connie Francis**
  - E/SE 4145

- **Modern Italian Hits**
  - E/SE 4102

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MONTH ON

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- **These Are The Blues**
  - V/VB-4002

- **Ella and Basie**
  - V/VB-4061

- **Ella Sings Broadway**
  - V/VB-4009

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JAZZ SPECIAL MERIT

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

Count Basie
Verve V 8553 (M); V6-5563 (S)

The Basie big band turns to a group of tunes which told their original prominence during the last two decades. Tunes which count Basie's name in a catalogue of Frank Sinatra, this gives him a new dimension. This ensemble is a 'nostalgia' sound which is a "Second Time Around," "Harry, Stroll Lowl," "I'll Never Smile Again," and includes: "If I Should Lose You." Good, sensitive arrangements were handled by Billy Byers.

CLASSICAL SPECIAL MERIT

VERDI: FALSTAFF HIGHLIGHTS

New Symphony Orchestra of London (Brunswick). London A 4154 (M); OSA 1154 (S)

It is rather questionable whether many people are interested in buying an excellent album of this magnificent opera. Even if it is a work that doesn't sound Merit until breaking down into set pieces, however, the cost is excellent, featuring Reginald Smith, Fernando Corena, and others, if it does.

CLASSICAL SPECIAL MERIT

SCHUMANN

Emil Gilels/Dimitri Bashkirov/Vesely slivovichtz Richter. Bruno BR 14531 (M)

Bruno has programmed three excellent performances by this Estonian pianist, which have appeared on other record albums previously. The pianist also appears in the hands of Gilels and Bashkirov. The majority of Schumann's A minor, which should make the audience want to buy the album, should reach well with country music and illnesses fans.

BLUES SPECIAL MERIT

TURN BACK THE CLOCK

Various Artists. King 859

On some label plates, this can attract the attention of collectors. Present for the album, with sides from the past are Edna (Clashwood)分析、Memphis Slim, Jack Johnson, Louis Jordan, Allen Toussaint, and others. Good material for the real blues and All fans.

CLASSICAL SPECIAL MERIT

GROFE: GRAND CANYON SUITE

London Festival Orchestra (Block). London SPC 3102 (M)

Grafton's "very popular" tune is given an unappreciably bad rendering on this disc. The recording first/London's Place 4-1 almost as important as the late, expensive performance that Stanley Black extracted from the musicians.

COUNTRY SPECIAL MERIT

THE GOLDEN HITS OF COUNTRY AND WESTERN STARS

Various Artists, United Artists UAL 3377 (M); UAAS 4377 (S)

Judy Lynn, Melba Montgomery and George Jones appear on six of the dozen tracks here, which includes the package worthy of Williams, the Glenns and Al (Clyde) Miller shares the combo, with Al (Florida) Moore and Harrell. A pleasant enough sampler of the label's catalog which can enjoy a good response.

COUNTRY SPECIAL MERIT

ALL-TIME FAVORITES

Slim Whitman, Imperial LP 9252 (M)

This whitman's familiar vocal styling is taken to some fine all-time kids. Among the selections are "Si Se Llora," "They Called Me Baby," "Sitting in a Broken Armchair," and "I Love Em." The package should reach well with country music and whistle fans.

LOW PRICE CHILDREN'S SPECIAL

GOLDILOCKS AND THE THREE BEARS

Disneyland DG 1250 (M)

Here's an intriguing set of three stories told appealingly by Bus Murray, with inventive use of the musical colorings. The group is Three Bears, for instance, the story is told by a comic trio, a "Sleeping Beauty," the same group is on in the "Snowman and the Elke," while Fred Mitchell and Larry Bonner appear as "Thankie Brownie." Jones's song to the characters themselves is excellent.

LOW PRICE CHILDREN'S SPECIAL

MERIT

WALT DISNEY PRESENTS THE STORY OF ROBIN HOOD

Disneyland DG 1249

Here are selections taken from the original sound track of Walt Disney's film, "Robin Hood," and featuring a narrator, inter-

FLOW TO THE STORY

COUNTRY SPECIAL MERIT

THE GREAT GEORGE JONES

Mercury Wing JMW 12266 (M); SRR 12266 (S)

Jones' status in the country field will guarantee plenty of sales for this collection of some of his memorable performances. He and the singing cowboys, his "Oo! Oo! Oo! Oh!" is well known. Jones's "Oo! Oo! Oo! Oh!" is well known. Jones's "May B. Amen" is on the hit parade.

LOW PRICE COUNTRY SPECIAL

WALT DISNEY PRESENTS POUL HEROES

Wellington, Rex Allen, Fear Parker & Stan Jones. Disneyland ST 3921

From the vast Disney catalog comes this good collection of tunes from past Disney pictures like Johnny Dwire, Swingin' Fifties, Fresh Fruit, Dave Crockett. They are in the motion pictures by the voices of Rex Allen, Fear Allen, Fear Jones and the Wellingtons. Inside the bookcase cover there's an elaborate 10-page bound-in book, with color and line drawings of the tunes.

LOW PRICE COUNTRY SPECIAL

WILLIAM LINDSAY PRESENTS JERSEY JAM

American EagleAE 21 (M); MCM C 4326 (M); SRR 4326 (S)

I'M ALONE INSIDE

THE WALKER'S WAIL

Great Crest CR 2072

GREAT RAGTIME HITS

Steve Allen. Dot DLP 3560 (M); DLP 15050 (S)

BLACK MOONLIGHT & SUNSHINE

Mooney/Smithson. His /Crest /His /Crest (M); RCF 32254 (S)

ITALIANIZATION

Jerome /Jame. MCM C 4326 (M); E 4326 (S)

FOXEN JAMES SINGS "MY FAVORITE THINGS"

Crest /Crest /Don /E 4326 (M); E 4326 (S)

THE FOUR DIMENSIONS OF AMERICA

MGM E 4186 (M); E 4186 (S)

A JAZZ PORTRAIT OF THE KING OF BLUES

Rapha R 299 (M); R3 299 (S)

YOUNG AMERICA DANCES TO TV'S GREATEST THEMES

RCA Victor RLP 9 20 350 (M); 350 Century /Fleming /Fleming (M); TFS 3109 (M); TFS 4125 (M)

(Continued on page 25)

FEBRUARY 15, 1964

FOUR-STAR ALBUMS

The following albums have sufficient commercial potential in their respective categories to merit being crated by most dealers, one-ups and top shelf pluggers handling that category.

POPULAR

NIGHT LIFE

The Mary Kaye Trio. 20th Century /Fleming /Fleming (M); TFS 4117 (S)

THE VERY BEST OF RING CROBYS.

MGM C 4326 (M); E 4186 (S)

OVER THE MOUNTAIN

Jerry Griffin. MCM C 4326 (M); E 4186 (S)

WHILE STAY

Vince /Vee. Verve V 8574 (M); OSA 8574 (F)

MOODY'S MOOD

Pat Thomas. MCM C 4326 (M); E 4186 (S)

I LIVE ALONE

James. Kapp KL 1361 (S)

DICK SHAW SINGS WITH HIS LITTLE PEOPLE

20th Century /Fleming /Fleming (M); TFS 4124 (S)

THE WALKER'S WAIL

Great Crest CR 2072

GREAT RAGTIME HITS

Steve Allen. Dot DLP 3560 (M); DLP 15050 (S)

BLACK MOONLIGHT & SUNSHINE

Mooney/Smithson. His /Crest /His /Crest (M); RCF 32254 (S)

ITALIANIZATION

Jerome /Jame. MCM C 4326 (M); E 4326 (S)

FOXEN JAMES SINGS "MY FAVORITE THINGS"

Crest /Crest /Don /E 4326 (M); E 4326 (S)

THE FOUR DIMENSIONS OF AMERICA

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RCA Victor RLP 9 20 350 (M); 350 Century /Fleming /Fleming (M); TFS 3109 (M); TFS 4125 (M)

(Continued on page 25)
BIG SHOT A-ROCK!

“HERE’S A HEART”
The Diplomats
AR 1004

“EVELYN”
c/w
“THEME FOR 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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Say You Saw It in Billboard International Exchange
MUSIC AS WRITTEN

PHILADELPHIA
Murry Roman, club comic turned concert promoter, who scored with his presentation of the Smothers Brothers last month, has two more dates at the Academy of Music next month. A new entry, plus Woody Allen February 9, and Louis Armstrong on February 23.

Mauve and Allen right New Records.

Records. I'll score around samples Murray ports 0.1.

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THEM Nixon of California... of California's 31st-52nd Avenue.

Smothers white. Crosby's

THEM Thursday's March 10.

Lenny is... Crosby's

woulderry.

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MUSIC AS WRITTEN

TORONTO

Andy Williams' May 4-9 ap appearance at the O'Keefe Center here is sure to be a sellout. Andy's last single, "A Fool Loves an Arab," is strong across Canada, with the flip side starting to catch on too... London's "War Requiem" album (having already sold out once) is in stock again and is the greatest seller that London has ever had. In the hit department, London reports that "percent-

CAJAMER DEWAR

presentation in the Western Hemisphere of Mozart's Requiem Mass in D Minor, K.626, Erich Leinsdorf led the Boston Symphony Orchestra in Holy Cross Cathedral before 1,800 worshippers.

PHILADELPHIA

"Miss North America" to Ma- jorea next June for the "Miss United Nations" contest. Miss Caranci, Chancellor Records chief, is re-leasing Russell Fault's new LP, "Sid Mark, the WHAT-FM jazz authority, will begin the tour of his new LP, "Sid Mark, a new release of his first LP series over WHY next month—look out kids...

MAURIE H. ORODENKER

CHICAGO

Ethel Eams, RCA Victor find her back up scene reception here from the city's deejays and disc jockeys. Miss Eams, Bob Krueger, Irv Russo, et al., threw a wing-ding introduction party for her. The Studebaker-Riverside-Rutland ringsiders included Lucien Harney, GM thrusts, Milt Salamone, and company threw a bash for Roger Wil- liams at the newly-built Continental Hotel. Moe Presskel, Norman Greer and Barry Free- man presented the "Benny Goodman" label's out-of-town reps... The Music Hall Pops opened on its big-hand policy—first Ralph Marterie, noi Si Zenter. Zenter had recently returned from Brazil, Howard Neuniller, veteran WHBM musician and music librarian, retires this month after completing 33 years with CBS in Chicago. In between WIND's Dick William asked listeners to send in old Christmas cards (for charitable organizations) neither he nor the station anticipated the 11,000 received they've received to date... WIND has rented a special room in the Wrigley Building...

NICK BROO

PITTSBURGH

Peter, Paul and Mary mopped up for Lenny Litman a few weeks ago at Syria Mosque so he's planning to bring them back in March for possibly the quick- est repeat date in history here...

Had Betty Berton's third LP for the local Gateway label, "Howard Vandenberg Better Than Ever," has already topped the 2,000 mark in this area. The show will re-open at the Greater Pittsburgh Athletic March 30, with Lonnie Satin, Gretchen Wyler, the Crew Cuts, Al Martino and the Purchase Band... Her old LP, "Lee Levine," publicity man for Ben Sermman's Standard Distributors, has celebrated their 13th wedding anniversary... Recent visitors were the Sapphires, plugging their "Who Do You Love?" and the Tymes in behalf of their Parkway recording of "Somewhere.

LEONARD MENDLOWITZ

HOLLYWOOD

The New Orleans Jazz Club of California and pianist Jack Wilson have booked for headlining are feature subjects, were signed by associate producer Carmen Phillips for the "Panama Pacific" TV show over KNXT. Wilson and his quartet played several tunes from his Atlantic LP on his showcase, with club pres- ident Bill Baier, presenting seven trophies on their outing. Program plans calling back other

members of the Dixieland club in future weeks.

Tom Virzi is the new promo man at Columbia's Los An- geles office, replacing Bob Murphy, who moved to Denver as sales chief with the Columbia label. With Al Sherman's Record Sales... He's working with Ted Rosenberg's other promo man, Bob Mooring, now working at LA's West Coast alignment makes the Los Angeles branch the only Columbia distributor with two men, according to Gene Block, regional sales manager... Craig Peters has joined Research Craft as custom sales manager. He formerly headed for the Chicago's custom service department...

Page Cavanaugh's Page 7 entry remains dark in Los Angeles, the Segre kick-off on RCA... Country Music Association exec, Gene Autry, was recently named Man of the Year by the City of Hope. Autry raised over $50,000 to help fight cancer, thus earning the accolade.

ELOIT TIEGEL

HOUSTON

The Rooftop Singers headed a March of Dimes benefit show here January 28. Co-headliners on the bill were the Levee Singers. Comic Jerry Van Dyke will take over at the Tidelands, opening April 6 with the Don Goddult orchestra... Eddie Arnold will headlight the Houston Livestock Show and Rodeo at the Sam Houston Colli- mover March 26 through March 21... "Bottoms Up" opened to a packed house at the French Quarter Club. The vuue here comes from Dallas, where it was at the Hotel Adolphus. BARRY CANDY

PHILADELPHIA

The Davis Family has introduced a new label, Al Records. The new look of which is that Albet, Ethel, Arlene and Alex Davis, Nat Niederman, owner of Clarson Record Company and one-time assistant di- rector and songwriters for MGM, produced a one-hour documen- tary film here on Judaism in America... Joe "Grande" is on the sound side. Joe "Grande" has recently opened a branch of his own in the Bazaar of All Nations shopping center here...

MAURIE H. ORODENKER

BOSTON

The Newport Folk Foundation has awarded the first of a series of grants to individuals, organizations and publications noted for dedication for the folk arts. Boston's edu- cational station, WGBH, was among those that were raised from the proceeds of the Newport Folk Festival held last week in Newport spreading the gospel about singer songwriter music... She disclosed that she's the wife of the assistant attorney general, the highest official of his race in the State of Maryland. Her Village has an- nounced another star line-up with Teresa Brewer, Pat Boone, Lesley Gore, Bobbe-Jane, Marty Robbins, and Alan Sherman slated in the near future...

Roger Williams, here to pro- mote his Kapp albums, got writer's cramp from signing au- tograph book for Jimmy Jordan's department store... The New Christi Minstrel will play their first visit to Boston at Symphony Hall for a Valentine's night date...

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THIS ONE IS A CHART BUSTER.

"CALIFORNIA SUIT"

is breaking everywhere
Salem Prizes to Sell Them

By Nick Biro

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

The contest was held in the Columbus area of Ohio, which is a fairly typical of the U.S. record markets. Dealers joined in spite of the relatively spotty advertising, point-of-purchase, and other promotional efforts. The contest was open to all of Columbia's records—282 albums at the time.

In Chicago, the awarding of the Salem Prizes was a major ceremonial event. On hand was Columbia brass including Don Van (Continued on page 44)

EQUIPMENT NEWSLETTER

Tape to Hurdle Price Barrier

By David Lachnerbruch

Contributing Editor

The NEXT BREAKTHROUGH in the tape recording field will be a break through the cost barrier. Development of magnetics that will result in reductions in initial costs of quality recorders, reduction in system costs, and reduction in maintenance costs.

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

One area which is getting the heaviest attention is in tape. Some remarkable progress is being made in this area, and the big goal here is high fidelity recording and reproduction at 1/8 in.—on 1/2 in. tapes. As compared with 7 1/2 ips currently used for high fidelity recordings, this is a fourfold saving in tape. Stated another way, a second layer of magnetic material on a new triple-play tape could provide more than 12 hours of recording or 24 hours of four-track mono subject matter.

Of course, slow-speed high fidelity recording already exists—at 7 1/2 ips—on high-priced recorders. As compared with the 7 1/2 ips currently used for high fidelity recordings, this is a fourfold saving in tape. Stated another way, a second layer of magnetic material on a new triple-play tape could provide more than 12 hours of recording or 24 hours of four-track mono subject matter.

The crossfield head, a development of IIT Research Center of the Illinois Institute of Technology, which has been a leading innovator in magnetic-recording patents. IIT magnetic-recorder expert Martin Camras said the development is available at the present time. The principle, he told us, is not "basically expensive." He said it would reduce the frequency response up to 15,000 cycles at 1/8 in. tape. A crossfield principle sharpens the head's magnetic field, and makes possible the recording of extremely narrow gap in recording and playback.

Camras feels it will be just "a matter of time" until tapes will be competitive with high-quality disk.
3M IS PLEASED TO ANNOUNCE MORE AND MORE MUSIC FOR THE REVERE TAPE CARTRIDGE SYSTEM

Now you can choose from an ever-expanding library of superb music-on-tape for the new Revere Stereo Tape Cartridge System! Hundreds of new popular, jazz and classical selections... from many of the nation's finest recording companies... and more and more are being added every day. Contact your Revere representative for the new, growing catalog of Revere Stereo Tape Cartridges.

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31, PAUL, MINNESOTA 55113
Uncle Milty Turns Deejay; Dealer Lassoes C.&W. Sales Power to Boost Business

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

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

EMI Mulls Quiz for Industry Candidates

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

CZECHS DON’T KNOCK ROCK

WARSAW—In Poland there are still heard discussions about whether or not rock’n’roll has any intrinsic value—apart from the fact that it is popular. In Czechoslovakia, however, they don’t talk about rock music at all. They go ahead and record it.

Czech band leader Karel Vlach has a small rock group as part of his band. At the Magic Lantern in Prague the Marsek quintet, which consists of five singing teenagers, is a big hit. All rock concerts in Czechoslovakia are sell-out dates.

International Marketing

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

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

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

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NIPPON COLUMBIA CO., LTD.
Friesler Woos Vast Audience

- Continued from page 12

A "slang, with hourly newscasts utilizing the facilities of the Mutual Network and its own respected local staff headed by Chris Roberts.

To introduce itself to new arrivals to Los Angeles, station

Mark Thatcher

- Continued from page 10

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

Cameron Dewar

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

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

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

Flesler says this is only natural since radio's heritage is so steeped in this kind of programming. He believes that with substantial amount of free records as an inducement to put special effort into promoting them. His stores all make weekly sales reports to two local radio stations. Frequently included in their lists of best selling singles will be those items on which freebies have been received, even though in fact they may not have sold that well—if at all.

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

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

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

He was great on the air. Off the air? Well—the p.d. began to look puzzled. Worried. The jock seemed like a loner. In staff meetings he was often cynical, sarcastic, meeting, almost. The feeling grew that he though only of himself. There was little or no regard for the station's welfare.

The job was much sought after by record promoters. He was the star of the station. He sold records. He broke new hits. His approval was eagerly sought by record people. They con vinced him, without much trouble, that he was far more important to the station than the program director or the general manager.

In some ways, this potential genius was a rebel. He hated rules. He wanted to be the King—making his own rules. When the p.d. corrected him he was resentful. He thought he could be a better p.d. than the one he was taking orders from. He threw his weight around. He was fired. Of course, he found other jobs, but there were always problems.

The only ending we can provide for this composite case study of several d.j.s is one of frustration and disappointment. Apparently genius is no guarantee of success in radio. It takes a true professional to concentrate all his ability in the direction pointed by station policy, and to accept direction as help rather than as interference.

Radio Case Histories Examined

- Continued from page 14

An adult "rebirth," people who left radio will return. A "rebirth" of radio, at least in the sense of diversity, is underway. A "变更" of the station is being negotiated for the entire package of recently announced "NANA" tape shows, including 52 Arch Obler plays, 30 "Fat Man" plays, two 15-minute soap operas, "Pepper Young's Family" and "Big Sister" and two five-minute features, "Dear Dorothy Dix" and celebrity interviews with Army Archer. The effect KHI is striving for with this diversity of program is the sound of a powerhouse network flagship realistically aimed at a local market.

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Vox Jox

• Continued from page 14

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

SEGUE

Morton (Doc) Downey, formerly with WYNR, KUOL, KJR, KPAX, ex-KJZ (Phoenix) . . . Bob McGraw upped to music director at WDXN (Clarksville, Tenn.). McGraw also handles a "Teen Tune Time" show 9 to 10 Saturday mornings. Another addition at WDXN is Bill McCutcheon who has been appointed sports director and afternoon deejay.

Hugh Lampman has joined staff of KVIL (Dallas) as host of late night music and chat program. Lampman formerly hosted American Airlines' "Music Till Dawn" program on KRKL (Dallas) . . . David McNamee, formerly with WLEE (Richmond, Va.), joins WTRY (Albany), as air personality. . . . Doug China, recently program director-air personality at WPOT (Hartford) named eastern sales representative of PAMS Syndicated Productions, Dallas, with headquarters at Hartford. Coon ... Jeff Childs, WKWO (Cocoa, Fl.) staffer to WMX (Boston) as air personality. Bob Noviello, formerly with WCP (Boston), joins WKWO as air personality.

VIP APPOINTMENTS: Bob White, music director of KILT (Houston) upped to program manager replacing Dick Lahm, who has been promoted to national sales manager. . . . Frank L. Brown, assigned to program director at WSOY (Decatur, Ill.). Groff Edwards, formerly director of special events for KJQ radio, appointed program director replacing J. Arnold Schroer, who has resigned. Ed Griffith was program director of KFMB (San Diego) prior to his appointment as KWO General. . . . Merri O. Simmonds, account executive for KRSI (St. Louis Park), music and station manager WMIN radio (Minneapolis). . . . H. Roger Dobson upped to operations manager of radio station KODY (North Platte, Neb.). Dobson has been with the Stuart Broadcasting Company for the past three years.

Steve Woodman (right). WNBC air personality discusses his skiing progress with Bruce Demoric (center) area director at Davis Ski Area and Werner J. Kuhn, patrol leader. The Woodridge, New York, ski resort is fast becoming the weekend and vacation haven for radio-TV showbiz folks from all over the East.

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Van Der Wege Leads Effort To Revive Euromat Project

BY OMER ANDERSON
BRUSSELS—Efforts are being made by European coin machine trade leaders to revive the Euromat project for the creation of a single European-wide coin machine organization.

Leader of the "revive-Euromat" movement is Van der Wege, spark plug of the Belgian coin trade. Van der Wege believes that "the hour has struck" for coinmen to unite even as the nations of Europe are doing.

There is increasing criticism that while major European industries and trade segments are organizing on a European Common Market-wide basis, the coin machine trade "has turned its back on progress." Euromat proponents warn that the coin machine trade risks being left behind in the economic transformation taking place in Europe through creation of the trading community.

Trade Support

Van der Wege, the long-time president of the Belgian trade group, U.B.A., has support for this Euromat concept from leading trade figures in West Germany, France, and Austria.

Edward S. Reischauer, president of the American Israel Committee, has praised the idea of Jacques Marchant, proprietor of France's leading phonograph production firm, Ets. Marchant of Paris, Marchant's conception of "one big European coin trade" progressed to the stage of convening a conference which goes into the thousands. Six or seven TOPPERs have five different games: Dual Flash, Flash, Advance, Revolution, Regulation and Rampant. The last two have three-wheel scoring.

The games of Flash and Advance are adjustable for easy or normal strikes. Multiple coin mechanism is optional. Haps most distinctive are the game's wild Formica side-rails and fluorescent lighting, both distinguishing feature of Skippy.

NYC Coin Trade Will Honor Harry Siskind

NEW YORK—The executive committee of the Coin Machine Division of the 1964 United Jewish Appeal in Chicago unanimously elected Brooklyn operator Harry Siskind, whose agency has been a leader of this year's campaign's dinner to be held March 23.

During the nominating and voting, Chairman Emeritus Al Dorfman, president of the Music Operator of New York, presided, and the distributors present endorsed from the floor.

Those present were Chairman Irving Holzman, United East Coast Distributors, who was unanimously re-elected; Abraham Arpaia, Musical Device Distributor; Carl Plesi, president of the Western Operators General Council; Ben Choifsy, Musical Operator of Arizona; and Elmer Vener, United Jewish Appeal; Ted Blatt, Max Weiss, MONTY counsel, and Gill Simon.

The committee set Saturday, May 23, as a tentative date for this annual event, and arranged to settle on a date and choice of guest speakers at the next meeting, scheduled for Wednesday, May 12 (11) at the offices of United Jewish Appeal, 220 W. 58 St., New York.

NIXON MAY BE GUEST SPEAKER

NEW YORK—Irving Holtmann, chairman of the Coin Machine Division of the United Jewish Appeal, said at the meeting of his committee on Wednesday, May 12, that announcement soon that Richard Nixon will be the featured speaker at the annual dinner, tentatively set for Saturday, May 23.

(Continued on page 53)

Chicago Ops Re-Elect Earl Kies

CHICAGO—Earl Kies, five-year president of Recorded Music Operators of America, was easily re-elected last week by the members of the organization for another year.

Discussion centered mainly on the new $10 coin machine tax law that went into effect in March. The State seeks to apply the tax to the individual operators, but the Federal Internal Revenue is a location levy.

Operators seek to have the location levies removed because the tax is a federal law, so the location owner is not a truly federal tax on his equipment or wiring.

Operators also feel that the tax will be applied to the location where the tax would be refused. They could be more than shared by operator and location owner.

Corrigan told operators he would attempt to obtain a fair ruling from the State Comptroller's office on what he said a week ago in Springfield before the Illinois House Committee on Revenue. It was his first appearance before the Chicago group. He praised the operators' membership drives and a continued opposition a copyright legislation. He called for full support from the Chicago group.

The RMSA meeting last week was at the Water Tower Inn, a first-class hotel. Some 80 operators were in attendance.

MOA to Move Headquarters

CHICAGO—Music Operators of America will soon take the first steps in its move to improve its internal administrative operations by moving to new offices at 130 S. LaSalle Street.

Fred Granger, MOA managing director, said the move will be made about the middle of the month. Granger noted that MOA would install copying and mimeograph equipment as a part of the move.

"The program was approved by the directors at the recent annual meeting. A "Yes vote. "A lot of the benefits will not be realized until the next quarter. We'll pay off," Granger noted that in the past, MOA has been held out a lot of work. "We hope to do most of this ourselves, and the leased space will be considerable," he said.

He said that MOA would be able to improve its various services to members under the new set-up.

British Coin Show Sets New Attendance Record

BY ANDRE DE VEKEY
LONDON—More than 3,000 coinmen from all parts of the world helped to break the record for the recent 20th annual Amusement Trades Exhibition at the New Royal Horticultural Hall. The best in the history of the event. Many exhibitors doubled their sales over their highest previous year, and attendance broke all previous records.

Despite the success of the show, however, it is feared that the T.E. must have a bigger hall. Gordon Marks of Coinmen's Hall, London, expressed the prevalent attitude. "When you realize that the T.E. is the biggest show of them all," he said, "more important than any other coinmen than to visit Chicago, Frankfurt, Paris or Hamburg, we are in a hall much too small for us, failing over ourselves because we cannot get space to do justice to our merchandise in the seasonal show." During the past years the indoor space of machines and equipment vastly increased, necessitating much more space for all exhibitors. Some firms told Billboard that the idea of coming to the show with the Hotel Catering and the Vending Machine section would be considered if, by doing so, a bigger hall could be obtained. One firm offered as a solution to the organizers' problem—that of getting exhibitions to build a much larger hall. The big committee meeting(Continued on page 59)

TOPPER

CHICAGO—Topper, United's new shuffle alley, is patterned after the firm's highly successful Sugarpalooza with a blend of trade refinements and improvements.

The backglass has been injected with the hooch. Both are trimmed in colorful, lighted decorations. In fact, the fridge has also been completely re-decorated. Topper has large four-reel machine.
European, U.S. Coinmen Gather at British Show

OPENING DAY drew a packed hall. The photo clearly shows the cramped conditions that prompted many complaints from exhibitors.

AT THE Loewen Automat-en booth are, left to right, Herbert Nach; Andre de Vekey, Billboard; Gunther Redlich and Chief Engineer Rupert Mesinger.

AMONG SCORES of visitors from overseas were, left to right, J. Bromley, Sega, Panama; G. Queirolo, of Quematic, Florence, Italy; and R. Stewart, also of Sega, Tokyo. The lady is an interpreter.

CAMERA CATCHES trio in discussion at Cinebox exhibit. Left to right are H. Hohenstein, technical director; Director Trevor Watts of Butlin, and Arthur Gelardi, chairman of Filmbox Equipment Company.

MICHAEL SHEFRAS, right, of M. Shefras & Sons, appears pleased at taking an order from representative Bywater of Midland Automatics.

AT Billboard's stand Andre de Vekey, second from left, hosts, left to right, Oscar Adams, Ele, Germany; Hans-Jurgen Glawe, Hamburg operator, and Lars K. Skriver, Skriver Bros., Hamburg.

A SWEDISH contingent gets the news from Billboard. Left to right are David Brolin and Freus Dennesman of Abadan Handels and Rudolf Gyllenpalm of AB Big Bronco, Stockholm.

JOHN SHELLEY, right, general manager of Automatic Canteen, and W. Smith of Music Hire Ltd., Leeds, inspect the new AMI Electronic, a European-made model.

ROGER PROUDLOCK, right, is about to show a film on Filmbox Equipment Company Ltd. machine to dancer Fay Craig and European band leader Acker Bilk.

MAURICE SYKES, left, of Jennings fruit machines, presents an award at a Carlton Tower reception to W. C. Coughtrey, Coughtrey's Auto Supplies, Nottingham, in recognition of Coughtrey's leading sales record.

NOVA-APARATE PRESIDENT Alfred W. Adickes, left, is pictured with Gordon Walker, center, and Ruffler and Walker representative Gerry Bowyer.
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**ILLINOIS OPERATOR MEET CANDID SHOTS**

LOU CASOLA (second from left) and Clint Pierro (second from right) discuss strategy on the copyright bill currently in the House Rules Committee, with a handful of Illinois operators following a meeting of the State group in Springfield last week.

LEADERS of the newly formed Illinois Coin Machine Operators' Association huddle after the group's successful meeting last week in Springfield. Left to right: Bud Hashman, Don McDonald, Ed Ginsberg, Ed Gilbert, Les Montooth and Bill Pisp.

HUNGRY OPERATORS attack the table at a buffet sponsored by Eddie Ginsberg of Atlas Music, Chicago, following the third meeting of the newly formed Illinois Coin Machine Operators' Association in Springfield last week.

EDDIE GINSBERG welcomes Fred Sipiora, Singer One-Step, and a table of Illinois operators to dinner following the meeting of the newly formed Illinois operator group in Springfield last week. Both Sipiora and Ginsberg have been steady supporters of the Illinois association since its inception last fall.

**IT WASN'T PLANNED, but the ladies ended up having a confab of their own following the Illinois Coin Machine Operators' Association meeting in Springfield last week. Here 10 of the gals sit over dinner. Included are Mrs. Don Knott, Mrs. O. R. a Johnson, Mrs. Clint Pierce, Mrs. Fred Granger, Mrs. Bentley, Mrs. Bill Pisp, Mrs. Dunn, Mrs. Ralphner, Mrs. Carr and Mrs. Ed Gilbert.**

**EUROPEAN NEWS BRIEFS**

**Electronic Bows**

FRANKFURT—AMI's West German subsidiary, Tonomat, has developed a new phonograph for the European trade, the 160 selection "Electronic." The box has a novel electronic system of selection and sells to compete with European compact equipment. A console model, the new phonograph has been field-tested in West Germany for the last year with complete success. It is now being delivered to AMI distributors throughout Europe and in the United Kingdom. It will be delivered to record companies on the continent and in the United Kingdom. It will be distributed in the United Kingdom. It will be distributed to all countries of the continent and in the United Kingdom. It will be distributed to all countries of the continent and in the United Kingdom.

**Pinball Licenses**

MILAN — The Italian trade organization, SAPAR, has rejected proposals that the government lift the ban on so-called "electromechanical" games (pinball) in return for the agreement of operators for the licensing of such equipment. The authorities propose issuing a license for each pinball, the theory being that offending equipment could be controlled by withdrawal of its license. Authorities continue to reject the guilt-by-association arguments of the operators. The situation remains unchanged.

**EUROPEAN DESIRES**

European-designed and manufactured Lyric phonograph.

**Stereophonic Strings**

**Recent STEREOR RELEASES for Music Operators**

**SEEBURG LITTLE LP'S**

Pop Vocal

JOHNNY MATHIS—Johnny's Greatest Hits Columbia

Pop Instrumental

THE VILLAGE STOMPERS—Washington Square Epic

LES AND LARRY ELGART—Big Band Hootenanny Columbia

Jazz/Rhythm & Blues

VARIOUS ARTISTS—Americans in Europe Impulse

International

VARIOUS ARTISTS—Mal Richtig Tanzen, No. 3 Telefunken

**SEEBURG ARTIST OF THE WEEK**

Irish Vocal

DENNIS DAY—Shillelaghs and Shamrocks Reprise

**Granger Asks Continued MOA Organizing Drive**

CHICAGO—Music Operators of America's newly named managing director Fred Granger listed a "continued membership drive" as one of the first things on his agenda. Granger said a lot of excellent work has been done in this direction but that the effort must be continued. MOA membership, which now stands at 829, is broken down as follows:

- Alabama: 9
- Alaska: 1
- Arizona: 2
- Arkansas: 3
- California: 83
- Colorado: 2
- Connecticut: 17
- Delaware: none
- Dist. of Columbia: 2
- Florida: 13
- Georgia: 16
- Hawaii: 1
- Idaho: 1
- Illinois: 77
- Indiana: 19
- Iowa: 15
- Kansas: 1
- Kentucky: 7
- Louisiana: 4
- Maine: 1
- Maryland: 12
- Massachusetts: 8
- Michigan: 18
- Minnesota: 7
- Mississippi: 8
- Missouri: 26
- Montana: 8
- Nebraska: 20
- Nevada: 1
- New Hampshire: 6
- New Jersey: 12
- New Mexico: 2
- New York: 100
- North Carolina: 16
- North Dakota: 1
- Ohio: 20
- Oklahoma: none
- Oregon: 1
- Pennsylvania: 62
- Rhode Island: 1
- South Carolina: 37
- South Dakota: 7
- Tennessee: 7
- Texas: 17
- Utah: 3
- Vermont: 1
- Virginia: 25
- Washington: 8
- West Virginia: 37
- Wisconsin: 19
- Wyoming: 1
- Panama: 1
- Canada: 1
- Mexico: 1

(Continued on page 56)
CLOSE-FITTING PLASTIC cover lets location owner use coin pool tables as additional bar space.

MILWAUKEE—Leo Dino, H. & G. Amusement Company operator, is boosting pool table action in his locations by organizing tournaments. The idea has caught on and is increasing the take not only of the tables but of juke boxes and other games. Dino lists a number of points to remember in making a tournament successful: Appoint a responsible tournament secretary. Post accurate statistics and standings in each participating location. Maintain a list of all locations in each tourney to a manageable total. About a dozen teams is the usual top figure. Confine the tournament as nearly as possible to a single neighborhood.

H. & G. Amusement recently sponsored a 12-location tournament that substantially improved receipts from all machines in each place. Dino has an answer for the location owner who complains that pool tables take up space needed for dancing or entertainment. He provides a neatly fitting composition cover that not only protects the table surface but provides additional bar space where customers may sit comfortably with food and drinks.

Struve Stages Promotion, Sells 50 New Seeburgs

DENVER—Pres Struve, president of Struve Distributing Company, recently sold 50 new Seeburg phonographs to 25 operators within 60 days by staging an original give-away program without the aid of factory funds.

To limit the entries to 25 operators, who needed only to buy two new Seeburgs to qualify, Struve was able to put on a give-away drive in which every entry was awarded something.

First prize, a 1964 Cadillac or $5,000 in cash, went to Jack Porter, Service Music Company, Albuquerque, N. M., who got the news while sick in bed. Second prize was a choice of a trip for two to Hawaii or $1,500 in cash. Third prize was a 3-day trip to Mexico City for two or $750 in cash. The 25 winners were chosen after a $100 entry fee involved 3-day trips to Las Vegas or $225, and all the remaining entries were entered.

Sub-zero temperatures cut attendance at the prize drawing, causing several big winners to be absent, but 10 of Colorado and New Mexico's top operators were on hand when Denver sales manager Al Morrison distributed prize-drawing tickets.

European Firms Want U. S. Units

WASHINGTON—Two European firms interested in buying U. S.-made coin machines, according to information received from embassies abroad by the U. S. Department of Commerce, are:

Pan-Nordic Automation AB, P.O. Box 18, Soro, Sweden, is interested in buying coin-operated amusement machines and coin-operated amusement systems; and Heinrich Hecker, 4 Kapellstrasse, 479 Paderborn, Germany, is interested in coin-operated amusement machines and coin-operated amusement systems.

The latter company would like to hear from U. S. manufacturers only with price quotations, F.O.B. U. S. ports.

Erwin Moss Dies

DETROIT—Erwin B. Moss, founder and president of Moss Music Company, died here recently. He operated a juke box and record business. Moss leaves his wife, a son, a daughter, two brothers, three sisters and five grandchildren. Services were held at the Ira Kaufman Chapel.

American's "IMPERIAL" Pays...

The exciting IMPERIAL attracts more players and more sales because it is designed to work for the operator. Handsome and sturdy construction, it has many new features including: Boom Box music; Power Gate Control (even when electricity is off); beautiful, candle-wick soundboard; brilliant lighting. For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.

WALL BOX TEST ENDS; CHANGE BIG PROBLEM

DENVER—Keenie Smith, operator of Mood Music Systems here, has ordered his experimental wall box he recently installed in a 14-room wing of the New Denver Centre Motel. He didn't think the idea was good, but it needs a method of keeping the occupants supplied with changes.

Although the motel tried giving each guest the first 50 cents worth of music, customers would take the trouble to go to the motel office for more when they ran out, and most didn't bring enough with them in the first place.

Wall box installers at various points might have provided a solution but would have entailed too great a financial risk.

Alberta Operators' Assn. Elects W. E. Morrow

CALGARY, Alta.—W. E. Morrow of Calgary was elected president of the Alberta Music Operators' Association at a meeting here. He succeeds Stuart McIntosh, Lorne Belthef is secretary, and Frank Manzaro, treasurer.

AMOA is a four-year-old group made up of the province's 40 music machine operators. Morrow was formed by Morrow, to give the public better juke box programs and service. They provide a discussion medium for operators. One product of AMOA research is the trend to tavern juke boxes.

"We thought it might work out using them as background music," Morrow said, "but it turns out the patron will pay to have popular music just as in a restaurant."

About 125 of the province's juke boxes are in Calgary.

John Starchuk, Alberta Hotels' Association director, told the meeting he was "assured" at the success of juke boxes in hotel beverage rooms in the past 10 months.

COINMEN IN THE NEWS

Denver Doings

Leonard Grooms, juke box and games operator with headquarters at Colro., stopped to visit Denver distributors and operators en route back from a 4-week trip to Las Vegas.

Pete Gratz, Denver Rock-Ola distributor, has a new hobby—correspondence with relatives in Germany. He is planning a tour to recover his文化遗产 when he returns home. Gratz traveled down from the family tree in both Amsterdam, Holland, and Press near Belgium on the West German border. Among souvenirs he brought back was a new Volkswagen 1500 sedan.

Wilbur Beyer, Denver music distributor operator from Fort Collins, Colorado, brought along for shopping trip in late January. Beyer, whose territory includes both mountain resort areas of Colorado, reported volume down about per cent for 1963 from 1962.

Tell Your Customers to "BUY GIFT CARDS..."
N.Y. Bulk Operators Mull Slug Problem

NEW YORK—Discussion at the monthly meeting of the New York Bulk Vendors Association Monday (3) largely concerned the use of ledge chips as slugs in bulk machines despite the existence of regulations making production of such chips illegal.

Operator Art Bianco estimated that he loses $500 a year on slugs in the meeting resolved to press harder for enforcement of the law.

Visitor Herb Gontier, of Acorn Sales, Los Angeles, faced a barrage of questions on the improvement of built-in protection against theft in machines. He fielded the queries forthrightly, but adroitly enough to close the meeting on an amicable note.

Ed Leaf, Leaf Gum Company, Chicago, also attended the meeting, which was chaired by association President Roger Feitz, Folz Vending, Oceanside, Long Island.

Art Bianco, Bronx operator, displayed his burglary-proof washer which may be used as extra protection on Acorn and Northwestern machines (Billboard, February 8).

F. E. Amborn Dies

UNION, N. J.—Frederick E. Amborn, for 14 years a partner in A & R Service, coin machine distributors, died here at the age of 53. Amborn, a native of Newark and member of many local fraternal organizations, leaves his widow and his mother. Services were held at the McCracken Funeral Home.

Price Releases Kennedy Ring

ROSLYN, L. I., N. Y.—The Paul A. Price Company this week released a John Fitzgerald Kennedy flier ring.

The unit has a picture of the late President and an American flag. Dates of President Kennedy's birth and death are imprinted below the flag. The ring itself is vacuum-plated.

This marks the second JFK charm released by Price. The first was a rocking chair.

The Super Sixty

Capsule Vendor* The ultimate in quality Capsule Merchandising. Vends any item which can be placed in a capsule. 5c, 10c and 25c. With Quick-Tach at slight extra cost.

Bitterman & Son

(Member MVMD, INC.) 4711 E. 27th St., Kansas City 27, Missouri Phone: WA 3-3500

VENDING HEADQUARTERS FOR VICTOR THE MOST COMPLETE AND FINEST LINE OF BULK VENDORS

VENDORAMA

The New VENDORAMA offers large and small cases... large and small bulk gum at 1c, 5c, 10c or 25c each. Large Stock of Vendoms—Forts and Merchandise. Write for free samples.

LOGAN DISTRIBUTING CO., 1850 W. Division St., Chicago 22, Ill.
Cigarette Industry in Move to Avert Panic

CHICAGO — The cigarette vending industry moved quickly last week to prevent any panic selling by following the favorable report on smoking issued by the Advisory Committee to the U.S. Surgeon General. Results of a nationwide, six-state, self-regulation program to prevent the illegal sale of cigarettes to minors from vending machines were presented to Dr. Luther L. Terry, U.S. Surgeon General, and the National Automatic Merchandising Association.

NAMA also compiled a series of 18 state meetings for early February to plan legislative activity regarding the cigarette-health controversy (see separate story).

Jerry L. Risman, chairman of NAMA's special committee on cigarette vending, informed the surgeon general that operators of cigarette machines in every state have ordered more than 260,000 'minors-forbidden' labels for their machines in the past year. "This covers more than twice the number of machines which were in locations freely accessible to minors when the program began," Risman said.

In addition to the prominent warning labels for machines, the vending industry's self-regulation program provides for a constant survey of the machines' accessibility to minors, repositioning of machines to assure surveillance, removal where necessary, and close collaboration with local law enforcement officials to prevent violations. He pointed out that most cigarette machines have always been located in taverns, cocktail lounges, factories and office buildings where minors do not go.

"Individuals not familiar with the vending industry have at times accused cigarette machines erroneously as the chief purveyors, if not of cigarettes to'youths," Risman quoted Dr. Terry.

Risman said that a 1963 study by the Gilbert Youth Research Foundation showed that less than 5 per cent of all teen-agers purchased cigarettes from vending machines.

Risman informed the surgeon general that the "cigarette vending industry has long been on record in favor of observance of laws and regulations which would prevent the sale of cigarettes to minors."

He said that NAMA's special committee on cigarette vending would welcome the opportunity of counseling with the surgeon general's staff if vending machines should come under consideration as part of his program.

Euromat Project

—Continued from page 36

trade stand to profit from a broad international organization.

Bromic Headquarters

The sponsors of an Euromat revival proposal Brussels as the organization's international headquarters, because the original Euromat sessions were held there and because of the Brussels Common Market's headquarters location.

It is proposed that the first order of business for the international trade spokesman be the planning of a campaign to harmonize council regulations inside the Common Market. Suggested points:

1. Taxes and license fees.
2. Regulations on a uniform basis as to equipment permitted and prohibited.
3. A code of ethics.
New Bedford Leads Mass. In $250 Gaming Stamps

By CAMERON DEWAR

BOSTON—According to figures released last week by the Internal Revenue Service, New Bedford is the in-line capital of the Bay State, with the Whaling City accounting for 81 of the 171 $250 federal gaming stamps issued in the Commonwealth.

Somerville follows with nine stamps; Revere is third with eight. The Internal Revenue Service is not concerned whether or not the game actually is used for gambling. As long as it contains certain arbitrary features, it must carry the $250 stamp.

Not a single permit was taken out in Boston or Fall River. IRS statistics show. Boston banned these devices in 1939 and some 800 machines went out of business, but three locations, a bus terminal and two arcades were allowed to operate for amusement purposes.

IRS Viewpoint

Said an IRS official: "Some operators prefer to register their machines and take their chances that local law enforcement officials won't catch them doing anything illegal. Others feel that local officials look into our records and find their names they will have a line on them."

Periodic raids set up by undercover agents annually net a fair amount of machines being operated illegally and are supposedly used to scare operators into complying with the stamp rule.

An official of the Massachusetts Department of Standards, which passes on the category of each machine, estimates that there are about 7,000 such machines in the Commonwealth.

Rapid Turnover

He noted that there is a fairly rapid turnover in machines. "The baseball and hockey and other legal amusement machines stay in vogue from year to year, but the general run of the game requiring the $250 tax stamp is changed frequently. Once the player feels he has mastered the game he wants a new challenge," he explained.

Whether or not the machines pay off to the customers, New Bedford operators boosted the government's take by $20,250 this year, so far.

Correction

FORT SMITH, Ark.—Felton W. Landrum, who operates the B.&L. Amusement Company here, reports that he has not bought a route from Mrs. Dan Levin as reported in the February 8 issue of Billboard.

Arcade Operation Pays Off For Summer Tourist Route

DENVER—Installation of complete arcades has been the means of capitalizing on the summer tourist influx at mountain resorts for the Capitol Sales Company here, headed by Jack Williams.

The tourist centers are widely separated, requiring long trips that wipe out any profit. The owners of resort locations have therefore largely bought their own phonographs, amusement and cigarette machines, leaving little for Denver operators.

Williams' solution is to set up a large number of machines at focal points in locations sublet from concessionaires operating such enterprises as lawn games, pony rides or boat rentals. The leases run only from the official opening to the official closing of the tourist season.

The large number of machines produce enough volume to warrant regular service from Denver even though it involves hundreds of miles of driving.

Williams has obtained many of these locations by his policy of rotating arcade equipment to produce a complete change of games and other machines from year to year. Concessionaires know that a large part of their volume comes from the attractions of the arcades, and the yearly variety of Williams' offering make a strong selling point.

Brenner in Hospital

CHICAGO—Jerry Brenner, formerly of Central Ohio Coin Machine Exchange, is recuperating at Garfield Park Hospital here following recent surgery. He would enjoy seeing some of his old friends.
British Coin Show

Billed as the biggest coin show in history, distributors and dealers will hold a show period to hold a 5th Anniversary Coin Show at 200 E. 42nd St., upstairs from the Rock-Ola Sales, who was visiting the Ruffler & Walker stand, told Billboard that sales of Rock-Ola, already a record for 1963 in Europe, will be even better under their present line. The results had high praise for Ruffler & Walker, who have ended with their selling efforts during the past year and with the impres-}

Newspaper Story cites Banker-Coin Executive

ROANOKE, Va.—The Roanoke World-News recently ran a feature story on John H. Doyle, vice-president and a director of the Roanokee Vegetable Exchange, Inc., Richmond.

The occasion was Doyle's promotion to president and chief administrative officer of Roanoke's Mountain Trust Bank. Born in Oklahoma, Doyle followed a banking career in New York City until his move to Virginia 12 years ago.

His banking philosophy turns on the desire to help a client succeed. He is determined to make a good investment. He has, he says, helped more than one man on the way to becoming a millionaire while on the board of the Small Business Administration.

O. J. Barsotti, Pioneer Op., Died in Memphis at 78

MEMPHIS—O. J. Barsotti, pioneer in juke box operation and one of the largest cigarette vending machine operators in the South, died recently at age 78.

He was president of O. J. Barsotti & Co. and cigarette machine and tobacco company, both of which he had founded.

Barsotti was born in Lucca, Tuscany, Italy, and came to America 60 years ago. His family settled in Memphis.

He was one of the first phonograph operators in the area when he started in the business in 1895. In 1946 he expanded into wholesalers and started his cigarette machine and vending at his death.

Barsotti had two sons, Libio and Louis, who were partners with him for many years. Libio died last fall at age 49. Louis still carries on the business.

The 100-selection Fanfare mechanism, which the new Serenade has the world's first try at the mechanism, incorporates some features such as easy accessibility of all working parts for maintenance work. The model will have a 160-selection model available from their Bingen factory, one of the largest and most up-to-date in Europe.

The latest item from Kraft's Automatics is the latest pay-out machine (as yet unnamed) with four slots. It takes three differently sized and pays out sixpence, ninchepence, and one shilling.

In counting and change machine, the International Coin Counting Company featured two new lines: a handled model specially designed in a reasonably priced model, and a model which gives sixpence for half-penny and one-shilling pieces. You can have this new model instead.

Another coin changer which has been designed by British TV personality David Nixon was shown by Photographic Equipment. Called the "Winston Quick Change," it was incorporated in the stand of a fruit machine and gives change for combinations of English coins in sixpences.

The first showing for Automatics in Germany from Germany, gave visitors a chance to test six of their football game models, presented in a reasonable price for the machine, which is much simpler than the latest electric model, the "Safire Gun," claimed to be the smallest electrical mirror gun made. A game of 30 seconds costs sixpence (7 cents).
Memphis Cigarette Sales UP Despite USPHS Reports

MENPHIS—A totally unexpected surge in cigarette sales for the first 24 days of January has local coin machine operators puzzled.

Despite the January 11 report by the U. S. Public Health Service on the hazards of cigarette smoking, city tax collections on cigarettes for the period almost tripled in comparison to last year. Revenues in 1964 amounted to $106,791 as against $36,359 for 1963.

George Sammons, president of Sammons-Pennington, Inc., coin machine distributor, received 25 new cigarette machines soon after the government announcement and has sold them all. Machine sales were still good a week later, and Sammons' weekly shipments of machines place any operator within reach of an Elbec salesman, a fact reflected in rising Elite sales in Belgium.

Paris Fair

PARIS—An expanded exhibition of coin machines has been arranged for this year's Paris trade fair, which will be held from May 16 to June 1.

The fair management announced that an entire exhibition hall has been reserved for the display of coin machines. Invitations to participate are being sent to all coin machine firms in Europe and the U. S. Although a general trade fair, the Paris showing will place more emphasis on coin-operated equipment this year than ever before.

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DO YOU WANT SECURITY?

Then DON'T answer this ad!

But if you can travel nationally and prefer not to move from your family, and insist on a position with long-term future potential, then forward your resume.

The Coin Machinery Division of an international trading firm is seeking a "V. P. in charge of Coin Machine Sales." The firm deals in machinery, supplies, salary and override, representing Europe's largest manufacturer.

All resumes acknowledged. Only those with successful industry experience considered.

All replies to: BOX D-226
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Marvel's NEW SLUGGER

Accurate. Competitive Skill Scoring
A Real Money Maker!
6 ft. or 6 ft. Play Spacial!
Plastic-tipped ball—natural wood cabinet
(found in baseball—leather ball cannot be scored)

MARVEL MANUFACTURING Co.
2645 W. 79th Street, Chicago 47, Ill.
Phone: Dickens 2-2424

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PHONOGRAPH SPECIALS

Seeburg AQ 1605H
Wurlitzer 2500
AMI H-120
AMI J-120
AMI Lyric 100

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All Machine Clean Checkers—Ready To Go!

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EUROPEAN NEWS BRIEFS

- Contained from page 32

- Partially contended that pinball games tend to attract a rowdy element to trattorias (bistros), and, hence, pinball machines are more incident-prone than non-pinball establishments. SAPAR contends, however, that licensing of individual equipment would establish a dangerous precedent.

- Imperials

- VIENNA—Austria's coin machine trade is preparing a display by the government of a body of coin trade experts to advise on the drafting of legislation affecting the trade.

- The proposed body of experts would function as imperial experts. They would draft trade legislation and regulate Austrian trade organizations.

- For the government that legislation currently being drafted is the work of bureaucrats remote from reality as concerns the affects of the legislation they craft.

- Mobile Showrooms

- ANTWERP — The firm of Nonkel Kik, the Belgian distributor for the West Berlin-made Elite phonograph, is having substantial success with mobile showcases.

- The firm has equipped three trailers as luxury traveling showrooms, each trailer having two phonographs on display. The mobile equipment has a small kitchen to provide snacks for the sales prospects.

- The mobile showrooms literally have appeared on the government that legislation currently being drafted is the work of bureaucrats remote from reality as concerns the affects of the legislation they craft.

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Only Bible Survives

Arkansas Home Burns While He's in So. Amer.

CROSSETT, Ark.—The home of Graham Wilson, owner of Wilson Music Company, burned recently while he was on a flying business trip to South America.

Ironically, everything in the living room burned except the Bible. The Little Rock daily newspaper, ran a picture showing the Bible untouched by the roaring flames.

Another stroke of misfortune has befallen Wilson. He flew a private plane on the trip, which was to investigate a possible investment in Argentina.

He landed at the Dominican Republic for refueling and in the process cracked up his landing gear.

"Ten soldiers ran up with Tommy guns, grabbed my suitcase and searched them," Wil-

son said. They found nothing subversive and released him. Wilson had to leave his plane there and take a commercial flight back home—to find out about his house having burned to the ground. He had fire insurance and he and his wife are looking for another house.
"You do the darndest things, baby...

Remember that one? Or how about "Stompin' at the Savoy," or "Pennies from Heaven"... top tunes from back in 1936.

The year we introduced one of our "big hits," too... the Rock-Ola Multi-Selector. "America's finest phonograph... at America's lowest price." And here's what we said about it then...

"...just two tools. An ordinary pair of pliers and a tiny, dime store screwdriver. That's about all you need to keep your Rock-Ola Multi-Selector in perfect running order 24 hours a day throughout the year. This is because the Rock-Ola Multi-Selector is so well built. So solidly constructed. Its entire assembly is a masterpiece of simplicity. All useless parts—all excess grief and baggage—have been done away with. Only the necessary elements remain. That's why you can always depend on your Rock-Ola Multi-Selector to perform smoothly and satisfactorily."

Years pass. Fads change. So do people, products, and even entire companies. Yet, for us one thing has never changed. Outlined in that brief passage is our philosophy of manufacturing which has remained the same for nearly 30 years. Pure and simple concepts of engineering... a tradition of excellence which has made Rock-Ola the most respected name in phonographs... a tradition well-represented by our new 1964 Rhapsody II and Capri II De Luxe Stereo-Monaural phonographs.

See them at your Rock-Ola Distributor's today!
Billboard
Photo Gallery
OF NEWSMAKERS

WEIGHS RARE BIT, Lenny Welch (left), who had the big hit "Since I Fell for You," on Cadence, snaps hands over the song lead sheet, with Budd Johnson, writer of the tune. Johnson, as band leader, and his wife Ella scored with the tune originally well over a decade ago.

HIT MAKERS GATHER. Bobby Rydell poses with Puerto Rican hit artist Charlie Avellanet (right) and Alfred D. Mager (left). P.R. booking agent and deejay, Rydell scored with his Sheraton Hotel appearance on the island and also videotaped six programs for Mager's production firm.

EVERYBODY'S GROUP. Daveewomen, hit-making Australian group, are presented with a plaque for being 1963 recording stars, as named by Down Under magazine. Everybody's Pictured from left to right are Les Green, Allan Crews, Margaret Lindsey-Thompson (magazine's record reviewer), Phil Bauer and Tom Mass. Group records for RCA.

ORIVON DOWN UNDER. Roy Orbison is shown performing during a tour of Australia. Monument artist made trip with other U.S. and local talent as booked by Harry Miller into New Zealand as well.

INTERNATIONAL Accord: Phil Spector was thrown quite a bash in London by British Decca. Star artists from both sides of the Atlantic were on hand to do him honor. The girls in the picture are the Ronettes, hit makers for Spector's Phillips label, while left to right standing behind him are Billboard international director Andre De Valen; Tony King, Decca promotion staffer; Beatle John Harrison and Decca promo chief Tony Hou.

HAWAII SMILES. One of the stars to show up to honor Arthur Godfrey when CBS threw a Hawaiian-type bash to celebrate his 50 years in radio was Erroll Garner. Garner often appears on the Godfrey show.

A COVEY OF STARS: Bing Crosby, flanked by his wife Kathryn and Rosemary Clooney, will be joined by these two young ladies as well as (left to right) Peter Germano, Frank Sinatra and Dean Martin. The artists will be teamed over CBS Saturday (13) on "The Bing Crosby Show."

THEY'RE CAPITAL: Braving with Orbison on the Australian trip were Beach Boys. His Capitol Records was visited Brisbane along with other cities Down Under and scored mightily. One of the biggest crowds was in Brisbane, where 10,000 fans packed the park they played.

BARBARA'S THREE: Barbra Streisand is sought amazing for her "Third Album" for Columbia label. Mike Streisand, who appears soon in the Broadway musical, "Funny Girl."