

Billboard

The International Music-Record Newsweekly

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

Columbia Locks Drama Door

NEW YORK—Columbia Records has locked up the dramatic play field this season. In its latest drama tie, the firm has

wrapped up the rights to original Broadway cast albums of "The Deputy."

"The Deputy," written by Rolf Hochhuth, is one of the most controversial plays to be produced in many years and has stirred up religious passions here as well as in Europe. The Broadway production stars Emlyn Williams and Jeremy Brett.

Columbia already has done an original cast album workover of "Dylan," which stars Alec Guinness, and the off-Broadway production of "In White America" is also in the Columbia grooves. In the works are original cast album recordings of Arthur Miller's "After the Fall" and Eugene O'Neill's "Marco's Millions." Both plays are productions of the new Lincoln Center Repertory Company.

Columbia scored in the play field last season with cast album recordings of Edward Albee's "Who's Afraid of Virginia Woolf" and O'Neill's "Strange Interlude."

The company, however, is still deeply involved in the musical field. Coming out this week is the original Broadway cast album of "What Makes Sammy Run?" and upcoming is the Stephen Sondheim-Arthur Laurents musical "Anyone Can Whistle." Already on the market from this season's Broadway musical crop are "Here's Love" and "The Girl Who Came to Supper."

Swiss & Germans Name TV Tune

ZURICH — The German-Swiss nomination for the National and the International Eurovision Song Contest was selected by the listeners of the Swiss National Beromunster Network. The number is titled "Amore In Ticino," by Willy Bollschweiler, interpreted by George Pillou, to be published by Anton Peterer in Zurich.

RADIO RESPONSE CHART

The nation's second and third largest radio markets, Chicago and Los Angeles, are analyzed in Billboard's Radio Response Ratings (see pages 14, 16, 18) this week. Part of a continuing series, the ratings list radio stations and air personalities according to their relative influence on listeners to buy the albums and records they play.

BEATLES WIN NEW BB AWARD

NEW YORK — A new Billboard award, termed the Across-the-Board award, was presented to the Beatles Friday (6) in London, in recognition of the fact that the group achieved the top three positions on the Hot 100 chart. In top position in this week's Hot 100 is "I Want to Hold Your Hand" on Capitol. In the second slot is "She Loves You" on Swan, and in third position is "Please Please Me" on Vee Jay. The last-named disk moved into the third slot this week. The first two had already achieved their rank.

The Beatles also hold the top two positions on the LP chart. First is Capitol's "Meet the Beatles," and in second slot is Vee Jay's "Introducing the Beatles."

Andre de Vekey, Billboard's European director, presented the Across-the-Board award to the group.

Collections Are Worse Than Ever

NEW YORK—Collections, a long-time problem among manufacturers and distributors, is reaching another critical stage. Some record firms are waiting four to six months for payments and a number of labels have told their fieldmen to devote the lion's share of their time to collecting from outstanding accounts.

The main reason for the long collection seems to be an even tighter money situation among volume users. Since the volume users control 80 per cent of the business, their payments are the key to the collection problem. A number of manufacturers have reported that one of the leading chain store accounts now pays in 100-120 days, rather than its former 90-day policy.

Of course, the hottest of the hot labels are getting their money more promptly. But, manufacturers say, one or two hits do not make a hot label. The labels that do have hot product are using the relative strength of their product as a tool in the collection battle. One firm held back shipments on its coming hit to make a number of its accounts pay up.

a national impact on the singles scene.

In line with the over-all aspects of Columbia's a.&r. program, Glancy has expanded the Special Projects department un-

(Continued on page 8)

Cap Claims Beatles Repeat

HOLLYWOOD—Capitol will release the Beatles' second single, "Can't Buy Me Love" and "You Can't Do That," Monday (16), claiming advance orders exceed 1,700,000 copies. Label plans asking RIAA to certify the disk as a million seller that same day.

Both tunes were written by members Paul McCartney and John Lennon and recorded in London February 27 upon returning from their triumphant U. S. visit. Capitol has three outside pressing plants working on the disk in addition to its own two facilities. Disk will be released in Europe March 20.

Columbia Bursting Out All Over

By MIKE GROSS

NEW YORK — Columbia Records is gearing for a "new look" without changing its industry image. The "new look" will be a direct charge into the singles area that will encompass all current areas of recorded music.

The aim, of course, is to build "hot singles" which in turn will attract new artists to

the label and perhaps uncover some with a standard potential to be made use of in albums and catalog. Columbia will continue with the buildup of its basic roster in the singles and album fields, but the uncorking of new artists is now one of the prime aims of Ken Glancy, who recently took over as vice-president in charge of a.&r. and Robert Mersey, who recently came in as director of

pop a.&r. for both east and west coasts.

Uncover Stress

In line with the stress to uncover new artists, Columbia will also open its doors to the buying of masters. Mersey said, "Columbia will seek masters only when and where they fit the company's needs. We want the best in every form of music as long as it has excitement and commercial application to today's market."

Mersey also plans to go back to more "pop-oriented jazz singles," such as the Dave Brubeck "Take Five" disk which had success on the singles chart and also shot as many as two Brubeck LP's into the hit lists.

Closer affiliation with Columbia's international affiliates is also called for, with domes-

tic release of top record hits from Australia and other countries on tap in the immediate future.

Mersey West Spot

Mersey plans to announce shortly the appointment of a key West Coast spot. He considers the area vital to the current market and to Columbia's future. Such artists as the Rip Chords, Bruce & Terry and Linda Lloyd have recently broken out of Columbia's West Coast operation for

MORE LAURELS THAN BEEFS

HOLLYWOOD — Bouquets outnumbered brickbats in industry reaction to Capitol's newly announced universal price policy (see March 7 issue), according to Stan Gortikov.

The Capitol's Records Distributing Corporation vice-president and general manager told Billboard that anticipated beefs were coming in from rack jobbers, but these were more than outweighed by loud and lusty cheers from almost all other sectors of the record industry.

One-stops, he said, were not as bitter as rack jobbers, feeling that Capitol's unchanged singles policy will be to their advantage, Gortikov said.

Meanwhile Polydor rushed out an instrumental recorded by the Beatles two years ago in Germany, "Cry for a Shadow," which was written by John Lennon and George Harrison. It couples "Why" (published by Pan Music), featuring Tony Sheridan backed by the Beatles (as on "My Bonnie"), Sheridan wrote the flipside tune in 1958 with Bill Crompton and a demo disk was made of it then by three members of the now-famous Shadows.

The Polydor single is being prepared for imminent U. S. release.

ATV made a special concession to screen the Beatles' edition of an ABC-TV program, "Big Night Out" (filmed the day after they returned from America). ATV has stood alone in not taking the highly rated pop series but will from now on—four days ahead of the rest of the independent TV network.

Beethoven Nixed; Next Beatles: 'Buy Me Love'

LONDON—The Beatles next British single couples another two John Lennon-Paul McCartney compositions—"Can't Buy Me Love," with "You Can't Do That." It will be released here on March 20 and Capitol will almost certainly issue it in the U. S. four days earlier.

Both songs will probably be included in the Beatles' film for United Artists which went into production here last week. The movie is still untitled though it will bear the title of a song to be included in it.

During his U. S. stay, Parlophone recording manager George Martin journeyed to Hollywood where he had talks with Capitol chiefs who agreed not to make "Roll Over Beethoven" the Beatles' next U. S. single of their label because it "is not characteristic of their present sound."

But the track will be included on another Beatles' album to be issued in America late March or early April.

A TEMPEST IN FTC POT

WASHINGTON—John Benton, FTC attorney in charge of the trade practice procedure for the record industry, last week took issue with a statement by the RIAA that the latter's proposals were submitted well in advance of the FTC's deadline. Benton pointed out that in any event the RIAA position is not prejudiced in any way.

The RIAA statement, delivered to the Billboard Friday (6) by Executive Secretary Henry Brief, is as follows:

"The front page story in the March 7 issue of the Billboard, relating to the forthcoming FTC Trade Practice Conference for the record industry, contained a statement that RIAA's somewhat belated submission of its proposed rules will be considered at the hearing, as will any other suggestions."

"In behalf of the RIAA, I wish categorically to state that our association was given a deadline for the submission of its proposals and that a set of rules was indeed submitted to the FTC well in advance of that deadline."

Benton, queried Friday, noted that there appears to be a basic misunderstanding as to the time factor. He pointed out that RIAA was first invited to submit proposals back in October; that subsequently a deadline of Tuesday, February 21, was given, that the RIAA proposals had not arrived by that date, and that the FTC then had to meet its printing deadline.

Benton pointed out that the fact that the RIAA proposals are not included in the FTC staff and industry proposals is rather immaterial in that all the major points covered by the RIAA are included in the proposals issued by the FTC. "It's a misunderstanding between the Commission staff and the RIAA, and the association's case has not been prejudiced," Benton concluded.



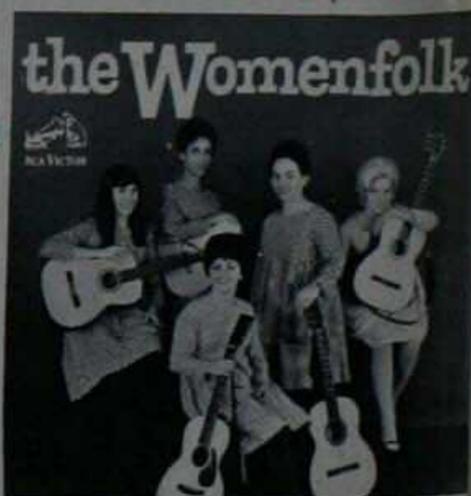
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A NEW (WOMEN) KIND OF FOLK SOUND

A fresh, new sound is shaking up the folk world. It's from "The Womenfolk"—the first all-female folk group on records! Watch their first album bring in the business with songs like "Little Boxes," "Green Mountain Boys," "Old Maid's Lament," "Little Rag Doll" and "One Man's Hands." Order now! They're great!

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OLYMPIC WINTER GAMES SPAWNS POP TUNES

By OMER ANDERSON

COLOGNE—The IX Olympic Winter games at Innsbruck has spawned a series of pop tunes with winter sport and tyrolean themes, the diskeries pushing their sale as Olympic mementoes.

Teldec reports sales of 500,000 pressings of Billy Mo's "Ich kauf' mir lieber einen Tirolerhut"—"I'd Rather Buy a Tyrol Hat." Ariol-Eurodisc has issued "Tiroler Heimatabend" with the Schlegel Tyrol folk music group, and "Memories of Innsbruck." Amadeo, the Vienna diskery, has "Olympische Winterspiele Innsbruck 1964," a narrative souvenir LP. Austroton-Elite has issued a "memory album" titled "Froehliches Tirol"—"Happy Tyrol," consisting of text by Tyrol's lord mayor and a collection of Tyrol songs and entertainment by local artists directed by producer Eldon W. Walli. Austroton has also issued "Olympioniken-Jaquar Marsch" with the Innsbruck city choir directed by Sepp Tanzer.

CBS Germany has Germany's Olympic ice skating star, Marika Kilius, as vocalist for a c.&w. record, "Wenn die Cowboys traumen"—"When the Cowboys Dream"—and "Zwei Indianer aus Winnipeg"—"Two Indians From Winnipeg."

Electrola's product is two LP's featuring Hazy Osterwald, whose orchestra played at the Maria Theresia Hotel in Innsbruck during the games, "Apres-Ski" and "1 fuer Hazy." Electrola has a third Olympic disk "So klingt es in Tyrol."

Polydor pressed three Olympic titles, one of them featuring ski ace Toni Sailer, and Teldec has two singles, Vico Torriani's "Ski Twist" and Hannelore Auer's "Almdudl-Twist."

Signed Beatles As Unknowns

MELBOURNE—Kenn Brodziak, Melbourne promoter, sits on a gold mine that grows richer by the day. While in London last July he signed an "unknown group" for an Australian tour during 1964. At the time the "Mersey Sound" was just another name, but the group turned out to be the now fabulous Beatles. Brodziak has always tried to anticipate Australian taste for the future with his bookings, and, though he has often succeeded admirably, never before has such a bonanza presented itself. At the price it is a steal. Brodziak signed the contract on behalf of himself and Stadium's, Ltd., owners of most big venues in each city and they will share 50-50. In New Zealand, Brodziak will share with Sir Robert Kerridge Theaters. The Beatles will commence their tour June 15.

With Beatlemania raging throughout the country, EMI scheduled (March 5) a single titled "Roll Over Beethoven" and "Hold Me Tight." Both numbers have been taken from one of their early albums "With the Beatles," released on Parlophone.

GEORGE MAREK ON TOSCANINI

NEW YORK — George R. Marek, vice-president and general manager of RCA Victor, will double as a radio raconteur this week when he guests on the NBC Radio network show "Toscanini — The Man Behind the Legend." The program will be broadcast over the network on March 11 and heard in New York over WNBC on March 15. Marek, a long-time friend of Toscanini, will discuss a new Victor release of a Toscanini album. During the program, Marek and Walter Toscanini, son of the late maestro, will talk on Victor's plans for releasing other Toscanini performances in the coming five years under a new contract recently signed between Victor and Walter Toscanini.

Pappafotis at Md.'s Marnel

NEW YORK—George Pappafotis has been named sales manager for Marnel of Maryland, indie distributor in the Baltimore-Washington market.

Marnel of Maryland was recently purchased by Stan Hoffman, and has since expanded so that managerial control of the sales force is necessary.

Pappafotis has been with Marnel for six years and had earlier experience in the retail end of the record industry.

RCA VICTOR RE-ISSUES

Goodies From Vast Vintage Vaults

NEW YORK—RCA Victor is digging into its morgue for a new line of albums to go out under the Vintage Series banner. The new line will be made up of selected re-issue performances of "great personalities," and in the popular jazz and folk fields that have not been available for some time.

Brad McCuen, who is heading the Vintage project, has had the albums to be set in the line re-mastered in the latest recording techniques.

The series will be launched in June with four albums and then will be followed with a

Rosica Adds New Duties

NEW YORK — John Rosica, recently named manager of radio, TV and artists relations at RCA Victor, has been assigned additional responsibilities at the label. In addition to his current role of co-ordinating such promotion activities of Victor's field force, Rosica will have direct supervision of special promotion men to be added to specific markets where they may be required to provide for balanced promotion efforts across the country. The number of such men will be determined by market requirements.

Rosica will report directly to Ben Rosner, manager of artists and repertoire at the company.

BEATLEMANIA REVISITED

Nobody Loves the Beatles 'Cept Mother, Capitol, Etc.

By JACK MAHER

NEW YORK—Record manufacturers are asking when will it end? One man's Beatle is another man's poison, according to disk makers. With the wide variety of Beatle product on four labels, and the unprecedented air play this one act has been getting over the past month, disk sales on other than Beatles product has gone soft as a grape. (First indications of such feelings were carried in a Chicago story February 22.)

The heaviest impact has been felt in the singles field, but pop albums which cater to teen and pre-teen buyers have also felt the pinch.

In the past three weeks the Beatles have absorbed more than 60 per cent of all singles sales. Only the 4 Seasons, Elvis Presley and a few other disks have come fairly close to the sensational sales racked up by the British act on four different labels. One label with a very hot record prior to the Beatles invasion had sold 300,000 copies in a short period of time. The label was sure it was on its way to a really big one. Since the Beatle phenom exploded on the scene, however, it has sold only a bit more than 100,000 copies of its hit in the past three weeks.

True Reverence

Dealers talk about the Beatles in the same reverential tones they used for the "First Family"

LP in the winter of 1962. They have told Billboard's Research division that over the past three weeks, kids come into the store with a \$10 bill and spend it exclusively on Beatles records, singles and LP's. Parents, too, are under continual badgering from their children for Beatles records.

The air play situation has abated a bit in some areas of the country, but a huge number of stations still program the Beatles two an hour, three an hour or four an hour. The saturation has also reached a 50 per cent of total program time on some stations, while others are playing even more Beatles music. Bill Gavin, in his mid-week report, recommended certain time periods when a station should play nothing but Beatles records to fill the demand for the British group's product.

Columbia Adds Portugal

NEW YORK—CBS Records, Columbia international operation, now has a licensing arrangement for the distribution of its line in Portugal. Negotiations for the contract were conducted by Peter de Rougemont, vice-president of European operations for CRI International. Jose Varzim is the manager of the Portugal company.

New ammunition for such sales and radio saturation is being readied by labels. Capitol has a new single ready for the market March 16 called "You Can't Do That" b-w "You Can't Buy Me Love." A new Vee Jay subsidiary label, Tollie, has "Twist and Shout" which hit No. 55 on the Hot 100. Vee Jay also issued another album by the group. On top of this, "Roll Over Beethoven," which is being imported from Canada, has been reported enough to put it into the "Bubbling Under" category of the Billboard Hot 100.

Mike Gould & Berry Bid

NEW YORK — Mike Gould, American rep for the British Campbell - Connelley publishing group and manager of its American operation, Campbell-Connelley, Inc., planed here from Los Angeles last week to meet the Dave Clark Five and finalize plans for the forthcoming visit of Roy Berry, head of Campbell-Connelley. The Dave Clark Five, hot British disk act which achieved the No. 1 spot in Britain with their Columbia disk, "Glad All Over" arrived for an appearance on the Ed Sullivan show Sunday (8). Campbell - Connelley publish "Glad All Over."

On April 11 Berry is scheduled to arrive here for a series of conferences with music business execs and writers. At this suite at the Hilton, Berry will interview writers with a view of securing material for representation. He is expected to spend about two weeks in New York, then will proceed, with Gould, to Nashville, Chicago and Los Angeles. In each of these areas he will study the American music scene and establish writer and publisher contacts. It is known that Berry is particularly interested in seeking American writers who have a touch for material suitable for exploitation abroad.

Berry and Gould will also visit Las Vegas to study the talent scene and will make extensive contacts with diskeries.

Blocker Riding Two: Cycles and Accents

HOLLYWOOD — Liberty's a.&r. department under director Don Blocker is riding with two developing trends — motorcycle sounds and vocal groups with British accents.

Liberty's entry into the cycle derby is "Motorcycle U.S.A." by the Hornets, a local studio group, with independent producer Jerry Capehart handling the LP.

World Pacific claims its "Scrambler" LP by the Sandells was the first cycle LP released weeks ago. Blocker's reason for issuing his cycle package is similar to World Pacific's Dick Bock's: cycle sounds have enough excitement to launch a new trend.

Liberty's initial cycle LP is unusual in one respect; there are no hit titles. Blocker feels the sound's the thing and that people are slowly getting away from buying LP's offering only hit repertoire. The LP has action color photos on both sides with no liner information and was designed for rack action.

Blocker noted that several of his staffers were broadening their responsibilities. Snuff Garrett was working with Si Zentner on an LP for the first time, Buzz Cason was looking to expand his roster from Buddy Knox and the Crickets, and Dave Pell was handling Nancy Ames, Martin Denny, Bud and Travis and hot rod products for the first time as a staff producer.

DEPARTMENTS & FEATURES

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Big Turnout Seen For NARM Meet

PHILADELPHIA — An all-time record turnout to the National Association of Record

Billboard Adds Ad Personnel

NEW YORK — Willis (Bill) Wardlow and Ron Willman have been added to the Billboard staff. Wardlow was appointed as West Coast general manager with headquarters in Hollywood, and Willman was added to the publication's New York sales staff.

Wardlow is a veteran in the record-music industry with a rich background including five years' experience with Capitol Records and five years with Columbia Records. Most of his time and talents were devoted

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Cal-Racks Files Cap Complaint

HOLLYWOOD — George Hartstone's Cal-Racks filed a complaint with the anti-trust division of the Justice Department based on Capitol Records Distributing Corporation's notice that it will no longer sell to the Hartstone firm.

As exclusively reported by Billboard (March 7), CRDC's vice-president and National sales manager, Bill Tallant, informed a dozen distributors that they do not "complement CRDC's distribution."

On Thursday (5), Capitol here received a customary form letter from the Justice Department's local office asking CRDC to present its reasons for this action. Hartstone, confirming that he had filed a complaint with the Justice Department, told Billboard he did so in an effort "to determine whether any restraint of trade was involved" in Capitol's cut-off move.

According to Capitol's legal department, no reply had been sent to the Justice Department as of press time.

Roll Along Beethoven

CHICAGO — "Roll Over Beethoven," that elusive Canadian single by the Beatles, finally hit the U. S. market. But its life here is questionable.

The record went on sale in Chicago last week through New Deal one-stop. This is the firm that supplies the E. J. Korvette chain with singles and budget merchandise.

Presumably New Deal's branches in New York, Baltimore and Detroit also carried the record, but you couldn't prove it by New Deal's owners.

Al Levin, who together with

(Continued on page 8)

Merchandisers' meet (April 19-23, Miami Beach) appears assured, according to Jules Malamud, NARM's executive secretary. Interest in the NARM convention has been intensified by Capitol's "one-price-to-all policy" announced last week (see March 7 issue), which denies rack jobbers their customary functional discount. Also, the fact that NARM, for the first time in its history, will open its convention to non-members is expected to bring in numerous invited visitors who heretofore didn't attend the rack-jobber conclaves.

Sessions will be held at Miami Beach's Eden Roc Hotel. Registration is scheduled for Sunday, April 19, with business meetings starting the following morning. Breakfast meetings will be held prior to the business sessions.

Convention chairman will be George Berry, Modern Record Service, New Orleans. He will introduce the convention keynote, RCA Victor Records Vice-President and General Manager George Marek.

Other highlights include an address by Ohio State University Marketing Professor Theodore Beckman and one by NARM's special legal counsel, Albert A. Carretta, former FTC commissioner.

IRV PERLMAN VIOLENTLY VS. CAP POLICY

NEW YORK — The Record One-Stop Association is "completely and vehemently opposed" to Capitol Records' new price policy, according to a statement released by Irv Perlman, ROSA president. Perlman stated the diskery is attempting to destroy a type of subdistribution which has aided the growth of the record industry. "We view the one-price policy and the refusal to supply Capitol and Angel Records to a number of rack jobbers and one-stops ... as the beginning of a drive ... to eliminate the subdistributor from competition in dealing with the record dealer, department stores, etc."

Perlman takes issue with the Capitol Records Distributing Corporation's statement, issued by CRDC Vice-President Stan Gortikov, that "many of the new policy changes have long been advocated by many one-stops." Perlman's statement poses the question: "Since when does one consciously agree to give up a proper functional discount ... which enables the one-stop to make a legitimate profit?"

Perlman claims that the new Capitol policy reflects shortcomings on the part of CRDC in failing to reach newer areas of retail expansion.

NARAS in New NYU Course: 'Influence of Records & Music'

NEW YORK — The NYU-NARAS course, "Recording and Music," opened another season last week (4) with George Marek, John Hammond and Bob Rolontz embracing the topic "The Influence of Records and Music."

Marek, division vice-president and general manager of RCA

Victor, who began his talk by saying he preferred to call his music "serious" rather than "classical," outlined both good and bad effects of recordings. On the good side he mentioned the rising standards of performance, caused by public demand for better music, based on good performances available on recordings. He added that Metropolitan Opera quality is "pretty low" and that "the public no longer takes what the Met dishes out." He also noted that "sound is still one of the major

selling points," and that the awareness of and interest in it "are great" and credited the interest in Lincoln Center's acoustics to this awareness. He also mentioned that recordings have benefited chamber and intimate music because a living room setting is more enjoyable than a concert hall for this kind of music and that the availability of variety and richness of recorded repertoire have made the appeal of music much broader than ever. In a

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Locals Lodge Complaint Vs. E. J. Korvette

CHICAGO — A pair of local dealers have lodged a complaint with the Federal Trade Commission over alleged false and discriminatory advertising by the giant E. J. Korvette chain here.

The complaint stems from an ad placed by Korvette in The Chicago Tribune February 21, listing albums by the Beatles at 99 cents. The ad claimed that each of the Korvette stores would have a minimum of 350 albums in stock.

The Chicago dealers claim that the actual stock on hand was far below the advertised figure. The dealers claim that the Korvette Matteson store had only 50 copies of the album, its Morton Grove store 120, and its Elmhurst store 75.

The dealers further contend that the 99-cent price is below cost and hence in violation of the Robinson-Patman act.

A spokesman for the two dealers said that a formal complaint was lodged with the Federal Trade Commission in Washington. The dealer said he expected to hear from that agency shortly.

Handelman With Care And Profit

NEW YORK — The Handelman Company of Detroit, record distribution firm, hit a peak of 85 cents per share for the nine-month period ended January 31. Earnings for a similar period last year were 81 cents per share. Consolidated earnings for the third quarter ended January 31 were 46 cents per share or equal to the same quarter last year, the highest quarterly earnings in the company's history.

The board of directors on March 4 declared a third, quarterly cash dividend of 17 cents per share on 501,480 shares of common stock outstanding payable April 15 to stockholders of record March 15. There are an aggregate of 1,002,960 shares of common stock and Class B common stock outstanding. The 501,480 shares of Class B common stock are not entitled to dividends.

Marshall Seahorn Joins Constellation

CHICAGO — Marshall Seahorn, head of his own Seahorn label, last week joined Constellation Records here in a move that brings three strong pop artists to the Chicago-based diskery.

Constellation, headed by Ewart Abner, Art Sheridan and Bill Sheppard, acquires the talents of Lee Dorsey, Maurice Williams and Wilbur Harrison.

All three have had material in the Top 10 recently. Dorsey hit the charts with "Ya-Ya," Williams with "Stay," and Harrison with "Kansas City."

Seahorn assumes the post of regional vice-president. He'll handle sales and promotion in the South and East.

Before the move, the Seahorn label was distributed nationally by Dart Record Sales, a national distributing firm also owned by Abner and company.

Abner said that Seahorn would continue to a.&r. and record his artists. First release from the merger is Dorsey's "Organ Grinder's Swing," on the Constellation label.

Before forming his own label, Seahorn worked with Bobby Robinson on the Fire and Fury labels. He handled sales, promotion and a.&r.

The Seahorn move represents a continued pattern of growth

experienced by Constellation since its activation by Abner less than a year ago.

The firm just released "Tea Me in the Sunlight," by Margie Day on Mark Taylor's Mark label (a leased disk), and "Steps to Love," by the Freedmen on Constellation. The latter was leased from John Marascalco of Los Angeles.

Abner's Dart Record Sales will distribute Rod McKuen's third LP, done under the aegis of Dave Hubert's In label. McKuen currently records in Capitol.

Constellation is also coming with its first Gene Chandler LP "The Greatest Hits of Gene Chandler." It features Chandler's current single, "Think N'bout About It."

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lishing Company. The company also
publishes Vend, the semi-monthly maga-
zine of automatic vending; one year, \$7 in
U. S. A. and Canada; Amusement Busi-
ness, the weekly magazine of amusement
management; one year, \$10; High Fidelity
magazine for music listeners; one year,
\$7; American Artist; one year,
\$7; Modern Photography, \$5, and the
Carnegie Hall Program. Postmaster,
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GL 2172



BRITISH DEALERS

Ask for Their Day in Court

By CHRIS HUTCHINS

LONDON — The Gramophone Record Retailers Association has delivered a new protest to the government in connection with the proposed abolition of retail price maintenance in Britain. The association is concerned that it will not be allowed to state its case to the restrictive practices court which will look into the industry's case for special price fixing if the bill becomes law.

Secretary Harry Tipple said:

"We understand that only the manufacturers will be allowed to present their case to the court. This seems very unfair since the trade associations have done a lot of the spade work and we feel we should be allowed to put our arguments forward. After all, as dealers, we have to operate retail price maintenance."

The association is also believed to fear that not all the major companies will unite in their protest against the abolition of rpm to the court. Pye has still not declared its policy on the issue and Deutsche Gramophone only operates a suggested list pricing even at the present time.

A split among the manufacturers before the court could seriously damage the industry's case. The court will, of course,

'ROUND ABOUT MIDNIGHT

NEW YORK—Monday (9), at midnight, is the deadline for members of NARAS to mail in their eligibility list ballots to the accounting firm of Haskin and Sells, relative to the Grammy vote.

As soon as tabulation of ballots in this first round has been completed, active members will be mailed lists of this year's finalists. A second round to balloting, based on these lists, will determine the winners, to be announced May 12.

only be set up if the bill is passed and the abolition made law. Conservative Party rebels could have the bill thrown out, although there are no indications of such a likelihood at this fairly late stage.

Csida Commandos Take And Secure Samos Island

NEW YORK—Recording Industries Corporation (RIC), the newly formed label headed by Joe Csida, has purchased Samos Island Music, a Broadcast Music, Inc., publishing company, from Alex Zanetis. The sum was not disclosed.

It's the firm's first contractual arrangement since its launching several weeks after floating a \$1 million stock issue. The deal was concluded in Nashville by Lester Vanadore, RIC's vice-president-secretary, and vice-president for finance-treasurer Frank Poole.

Csida stressed that the Samos Island deal did not indicate a desire on the record company's part to produce and release its own copyrights. Csida pointed out that he's already notified every legitimate music pub-

lisher and songwriter in the industry of RIC's readiness to screen new material for recordings. He also mentioned that there are quite a number of disk manufacturers who have publishing affiliations.

The deal with Zanetis, Csida noted, has an additional plus factor in that it will enable him to write and produce for artists he'll develop in Nashville and elsewhere.

Under the RIC-Samos Island agreement, Zanetis (songwriter, publisher, singer and winner of five BMI writer awards) will continue as president of Samos Island Music. He'll also be under contract to Samos Island as an exclusive writer.

In addition to heading Samos Island, Zanetis will also work as an artist and as a producer for RIC, along with other leading Nashville disk producers who will make masters for the label. He will headquarter in Nashville, but will still maintain a branch office for Samos in Flora, Ill.

Although Samos Island Music was formed by Zanetis only eight months ago, the firm already has more than 75 songs in its catalog, including Brenda Lee's current Decca disk, "As Usual," "I'm Gonna Change Everything" and "Guilty" (both clicks on RCA Victor for Jim Reeves last year) and "I'm Saving My Love," a Skeeter Davis click for Victor last year. Zanetis is also the writer of "Backtrack," which Faron Young recorded for Capitol, and "Snap Your Fingers," a hit for Joe Henderson on Todd in 1962, and a chart-maker for Barbara Lewis on Atlantic this year. Peggy Lee has cut the song for release on Capitol later this spring.

Collect Call: 'Hello, Dolly'

NEW YORK—The title song of the hit Broadway musical "Hello, Dolly," has wound up with an infringement charge. Famous Music, owner of the copyright to "Sunflower," has put E. H. Morris, the "Hello, Dolly" publisher and others concerned with the song on notice whereby all monies accrued from the performance of the song are tied up until a decision reached on the charge. Letters were sent out by Famous last week.

"Sunflower" was written by Macx David in the late 1940's. Jerry Herman is the writer of "Hello, Dolly." In addition to its being a hot Broadway property, Louis Armstrong has a click version of the tune on the Kapp label.

Victor Signs Hugo Montenegro

NEW YORK—Hugo Montenegro has been signed to an exclusive deal with RCA Victor.

Montenegro, a composer-conductor-arranger whose recordings have been released in the past on the Vik and Camden labels, is currently recording his first album for Victor under the supervision of artists and repertoire producer Al Schmitt on the West Coast.

The album is scheduled for release this summer and is tentatively titled "Russian Grandeur."

Joy Abandons Brill: Expands Possible Joy

NEW YORK—As part of a major expansion effort, Joy Music and Joy-Select Records will abandon their Brill Building headquarters for the past 30 years to set up offices and studios at 1790 Broadway on March 16.

Both the publishing firm, headed by George Joy and the Joy-Select diskery run by Ed Joy will occupy the entire 22d floor at the new address. However, the two firms will operate separately and independently of each other.

A new recording studio has been built and construction on a second studio will soon take place. The studios will be used for audition, rehearsal and the making of demos for other record companies.

"We are trying to encourage new writers and performers to compose, create and receive direction in the atmosphere of these new workshop facilities," said Eddie Joy.

The publishing arm of Joy has collaborated with indie producers in the making of finished masters. This was recently done on four Joy Music songs, "Good Feelin'" and "Walkin' Around

Worryin," recorded by Billy Holden and "My Idea of Heaven" b-w "What She Got (That I Ain't Got)" waxed by a new girl group, the Sillaways. Both masters were purchased and released by Dot Records last week.

To further emphasize the independence of each Joy firm, the record company has recently purchased two masters which are in current release. A pop version of "Love Me With All Your Heart" ("Cuando Caliente El Sol"), published by Peer International and recorded by the Four Coins, and the Memphis-produced master of Bobby Wood's "If I'm a Fool for Loving You."

Another aspect of Joy's expansion has been the appointment of Chet Woods, manufacturer's representative and consultant, and former United Artists and Mercury Records vice-president, to the newly created post of national sales manager. Larry Coleman, general manager of Joy Music, will handle writers and producers for the publishing company. National promotional efforts will continue under the aegis of Johnny Farrow. Al Ham will remain in charge of special creative projects for the label. Another newcomer to the outfit is Craig Brown, who will supervise technical operations at the recording studios.

HOW TO SELL FOR FUN & \$\$

CHICAGO — The development of a hit song from its initial recording to its emergence as a popular seller will be detailed in "Anatomy of a Hit," a three-program series to be seen on WTTW at 8:30 p.m. Wednesdays and 6:30 p.m. Sundays beginning Wednesday March 11.

The song in question is "Cast Your Fate to the Winds" by pianist-composer Vince Guaraldi originally recorded by Guaraldi's trio as a "filler" for an album that needed additional music.

The show was produced by KQED, San Francisco, for distribution on the National Educational Television Network.

Belafonte's RCA Push

NEW YORK — Harry Belafonte has been tagged for a March promotional push at RCA Victor. Built around a theme proclaiming Belafonte "Artist of the Month," the program includes a full-scale national advertising and promotion campaign created to focus national consumer interest on current and catalog Belafonte product, and to mark the artist's 12th anniversary with the label.

In addition to a new album, "Belafonte at the Greek Theater," a two-disk package of his recent appearance at the Los Angeles showplace, there are 16 of Belafonte's Victor catalog albums included in the March program.

Orchestra U.S.A. Celebrates First Anniversary on Stage

NEW YORK — Orchestra U.S.A., the musical organization founded specifically to play works of more than ordinary interest in the classical and jazz forms, is a little more than a year old. The orchestra is celebrating its first anniversary with a four-part series of concerts at the Brooklyn Academy of Music.

The orchestra has taken on the ambitious task of performing music in a variety of contexts. It is under the musical directorship of John Lewis and its conductor is Gunther Schuller. The manager of the orchestra is George Avakian, who just recently became affiliated with the organization.

Two of its four-part concert series at the Brooklyn Academy have been completed and a sampling of the music played by this 30-man organization gives some indication of its scope. Mozart, Charles Ives, Stravinsky, Webern, Dvorak, Milhaud and Hindemith, along with Lewis and Schuller are a few of the composers that have been or will be presented during the series.

The next Orchestra U.S.A. concert is due Friday (13) and along with Milhaud and Hindemith performances, Coleman Hawkins will be featured soloist. He will play Arif Mardin's "Duke Boy" a composition by Benny Golson and will improvise with rhythm section.

The orchestra first recorded in February of 1963 and it is

currently negotiating with a number of labels before settling on a contract for the future.

The orchestra's brass (no pun intended) is more than happy with the strides the organization has made in the past year. The concert series so far has been a success, they feel, despite the fact that Orchestra U.S.A. is something of a losing proposition financially to date.

"Frankly," said Avakian, "we will probably be a little more than \$1,000 in the red for the series, but this is not too bad when you consider we've had very little press, the unusual type of music we are presenting and the fact that the Academy is well out of the usual concert track for this city. Actually we feel we've done quite well and John and Gunther and all the members of the orchestra are delighted with the audience response to their work. It's surprising and exciting to see this audience, made up mostly of young people, react to the music of Ives and Webern and the improvisatory skill of regular orchestra members like Eric Dolphy."

The executive board is already at work on plans for the future which will probably entail another concert series, a tour of Europe in April or May of 1965 and a school for musicians, along the lines of the Music Inn courses held in summers past at Lennox, Mass.

Goldgran Sends Charles And Brings Aznavour

NEW YORK — Henri Goldgran, impresario who heads International Performers Corporation here, is now working both sides of the Atlantic and Pacific. He's got Ray Charles set for a tour of Europe and Japan and Charles Aznavour ready for concert engagements in New York, Los Angeles and San Francisco.

For Ray Charles, the ABC-Paramount artist, Goldgran has mapped a tour that will cover the British Isles, Scandinavia, France, Italy, the Middle East and Australia as well as Japan. The tour will begin July 7 and run for 10 weeks. Before he starts the concert trek, Charles will make a film in Ireland to be titled "Ballad in Blue." Miguel Salkind is producing and Paul Henried is directing.

As for Aznavour, the French composer-singer, Goldgran has him set for a Carnegie Hall concert on April 4, to be presented in conjunction with Felix Gerstman, and concerts in Los Angeles on April 17 and in San Francisco on April 18. The West Coast dates will be presented in conjunction with Hal Zeiger.

Aznavour, who is now in Russia, is expected to arrive in New York later this month and Goldgran is now negotiating for a shot on NBC-TV's "Tonight" show for March 26 or 27. There is also some talk now going on about the possibilities of Aznavour making a film in Hollywood.

Goldgran represents Aznavour in the U. S. for concerts, TV, night clubs and personal appearances. Aznavour records for the Barclay label in France and has been released here on the Philips label.

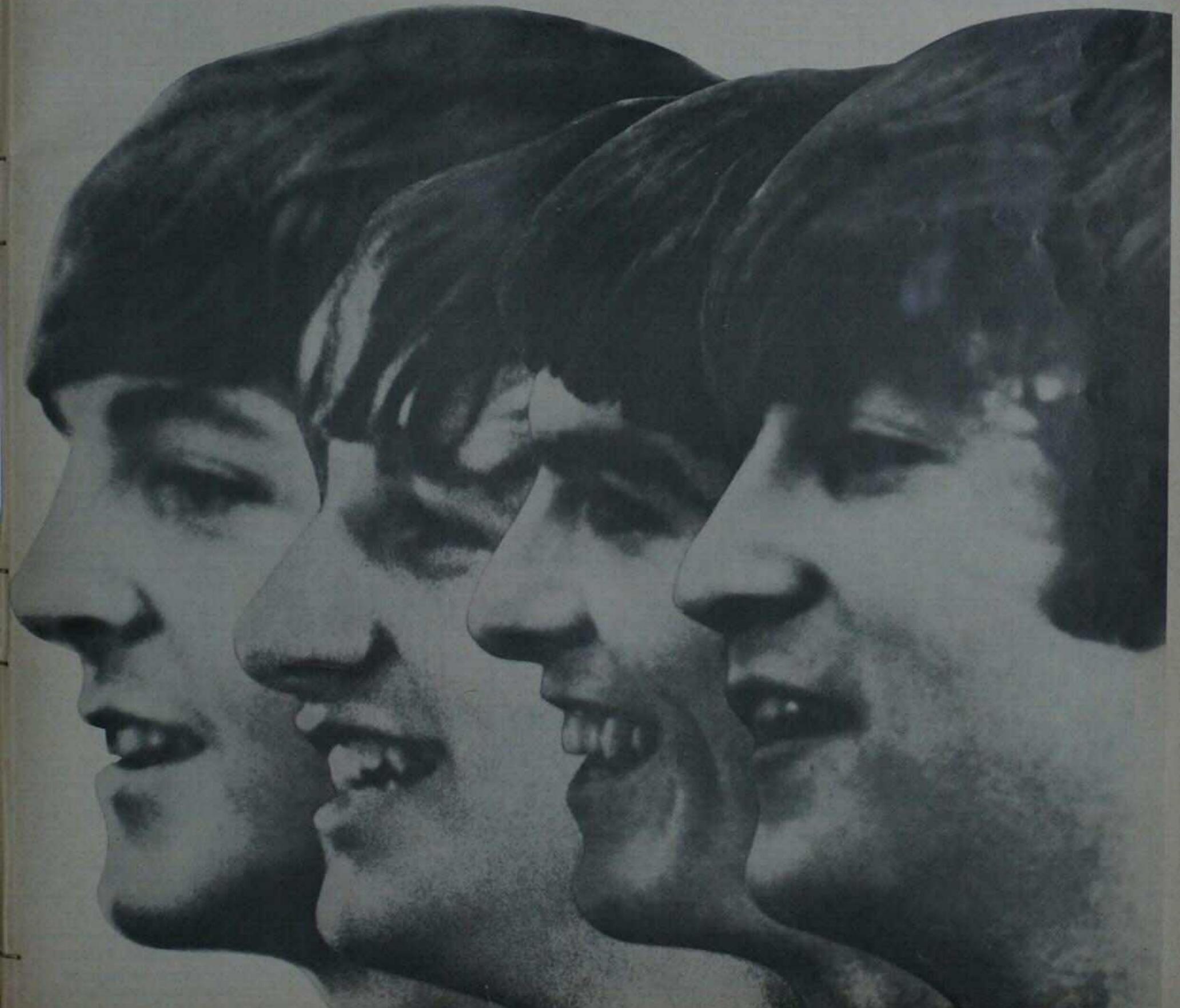
THE BEATLES

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COMING MONDAY, MARCH 16! A brand-new single just recorded in England for simultaneous release throughout the world! Two great sides written by Beatles John Lennon & Paul McCartney! Never before available anywhere, on any other label! Bound to follow "I WANT TO HOLD YOUR HAND" into the #1 spot! 1 million pressed before release! Don't get caught short, call your Capitol Sales Rep NOW! P.S. "Roll Over Beethoven" will appear in The Beatles' next Capitol album, now in preparation.



The Beatles' #1 album



NARAS in New NYU Course: 'Influence of Records & Music'

• Continued from page 4

lighter vein, Marek said that records have afforded additional income for artists. "Artists relations," he said, "are often reflected by the size of the pay check."

Paradise Lost

On the negative side, Marek rapped the overemphasis on sound. "For the love of sound, sometimes the music is lost," he stated. "Too great clarity is like looking at a blueprint of a building instead of the building itself." He also blasted the use of gimmicks, devices and too much echo which make music seem unnatural and often rob it of its true beauty. He concluded that there is enormous room for advancement and despite what

one reads in advertisements, "the definitive recording has not been made yet, and perhaps never will be."

History Tracing

Hammond, of Columbia Records artist and repertoire department, traced the history of recording techniques and credited the advent of electronic recording as having played an important part in the advancement of public tastes. He also noted that "jazz owes a lot of its public life to records."

Rolontz, author of "How to Get Your Song Recorded," dealt with the singles market and emphasized the importance of records to music by stating that 97-98 per cent of songs exposed since 1950 first appeared on recordings. He added that, in contrast to the days when movies, vaudeville and musical comedy were the media for exposing a song, songs today are no longer written "for the eye—just for the ear."

In a discussion period, Roger Hall of RCA Victor noted that even though the percentage of citizens in any given city attending symphony concerts may still be small, the number of cities supporting major symphonies has jumped from 10 or 12 to 37. This has been made possible because the serious record listener has been moved enough by music on records to cajole other citizens into supporting local orchestras.

Hammond closed the session by stating he felt jazz, by becoming too intellectualized, has given up "the precious art of communication and thereby has caused serious limitations in the size and make-up of its audiences."

This week's sessions to be held March 11 at the Hotel Lancaster will cover "Recording and the Performing Career." John Coveny will moderate and the panel will include Schuyler Chapin, John Levy and Mitch Miller.

Taking of Innocents

HOLLYWOOD — The Innocents, vocal trio, have been signed by Warner Bros. They formerly cut for Indigo and Decca. Indie producers Jim Lee and Lee Hazlewood will continue to produce their sessions. Group is comprised of Jim West, Damon Stankey and Al Caneleloria. Joe Smith, label's singles a.&r. chief, said the trio was signed to a four-year pact.

COUNTRY D. J. OF THE WEEK



Radio WSM's "Mister D.J. U.S.A." for March 13 will be Russ Johnston of Radio KCUL, Fort Worth. Russ' home is in Northern Wisconsin. He and his wife Lynda moved to Texas several years ago, where he became associated with the full-time all-country and western station in Fort Worth. Russ handles the 6:30 p.m. to 11 p.m. segment of the KCUL broadcasting schedule.

LATE SINGLE SPOTLIGHTS

Pop

THE MARKETTS

VANISHING POINT (Wrist, BMI) (2:00) — The "Out of Limits" space swingers have another top teen instrumental here. It's in a similar groove and has strong beat. The flip is "Borealis" (Wrist-Rickland, BMI) (2:00). Warner Bros. 5423

GIGI PARKER AND THE LONELIES

BEATLES PLEASE COME BACK (Two Guitars, BMI) (2:18)—Here's another girl's group singing of their deep devotion for the lads from Liverpool. The flip is "In This Room" (Two Guitars, BMI) (2:15). MGM 13225

ELLINGTON'S REPRISE

Duke: Noblesse Oblige

HOLLYWOOD—Reprise obtaining its money's worth from Duke Ellington. The venerable composer-conductor-pianist has been performing as a Reprise a.&r. producer and his second LP project has just been released: "Duke Ellington Presents the Dollar Brand Trio." Three additional LP's are in the can and will be released in the future, Moe Ostin, label's gen-

eral manager told Billboard. Ellington's first a.&r.ed LP was "Bud Powell in Paris," released several months ago.

Ellington's initial significance to Reprise was his prestige as a jazz artist, but his responsibility was soon enlarged to include production. During Duke's recent trips overseas, he's discovered several new performers whom he's recorded including Brand, a 28-year-old pianist from Cape Town, South Africa. Duke was introduced to Brand by another of his discoveries, vocalist Bea Benjamin in Zurich, Switzerland, last spring.

Ellington's LP of Miss Benjamin singing with the Brand trio is one of the forthcoming projects, as are LP's by several jazz violin greats and the debut of vocalist Alice Babs with members of Duke's band. For his jazz violinist LP, Duke gathered his own Ray Nance, plus several top European fiddlers.

The famed band leader is currently in Europe, completing a six-week tour. He had been performing on a State Department sponsored tour of the Near East last November when President Kennedy was assassinated and the tour was canceled. Ellington is one of the few jazz musicians who has been able to retain a band down through the years and his a.&r. status at Reprise is a further extension of his creative ability.

Label's 'Love to Russia ...'

HOLLYWOOD — Record companies are lining up behind Ian Fleming's "From Russia With Love," prepping their releases and promotional guns for an all-out push for the block-busting film.

With music restriction being lifted March 15, United Artists, Liberty and Capitol are known to be preparing "Russia" LP's. United Artists, which is releasing the espionage film in April,

will have the John Berry music out as a sound track on its UA subsidiary. Based on exceptional bookstore sales for the James Bond mysteries, film officials anticipate record-shattering box offices across the nation.

Liberty has set two of its artists on the project, Si Zentner and Matt Monro, and will issue singles and LP's by both. Monro sings the title song in the film and is given screen credit.

Capitol will have a single by Jimmy Haskell and his orchestra of a film theme, with a follow-up LP a possibility.

The last film with a detective lead which broke box offices after having been a paper-back success was Mickey Spillane, but there were no records to help exploit the film.

Billboard Staff

• Continued from page 4

on the sales and distribution sides of the disk business. As Hollywood office general manager, Wardlow is in charge of advertising and all other non-editorial operations there. (Eliot Tiegel remains in charge of Billboard's editorial coverage on the West Coast.)

Wardlow will be assisted in West Coast sales by Kae Algyer, who has been with Billboard's Hollywood office for more than a year.

Willman is a veteran in the music and talent ad field. His background includes several years as a member of the Variety sales staff, and more recently with Down Beat. He resigned the latter post to join Billboard's ranks.

LONDON SPOTS IRISH RECORD

NEW YORK — London Records' "Irish Sing Along" LP reportedly was a JFK favorite, and this fact is being used in aiming the package at this year's St. Patrick's Day market. London International's Leo Hofberg has furnished his reps with a clipping from the Boston Sunday Advertiser showing Mrs. Evelyn Lincoln, the late President's secretary, with a copy of the album in hand. The caption mentions the fact that it was JFK's favorite and will be included in his memorial library.

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Beatles Closed-Circuit

PHILADELPHIA—The Beatles will star in a 90-minute closed-circuit television show scheduled for a March 14 and 15 showing in 100 theaters across the nation under the banner of National General Corporation's Theater Color-Vision headed by Eugene V. Klein.

Philadelphia deejay Jerry Blavat will emcee the showings Saturday and Sunday at noon and 2:30 p.m. from Delaware Valley Gardens in Cherry Hill, N. J., across the river from the City of Brotherly Love. Blavat will present his own show live in conjunction with the closed circuiter (which spotlights the Beatles for one hour, the Beach Boys for 15 minutes and Leslie Gore for the remaining 15 minutes) featuring the Orlons, the Tymes and Frankie Lyman.

Blavat, who holds forth with his daily radio show on WHAT, Philadelphia, plus syndication to WTTM, Trenton, N. J., and WMID, Atlantic City, is probably among the first to present a live show of record artists in conjunction with a closed-circuit TV show starring record acts.

The Garden seats 7,000 and admission will run up to \$2.50 per seat with spectators allowed ample opportunity to purchase the myriad of Beatles objects d'art for sale in the lobby.

Roll Beethoven

• Continued from page 4

Lou Klayman heads the one-stop organization, would only say that he had had some copies of the record and that he was all sold out. He wouldn't say from where, or to where, or for how much.

In Chicago, New Deal Manager Irv Rothblatt referred all inquiries to New York.

A spot-check of dealers here showed that "Roll Over Beethoven" was selling for 60 cents and 65 cents on a no-return-no-freebie basis.

Some of the big accounts thought the price high (singles go as low as 54 cents here with freebies sometimes thrown in), but a lot of the brave souls decided to take a chance.

New Deal got orders from such stores as De Luxe Music, Andy Andersen's Record Center and House of Music and, of course, the most colorful maverick of them all, Little Al Temaner.

Little Al figures: "So what if the price is higher, I'll just charge more." He's the only dealer in the city still selling at list, so he may have a point.

New Album Releases Chart on Page 30

A STATEMENT TO THE RECORD INDUSTRY

by the

NATIONAL ASSOCIATION OF RECORD MERCHANTISERS, INC.

The decision of Capitol Records Distributing Corporation to sell long playing records at the same price to all industry members — regardless of distribution level, quantities purchased, or services rendered — is the prerogative of the company, barring possible intent to restrain trade or to monopolize. The effectiveness of such a move, in light of the economic facts of life and evolving industry trends, is indeed another matter.

The failure of CRDC to recognize the role of the rack merchandiser as an essential and integral part of the wholesaling system, requiring separate classification and treatment, can only work to the eventual disadvantage of Capitol's announced goal of "increased profitability." How is the company going to achieve maximum market penetration when it simultaneously takes away from a major segment of the industry the incentive to handle this product line with enthusiasm?

The phenomenal growth of the rack merchandiser as an important and integral part of the record industry is not a matter of accident but one of economic opportunity and perhaps even inevitability. Changes at the retail level — mass merchandising, the trend toward omnibus retail stores, self-service selling, and other important trends — naturally, have required changes at the wholesale level. In the record industry as in other industries, the rack merchandiser emerged as a new form of specialty wholesaler to meet such changing needs. The American marketing system has always been dynamic; this particular development is but one example of its adaptive character.

History is replete with examples of firms and institutions which, when faced with the need to change their marketing policies in order to adapt to changed conditions, temporarily respond by standing still or even moving backward. It would appear that Capitol Records Distributing Corporation has just made such a move.

The functional discount provided the rack merchandiser in the record industry is to be explained by a recognition of his unique position in the wholesaling system. As implied by the term "functional," such discounts have been given for functions performed — not only for retail outlets but for manufacturers as well. Rack merchandisers establish, maintain, contact, and sell to retail outlets which cannot be economically

serviced on any other basis; help manufacturers plan for orderly distribution of products; cultivate the field intensively, thereby assuring maximum market penetration; aid in stabilizing production; provide storage for products; provide sophisticated merchandising programs which cannot be afforded by individual retailers or effectively coordinated by manufacturers offering single product line; consolidate shipments, thereby reducing the cost of transportation; reduce selling costs by having a single representative call on retail outlets; make large-scale purchases; and, in general, contribute significantly to the industry by stimulating demand, increasing sales, assuring high turnover goals, and increasing profits.

These reasons, when taken together, explain the growth and strength in this vital segment of the record industry. They also explain why the rack merchandisers look forward to the future with enthusiasm and optimism. A minor setback, prompted by the policy change of CRDC, cannot alter fundamental economics in the distribution system. Rack merchandisers, therefore, are confident in their ability to perform their unique role in the industry. Price alone has never been at the core of the rack merchandiser's success and does not explain his economic position or functioning. "Landed costs" of goods has always been an inadequate criterion for retail outlets in making decisions relative to their source of supply. Sound marketing requires that all factors be considered, utilizing the criteria of "total cost" relative to performance — total sales, inventory turnover, and total profit relative to dollars invested. When such an analysis is made, there is no question that the rack merchandiser is in a unique position to serve a large number of retail outlets, as well as manufacturers.

Finally, there is not the slightest question that the rack merchandiser is a type of wholesaler in the fullest sense of the term. This can be verified by statements from official sources, marketing authorities, special studies made of the subject, and court decisions bearing on the matter. In all such places, it is known and fully recognized that, like any wholesaler, the rack merchandiser performs economic functions and adds value by what he is doing for the supplier on the one hand, and for the retailer on the other.



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CHET ATKINS

"The sound of DYNAGROOVE is brilliant, sharp and clear. By introducing DYNAGROOVE, RCA engineers have made an important and significant contribution to the recording industry."

ARTHUR FIEDLER

"DYNAGROOVE is better on any phonograph and represents a great advance in sound by RCA Victor. Magnifico!"

SERGIO FRANCHI

"As a concert violinist I am particularly sensitive to the sound of my instrument... the sound I hear on DYNAGROOVE is the sound I want to hear."

ERICK FRIEDMAN

"The DYNAGROOVE sound is truly magnificent."

MARTY GOLD

"DYNAGROOVE brings out all the best in my horn."

AL HIRT

"The most marvelous aspect of DYNAGROOVE is that it brings the tone, sonorities and excitement of the concert hall even to the person who does not have the finest sound equipment."

LORIN HOLLANDER

"DYNAGROOVE is a masterful accomplishment."

PETER NERO

"I like DYNAGROOVE because I sound like me, to me."

LEONTYNE PRICE

DYNAGROOVE...PRAISED BY CRITICS

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"The result is the highest of the fi's..." **TIME MAGAZINE**

"... the engineering results in sound of perfect clarity and balance." **NEW YORK TIMES**

"DYNAGROOVE has a clear, open, unrestrained sound." **CHICAGO DAILY NEWS**

"... unprecedented clarity of sound... on all levels, and especially in the last inch of the record where the greatest amount of distortion is present..."

UNITED PRESS INTERNATIONAL

"It puts you much closer to the music and lets you hear music as it is played." **INDIANAPOLIS TIMES**

DYNAGROOVE...SELECTED BY CONSUMERS

"I collect opera recordings and the sound on my Victor DYNAGROOVE records is terrific." **ROBERT D. SMITH, Darien, Conn.**

"Compare a DYNAGROOVE recording with any other, then you really notice the difference." **ROGER LOCKWOOD, Boston, Mass.**

"I wish every record company would develop as good a sound as DYNAGROOVE." **WILLIAM BLANEY, Great Neck, L.I.**

"I like the way you can hear DYNAGROOVE records without the volume turned high." **RICHARD BRADFORD, New York, N.Y.**

"You can truly enjoy the magnificent fidelity of DYNAGROOVE records. They're tops!" **JACK TRABERT, Rye, N.Y.**

"It's absolutely phenomenal how quiet the surfaces of DYNAGROOVE records are." **DONALD SHEEHAN, Brooklyn, N.Y.**

EVERY MONTH MORE GREAT NEW ALBUMS ARE RELEASED IN

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Dave Clark Five An Epic Answer

NEW YORK—With the impact of the Beatles still being felt in the U. S. record market, the Yank companies are continuing their search for British names to be launched here.

One of the labels which seems to have found the formula for import-impact on local charts is Epic Records. Epic's newest group, the Dave Clark Five, is in the States this week for a round of cocktail parties and interviews and a guest spot on Ed Sullivan's CBS-TV Sunday show (8). The group's recording of "Glad All Over" knocked the Beatles out of the top spot in England and Epic executives are banking on a similar effect here.

Also clicking for Epic is Cliff Richard, who has a high global

ranking as a teen idol, but whose American success only began last summer with the Epic release, "Lucky Lips." Epic is now rolling with his second big one, "It's All in the Game."

Another Epic scorer this past year was "Tie Me Kangaroo Down, Sport," introduced by Australian singer Rolf Harris. He won his success in London and then came to the States for a number of TV and night club appearances. He returns to New York this week for another engagement at the Blue Angel.

Caterina at Persian Room

Caterina Valente, who opened Wednesday (26) at the Persian Room, has always impressed knowledgeable disk buyers on two counts: Her extraordinary technical facility and her musicianship. That is, she brings to her singing the true musician's sense of phrasing and taste.

Overseas, Miss Valente is very well known in supper clubs—as well as in films and recordings. In the United States her appearances on the nitery circuit have been few. That is a pity; and it is to be hoped that her managers will be able to schedule some dates here, for her personal appearances are replete with charm. To be brief, this is a performer of brilliance and style.

At the Persian Room Miss Valente played to a packed house. Her act was carefully put together; it had quite a continental flavor and it showcased her multi-lingual talents. She sang in English, French, German and various other tongues—and finally in Japanese. A delightful touch was "Mack the Knife" in the original German lyrics of Bertolt Brecht. And, of course, there were several Latin-American standards—which are so important in her repertoire—"Malaguena" and "The Breeze and I." The gamut of material was extremely broad, including "Moon River," "Goody Goody," etc. She is a wonderful guitarist and accompanied herself on this instrument on several numbers. Much of her material was arranged by Johnny Keating, who does her arrangements on records; and he is to be commended for an outstanding job.

Miss Valente's opening show lasted one hour, and during

Bell Rings In This Corner

NEW YORK—... And in "This Corner" is a neat little cabaret revue now holding forth at the Downstairs at the Upstairs. It's a snappy affair for the most part, moving along at a brisk pace with material that is sharp and pointed. Although its value as a recording project is moot, it does serve as a showcase for the performers and writers who could move on to bigger things.

The standout feature of the revue is Marian Mercer, a comedienne of high spirits and talent. She's a standout in song and sketch and should have no trouble getting into the big time. Also bearing watching as Broadway potentials are Treva Silverman, who supplied most of the sketches, and Rod Warren, and Michael McWhinney & Jerry Powell and Allison Roulston & Jay Foote, who supplied the songs. The talent is there—all the Broadway producers now have to do is give them a chance.

The other performers working with Miss Mercer, Bill Brown, Virgil Curry and Carol Morley also fit easily into the bright mold that director Jonathan Lucas has fashioned for the production.

The targets of the songs and sketches cover a wide range (Judy Garland to the Singing Nun) and most of them are funny and enjoyable enough to make the whole affair a pleasant and refreshing saloon stopoff.

MIKE GROSS

Enoch Light's Overseas Distrib

NEW YORK—The classical catalog of Command Records, in an arrangement made with Deutsche Grammophon, by Enoch Light, managing director of Command, will be distributed in Europe.

Included in the line are all the recordings of William Steinberg with the Pittsburgh Symphony Orchestra.

this period she held her audience at rapt attention. She will remain at the Hotel Plaza for four weeks. She will then take a two-week vacation and go to the Desert Inn at Vegas for a six-week stand.

PAUL ACKERMAN

New York PRESS BOX SCORE

"WHAT MAKES SAMMY RUN?"

"What Makes Sammy Run?" the musical adaptation of Budd Schulberg's novel, opened on Broadway February 27 to so-so notices. Steve Lawrence, making his musical comedy debut in the title role, came out just fine. Columbia will issue the original cast album, and Harms is publishing the Ervin Drake score.

Following is a breakdown of the New York press critical appraisal of the show and the score:

BILLBOARD'S MIKE GROSS: SHOW—Selling the "heel-hero" in a Broadway musical has been a tough job for librettists and composers since John O'Hara and Rodgers & Hart got away with it in "Pal Joey." The character of Harry Bogen didn't come across in "I Can Get It for You Wholesale," and similar trouble seems to hounding Sammy Glick, Budd and Stuart Schulberg's rat-fink lead. Since the character isn't well delineated, the show misses its point despite solid efforts by Steve Lawrence in the title role, Sally Ann Hawes, Robert Alda and Bernice Massi.

SCORE—Ervin Drake has come off extremely well in his shift from Tin Pan Alley to Shubert Alley. He had given "Sammy" a well-rounded score with a couple of tunes that could step out as clicks on their own. "A Room Without Windows" is especially worth watching and spinning.

TIMES: SHOW—"An uninspired musical."

SCORE—"Ervin Drake has what might be called a useful talent as a songwriter, and in 'My Hometown' and 'A Room Without Windows' he has provided Mr. Lawrence and Sally Ann Hawes with agreeable tunes."

HERALD TRIBUNE: SHOW—"The incidental laughs are not enough in themselves... Steve Lawrence is... in every conceivable way first-rate."

SCORE—"Music and lyrics for several counterpointed messages sneer very nicely."

DAILY NEWS: SHOW—"Even with a company of attractive players and the stylish trappings of big musical it seemed dated."

SCORE—"The songs are spotty, though, and several go in one ear and out the other."

POST: SHOW—"... the appeal somehow eluded me."

SCORE—"The score isn't very exciting."

JOURNAL-AMERICAN: SHOW—"... an intriguing story, well and tunefully told, and I believe it should prosper."

SCORE—"Mr. Drake's music is generally amiable, sometimes distinguished."

WORLD-TELEGRAM: SHOW—"The most zestfully evil musical of the year."

SCORE—"Ervin Drake has composed music and lyrics which fit the story in style and mood, sometimes stand strongly on their own."

PEOPLE AND PLACES

By MIKE GROSS

In a teen-age survey conducted by Gilbert Youth Research, folk singers led the group pack while Connie Francis came through as top female singer and Johnny Mathis as top male. . . . Louis Prima latched on to three songwriting collaborators (Louis Herscher, Irving Mills and Ruth Graham) to write a tune tribute to Cassius Clay titled, "I'm the Greatest." It will be released on Prima's own label, Prima Magnagroove. . . . Stu Phillips will compose the musical score for Columbia Pictures' "Ride the Wild Surf." . . . Sylvia De Sayles, who records for Regina, has signed with Joe Glaser's Associated Booking Corporation. . . . Bobby Breen set for a tour of Australia this summer. . . . Carol Channing, star of "Hello, Dolly," will make personal appearances in conjunction with the merchandising tie-ins on the Broadway musical co-ordinated by the Fellman Company. There will be a high fashion wardrobe, dolls, cosmetics, etc.

Nancy Ames, Liberty artist, currently in New York doing NBC-TV's "That Was the Week That Was," has been having a series of huddles with Richard Rodgers on the possibilities of a Broadway musical next season. . . . John Andrea, Bob Marcucci's new discovery, is expected to sign with a major label on the West Coast this week. . . . Tommy Roe, ABC-Paramount artist, on an eight-week basic training hitch in the Army. . . . Lesley Gore will be featured on a closed-circuit TV special on March 14-15 to be shown in the Fox theaters around the country. . . . Guitarist Chuck Wayne will appear at Joe Bushkin's Town Hall Concert March 20. . . . Latin maestro Argueso celebrating his 20th year at Roseland Dance City. . . . Damita Jo set for a tour of Japan March 20-April 23. . . . Lyn Duddy and Jerry Bresler are in Los Angeles to work out new material for Robert Goulet.

Thelma Carpenter, who's last disk affiliation was with Coral, is close to another recording company tie-up. . . . Italian baritone Luciano Virgili will begin a three-week U. S. tour at Carnegie Hall on April 11. Erberto Landi is promoting the tour. . . . Ken Kragen and Tom Carroll have signed Columbia recording artists, the J's With Jamie, for personal management. . . . Actor-singer Jenö Mate has opened offices under the banner of Hungarian American Management Consultants. . . . Singer Tony Lawrence jets to Paris for an appearance at the Montmartre Club in April. . . . Frank Fontaine, ABC-Paramount artist, has a deal going for an appearance at the Americana's Royal Box on June 22. . . . Laura Sands, singer-pianist of Morty Gunty's WOR-TV shows, is doubling at the Steak Pit, Paramus, N. J. . . . The "Hora Hootenanny" revue at the Cafe Sahlbra in New York will be held over through August.

Social note: Ivan Mogull, popular bachelor and music publisher on the international scene, married Maricia Ghosland last week (2). His bride is from Algeria.

TV GUEST APPEARANCES BY RECORD TALENT

MARCH 8-14 (All Times Eastern Standard)

- BEE, MOLLY—Jimmy Dean Show (ABC-TV, 9-10 p.m., Thursday 12).
 BRAND, OSCAR—Missing Links (NBC-TV, 11:30-12 a.m., daily 9-13)—Sunday Show (NBC-TV, 3-4 p.m., Sunday 15).
 CLANCY BROTHERS AND TOMMY MAKEM—Tonight Show (NBC-TV, 11:15 p.m.-1 a.m., Thursday 12)—Dialogue (NBC-TV, 10:30-11 a.m., Sunday 15)—Sunday Show (NBC-TV, 3-4 p.m., Sunday 15).
 DAVE CLARK FIVE—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 8).
 FRANKLIN, ARETHA—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 8).
 FLATT AND SCRUGGS—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 14).
 HENDERSON, FLORENCE—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 8).
 LAWRENCE, STEVE—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 8).
 NEW CHRISTY MINSTRELS—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 14).
 O'CALLAGHAN, DEIRDRE—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 15).
 OWENS, BUCK AND ROWLF—Jimmy Dean Show (ABC-TV, 9-10 p.m., Thursday 12).
 THREE YOUNG MEN FROM MONTANA—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 14).
 VALE, JERRY—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 8).
 VINTON, BOBBY—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 8).

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

Full Moon, Miller And Modernaires

A moon man dropping into the Hotel Americana's Royal Box Monday (2) would have had no inkling whatever that rock and roll had cut a swath through the music business. There they were—in the plush, romantic confines of the room—Tex Beneke with his music in the Glenn Miller manner, the charming Paula Kelly and the Modernaires, the handsome Ray Eberle belting them out in his legit style.

To pluck a line from Tennyson: "Old age hath still its honor and its toil."

We would revise this: The cats still have it. The Miller arrangements, the surging sounds of the brass and the saxes and the unabashed orientation to the big band sound (circa 1940) did not fall on inattentive ears. Now and then "A Tear Fell" (a Progressive Music copyright) amongst the more arthritic; but generally, the audience—and it was a big one—spent much of its time on the dance floor recapturing the full nostalgia of it all. Not a twister among them.

The tunes? You're right: "Moonlight Serenade," "Pennies From Heaven," "Chattanooga Choo Choo" and the great oldies—but in addition, there was a smattering of the "new." These were such items as Eberle's "What Kind of Fool Am I" and "Wives and Lovers."

The Royal Box has apparently been doing well with this big band gambit, as indicated by the recent response to Sam Donahue and His Tommy Dorsey Orchestra. The Tex Beneke engagement should continue the good business.

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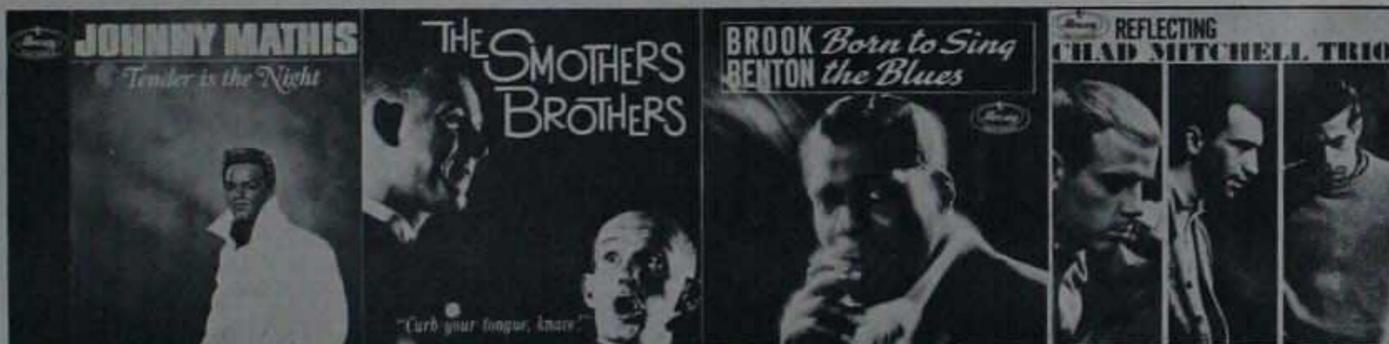
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MG 20777/SR 60777

"MOMS" MABLEY OUT ON A LIMB
MG 20889/SR 60889

SINGIN' OUR MIND
THE CHAD MITCHELL TRIO
MG 20838/SR 60838

VAUGHAN WITH VOICES
SARAH VAUGHAN
MG 20882/SR 60882



LESLEY GORE SINGS OF MIXED-UP HEARTS
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MG 20675/SR 60675

ENCORE OF GOLDEN HITS THE PLATTERS
MG 20472/SR 60243

THE SMOTHERS BROTHERS AT THE PURPLE ONION
MG 20611/SR 60611



FOREMOST IN FINE RECORDING

Radio-TV PROGRAMMING

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

VOX JOX

By BEATLES FAGGEN



Daryl Gates, KHUL-FM (Houston) deejay, and Ed Case, who presides over the program "And All That Jazz" on KTRH (Houston) were emcees of the recent Dave Brubeck concert staged at the Music Hall in Houston.

SEGUE

Frank Fontaine Jr., son of recording, TV and night club star, joins the air staff of WILI (Willamatic, Conn.) as air personality. . . . Latest WPOP (Hartford) lineup is Tom Allen (5-9 a.m.), Jerry Gordon (9 a.m.-1 p.m.), Jim Simpson (1-3 p.m.), Lou Terri (3-7 p.m.), Ken Griffin (7 p.m. to 1 a.m.); p.d. is Jim Gerhart (formerly KQV deejay) and Ken Griffin doubles as music director. . . . John Harper, WWRL (New York City) staffer for the past 18 years, joins WRFM-FM (New York City) as host of "Wake Up to Music." . . . Joel Cash, formerly of WPOP (Hartford, Conn.) joins WDEE (Hamden, Conn.) as music director and afternoon air personality. . . . Paul Oscar Anderson named music director at KOIL (Omaha) . . . Joe Mulvihill formerly with KYW (Cleveland) and WFTL (Ft. Lauderdale, Fla.) joins WJAS (NBC-Pittsburgh) as host of "Saturday Night Dance Party." . . . New femme deejay being heard all-night on KUHL (Houston) is Daryl Gates. . . . Maurice Jackson, vet air personality, joins KITE (San Antonio) as host of afternoon "Jackson's Beat."

LITTLE SEGUES: Mr. and Mrs. Joe Niagra welcomed a son, Joseph William Niagra III, on February 17. Joe is WIBG (Philadelphia) morning air personality. . . . WSAI's Mark Edwards, and Mrs. Edwards, announced the arrival of their new artist, Gregory Richard, in Cincinnati's Good Samaritan Hospital. . . . Brad Billings Meyer is the newest viewer at the Milwaukee home of WISN-TV's promotion manager, Bob Meyer and wife. The Dean Tylers, parents of girl on February 23, Dean is with WAMS (Wilmington, Del.).

Jim Tazarek, WEW (St. Louis) music director, took the matrimonial plunge on February 1. He and his bride, the former Sharon Terbrock, honeymooned in Las Vegas.

Lewis W. Herzog, 66 former administrative assistant for WTMJ AM-TV (Milwaukee), died of cancer, January 31.

CORRECTION

In the Billboard Radio Response Ratings printed in the March 7, 1964 issue for "Popular LP's-Top Disk Jockeys," No. 4 should have read Lee Jordan, rather than Lee Allan. Jordan hosts a weekend program on WCBS featuring current pop LP music.

For "R. & B.-Top Disk Jockeys," No. 2, Rocky Grosse was listed with WLIB. On February 17 Grosse joined WWRL. This correction gives WWRL the top two r.&b. disk jockeys according to the RRR.

Also in the R.&B. category, Bob Leonard, No. 6, the program director was listed although he has no air show.

LONG JOHN SHORTS WOR

NEW YORK—The beginning of what appears to be the fight of the talkers took place last week with the unconfirmed acquisition by WNBC-Radio of WOR-Radio's celebrated all-night talker, Long John Nebel. WNBC, now in the throes of developing its primarily all-talk format and line-up, is reportedly negotiating with motion picture actress Virginia Mayo and husband Michael O'Shea for a mid-morning show and is considering an audience participation telephone show 11 to noon to be called "What Do You Think?" Already signed is Brad Crandal, former Toronto air personality, who will do an audience response tele show 7:45 p.m. to midnight, and opera star Mimi Benzell, who's slated for a gab show noon to 2 p.m. on the NBC flagship station.

The new switch is scheduled for pulling April 1.

KFI Plays Big Bands Across Board

LOS ANGELES—Live band remotes and the exciting music of the swing era are two distinct programming features on KFI, NBC's affiliate here. Under the guidance of host Chuck Cecil, KFI is the only L. A. AM station programming big band music on a six-day basis.

The band remotes are a recent expansion of the Saturday evening "76 Party Time" feature which heretofore offered recorded dance music of the swing era to Los Angeles listeners. Now the entire 8:30 to midnight show is being piped to KOY, Phoenix, Ariz., and KTUC, Tucson, Ariz., with the remotes emanating from the Hollywood Paladium from 9 to 9:30; the Coconut Grove from 10 to 10:30, and the Glendora Palms Ballroom from 11 to 11:30. Between remotes, Cecil turns disk jockey to spin music which became the popular sounds from 1935 to 1945, including vocalists who emerged during that period.

This entire program is sponsored by the Union Oil Company which has restricted its commercials to two one-minute spots per half hour.

The "Dance Party" started out in October of 1961 as the Saturday evening version of Cecil's daily "Swingin' Years" show launched eight years ago.

Cecil, who celebrates his 12th anniversary with KFI in March, boasts his mail covers a wide audience despite his 10:35 until 11:45 a.m. time slot when one would guess the radio audience consisted mainly of housewives. "We receive over half our mail from men," Cecil said, pointing out doctors, salesmen, firemen and musicians who find nostalgic joy in hearing the sounds of the pop and jazz bands of that era.

One problem constantly confronting Cecil is programming the "Swingin' Years" is avoiding playing the same numbers too frequently. Working with his "big eight" artists—Goodman, Miller, Ellington, the Dorseys, Basie, James and Shaw—Cecil tries to avoid playing the same number twice in a year. There are, of course, exceptions, he admits, but the public's positive reaction to such evergreens as "In the Mood," "Jumpin' at the Woodside" or "One o'Clock

(Continued on page 36)

Brotherhood Awards to Radio-TV

NEW YORK—Television and radio stations across the nation have been cited by the National Conference of Christians and Jews for outstanding public service programming designed to further greater understanding and respect among the many groups in our society, religious, ethnic and social.

Dr. Lewis Webster Jones, president of the National Conference, in a National Brotherhood Week announcement, said: "Far too little national recognition is accorded local broadcasters for their vital interest and important contributions in broadcast time and station facilities to major issues and problems which divide individual communities as well as the nation. This local programming involves local leadership in these communities with their viewing audience and is a major tool in helping all of us to face up to our differences and learn to respect one another even though we cannot always agree. Such programming is the practice of a responsible democracy."

Winners of this special Brotherhood Week recognition will receive an NCCJ Distinguished Merit Citation Plaque. Stations to be honored are:

WTMJ-TV, Milwaukee — for its 30-minute live show, "Human Rights," produced in co-operation with the Milwaukee Human Relations TV Council — a monthly program started in September 1956 which has amassed a total of 89 consecutive programs.

KTVI, St. Louis—for its weekly program "The Religious Reporter."

WOI-Radio, Iowa State University, Ames, Ia.—for its weekly series "Background," a full, frank and free discussion of issues of public consequence.

Meredith Broadcasting Company, Omaha—for its weekly NCCJ radio and television news and interview program now in its eighth year and sponsorship of programs by the Omaha area of the Council of Churches and a TV special for the Festival of Faith.

WCCO-TV, Minneapolis—for its weekly public service news and interview program "Religious News," dedicated to continuing the dialog for better understanding among the religions.

KOA-TV and radio, Denver—for its 13-week series "Rearing Children of Good Will" and its continuing interest and programming among youth and adults to achieve greater understanding and co-operation among citizens of Denver.

KLZ-TV and radio, Denver—for its full-scale co-operation with the NCCJ through programs devoted to better understanding among all people in the community.

WNAC-TV, Boston—for a 13-week half-hour series "Rearing Children of Good Will" and annual coverage of the Anniversary Dinner.

WNBC-Radio, New York—for "The Basic Issues," "In Good Faith," "People at the U.N." and "Then All the World Be Mended," four different series programs devoted to improving acceptance of people as they are on all levels in our society.

WNBT, New York, Educational TV Station—for its program "Religion in the News," a weekly news and interview program devoted to better under-

Affiliates Vote On Biondi

NEW YORK — The Mutual Broadcasting System is rushing contracts to affiliates on the soon to be "Dick Biondi Show" following a week-long trial run last week on the net.

The two-hour pop music show was fed to the affiliates from 2 to 4 p.m. daily. The stations had the option of carrying it live from the net, taping it live from the net, or just for internal monitoring.

"The response from our affiliates has been very encouraging," said Robert F. Hurleigh, president of Mutual. "I believe there is a desire for this type of programming, especially in the evening, and we at Mutual are attempting to fill that need. There are 487 mutual affiliates.

If a sufficient number of affiliates sign on the dotted line within the next few weeks the Biondi show will become the only network deejay program on a radio net. The two-hour segment offered on a subscription basis by the web may be picked up by the smallest affiliates for as little as \$10 a week, with the cost increasing proportionally with market size. In the nation's third largest market, Chicago, Mutual affiliate WCFL is reported considering carrying the show Saturday nights only. This could mean that Biondi's dulcet tones could again be heard in the Windy City, the scene of his most eventful air triumph while a night mentor on 50,000-watt WLS. WCFL, also a 50,000-watt, has a "standard" music format which would account for any decision to run the youthful deejay in the Saturday night slot only.

Top Tune List New "Jocko" Bit

PHILADELPHIA — A new music listing is being offered to distributors by "Jocko" Henderson, WDAS, and syndicated deejay. Entitled "Jocko's Hit Kit," the four-page biweekly booklet will list the 60 songs Jocko and assistant Dave Rolnick think are happening, including Jocko's "Album in Orbit of the Week." Advertising will be sold strictly to distributors and Rolnick will serve as editor and publisher.

Jocko's "Rocket Ship Show" is currently being aired via syndicated tape on New York's WRL; WWIN, Baltimore; WUST, Washington; WMBM, Miami; KXLW, St. Louis, and WILD, Boston. The Philadelphia-based deejay is negotiating with a chain of 10 stations located in such markets as San Francisco, Chicago, Pittsburgh and Cleveland for the program segment. Jocko and Rolnick record the programs on cartridge in the deejay's studio-equipped home. Three full-time engineers keep the \$50,000 worth of recording equipment in shape.

standing among the religious communities.

WHEC-TV, Rochester, N. Y.—for its continuing coverage of activities in the community devoted to better understanding among the religious, racial and ethnic groups.

WMAR-TV, Baltimore—for its prime time continuing program "Faith to Faith," a Protestant-Roman Catholic television dialog.

(Continued on page 36)

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RADIO RESPONSE RATING

CHICAGO

TOP STATIONS

| Rank | Call Letters | % of Total Points |
|--|--------------------------|-------------------|
| ★ For POPULAR Singles | | |
| 1. | WLS | 60% |
| 2. | WIND | 35% |
| | Others (WYNR, WBBM) | 5% |
| ★ For POPULAR LP's | | |
| 1. | WBBM | 27% |
| 2. | WGN | 24% |
| 3. | WIND | 20% |
| 4. | WCFL | 15% |
| 5. | WLS | 14% |
| ★ For JAZZ | | |
| 1. | WAAF | 49% |
| 2. | WCFL | 37% |
| 3. | WYNR | 9% |
| | Others (WBBM-WIND) | 5% |
| ★ For COUNTRY MUSIC | | |
| 1. | WWCA, Gary, Ind. | 36% |
| 2. | WTZQ, La Grange, Ill. | 16% |
| 3. | WOPA | 14% |
| | Others (WIND, WLS, WGN) | 23% |
| ★ For SINGLES (non-rock) (Middle of the Road) | | |
| 1. | WIND | 42% |
| 2. | WGN | 28% |
| 3. | WBBM | 25% |
| | Others (WLS, WAAF, WMAQ) | 5% |
| ★ For FOLK MUSIC | | |
| 1. | WFMT-FM | 57% |
| 2. | WBBM | 29% |
| | Others (WLS, WGN) | 14% |
| ★ For COMEDY A clear ranking of stations for Comedy LP's could not be ascertained. The following stations all received mentions as being somewhat significant in the area of comedy: WGN, WFMT-FM, WCFL, WBBM, WAAF | | |
| ★ For CLASSICAL | | |
| 1. | WFMT-FM | 56% |
| 2. | WBBM | 27% |
| 3. | WMAQ | 17% |

TOP DISK JOCKEYS

| Rank | Disk Jockey | Call Letters | % of Total Points | % of 1st Place Votes |
|-----------------------|--|--------------|-------------------|----------------------|
| ★ For POPULAR Singles | | | | |
| 1. | Art Roberts | WLS | 39% | |
| 2. | Ron Riley | WLS | 25% | |
| 3. | Howard Miller | WIND | 21% | |
| 4. | Bob Hale | WLS | 8% | |
| | Others (Bruce Brown-WYNR, Gene Taylor-WLS, Bruce Lee-WIND, Dick Williamson-WIND) | | 7% | |
| ★ For POPULAR LP's | | | | |
| 1. | Mel Bellairs | WBBM | 37% | |
| 2. | Howard Miller | WIND | 19% | |
| 3. | Wally Phillips | WGN | 11% | |
| 3. | Eddie Hubbard | WGN | 11% | |
| | Others (Lee Rodgers-WIND, Josh Brady-WCFL, Franklin McCormick-WGN, Ron Riley-WLS, Art Roberts-WLS, Pat Sheridan-WBBM, Mike Rapchak-WCFL, Dick Williams-WIND) | | 22% | |
| ★ For JAZZ | | | | |
| 1. | Daddy-O-Daylie | WAAF | 38% | 50% |
| 2. | Sid McCoy | WCFL | 35% | 25% |
| 3. | Marty Faye | WAAF | 14% | 25% |
| 4. | Yvonne Daniels | WYNR | 8% | |
| | Others (Norm Spaulding-WAAF, B. Hayes-WYON, Dick Buckley-WAAF) | | 5% | |
| ★ For COUNTRY MUSIC | | | | |
| 1. | Len Ellis | WWCA | 72% | |
| 2. | Bill Blough | WMRO | 24% | |
| | Others (Cousin Jim Cole, WWCA) | | 4% | |

STATIONS BY FORMAT

LOS ANGELES: Third radio market. 12 AM; 17 FM. Plus Long Beach, Pasadena, Burbank, Santa Monica, San Fernando, Glendale, San Gabriel and others.

KFAC: 5,000 watts. Owned by Cleveland Broadcasting. Music format: "classical." One of the most successful full-time classical music stations in the nation. Vice-President, Edwin J. Stevens.

KFI: 50,000 watts. Independent. NBC affiliate. Music format: "standard" featuring a diversified schedule of music programs, including two-hour big band music show, across-the-board and "Polka Party" on Saturdays. Station Manager, Charles Hamilton. Program Director, Pat Kelly.

KFWB: 5,000 watts. Crowell-Collier Broadcasting Company. Music format: "contemporary," featuring new single releases, contemporary LP's, and sales proven singles. Strong personality identification. Active on and off-air promotion. Key station for exposure of new record product of contemporary nature. General Manager, J. J. Bernard.

KHJ: RKO General owned. Music format: "pop standard" featuring a wide diversification of music and drama programs. "Hootenanny," "Sunday, Compton and Strings" (based on Sinatra recordings), and other special programs. Strongly identifiable personalities. Station gives exposure to a wide variety of record product of a non-frenetic nature. General Manager, Martin S. Fliesler. Program Manager, G. Edwards.

KLAC: 5,000 watts. Owned by Metropolitan (Metromedia). Music format: "standard-pop" featuring music from current LP's, pop singles (non-rock). Station was recently purchased by Metromedia and is still undergoing programming changes. Vice-President and General Manager, Alan Henry. Operations Director, James Lightfoot.

KRLA: 50,000 watts day, 10,000 watts night. Soon to have ownership change. Music format: "contemporary" featuring latest pop singles and LP releases. Strong personality identification. General Manager, John Barrett. Program Director, Reb Foster (also does air show 3 to 6 p.m.).

KMPC: 50,000 watts. Golden West Broadcasters chain. Music format: "standard-pop" featuring music mainly from current LP releases (non-rock) and some current non-rock singles. Strong personality identification. News services: Radio Press International and UPI plus "Airwatch," news and traffic coverage by two helicopters. Vice-President and General Manager, Loyd C. Sigmon. Program Director, Russ Barnett.

KNX: 50,000 watts. Owned by Columbia Broadcasting System. Music format: "standard," featuring music from stock and current LP's of the standard variety. No rock is played. Vice-President and General Manager, Robert P. Sutton. Program Director, Hartfield Weedon.

KDAY: 50,000 watts. A Continental Group station. Licensed to Santa Monica. Music format: "contemporary"-Negro oriented programming. Features gospel and spiritual music daily. General Manager, Norman L. Posen. Operations and Program Manager, Kelley Daniels.

KFOX: 1,000 watts. Sonderling station licensed to Long Beach. Music format: "country-western." Strong personality identification. Vice-President and General Manager, Dick Schofield.

CHICAGO: Second U. S. radio market. Thirteen AM, 13 FM stations.

WLS: 50,000 watts. Owned by American Broadcasting Company. Music format: "contemporary." Station has tight play list and concentrates on the established hits with limited emphasis on new releases before they become proved sellers. Station's greatest impact, as far as pop music is concerned, takes place from 7 to midnight. Art Roberts (10 to midnight), who took over the slot after the exit of Dick Biondi, has managed to hold on to the vast audience left by Biondi. The station's signal makes this show and the station a factor in Indiana, Northern Ohio, Wisconsin, Illinois and other secondary areas. President, Ralph W. Beaudin. Production Manager, Gene Taylor (also does air show 10 to noon M-F, and 9 a.m. to noon on Saturday).

WIND: 5,000 watts. Owned by Westinghouse Broadcasting Company (Group W). Music format: "Pop contemporary." featuring new single releases, established current releases, standard LP selections. Strongly identifiable air personalities. Morning man, Howard Miller, is Chicago's top-rated air personality. Station is among the top money-makers in the industry. Influential news operation. General Manager, Edward Wallis. Program Manager, Guy Harris.

WYNR: 5,000 watts. A McLendon station. Music format: "contemporary" with emphasis on r.&b. Station has Negro-oriented programming. Also has strong following among white teen-agers. Important station for initial exposure of new product. General Manager, Jay J. G. Schatz. Program Director, Floyd Brown (also does air show 9 a.m.-noon, M-F).

WBBM: 50,000 watts. Owned by Columbia Broadcasting System. Music format: "pop standard" featuring current LP's and singles excluding the more frenetic rockers and r.&b. releases. Station has been undergoing a gradual changeover from a strictly "standard" LP-only music policy to one which now includes most of the new non-rock single releases. Greater emphasis is also being placed on the air personalities in order to capture the ear of the young adult. Station's accent on youth has resulted in changes in the live "Music Wagon Show" (7:15 to 8 a.m. and 9:10 to 10 a.m.) with the hiring of vocalist Lurlean Hunter and Bill Lawrence and a local group called the Arbors. Programs are now arranged in blocks. Music and talk with the music aimed at getting the younger
(Continued on page 18)

LOS ANGELES

TOP STATIONS

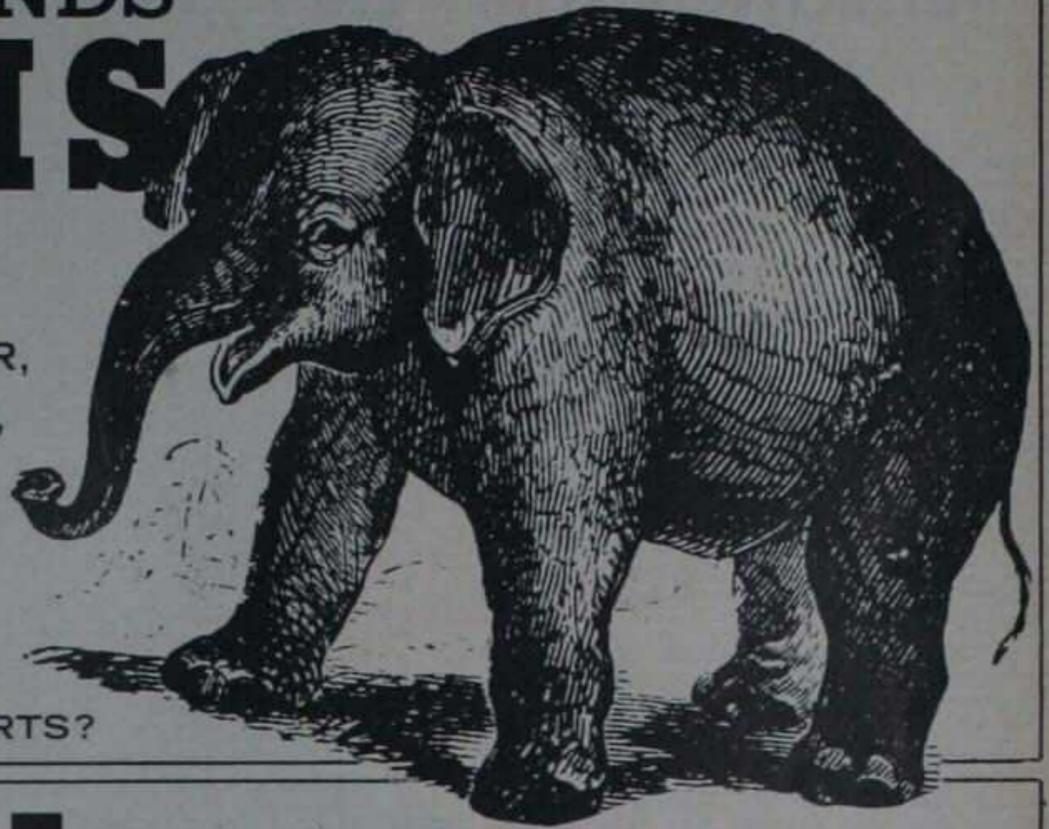
| Rank | Call Letters | % of Total Points |
|--|---|-------------------|
| ★ For POPULAR Singles | | |
| 1. | KFWB | 47% |
| | (Received all first place votes) | |
| 2. | KRLA | 30% |
| | Others (KMPC, KLAC, KGFJ, KRLA, KMEN) | 23% |
| ★ For POPULAR LP's | | |
| 1. | KMPC | 48% |
| | (Received all first place votes) | |
| 2. | KLAC | 18% |
| 3. | KRXD | 13% |
| | Others (KNX, KOGO, KGBS, KRHM-FM, KHG, KHJ) | 21% |
| ★ For (Hard Rock) Albums | | |
| 1. | KGFJ | 40% |
| 2. | KFWB | 33% |
| 3. | KRLA | 20% |
| 4. | KMPC | 7% |
| ★ For R.&B. | | |
| 1. | KGFJ | 52% |
| 2. | KDAY | 42% |
| | Others (KBLA, KRLA) | 6% |
| ★ For JAZZ | | |
| 1. | KBLA-FM | 37% |
| 2. | KNOB-FM | 34% |
| 3. | KRHM-FM | 18% |
| | Others (KMPC, KBIG-FM) | 11% |
| ★ For COUNTRY | | |
| 1. | KFOX (Long Beach) | 60% |
| | (Received all first place votes) | |
| 2. | KIEV (Glendale) | 17% |
| 3. | KWOW (Pomona) | 15% |
| | Others (KTYM, XERB, Mexico) | 8% |
| ★ For SINGLES (non-rock) (Middle of the Road) | | |
| 1. | KMPC | 51% |
| | (Received all first place votes) | |
| 2. | KLAC | 25% |
| 3. | KHJ | 18% |
| | Others (KNX, KFWB, KMEN, San Bernardino) | 6% |
| ★ For FOLK MUSIC | | |
| 1. | Les Claypool, KRHM-FM | 70% |
| 2. | KMPC | 20% |
| 3. | KHJ | 10% |
| ★ For COMEDY | | |
| 1. | Bob Crane, KNX | 61% |
| 2. | Dick Whittinghill, KMPC | 22% |
| 3. | Gary Owens, KMPC | 11% |
| 4. | KMPC | 7% |
| ★ For CLASSICAL | | |
| 1. | KFAC | 67% |
| 2. | Tom Cassidy, KFAC | 13% |
| | Others (KCBN, KRHM-FM, KPOL) | 20% |

TOP DISK JOCKEYS

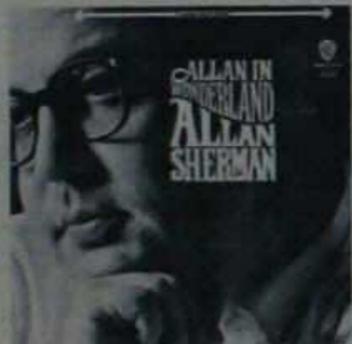
| Rank | Disk Jockey | Call Letters | % of Total Points | % of 1st Place Votes |
|-----------------------|---|--------------|-------------------|----------------------|
| ★ For POPULAR Singles | | | | |
| 1. | Wink Martindale | KFWB | 42% | |
| 2. | Gene Weede | KFWB | 23% | |
| 3. | Bob Hudson | KRLA | 9% | |
| 4. | Casey Kasem | KRLA | 8% | |
| 5. | Ted Quillin | KRLA | 4% | |
| 5. | Bill (Rosco) Mercer | KGFJ | 4% | |
| | Others (Gary Owens-KMPC, Roger Christian-KFWB, Bob Eubanks-KRLA, Lloyd Thaxton-KCOP-TV) | | 12% | |
| ★ For POPULAR LP's | | | | |
| 1. | Gary Owens | KMPC | 29% | |
| 2. | Johnny Magnus | KMPC | 16% | |
| 3. | Bob Crane | KNX | 14% | |
| 4. | Ira Cook | KMPC | 11% | |
| 5. | Roger Carroll | KMPC | 7% | |
| 6. | Dick Whittinghill | KMPC | 6% | |
| 6. | Frank Evans | KRHM-FM | 6% | |
| | Others (Paul Compton-KHJ, Don McKinnon-KLAC, Johnny Magnus-KMPC, Danny Dark-KLAC, Herman Griffith-KGFJ) | | 11% | |
| ★ For R.&B. | | | | |
| 1. | Bill (Rosco) Mercer | KGFJ | 50% | |
| 2. | Tommy Smalls | KADY | 18% | |
| 3. | Herman Griffith | KGFJ | 18% | |
| 4. | Larry McCormick | KADY | 10% | |
| 5. | Hutter Hancock | KGFJ | 4% | |
| ★ For JAZZ | | | | |
| 1. | Tammy Bee | KBLA | 25% | |
| 2. | Sleepy Stein | KNOB | 22% | |
| 2. | Frank Evans | KRHM-FM | 22% | |
| 4. | Johnny Magnus | KMPC | 17% | |
| | Others (Peter Tripp-KGFJ, Les Claypool-KRHM-FM) | | 14% | |
| ★ For COUNTRY | | | | |
| 1. | Biff Collie | KFOX | 35% | |
| 2. | Hugh Cherry | KFOX | 30% | |
| 3. | Cliffie Stone | KFOX | 18% | |
| | Others (Smiley Monroe-KIEV, Joe Allison-KFOX, Charlie Williams, KFOX, Uncle Millie-KTYM) | | 17% | |

TELL US, DEAR FRIENDS WHAT IS

BIG AS AN ELEPHANT,
HAS TWELVE SIDES,
IS GOLD AND BLACK ALL OVER,
SPINS AROUND AND AROUND,
&
CAN NOT BE STOPPED EVEN
BY A WHOLE HERD OF
UNSCRUPULOUS MAU MAUS
ARMED WITH SINISTER POISONED DARTS?



SOLUTION:



ALLAN IN WONDERLAND

The number one funny guy is headed for the top of the charts again. Allan Sherman, of course. W/WS 1530.



THINGS ARE SWINGIN'

The Go-Group—The Kirby Stone Four—doing *Baubles, Zing!* and other bright ones. W/WS 1540.



I ENJOY BEING A GIRL

By one of the girliest, Barbara McNair. We think she has the brightest, swinziest voice in years. W/WS 1541.



FITNESS FOR BABY AND YOU

This is by best-selling exercise expert Bonnie Prudden; a new and long-needed fitness LP for mama. W 1542.



HIT TUNES FROM "HELLO, DOLLY!" & "WHAT MAKES SAMMY RUN?"

Swing impressions by pianist Barbara Carroll (with swing orch) of two smash Broadway musicals. W/WS 1543.



FREDDIE CANNON

The Abigail Beecher guy in a collection of all-current, all-smash hits, straight from the charts. W/WS 1544.

AND THAT, DEAR FRIENDS, IS WHY
THE JUMBO SALES ACTION **STAYS ON**

 **WARNER BROS. RECORDS**
... the first name in sound

PROGRAMMING NEWSLETTER

Effectiveness of 'Tight' Playlist

By BILL GAVIN
Contributing Editor

In a recent Newsletter we looked at selected examples of top 40 programming, with special reference to the effectiveness of the "tight" playlist. We found that the short list, with from 45 to 50 selections, generally produced a good rating picture, although not by any means does it assure rating leadership.



What advantage does the short list have over the more conventional one of 80 to 100 sides? Simple arithmetic demonstrates that practically every side on the short list is played once every three hours. Obviously, then, the listeners to the short list must enjoy such frequent repetitions of the items it contains. Novelty and variety apparently have less appeal than the assurance of hearing the top hits and picks.

Frequency of repeated airplay of any or all playlist items should not be confused with frequency with which the listeners hear these records. The average listener, whose tune-in span seldom exceeds one hour, could theoretically tune in the short playlist six times before hearing every record twice. The number of listeners whose daily span stretches three or more hours, is a very small minority. The need, then, is not to present a three or four-hour segment that is strong over-all but to make sure that every single hour is of maximum strength. This advantage accrues more or less automatically to those stations limiting their list of hits to 30, rather than to 40 or 50. We have to assume, as a basic premise of top 40 programming, that

the larger the volume of sales, the greater the degree of a record's acceptance with the listening audience. Ten records per hour out of the top 30 should average higher in popularity content than 10 out of a top 40 or 50.

Then, the question might be raised, what about those hot new hits that would get a number on a top 40 list but not on a top 30? The answer, of course, is that it would be a pretty rare top 30 operation that was not already including these hot new "comers" in its list of extras. There is an additional advantage in not assigning chart ranking to these new hits: they may be played during the same hour as the regular chart items, adding additional strength to the programming.

Some critics charge the top 30 system with being "slow." The opposite is usually the case. An older hit is dropped from the playlist when it drops off the chart. It obviously has a chance for a longer life on a list of 40 than on a list of 30. It is true that the tight top 30 system plays fewer new records than the normal top 40. This could be one of the reasons for its pulling power. It is not the number of new releases but their quality that makes the critical difference. It is almost axiomatic that the larger the number of picks, the higher the percentage of "bombs." An effort to be first to break a new hit often results in a large number of failures. The programmer who adds a minimum number of new releases to his playlist each week is hardly ever the first to break a hit. On the other hand, he has the satisfaction of being pretty certain that he is right.

This is not intended as a defense of the tight playlist. I am certainly not recommending it to anyone. Its advantages can be utilized in a much more progressive format. There will be further discussion of this subject in future Newsletters.

WJW Airs New Set

CLEVELAND—WJW, Storer radio in Cleveland, is airing a series of documentaries on the gathering, writing and dissemination of news in this country today.

Produced by the University of Michigan Broadcast Service, the 29-week series entitled "News in Twentieth Century America," is compiled from interviews with the men and women who make news their business. Among the newsmen featured on the series are H. V. Kaltenborn, John Daly, Drew Pearson, Quincy Howe, Mike Wallace, David Brinkley, James Hagerly, Howard K. Smith and Fulton Lewis Jr.

Topics of the individual pro-

Dallas AM-er Sold

DALLAS—Robert S. Straus and his brother, Theodore Straus have purchased KIXL, Dallas, from Lee Segall. The station will continue its policy of "adult music." Theodore Straus joined the staff of KIXL prior to the time the station went on the air and stayed with it four years. He resigned at that time from the post of commercial manager.

grams covered include: "The Foreign Correspondent," "Behind the Iron Curtain," "Women in Journalism," "The President and the Press," "Secrecy and Security in Washington," "Race Relations and the Press," "Editorializing" and "The Newsmen of the Future."

Ah, Radio's Sweet Pull

HOLLYWOOD — Aggressive action by the two West Coast radio stations has resulted in saving a would-be obscure LP release from the dusty back record shelves and turning it into a local hit.

Jimmy Fidler, host of a Sunday evening show on KMPC, played three cuts from the Fontana LP "Melodies of Japan," by Johnny Gregory and his orchestra. Bill Stewart, KGIL deejay, also began playing the LP which features modern interpretations of 500-year-old Japanese children's folk songs done in several musical styles.

With other KMPC and KGIL deejays featuring cuts from the LP, listeners began calling for information about the LP and a Van Nuys distributor reported it had sold out of the LP.

Roger Carroll of KMPC launched a campaign to find out more information about orchestra leader Johnny Gregory. Alan Mack, a Los Angeles resident and KMPC listener, hearing Carroll's on-the-air appeal, offered the information that Gregory was a conductor living in London.

The mystery conductor was contacted and he in turn wrote KMPC that he appreciated their assistance in exposing the LP, but "frankly hadn't any knowledge that the LP had been issued in the U. S."

Commenting on the growing interest in the LP, Ronnie Ricklin of Pep Record Sales, told Billboard: "I never really believed that radio could break an album, but this incident really proved it. KMPC and KGIL created the excitement and caused people to start talking about and buying the product."

ARTISTS' BIOGRAPHIES

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



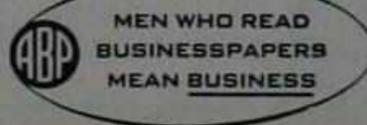
TERRY STAFFORD
(Crusader)
PM: Ted Bevan

Born and educated in Amarillo, Tex., Terry first began to think seriously in terms of his present career while singing for school dances, the songs of his two idols, Elvis Presley and the late Buddy Holly. Through the help of his biggest fan, his mother, he went to Hollywood. After two years of playing night clubs and record hops, he was heard by John Fisher and

Les Worden, executives of the newly formed Crusader Record Company. They were so impressed that they rushed Terry to a studio where he recorded "Suspicion," a song previously waxed by Elvis Presley.

This tall Texan (six feet three inches) is a sports enthusiast. In high school he earned letters in basketball, baseball and football, in addition to winning awards for horseback riding and water skiing.

LATEST RECORD: "Suspicion" is No. 49 on Billboard's Hot 100 this week.



STATIONS BY FORMAT

Continued from page 16

listener and the talk getting and holding an older audience. General Manager, E. H. Shomo. Program Director, Len Schlosser.

WGN: 50,000 watts. Independent. Music format: "standard-pop" featuring mainly music from LP's and a gentle sprinkling of new singles. Strong news and public affairs image. Traffic helicopter. Radio Press International, AP, UPI and Chicago City News Bureau services. Station Manager, Charles E. Gates. Program Manager, Robert Bradford.

WCFL: 50,000 watts. Owned by Chicago Federation of Labor. Mutual affiliate. Music format: "standard" featuring music mainly from LP's, some jazz and some current singles. Carries Chicago White Sox baseball, Northwestern football and other sports event. Manager, Thomas E. Haviland. Program Director, Robert T. Finnegan.

WVON: 1,000 watts days, 250 watts night. Independent. Music format: "contemporary-Negro oriented." Station has been enjoying sharp upward surge in local ratings. Important outlets for r.&b. singles and the exposure of new pop-rock singles. Large following among teen-agers. General Manager, Lloyd Webb. Operations Manager, E. Rodney Jones.

WBEE: 1,000 watts day. A Continental Group Station. Music format: "contemporary-Negro oriented." General Manager, Harvey Wilburn.

WAAF: 1,000 watts day. Independent. Music format: "jazz." Vice-President and General Manager, Thomas L. Davis.

WMAQ: 50,000 watts. Owned by National Broadcasting Company. Music format: "standard-semi-classical" featuring mainly music from stock LP's with a sprinkling of new LP cuts. Station is presently undergoing a programming and music format analysis which may result in the inclusion of non-rock singles and more current LP selections within the format. Station enjoys fine community image and maintains deep-rooted radio tradition. Airstalk "Jack Eigen Show" 11:15 p.m.-1:30 a.m., M-S. General Manager, John M. Keyes. Vice-President NBC-Owned Radio Stations (New York), Michael Joseph.

WJJD: 50,000 watts. Plough chain. Music format: "standard pop" programmed primarily from Plough headquarters in Memphis. Station has recently been including some pop-non-rock singles and appears to be programming its own music. Vice-President and General Manager, Boyd W. Lawlor.

READY-TO-GO PROGRAMMING

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

MIDDLE-ROAD SINGLES

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

| Week | 2 Wks. Ago | From this week's Hot 100 | Weeks on Hot 100 |
|------|------------|---|------------------|
| | | TITLE, ARTIST, LABEL | |
| 1 | 1 | JAVA, Al Hirt, RCA Victor 8280 | 11 |
| 2 | 2 | NAY BLUE, Diane Renay, 20th Century-Fox 456 | 8 |
| 3 | 4 | SEE THE FUNNY LITTLE CLOWN, Bobby Goldsboro, United Artists 672 | 10 |
| 4 | 5 | I LOVE YOU MORE AND MORE EVERY DAY, Al Martino, Capitol 5108 | 7 |
| 5 | 12 | HELLO, DOLLY! Louis Armstrong, Kapp 573 | 5 |
| 6 | 3 | STOP AND THINK IT OVER, Dale & Grace, Montel 922 | 8 |
| 7 | 8 | THE SHELTER OF YOUR ARMS, Sammy Davis Jr., Reprise 20216 | 14 |
| 8 | — | MY HEART BELONGS TO ONLY YOU, Bobby Vinton, Epic 9662 | 3 |
| 9 | 16 | BLUE WINTER, Connie Francis, MGM 13214 | 5 |
| 10 | 10 | I WISH YOU LOVE, Gloria Lynn, Everest 2036 | 10 |
| 11 | 6 | A FOOL NEVER LEARNS, Andy Williams, Columbia 42950 | 10 |
| 12 | 14 | MILLER'S CAVE, Bobby Bare, RCA Victor 8294 | 6 |
| 13 | 19 | STARDUST, Nino Tempo & April Stevens, Atco 6286 | 4 |
| 14 | 18 | UNDERSTAND YOUR MAN, Johnny Cash, Columbia 42964 | 5 |
| 15 | — | MY HEART CRIES FOR YOU, Ray Charles, ABC-Paramount 10530 | 3 |
| 16 | — | MY TRUE CARRIE LOVE, Nat King Cole, Capitol 5125 | 4 |
| 17 | — | HE'LL HAVE TO GO, Solomon Burke, Atlantic 2218 | 6 |
| 18 | — | YOUNG AND IN LOVE, Chris Crosby, MGM 13191 | 5 |
| 19 | — | THINK, Brenda Lee, Decca 31599 | 2 |
| 20 | 17 | BYE BYE BARBARA, Johnny Mathis, Mercury 72229 | 7 |

YESTERYEAR'S HITS

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

POP-5 YEARS AGO
March 16, 1959

- Venus, F. Avalon, Chancellor
- Charlie Brown, Coasters, Atco
- Alvin's Harmonica, D. Seville & the Chipmunks, Liberty
- It's Just a Matter of Time, B. Benton, Mercury
- Slagger Lee, L. Price, ABC-Paramount
- I've Had It, Bell Notes, Time
- Donna, R. Valens, Del-Fi
- Tragedy, T. Wayne, Fernwood
- Never Be Anyone Else But You, R. Nelson, Imperial
- Peter Gunn Theme, R. Anthony, Capitol

POP-10 YEARS AGO
March 13, 1954

- Make Love to Me, J. Stafford, Columbia
- Secret Love, D. Day, Columbia
- I Get So Lonely, Four Knights, Capitol
- Oh, My Papa, E. Fisher, RCA Victor
- Young at Heart, F. Sinatra, Capitol
- Cross Over the Bridge, P. Page, Mercury
- That's Amore, D. Martin, Capitol
- Stranger in Paradise, T. Bennett, Columbia
- Wanted, P. Como, RCA Victor
- Changing Partners, P. Page, Mercury

RHYTHM & BLUES—Five Years Ago—March 16, 1959

- It's Just a Matter of Time, B. Benton, I Cried a Tear, L. Baker, Atlantic
Charlie Brown, Coasters, Atco
Slagger Lee, L. Price, ABC-Paramount
Lonely Teardrops, J. Wilson, Brunswick

- Pretty Girls Everywhere, E. Church, Class
Teardrops on Your Letter, H. Ballard, King
Try Me, J. Brown, Federal
The Right Time, R. Charles, Atlantic
Everybody Likes to Cha Cha, S. Cooke, Keen

*Hickory
Proudly
Presents The
Sensational
British
Artist*

*Lonnie
Donegan**

SINGING

LEMON TREE

c/w

A VERY GOOD YEAR

HICKORY 1247

* now exclusively
on Hickory Label
under long-term
contract for USA

Hickory RECORDS, INC.
2510 Franklin Road Nashville 4, Tennessee
HOME OF THE NASHVILLE SOUND

Fans' Club To Promote C&W Music

ST. LOUIS—A new organization for lovers of country music, known as the Foot Stompin' Fan Club, has been organized here by Jim Peachey and Dick Blake, of Sponsored Events, Inc., promoters of country music shows. It is planned to promote the venture on a national basis.

It all started here recently when Peachey and Blake met with a group of country music headliners, during their engagement at Kiel Auditorium here, including Webb Pierce, Ferlin Husky, Del Reeves and Stonewall Jackson, and decided there should be some kind of an organization which would bring followers of country music together to share ideas, experiences and interests. Membership cards and identification badges were designed and produced, with Jimmy Dean, of ABC-TV's Jimmy Dean Show, holding membership card No. 1.

Among extras offered with \$1 memberships are such things as discount prices on country and folk music records and albums, reduced rates for admission to country music shows sponsored by Sponsored Events, a Stomper's Newsletter plus a number of other incentives to come.

Flatt & Scruggs Top Tenn. Fest

NASHVILLE — Lester Flatt and Earl Scruggs will be the top feature in the State-Wide Folk Festival to be held at the National Guard Armory here Saturday (14). Also participating will be a performer or group from each of the colleges and universities in the State, the winner in the talent contest to receive a recording contract from Dot Records. A poll was taken among the schools in the State to select the group to star in the festival. Of 43 schools voting, Flatt and Scruggs received 38 votes.

The Flatt and Scruggs unit is currently riding high on the crest of popularity among college audiences. Their itinerary through April takes them to George Washington University, Washington, March 20; Cornell University, Ithaca, N. Y., March 21; Brunswick, Md., 22; Aurora, Ill., 28; Carnegie Hall, New York, April 3; Jordan Hall, Boston, 4; Wake Forest (N. C.) College, 9; Duke University, Durham, N. C., 10; Kenyon (Ohio) College, 17; Cleveland, 18, and University of North Carolina, Chapel Hill, 25.

IRP Sets C.&W. Division

NORTH MIAMI BEACH, Fla.—Gene Milgram, of Independent Record Producers, Inc., with headquarters here, announces that his firm has formed a separate wing to handle distribution of c.&w. records exclusively on a national basis. The decision for the new division was made after a recent meeting in New York with several of the small indie c.&w. labels located there. Efforts will be placed on c.&w. promotion with country music radio stations, distributors and retail outlets, Milgram says.



WSM'S 'GRAND OLE OPRY' added two bright new names in country music to its roster last week, and Off Devine, general manager of the 'Opry' (second from right), is obviously pleased to have the new talent aboard. The new acts include Jim and Jesse (left) and Hickory's Ernest Ashworth, (right).

WQIK Readies Festival Plans

JACKSONVILLE, Fla. — WQIK-Radio here is making preparations for its fourth annual Southeastern Country Music Festival to be held at the 13,000-seat Coliseum April 18. The three previous shows have pulled crowds in excess of 11,000.

Already signed for the show are Ferlin Husky, Hank Williams Jr., Faron Young, Sheb Wooley, Wade Ray, Darrell McCall, the Browns, Justin Tubb, Jean Shepard, Ernest Ashworth and the Sego Brothers and Naomi.

As advance promotion prior

C.&W. Back at Oak Leaf

LURAY, Va.—Jeff Simmons, Sales Records artist, and his manager, Mabel Boyd, have leased Oak Leaf Park here for operation each Sunday with a country music program, beginning May 10. Country name and local talent will be spotted each Sunday, with Jeff and the Seminoles, with Craig Wingfield, a weekly feature. Oak Leaf has been a country music park for many years.

to the show, WQIK, in cooperation with station sponsors, is giving away a new car, a color TV set, free trips to Nassau and free passes to the festival.

HOT COUNTRY SINGLES

| Billboard SPECIAL SURVEY FOR WEEK ENDING 3/14/64 | | | |
|---|-----------|---|----------------|
| This Week | Last Week | TITLE, Artist, Label & No. | Weeks on Chart |
| 1 | 1 | SAGINAW, MICHIGAN Lefty Frizzell, Columbia 42924 | 10 |
| 2 | 2 | B. J. THE D. J. Stonewall Jackson, Columbia 42889 | 15 |
| 3 | 4 | BEGGING TO YOU Marty Robbins, Columbia 42890 | 16 |
| 4 | 3 | WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289 | 8 |
| 5 | 7 | UNDERSTAND YOUR MAN Johnny Cash, Columbia 42964 | 4 |
| 6 | 9 | BEFORE I'M OVER YOU Loretta Lynn, Decca 31541 | 18 |
| 7 | 5 | FIVE LITTLE FINGERS Bill Anderson, Decca 31577 | 8 |
| 8 | 8 | MOLLY Eddy Arnold, RCA Victor 8296 | 7 |
| 9 | 10 | YOUR HEART TURNED LEFT (And I Was on the Right) George Jones, United Artists 683 | 7 |
| 10 | 11 | MILLER'S CAVE Bobby Bare, RCA Victor 8294 | 6 |
| 11 | 6 | LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025 | 26 |
| 12 | 12 | PEEL ME A MANNER Roy Drusky, Mercury 72204 | 15 |
| 13 | 14 | LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208 | 6 |
| 14 | 16 | D. J. FOR A DAY Jimmy "C" Newman, Decca 31553 | 14 |
| 15 | 18 | TIMBER I'M FALLING Ferlin Husky, Capitol 5111 | 4 |
| 16 | 17 | A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237 | 7 |
| 17 | 26 | YOU ARE MY FLOWER Lester Flatt & Earl Scruggs, Columbia 42954 | 5 |
| 18 | 19 | THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580 | 7 |
| 19 | 23 | WIDOW MAKER Jimmy Martin, Decca 31558 | 6 |
| 20 | 20 | OLD RECORDS Margie Singleton, Mercury 72213 | 12 |
| 21 | 21 | HOWDY NEIGHBOR, HOWDY Porter Wagoner, RCA Victor 8257 | 9 |
| 22 | 22 | NINETY MILES AN HOUR (Down a Dead-End Street) Hank Snow, RCA Victor 8239 | 21 |
| 23 | 25 | HE SAYS THE SAME THINGS TO ME Sheeter Davis, RCA Victor 8288 | 8 |
| 24 | 24 | THE MORNING PAPER Billy Walker, Columbia 42891 | 12 |
| 25 | 29 | LET'S GO ALL THE WAY Norman Jean, RCA Victor 8261 | 11 |
| 26 | 13 | LAST DAY IN THE MINES Dave Dudley, Mercury 72212 | 14 |
| 27 | 15 | MY TEARS ARE OVERDUE George Jones, United Artists 683 | 6 |
| 28 | 35 | THE FILE Bob Luman, Hickory 1238 | 4 |
| 29 | 32 | THE WORLD LOST A MAN David Price, Bice 1001 | 4 |
| 30 | 31 | EASY COME—EASY GO Bill Anderson, Decca 31577 | 5 |
| 31 | 42 | GIRL FROM SPANISH TOWN Marty Robbins, Columbia 42968 | 2 |
| 32 | 28 | WAITING A LIFETIME Webb Pierce, Decca 31582 | 5 |
| 33 | 33 | THAT'S WHAT MAKES THE WORLD GO ROUND Claude King, Columbia 42959 | 3 |
| 34 | 34 | HANGIN' AROUND Wilburn Brothers, Decca 31578 | 3 |
| 35 | 37 | LIFE CAN HAVE MEANING Bobby Lord, Hickory 1232 | 9 |
| 36 | 36 | A LITTLE SOUTH OF MEMPHIS Frankie Miller, Starday 655 | 5 |
| 37 | — | PETTICOAT JUNCTION Lester Flatt & Earl Scruggs, Columbia 42982 | 1 |
| 38 | 41 | THE PILLOW THAT WHISPERS Carl Smith, Columbia 42949 | 4 |
| 39 | 40 | PASSING THROUGH David Houston, Epic 9658 | 2 |
| 40 | 30 | DREAM HOUSE FOR SALE Red Sovine, Starday 650 | 10 |
| 41 | 27 | YOU'LL DRIVE ME BACK (Into Her Arms) Faron Young, Mercury 72201 | 13 |
| 42 | 44 | DOUBLE LIFE Joe Carson, Liberty 55664 | 2 |
| 43 | — | KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237 | 1 |
| 44 | 47 | DON'T LEAVE ME LONELY TOO LONG Kathy Dec, United Artists 687 | 3 |
| 45 | 50 | ALL RIGHT George Morgan, Columbia 42882 | 2 |
| 46 | 46 | BLUE TRAIN (Of the Heartbreak Line) John D. Loudermilk, RCA Victor 8308 | 2 |
| 47 | 48 | ALONE WITH YOU Rose Maddox, Capitol 5110 | 2 |
| 48 | — | I CAN STAND IT (As Long as She Can) Bill Phillips, Decca 31584 | 1 |
| 49 | 45 | NIGHT PEOPLE Leroy Van Dyke, Mercury 72232 | 3 |
| 50 | — | BURNING MEMORIES Ray Price, Columbia 42971 | 1 |

HOT COUNTRY ALBUMS

| Billboard SPECIAL SURVEY FOR WEEK ENDING 3/14/64 | | | |
|---|-----------|--|----------------|
| This Week | Last Week | TITLE, Artist, Label & No. | Weeks on Chart |
| 1 | 1 | RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S) | 10 |
| 2 | 3 | LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S) | 9 |
| 3 | 2 | I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S) | 10 |
| 4 | 6 | ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S) | 10 |
| 5 | 7 | BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S) | 10 |
| 6 | 8 | GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S) | 6 |
| 7 | 4 | GEORGE JONES & MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M); UAS 6301 (S) | 10 |
| 8 | 5 | NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S) | 10 |
| 9 | 12 | THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S) | 10 |
| 10 | 11 | RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S) | 9 |
| 11 | 9 | 500 MILES AWAY FROM HOME Bobby Bare, RCA Victor LPM 2835 (M); LSP 2835 (S) | 7 |
| 12 | 16 | TALL, TALL GENTLEMAN Carl Smith, Columbia CL 2091 (M); CS 8891 (S) | 10 |
| 13 | 10 | LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL Columbia CL 2045 (M); CS 8845 (S) | 8 |
| 14 | 14 | RETURN OF THE GUNFIGHTER Marty Robbins, Columbia CL 2072 (M); CS 8872 (S) | 10 |
| 15 | 17 | STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S) | 5 |
| 16 | 18 | LOVING ARMS Carl Butler & Pearl, Columbia CL 2125 (M); CS 8925 (S) | 2 |
| 17 | — | FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S) | 1 |
| 18 | — | SONGS OF THE CITIES Roy Drusky, Mercury MG 20883 (M); SR 60883 (S) | 4 |
| 19 | 19 | TENDER LOVIN' CARE George Morgan, Columbia CL 2111 (M); CS 8911 (S) | 3 |
| 20 | 20 | I WROTE A SONG Don Gibson, RCA Victor LPM 2702 (M); LSP 2702 (S) | 8 |

What will make Sammy run and run and run and run?

Great music, great show.



Albums

"What Makes Sammy Run"
Original Broadway Cast
Columbia Records

Swing"
"What Makes Sammy Run"
Clark Terry and His Friends
20th Century Fox Records

"The Hit Tunes of
What Makes Sammy Run"
Barbara Carroll
and Orchestra
Warner Bros. Records

Singles

Steve Lawrence
"A Room Without Windows" and
"My Hometown"
Columbia Records

Edye Gorme
"The Friendliest Thing" and
"Something to Live For"
Columbia Records

Barbara Carroll
"A Room Without Windows" and
"The Friendliest Thing"
Warner Bros. Records

Barbara McNair
"The Friendliest Thing"
Warner Bros. Records

Sammy Davis
"Some Days
Everything Goes Wrong"
Reprise Records

Jack Hansen
and His Orchestra
"The Friendliest Thing"
Dance Along Records



HITSVILLE

MARVIN GAYE
"YOU'RE A
WONDERFUL
ONE"

Tamla 54093

THE
TEMPTATIONS
"THE WAY YOU
DO THE THINGS
YOU DO"

Gordy 7028

THE
MIRACLES
"(You Can't Let the Boy
Overpower)
THE MAN
IN YOU"

Tamla 54092

THE
MARVELETTES
"YES HE
IS"

Tamla 54091

LITTLE
STEVIE WONDER
"CASTLES IN
THE SAND"

Tamla 54090

THE
SUPREMES
"RUN, RUN
RUN"

Motown 1054

hits are our business

TAMLA/MOTOWN/GORDY RECORDS

2648 West Grand Blvd., Detroit, Mich.



ALBUM REVIEW POLICY

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

POP LOW PRICE SPOTLIGHT

LOVE MAKES THE WORLD GO 'ROUND
Perry Como
RCA Camden CAS 805 (e)

Perry Como records are rare these days and this fine collection of past Como hits plus some other good tunes will be welcomed by his many fans. Performances have been electronically reprocessed in stereo and Perry is backed by large chorus and many strings. Selections include: "Tina Marie," "You're Followin' Me," "(I Love You) Don't You Forget It."



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

SPIKE JONES NEW BAND

Liberty LRP 3349 (M); LST 7349 (S)

Spike Jones is staying right in his hit pop-folk-Dixie groove in this his second LP featuring the "Washington Square Sound." The mood set is one of jolly musical merriment. Guitar, horns, and percussion are let loose on these tunes: "Dominique," "Java," "Hey, Mr. Banjo," "Whispering," and "Deep Purple," to name just a few. Great radio station programming and swinging parties.

POP SPECIAL MERIT

MOTORCYCLES U. S. A.

Hornets
Liberty LRP 3348 (M); LST 7348 (S)

A new movement may be on its way in the dust of the surf-in-drag music craze, the motorcycle sound. The Hornets hold forth with a rocking heavy guitar sound (aimed at imitating as closely as possible a cycle at open throttle) supported by sax, organ and some roaring cycle tapes. The music is exciting, full of vibrating action.

POP SPECIAL MERIT

12 STRING GUITAR GREAT HITS

Walter Raim
Liberty LST 7347 (M); LRP 3347 (S)

Walter Raim, a remarkable guitarist, and his group give out with some highly commercial sounds, based on the hit performance of "Walk Right In." Supporting Raim's 12-string guitar is a second 12-stringer, rhythm guitar, piano, organ, celeste, bass and drums. The arrangements are inventive and interesting. The pop-folk approach is great for programming, dancing and, of course, solo or group listening. (Best Track: "Fools Rush In"—Bregman, Voces & Conn, 2:28.)

POP SPECIAL MERIT

THE WOMENFOLK

A Victor LPM 2832 (M); LSP 2832 (S)

Although there certainly is no shortage of folk albums these days, this one enjoys one distinction—it is one of the few LP's of folk songs recorded by an all-gal group. The five gals sing extremely well and are equally adept with guitars. Selections include "Good Old Mountain Dew," "Skip to My Lu" and "Little Boxes."

CLASSICAL SPECIAL MERIT

SMETANA: THE BARTERED BRIDE (3-12")

Various Artists
Angel 3642 C/L (S)

A very attractive package for Smetana's popular Bohemian opera. The cast is a fine one with excellent orchestration by Rudolf Kempe. Included in the three LP package is 23-page booklet with a synopsis of the opera, act-by-act, including the complete libretto and pictures of the cast at work.

JAZZ SPECIAL MERIT

TOWN HALL CONCERT

George Barnes & Carl Kress
United Artists UAL 3335 (M); UAS 6335 (S)

The two-guitar team of George Barnes and Carl Kress are in fine form in this taping of a N. Y. Town Hall concert. The jazz beat is solid as is the repertoire that's made up mostly of standards like "Love Is Just Around the Corner," "A Foggy Day" and "Three Little Words."

JAZZ SPECIAL MERIT

PORTRAITS

Gerald Wilson Ork
Pacific Jazz 80 (M & S)

There's been a good deal of talk about this big band from the West Coast over the past year. It all seemed to culminate at the Monterey Jazz Festival where the band stole much of the show. The arrangements and material, with two exceptions, are originals. Fine solo work from individuals especially Joe Pass, guitar.

INTERNATIONAL SPECIAL

MERIT

TRAUMEN VON DER SUDSEE

Various Artists
Fiesta FLP 1390

Hawaiian music has always been standard catalog fare, especially with the German people. This album features a fine sampling of instrumental and German song lyrics. Some of the tunes are standards, others have been popular in Deutschland. Appearance of Jimmy Makulis is an added selling point for Germans living here.

DOCUMENTARY SPECIAL

MERIT

JOHN F. KENNEDY: A SELF-PORTRAIT (2-12")

Coedman TC 2021 (M)

One of many, but despite rather uneven sound, those who collect the spoken history records will find the content and the pacing of this record mostly drawn from NBC broadcasts, and enveloping speeches from a nomination challenge to Richard Cardinal Cushing's final words, will find it a memorable experience.

SPOKEN WORD SPECIAL

VAN GOGH: A SELF-PORTRAIT

Lee J. Cobb/Martin Gabel
Coedman TC 1180 (M)

A sensitive, sequential reading by Lee J. Cobb from selected letters of Vincent Van Gogh covering the years of the painter's artistic struggles and ultimate despair. The transitional narrative is handled by Martin Gabel. This handsome package contains color reproductions of some of the paintings.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

LOVE HIM

Doris Day, Columbia CL 2131 (M); CS 8931 (S)

★ NEW ACTION LP's

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

ROGER WILLIAMS' 10TH ANNIVERSARY/LIMITED EDITION . . .

Kapp KLE 1 (M); SKLE 1 (S)

COMPETITION COUPE . . .

Astronauts, RCA Victor LPM 2858 (M); LSP 2858 (S)

ONE MORE TIME! . . .

Highwaymen, United Artists UAL 3323 (M); UAS 6323 (S)

LET'S FACE THE MUSIC . . .

Nat King Cole, Capitol T 2008 (M); ST 2008 (S)

JONATHAN WINTERS' MAD MAD MAD MAD WORLD . . .

Verve V 15041 (M); (No Stereo)

WOODY HERMAN: 1964 . . .

Phillips PHM 200-118 (M); PHS 600-118 (S)

MAKE LOVE TO ME . . .

George Maharis, Epic LN 24079 (M); BN 26079 (S)

50 FABULOUS PIANO FAVORITES . . .

Ferrante & Teicher, United Artists UAL 3343 (M); UAS 6343 (S)

50 FABULOUS GUITAR FAVORITES . . .

Al Caiola & His Ork, United Artists UAL 3330 (M); UAS 6330 (S)

MIDNIGHT MARY . . .

Joey Powers, Amy 9001 (M); (No Stereo)

UM, UM, UM, UM, UM, UM THE BEST OF MAJOR LANCE . . .

Okeh OKM 12106 (M); OKS 14106 (S)

THIS IS ETHEL ENNIS . . .

RCA Victor LPM 2786 (M); LSP 2786 (S)

PERSPECTIVE ON BUD & TRAVIS . . .

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

QUIET NIGHTS . . .

Miles Davis, Columbia CL 2106 (M); CS 8906 (S)

THE HITS OF JUDY GARLAND . . .

Capitol T 1999 (M); ST 1999 (S)

GOLDEN HITS OF JERRY LEE LEWIS . . .

Smash MGS 27040 (M); SRS 67040 (S)

WAYNE NEWTON—IN PERSON . . .

Capitol T 2029 (M); ST 2029 (S)

LOW PRICE POP SPECIAL MERIT

HOT ROD HITS

The Dragsters
Mercury Wing MGW 12269 (M); SRW 16269 (S)

This low-price package is packed with lots of musical action and takes advantage of the hot rod craze. The sound is in high gear all the way, and with such tunes as "Hey Little Cobra" and "Drag City" to lead the way, the LP should do well.

★★★★

FOUR-STAR ALBUMS

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

POPULAR

SCRAMBLER!
Sandells, World-Pacific 1818 (M & S)

TO BED OR NOT TO BED
Sound Track, London M 76005 (M)

MANTAN, MOORELAND AND TOMMY BROWN
Geneva LP 101A

IMPACT AT BASIN STREET EAST
Page 7, RCA Victor LPM 2810 (M); LSP 2810 (S)

MR. GUITAR
Billy Strange, Crescendo GNP 97 (M)

SINCE I DON'T HAVE YOU
Skyliners, Original Sound LPM 5010

FOLK

THE MAGIC OF MAYO MUIR
20th Century-Fox TFM 3122 (M); TFS 4122 (S)

CLASSICAL

SONATAS FOR VIOLIN AND PIANO
Andre Gertler & Edith Farnadi, Westminster XWN 19054 (M); WST 17054 (S)

WAGNER/KNAPPERTSBUSCH
Munch Philharmonic Ork (Knappertsbusch), Westminster XWN 19055 (M); WST 17055 (S)

BADURA-SKODA PLAYS CHOPIN
Westminster XWN 19053 (M); WST 17053 (S)

JAZZ

MARTIAL SOLAL TRIO IN CONCERT
Liberty LRP 3335 (M); LST 7335 (S)

BLUES

FIRST MEETIN'
Lightnin' Hopkins, World-Pacific 1817 (M & S)

INTERNATIONAL
COME TO THE CELLI
Various Artists, ABC-Paramount ABC 472 (M)

SPOKEN WORD

THE RECORD WAY TO STOP SMOKING
Narrated by Joseph Lamp, Living Record Library LR 3

LOW PRICE COUNTRY

COUNTRY HARMONICA
Jimmy Riddle, Cumberland MGC 29511 (M); SRC 69511 (S)

SHADY OAK BOYS PLAY ALL TIME HITS OF THE HILLS
Cumberland MGC 29510 (M); SRC 69510 (S)

THE JIMMIE RODGERS STORY
Jessie Clifton, Cumberland MGC 29512 (M); SRC 69512 (S)

GOSPEL GUITAR
The Gospel Jewels, Cumberland MGC 29514 (M); SRC 69514 (S)

AMERICA'S FAVORITE SQUARE DANCES WITH CALLS
Cecil Brower, Cumberland MGC 29508 (M); SRC 69508 (S)

AMERICA'S FAVORITE SQUARE DANCES WITHOUT CALLS
Cecil Brower, Cumberland MGC 29509 (M); SRC 69509 (S)

☆☆☆

THREE-STAR ALBUMS

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

POPULAR

12 STRING DOBRA!
Tut Taylor & the Folkswingers, World-Pacific 1816 (M & S)
THE BEST IS YET TO COME
Sylvia De Sayles, Regina R 296
AN EVENING WITH CHUCK CABOT & HIS ORK
deVille CC 6A4B (M)

CLASSICAL

PROGRAMME
Nathalie Haag & Thom Hardwick
Word W 3282 (M)
VIVALDI: 5 CONCERTI FOR VIOLIN AND ORCHESTRA
Hyman Bressi, Sinfonia di Montreal (Bressi)
Baroque BC 1832 (M); BC 2832 (S)
RAMEAU: PIECES DE CLAVECIN EN CONCERTS
Various Artists
Baroque BC 1829 (M); BS 2829 (S)

JAZZ

NOW, HEAR THIS!
Bill Barron, Ted Curson & Ork
Audio Fidelity AFSD 6123 (S)

FOLK

OLD-TIME SONGS AND TUNES FROM CLAY COUNTY, WEST VIRGINIA
Jenes Coffrell & French Carpenter
Folk Promotions 11567/8

IRISH

IRISH SING-ALONG
Denis Martin
London TW 91234 (M); SW 99006 (S)

INTERNATIONAL

WALLS OF LIMERICK
Various Artists
ABC-Paramount ABC 471 (M)
BEI DER BLONDEN KATHREIN
Various Artists, Fiesta FLP 1394
APOSTOLOU SINGS
Jim Apostolou, Grecophon GR 127
REFLECTIONS OF THE UKRAINE
Alexander Sheremeta & His Young Cossacks, Fiesta FLP 1391

SACRED

ACROSS THE GREAT DIVIDE
Gregory Loren, Word W 3177 (M)

RELIGIOUS

TWO SERMONS BY ELTON TRUEBLOOD
Word W 3261 (M)

CHILDREN'S INSTRUCTION

A CHILD'S INTRODUCTION TO MUSIC INSTRUMENTS
Golden LP 101

CHILDRENS

FAMOUS MONSTERS SPEAK
Gabriel Dell, A A AR 7
SONGS AND GAMES OF PHYSICAL FITNESS FOR BOYS AND GIRLS
Marie McCormack, Golden LP 114

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

TWIST AND SHOUT

Beatles, Tollie 9001

★ REGIONAL BREAKOUTS

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

YOUR CHEATIN' HEART . . .

Fats Domino, Imperial 66016 (Fred Rose, BMI) (Atlanta)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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



DISK JOCKEY

PROGRAMMING SPOTLIGHT

FERRANTE & TEICHER

CORN PONE

(Arlow, ASCAP) (2-06)—United Artists 700

The T. N. T. team has a delightful little novelty here. It's got a mess of familiar melodies (among them "Skip to My Lou") arranged in bright sound for strings and ark. The flip is "It's All Right" (Arlow, ASCAP) (2-09).



DISK JOCKEY

PROGRAMMING SPOTLIGHT

BAJA MARIMBA BAND

MOONGLOW-PICNIC

THEME

(Mills-Columbia Pictures, ASCAP) (2-12)—Alma 203

Soft, easy track from the band's latest LP. Side has light Latin accents and easy to take and engaging arrangement of the familiar melodies. The flip is "Acapulco, 1922" (Alma, ASCAP) (2-07).

DON GANT

**** Ayr Gals Getting Pretty (Fred Rose, BMI) (2-06)—**** Little Dutch Village (Acuff-Rose, BMI) (1-55). HICKORY 1246

VALERIE & NICK

**** I'll Find You (Flore, BMI) (2-17)—**** Lonely Town (Flore, BMI) (2-13). GLOVER 3000

HONNIE & THE CRAYONS

**** Am I in Love (Sepe-Kranon-Almar, ASCAP) (2-08)—**** Birchard's Bread (Republic-Corb-Popcorn, BMI) (2-12). DOMAIN 1402

LOU CHRISTIE

**** Stay (Windsong, BMI) (1-53)—**** There They Go (Del-Me, ASCAP) (1-56). ROULETTE 4345

THE HO-DADS

**** After Dark (Little Darlin' BMI) (2-02)—**** Space Race (Little Darlin', BMI) (1-52). IMPERIAL 66023

THE STANDELLS

**** Peppermint Beetle (Metric, BMI) (2-08)—**** The Shake (Metric, BMI) (2-25). LIBERTY 55600

MERRY YOUNG SOULS

**** 16 Tons (American, BMI) (2-08)—**** You're Crying on My Shoulder (Comet, ASCAP) (2-18). CAPITOL 5148

JOHNNIE RAY

**** Can't I (Wemar-Harvard, BMI) (3-05)—**** Break My Heart Break (Leeds, ASCAP) (2-22). DECCA 31601

SHERILL ROECKER

**** Don't Say Nothin' (Rice-Palmina, BMI) (2-49)—**** It's All Over (Rice-Palmina, BMI) (2-09). SWAN 4173

DOWLANDS

**** Hey Sally (Iv), ASCAP—**** All My Loving (Northern, ASCAP). TOLLIE 9002

ROOMATES

**** My Heart (One o'Clock, BMI) (2-25)—**** Just for Tonight (One o'Clock, BMI) (2-15). CANADIAN-AMERICAN 166

TOM GLAZER & THE DO-RE-MI CHILDREN'S CHORUS

**** Limericks (Songs, ASCAP) (2-28)—**** Michael Row the Boat Ashore (PD) (2-29). KAPP 580

BOBBY COMSTOCK

**** Ain't That Just Like Me (Trio, BMI) (2-14)—**** Can It Be True (Bae-Debbie Anne, ASCAP) (2-39). LAWN 232

CHAD STUART AND JEREMY CLYDE

**** Yesterday's Gone (Unart, BMI) (2-30)—**** Lemon Tree (Eases) (2-46). WORLD ARTISTS 1021

RAY ALLEN

**** He Don't Love You Anymore (Wanessa, BMI) (2-48)—**** Please Make Up Your Mind (Wanessa, BMI) (2-38). DCP 1007

LUKE WILLIAMS

**** Your Baby's Bag (Phyri-Premier, BMI) (2-31)—**** Who's Gonna Be First (Phyri-Premier, BMI) (1-57). COLUMBIA 42997

EDDIE HODGES

**** Just a Kid in Love (Og, BMI) (2-20)—**** Avalanche (Rourke, ASCAP) (2-03). MGM 13219

DENNIS REGOR

**** Lover (Famous, ASCAP) (2-15)—**** I Pretend (Camelot, ASCAP) (2-16). CONTEMPO 909

FREEWHEELERS

**** Walk, Walk (Panther, ASCAP) (2-21)—**** The Best of It (Day-Hillard, ASCAP) (2-16). EPIC 9664

MARION WORTH

**** He Loves Me, He Loves Me Not (Fred Rose, BMI) (2-28)—**** You Took Him Off My Hands (Now Please Take Him Off My Mind) (Central Songs, BMI) (2-50). COLUMBIA 42992

SPIRITUAL

C B S TRUMPETERS

**** Everything Moves (Excellorec, BMI) (2-30)—**** My Heart Bubbles Over (Excellorec, BMI) (2-32). NASHBRO 805

MAGGIE INGRAM

**** Victory Shall Be Mine (Excellorec, BMI) (2-12)—**** Come Ye Disconsolate (Excellorec, BMI) (2-34). NASHBRO 804

JAZZ

THREE SOUNDS

**** The Nearness of You (Famous, ASCAP) (4-05)—**** One for Renee (Taggle, BMI) (2-50). BLUE NOTE 1898

COUNTRY

JIMMIE DAVIS

**** Don't Close the Door (Vern, BMI) (2-34)—**** The Reunion of the End (Peer Int'l, BMI) (2-38). DECCA 31602



POP SPOTLIGHT

CONTOURS

CAN YOU DO IT

(Jobete, BMI) (2-17)

I'LL STAND BY YOU

(Jobete, BMI) (2-18)—Gardy 7029

Top side here is the powerhouse, it's in that rumpin' up-tempo groove and has to do with dancing. The flip could be the real sleeper, however, it's stunning rockabilly that's got a groovy undulating feel. Do, serve spins.



POP SPOTLIGHT

THE TAMS

YOU LIED TO YOUR DADDY

(Lu-Tel, BMI) (2-09)—ABC-Paramount 10533

Lead singer and group have fashioned another winner to ride in the "What Kind of Fool Do You Think I Am" style. Side has a similar arrangement with good, simple backing. The flip is "It's All Right (You're Just in Love)" (Law-Sal, BMI) (2-14).



POP SPOTLIGHT

TAMMY MONTGOMERY

IF I WOULD MARRY YOU

(Maffin, BMI) (2-25)—Checker 1072

This side is already getting a bit of airplay. It's sung with authority by the gal against an easy-rocking dance beat. The flip is "This Time Tomorrow" (January, BMI) (2-10).



POP SPOTLIGHT

KETTY LESTER

SOME THINGS ARE BETTER LEFT UNSAID

(Obie, BMI) (2-15)—RCA Victor 8331

Miss Lester has her best since "Love Letters in the Sand." It's in a similar gospelish groove, and her telling version of the lyric is as artful as it is moving. The flip is "The House Is Haunted (by the Echo of Your Last Goodbye)" (Double-A, ASCAP) (2-22).



POP SPOTLIGHT

SHIRELLES

SHA-LA-LA

(Ludix-Romario, BMI) (2-15)—Scepter 1247

Here's a swinger in the best Shirelles tradition. Side packs beat wallop with that havin' a party sound. Best by the girls in some time. Flip is "We Lips Get in the Way" (Screen Gems-Columbia, BMI) (2-10).



POP SPOTLIGHT

IRMA THOMAS

WISH SOMEONE WOULD CARE

(Metric, BMI) (2-30)—Imperial 66013

Miss Thomas really sings the song. She preaches her lament in gospel, rockabilly groove with tortured emphasis. The flip is "Break-a-Way" (Metric, BMI) (2-30).



POP SPOTLIGHT

KNOCKOUTS

MOJO (Part I)

(Dare, BMI) (2-46)—Tribute 199

Mojo is a familiar figure in the r.&b. world. It gets a fast rocking treatment here with the lead singer calling the turns and peppery organ and tombo work in support. The flip is "Mojo (Part II)" (Dare, BMI) (2-38).



POP SPOTLIGHT

ANNA KING-BOBBY BYRD

BABY BABY BABY

(Jim Jam, BMI) (2-36)—Smash 1884

This one really steps down. The side is a fast swinger in a pulsating, driving tempo with some strong work from the combo. Watch out. The flip is the instrumental track.



POP SPOTLIGHT

CAESAR & CLEO

THE LETTER

(Venice, BMI) (2-02)—Vault 909

Unrelenting is the term for this driver. Side has fat, pushing sound and pours along on driving, highly danceable rock sound. Atco is distributing. The flip is "String Fever" (Vault, BMI) (2-13).



POP SPOTLIGHT

TONY BENNETT

WHEN JOANNA LOVED ME

(Morriz, ASCAP) (2-30)—Columbia 42994

Tony reads this tender ballad with accustomed warmth. He follows his most recent and successful pattern. Strings and tasteful piano accompany lovingly. The flip is "The Kid's a Dreamer (The Kid's from Foot's Paradise)" (Jewel, ASCAP) (2-34).



POP SPOTLIGHT

BLARNEYS

MY LITTLE MISS AMERICA

(Rockmasters, BMI) (2-13)—Remulus 3006

Lead singer here is the teen-age answer to Bert Parks. The side has that light, airy but beatful sound that spells left field hit. The flip is "Kilkenny's Party" (Rockmasters, BMI) (2-37).



POP SPOTLIGHT

BONNIE BROOKS

BRING BACK MY BEATLES (to Me)

(Print, ASCAP) (2-21)—United Artists 700

The Beatles have a hat one with "My Bonnie." This gal—in full spectrum multi-track—wails her swinging plaint to the standard melody. The flip is "A Letter From My Love" (Unart, BMI) (2-10).



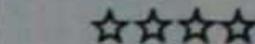
POP SPOTLIGHT

SEARCHERS

SWEETS FOR MY SWEET

(Bronner-Progressive, BMI) (2-21)—Mercury 72172

This group, part of the British wave, has already hit with "Needles and Pins." This one is an earlier hit of theirs in the homeland. It's the team's interpretation of the Drifters' hit of some time back. The flip is "It's All Been a Dream" (Leeds, ASCAP) (1-43).



FOUR-STAR SINGLES

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

POPULAR

SARAH VAUGHAN

**** You Got It Made (Bonjour, BMI) (2-48) — **** Bluesette (Duchess, BMI) (2-44). MERCURY 72249

MOE KOFFMAN

**** Flootermany (Duchess, BMI) (2-34)—**** Coffee House (Duchess, BMI) (2-38). JUBILEE 5471

BOB MOORE & HIS ORK

**** Cologne (Acuff-Rose, BMI) (1-56) — **** Hooten Trumpet (Acuff-Rose, BMI) (1-47). MONUMENT 834

EVALINE

**** A Little Bit of Hurt (Tree, BMI) (2-17) — **** The Right Time (Crossroads, BMI) (2-37). SOUND STAGE 7 2518

AL CAIOLA

**** From Russia With Love (Unart, BMI) (2-58)—**** Mexican Summer (South Mountain, BMI) (2-23). UNITED ARTISTS 711

JERRY BUTLER

**** I've Been Trying (Cartoon-Conrad, BMI) (2-51)—**** Giving Up on Love (Roosevelt, BMI). VEE JAY 588

JERRY LEE LEWIS

**** Bread and Butter Man (Mimosas, BMI) (2-34)—**** I'm On Fire (Grand Canyon, BMI) (2-22). SMASH 1886

MAURICE AND THE RADIANTS

**** Noble the Bargain Man (Chevis, BMI) (2-49) — **** I Gotta Dance to Keep My Baby (Chevis, BMI) (2-49). CHESS 1887

JERRY VALE

**** The Lights of Roma (Harms, ASCAP) (2-58)—**** As Sure As Night Must Fall (Marimba-Riviera, ASCAP) (2-17). COLUMBIA 42994

FOUR LADS

**** Theme From Lilies of the Field (Unart, BMI) (2-25)—**** The Love Song of Tom Jones (United Artists, ASCAP) (2-05). UNITED ARTISTS 702

THE CASTELLS

**** I Do (New Executive, BMI) (1-47)—**** Teardrops (Arc-G & H, BMI) (2-48). WARNER BROS. 5421

JIMMIE HASKELL

**** The James Bond Theme (Unart, BMI) (2-15) — **** From Russia With Love (Unart, BMI) (2-06). CAPITOL 5146

YUSEF LATEEF QUINTET

**** Megeve (Southdale-Northern, ASCAP) (1-49) — **** Theme From the Prize (Hastings, ASCAP) (2-20). IMPULSE 223

JOHNNY JACK

**** Forever (And a Day) (Palmina, BMI) (2-40)—**** Love Must Be (Palmina, BMI) (2-43). LAWN 230

POP HITS WE GOT!

POP SPOTLIGHT

MANFRED MANN

5-4-3-2-1

(Peter Maurice, ASCAP) (1:59)—Prestige 312

Another hot property from Britain. Mann is all over the British charts and this hot one follows in the English trend. It's a shouter and a rocker. The flip is "Without You" (Southern, ASCAP) (2:18).

Also Cash Box Newcomer pick of the week.

and . . . from the

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Billboard



"GREASE MONKEY"

45-299

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MUSIC AS WRITTEN

BOSTON

George Wein, Boston and Newport Jazz Festival impresario, on tour with **Thelonius Monk** as his manager. . . . Hub songwriter **Lee Morris**, who had the No. 1 hit last year, "Blue Velvet," flies to Hollywood next week to discuss a picture which may be done first as a musical on his own life as a teacher. He is presently represented by songs in three current movies. . . . The Boston Opera Group could have sold twice as many tickets as filled the Donnelly Theater (3,500) for the appearance of the Australian thrush, **Joan Sutherland**, in Bellini's "I Puritani." . . . **Sam Cooke** in town promoting his RCA Victor "Ain't That Good News." **CAMERON DEWAR**

HOLLYWOOD

Moe Ostin, Reprise's general manager, reports that re-recording film soundtrack music for LP's is less expensive than working with the original film music. Ostin believes that a re-recorded version of a soundtrack better serves the objective of the disk, meaning the LP is designed with the home audience in mind whereas the film track is geared for a theater audience and is only meant to augment the film. **Nelson Riddle**, who Ostin says is becoming an important "young" name in film scoring, re-records all his projects as does **Henry Mancini**.

Writer-arranger **Allyn Ferguson** continues his hectic pace, having just been signed by **Johnny Mathis** to do four LP's, one for **Robert Goulet** and three Screen Gems' TV series. **Ferguson**, whose writing covers the commercial field, has also written over 40 radio station identification themes in his "Sound of the City" service.

Liberty's young e. & w. vocalist, **Joe Carson**, 27, was killed in an auto accident February 27 in Wichita Falls, Tex. He was speeding to the hospital to be with an 18-month-old daughter who had spinal meningitis. . . . Arranger **Pete King** selected as musical director for the 13-week Broadway show season of the West Side Civic Light Opera set for Santa Monica's Civic Auditorium. First production of the theater in the round will be "My Fair Lady," opening June 16. **ELIOT TIEGEL**

CINCINNATI

Promoter **Larry Sunbrock** gave us a bum steer here last week when he said the **4 Seasons** would be appearing with his rock 'n' roller at Cincinnati Gardens March 21. The **4 Seasons** will be working West Coast dates during that period. . . . **Cozy Cole** is back at **Mel Herman's** Living Room downtown. . . . The **Little Stevie Wonder** show invades Music Hall for a single performance April 5. **Fats Domino** plays the same spot April 21. . . . **Moms Mabley**, **Gloria Lynne** and the **Duke Ellington** ork set for a concert at Music Hall May 17. . . . **Dick Pike**, general manager of **WNOP**, Newport, Ky.; **Dee Felice**, local jazz maestro, and **Dale Murrison**, investment broker, premiered their new jazz nitery, the Penthouse, in the basement of Hotel Metropole last week. **Jackie Cain** and **Roy Kral** were the opening attraction. They're followed this week by comic **Jack Clements** and singer **Bill Henderson**, in for a fortnight's stay. **BILL SACHS**

CHICAGO

The **Beatles'** new Capitol single should hit the streets here March 16, according to **Mauri Lathowers**, the label's promo chief. Capitol will also have an album on the shaggy ones from Liverpool with the controversial "Roll Over Beethoven" band at a later date. . . . **Al Hirt** is due for a concert here April 11. Meanwhile, RCA Victor is going to send dealers and deejays small jars of honey tied to a small golden horn (could there be a connection to his latest disk?) . . . Columbia's **Paul Smith** and company held a luncheon for **Jerry Vale** at the Ambassador East March 4. Jerry was in town to make the promo rounds. . . . Chicago advertising executive **Marlene Pohn** reopened the shuttered **Julius Monk's** theater, renaming it the Belfry Cabaret Theater. A new musical review, "Noises in the Theater," started March 5, featuring **June Erickson** and **Haskell Gordon**.

Carl Proctor has left Summit Distributing to join **Vee Jay** as regional promo man. **Charles (Deek) Atkins**, formerly with Columbia, takes on r.&b. promo chores with Summit. . . . Chicagoan **Joan Downey** and deejay **Sean (Doc) Downey** have a new girl, **Tracy Ann**. The Doc is at **KDEO**, San Diego, Calif. . . . **WAAF's** **Daddy-O-Daylie** and **WBBM** thrush **Lurlean Hunter** will join **Louis (Satchmo) Armstrong** for an all-star concert at McCormick Place Saturday (14). . . . Mercury's **Eva J. Dolin** returns to the office following a month off for surgery. She's just fine. . . . **Jim Golden**, USA Records here, and **GINNY GREENSPAN**, formerly

with **Garmisa** Distributing, returned from Puerto Rico honeymoon. . . . **Jose Feliciano**, 18-year-old blind guitarist appearing at the Bitter End, has been signed by RCA Victor. . . . The **Smothers Brothers** were re-signed by Mercury to a five-year pact. It was done by **I. B. Green** and **Irwin Steinberg** at O'Hare field, while the pair were en route to an engagement. **NICK BIRO**

PHILADELPHIA

William Borrelli Jr. and **Richard Giannini** have teamed their resources to form the **Bee Gee** music publishing company with offices in the Liberty Trust Building. . . . **Latin Casino Lounge**, which featured the top jazz names all season, has finally succumbed to the trend and brought in a folk singer for a change in **Lucille Rogers** with the **Al Warren Four**. . . . The rustic **Barns Art Center** at nearby **Riverside, N. J.**, is readying a second summer season with **Woody Herman** set as the opening attraction June 7. . . . **Hy Lit**, **WIBG** disk jockey, withdrew his application from the Upper Darby Zoning Board to set up a teen-age night club in the suburban **Drexelbrook Shopping Center**, and blamed the fall-out on "pressure we have received from prejudiced people." . . . First coffee shop on the suburban **Drexelbrook Shopping** live folk talent is the **Main Point** coffee cabaret in college-oriented **Bryn Mawr**, with **Ed McCurdy** the initial weekend offering and **George Britton** hosting a Sunday afternoon hoot each week. . . . **WDAS' Georgie Woods** banged up pretty bad in an auto accident on leaving the studios.

MAURIE H. ORODENKER

SYDNEY

London Records a.&r. is arranging a rush release of **Roy Orbison's** "Borne on the Wind" backed with "What'd I Say." Both sides were recorded in England last year and are not yet released in the States. . . . **Brian Poole**, English chart climber booked to tour this country during April, has recorded the Orbison number, "Candy Man," and it will be released here during March. . . . **Del Shannon**, also booked to tour shortly, will have a new single, "Mary Jane," on the market next month. . . . **Freddy Cannon's** initial single, "Abigail Beacher," for **Warner Bros.**, has been rush-released by **ARC**, and due to overseas rating and tremendous import air play may take off big.

GEORGE HILDER

LONDON

In support of its policy of backing retail price maintenance, **EMI** is printing the slogan "Sold subject to retail price maintenance conditions" on the labels of all its future releases. The company's deputy managing director **Geoffrey Bridge** said that the action was the result of lawyers' advice. **EMI's** managing director **Len Wood** has said that his company will apply for continuance of **RPM** on its disks immediately after the government's proposed legislation becomes law. . . . **Sammy Davis** went Monday (9) to **Pye's** London studios for the first of a series of recording sessions. On Wednesday **Davis** telerecords his second live **BBC-TV** show for *(Continued on page 32)*

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"COUNT ME OUT"
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Chess 1888

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The Record Merchandiser in Today's Marketing Evolution

A Fully-Documented In-Depth Report Published as a Colorful 8½ x 11 Reference Section of April 25

Billboard

Excerpts from a letter by
JULES MALAMUD
Executive Director of
NARM

Officially Authorized by NARM...
Exclusive with Billboard

"... will appear exclusively as a separate part of the April 25, 1964 issue of The Billboard. I am happy to inform you that the Board of Directors of the National Association of Record Merchandisers, Inc. has authorized me to announce their approval of the proposal made by The Billboard to our Board during its meeting in Chicago, Illinois, on July 30, 1963."

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Including 1964 NARM Convention

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MARCH 19, 1964

Offset
(no plates required)

NEW ALBUM RELEASES

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

| ARAVEL | BECCA |
|---|---|
| Let India Taba-Jaras: AS 2001 | WARREN COVINGTON & HIS ORK-Let's Dance Latin: DL 4491, DL 74491 |
| ARGO | BECCA |
| HERMAN FOSTER TRIO-Ready and Willing: 727 | PETER DUCHIN, HIS PIANO & STRINGS-Invitation: DL 4471, DL 74471 |
| JIMMY GRISSON-World of Trouble: 729 | JAN GARBER & HIS ORK-Dancing Under the Stars: DL 4443, DL 74443 |
| JAMES MOODY-Great Days: 725 | BERT KAEMPFERT & HIS ORK-That Latin Feeling: DL 4490, DL 74490 |
| GENE SHAW-Debut in Blues: 726 | SAMMY KAYE & HIS ORK-Come Dance to the Hits: DL 4502, DL 74502 |
| BLUE NOTE | BECCA |
| ART BLAKEY & THE JAZZ MESSENGERS-The Freedom Rider: 4156 | WAYNE KING & HIS ORK-The Waltz King: DL 4410, DL 74410 |
| JOHNNY COLLES-Little Johnny: 4144 | GUY LOMBARDO & HIS ROYAL CANADIANS-Golden Minstrel Songs for Dancing: DL 4380, DL 74380 |
| HERBIE HANCOCK-Inventions & Demons: 4147 | DICK RODGERS & HIS TV RECORDING ORK-Old Time Polkas and Waltzes: DL 4466, DL 74466 |
| | Dance to Artie Shaw, His Clarinet & His Ork: DL 4467, DL 74467 |
| CAPITOL | DOT |
| LUIS ARCANAZ: T 2046, ST 2046 | GEORGE CATES-Hit Songs Hit Sounds: DLP 3564, DLP 25564 |
| NAT KING COLE/BILLY MAY-Let's Face the Music: W 2058, SW 2058 | The Original Hoosier Hot Shots: DLP 3561, DLP 25561 |
| TENNESSEE ERNIE FORD AND THE JORDANAIRIES-Great Gospel Songs: T 2026, ST 2026 | LIBERACE-My Most Requested: DLP 3563, DLP 25563 |
| WANDA JACKSON-Two Sides of Wanda: T 2030, ST 2030 | Gems by the Mills Brothers: DLP 3565, DLP 25565 |
| PEGGY LEE-In Love Again: T 1969, ST 1969 | Eddie Peabody Plays More Smo-o-thies: DLP 3562, DLP 25562 |
| JULIA LEE AND HER BOY FRIENDS: T 2038 | |
| FREDDY MARTIN-Plays the Hits: T 2028, ST 2028 | HARMONY |
| GERRY MULLIGAN/SHORTY ROGERS-Modern Sounds: T 2025, ST 2025 | SKIFFLERS-Hootenanny: HL 7307 |
| WAYNE NEWTON-In Person: T 2029, ST 2029 | LONDON INTERNATIONAL |
| EDITH PIAF-At the Olympia: T 10368, ST 10368 | VARIOUS ARTISTS-Musical Memories of Germany: TW 91311 |
| SUE RANEY-All by Myself: T 2032, ST 2032 | VARIOUS ARTISTS-Musical Memories of Bavaria: TW 91315 |
| DIANGO REINHARDT AND THE QUINTET-Hot Club of France: T 2045 | LIBERTY |
| JOSEPH SCHMIDT: T 10367 | Key Stevens in Person: LP 3343, LST 7343 |
| JACK SCOTT-Burning Bridges: T 2035, ST 2035 | MERCURY |
| FRANK SINATRA-The Great Hits of : T 2036, ST 2036 | THE GLACIERS-From Sea to Ski: MG 20895, SR 60895 |
| BILLY TAYLOR-Right Here, Right Now: T 2039, ST 2039 | REALM |
| DICK WEISSMAN-The Things That Trouble My Mind: T 2033, ST 2033 | DAVE McKENNA-Lullabies in Jazz: B 923 |
| LEN WEINRIE/JOYCE JAMESON-The First Nine Months Are the Hardest: T 2034 | REPRISE |
| DICK WEISSMAN-The Things That Trouble My Mind: T 2033, ST 2033 | Frank Sinatra Sings Days of Wine and Roses, Moon River and Other Academy Award Winners: F 1011, FS 1011 |
| FARON YOUNG-Memory Lane: T 2037, ST 2037 | ROSEMARY CLOONEY-Thanks for Nothing: R 6106, RS 6106 |
| VARIOUS COMPOSERS-The Hollywood Bowl Symphony Orchestra Plays Music from Motion Pictures: Newman, Rissa, Dragon, Pannario: S 8598, SP 8598 | Duke Ellington Presents the Dollar Brand Trio: R 6111, RS 6111 |
| | TRINI LOPEZ-On the Move: R 6112, RS 6112 |
| COLUMBIA | NELSON RIDDLE-Paris When It Sizzles: R 6113, RS 6113 |
| BANJO BARONS-It's a Folk, Folk, Folk Folk World: CL 2135, CS 8935 | SAMMY DAVIS JR.-Shelter of Your Arms: R 6114, RS 6114 |
| ANTONIO BRIBIESCA-A Sentimental Guitar... Dejamé: Llorca: EX 5134 | REQUEST |
| DAVE BRUBECK QUARTET-Time Changes: CL 2127, CS 8927 | NICK DEAN & THE DEANS OF DIXIELAND-The New Sound of Folk Dixie: RLP 10064, SRLP 10064 |
| CLANCEY BROTHERS AND TOMMY MAKEM-The First Murrah: CL 2165, CS 8965 | SUPREME |
| FLATT AND SCRUGGS-Recorded Live at Vanderbilt University: CL 2134, CS 8934 | NELSON BROTHERS QUARTET-How We Love to Sing: S 202 |
| LEFTY FRIZZELL-Saginaw, Michigan: CL 2169, CS 8969 | Old-Fashioned Revival Hour Favorite: SM 1020 |
| ARETHA FRANKLIN-Unforgettable... A Tribute to Dinah Washington: CL 2153, CS 8953 | SCOTTISH JUNIOR SINGERS-Bonnie Lassies of Loch Lomond: SS 2006 |
| ORIGINAL CAST-What Makes Sammy Run?: KOL 6040, KOS 2440 | VANGUARD |
| PATTI PAGE-Love Affair Midnight: CL 2132, CS 8932 | ROOFTOP SINGERS-Good Time: VRS 91134, VSD 79134 |
| JUDY ROBERICK-Ain't Nuthin' But the Blues: CL 2153, CS 8953 | VEE JAY |
| CUCO SANCHEZ-Golden Hits of Old Mexico: EX 5115, ES 1815 | BEATLES & FRANK IFIELD-Jolly Whirl: VJLP 1035, VJS 1085 |
| VARIOUS ARTISTS-The Exciting New Liverpool Sound... The Authentic Mersey Beat: CL 2172 | WARNER BROTHERS |
| | FREDDIE CANNON-Abigail Beecher: W 1544, WS 1544 |
| BACH: The Golden Age of the Organ: E. Power Biggs. (2-12") M21797, M25697 | BARBARA CARROLL-The Hit Tunes of "Hello Dolly" and "What Makes Sammy Run?": W 1543, WS 1543 |
| BEETHOVEN: Sonata No. 8 in C Minor/DEBUSSY: Three Preludes Book II/CHOPIN: Etude in C Minor Op. 10 #12; Etude in C Minor Op. 25 #7/Schubert: #1 in B Minor Op. 20; Horowitz: ML 5941, MS 6541 | DICK AND DEEDEE-Turn Around: W 1538, WS 1538 |
| MOZART: Piano Concerto No. 19 K. 459/Piano Concerto No. 20 K. 466/Serkin, Columbia Symphony Orch. (Stereo): ML 5934, MS 6534 | THE KIRBY STONE FOUR-Things Are Swingin': W 1540, WS 1540 |
| MOZART: Violin Concerto No. 5 K. 219/Violin Concerto No. 7 K. 207, Stern, Columbia Symphony Orch. (Stereo): ML 5957, MS 6557 | BARBARA McNAIR-I Enjoy Being a Girl: W 1541, WS 1541 |
| OFFENBACH: Suite from Ballet Gaite Parisienne/BIZET: Suites 1 and 2 L'Arlesienne; Philadelphia Symphony Orch. (Ormandy): ML 5946, MS 6546 | ORIGINAL SOUNDTRACK-Dead Ringers; Andre Previn: W 1536, WS 1536 |
| NED ROSEM: Songs: Bressler, Curtin, D'Angelo, Gramm, Sarafy: ML 5961, MS 6561 | BONNIE PRUDEN-Fitness for Baby and You: W 1542 |
| STRAUSS: Also Sprach Zarathustra; Philadelphia Symphony Orch. (Ormandy): ML 5947, MS 6547 | ALLAN SHERMAN-Allen in Wonderland: W 1539, WS 1539 |
| STRAVINSKY: Symphony of Psalms/Symphony in C; CBS Symphony Orch., Festival Singers of Toronto (Stereo): ML 5948, MS 6548 | |
| VARIOUS COMPOSERS: Canzon: Italiana Twelve Favorite Italian Ballads; Di Stefano: ML 5968, MS 6568 | |

*See Disk Deals for Dealers.

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Billboard

HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

| This Week | Last Week | Title | Artist | Label |
|-----------|-----------|--|------------------------------|----------------|
| 1 | 1 | I SAW HER STANDING THERE | The Beatles | Parlophone |
| 2 | 7 | HAWAII | The Beach Boys | Capitol |
| 3 | — | LOVE ME DO | The Beatles | Parlophone |
| 4 | 3 | GLAD ALL OVER | Dave Clark Five | Columbia |
| 5 | 2 | I WANT TO HOLD YOUR HAND | The Beatles | Parlophone |
| 6 | 14 | SHE LOVES YOU | The Beatles | Parlophone |
| 7 | 6 | SURFIN' BIRD | The Trashmen | Stateside |
| 8 | — | LONG TALL TEXAN | Murray Kellum & Glenn Sutton | London |
| 9 | 4 | YOU DON'T OWN ME | Lesley Gore | Philips |
| 10 | 5 | TWIST AND SHOUT | The Beatles | Parlophone |
| 11 | — | HE WALKS LIKE A MAN | Jody Miller | Capitol |
| 12 | — | WAR OF THE WORLDS | The Atlantics | CBS |
| 13 | 10 | LITTLE BOXES | Pete Seeger | CBS |
| 14 | 8 | WHO NEEDS IT | Gene Pitney | United Artists |
| 15 | 9 | HE'S MY BLOND HEADED STOMPIE WOMPIE REAL GONE SURFER BOY | Little Pattie | HMV |

BRITAIN

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

| This Week | Last Week | Title | Artist | Label |
|-----------|-----------|------------------------|-------------|------------|
| 1 | 1 | ANYONE WHO HAD A HEART | Cilla Black | Parlophone |
| 2 | 3 | DIANE | Bachelors | Decca |

| | | | | |
|----|----|---------------------|-------------------------------|------------|
| 3 | 7 | BITS AND PIECES | Dave Clark Five | Columbia |
| 4 | 2 | NEEDLES AND PINS | Searchers | Pye |
| 5 | 6 | I THINK OF YOU | Merseybeats | Fontana |
| 6 | 4 | I'M THE ONE | Gerri and the Pacemakers | Columbia |
| 7 | 5 | 5-4-3-2-1 | Manfred Mann | HMV |
| 8 | 7 | CANDY MAN | Brian Poole and the Tremeloes | Decca |
| 9 | 9 | I'M THE LONELY ONE | Cliff Richard | Columbia |
| 10 | — | NOT FADE AWAY | Rolling Stones | Decca |
| 11 | 11 | AS USUAL | Brenda Lee | Brunswick |
| 12 | 10 | HIPPY HIPPI SHAKE | Swinging Blue Jeans | HMV |
| 13 | 21 | STAY AWHILE | Dusty Springfield | Philips |
| 14 | 21 | OVER YOU | Freddie and the Dreamers | Columbia |
| 15 | 17 | FOR YOU | Rick Nelson | Brunswick |
| 16 | 16 | ROLLING STONES (EP) | Rolling Stones | Decca |
| 17 | 28 | LET ME GO, LOVER | Kathy Kirby | Decca |
| 18 | 13 | ALL MY LOVING (EP) | Beatles | Parlophone |
| 19 | 14 | BABY I LOVE YOU | Ronettes | London |
| 20 | 24 | BOYS CRY | Eden Kane | Fontana |
| 21 | — | I LOVE YOU BECAUSE | Jim Reeves | RCA |

| | | | | |
|----|----|------------------------------|-----------------|----------------|
| 22 | 12 | GLAD ALL OVER | Dave Clark Five | Columbia |
| 23 | 27 | BORNE ON THE WIND | Roy Orbison | London |
| 24 | 20 | I WANT TO HOLD YOUR HAND | Beatles | Parlophone |
| 25 | 18 | TWENTY-FOUR HOURS FROM TULSA | Gene Pitney | United Artists |
| 26 | 29 | YOU WERE THERE | Heinz | Decca |
| 27 | 18 | LOUIE LOUIE | Kingsmen | Pye Int. |
| 28 | — | LITTLE CHILDREN | Billy J. Kramer | Parlophone |
| 28 | 15 | DON'T BLAME ME | Frank Ifield | Columbia |
| 30 | — | NADINE | Chuck Berry | Pye Int. |

DENMARK

(Courtesy Quans, Copenhagen)

| This Week | Last Week | Title | Artist | Label |
|-----------|-----------|-------------------------------------|---|----------------|
| 1 | 1 | BEAUTIFUL DREAMER | John Leyton | HMV |
| 2 | 1 | I WANT TO HOLD YOUR HAND | Beatles | Parlophone |
| 3 | 1 | I'VE GOT A LOVELY BUNCH OF COCONUTS | Sunbeams | Manu |
| 4 | 1 | SECRET LOVE | Kathy Kirby | Decca |
| 5 | 1 | GLAD ALL OVER | Dave Clark Five | Columbia |
| 6 | 1 | BE MY BABY | The Ronettes | London |
| 7 | 1 | SHE LOVES YOU | Beatles | Parlophone |
| 8 | 1 | DET ER NERVER | Who Takes Care of the Caretakers Daughter | Osvald Helmuth |
| 9 | 1 | SWINGING ON A STAR | Big Dec | Irwin |
| 10 | 1 | LEVE LIVET | Lill-Babs | Karusell |

FRANCE

This Last Week Week

| | | | | |
|----|----|-----------------------|------------------|----------|
| 1 | 1 | LA MAMMA | Charles Aznavour | Barclay |
| 2 | 3 | SI JE CHANTE | Sylvie Vartan | RCA |
| 3 | 4 | EXCUSE MOI PARTENAIRE | Johnny Hallyday | Philips |
| 4 | 5 | OUI C'EST POUR LUI | Sheila | Philips |
| 5 | 2 | SHE LOVES YOU | The Beatles | Odeon |
| 6 | 6 | ET POURTANT | Charles Aznavour | Barclay |
| 7 | 8 | AMERICA | Trini Lopez | Vogue |
| 8 | 7 | SI J'AVAIS UN MARTEAU | Claude Francois | Philips |
| 9 | 9 | TCHIN TCHIN ROSE | Richard Anthony | Columbia |
| 10 | 10 | MA BICHE | Frank Alamo | Barclay |

HOLLAND

(Courtesy Platennieuws, Amersfoort)

| This Week | Last Week | Title | Artist | Label |
|-----------|-----------|------------------------------|-----------------|---------------|
| 1 | 1 | I WANT TO HOLD YOUR HAND | The Beatles | Parlophone |
| 2 | 2 | POUR MOI LA VIE VA COMMENCER | Johnny Hallyday | Philips |
| 3 | 5 | THIS LAND IS YOUR LAND | Trini Lopez | Reprise |
| 4 | 6 | LODDY LO | Chubby Checker | Cameo-Parkway |
| 5 | 7 | I'M LEAVING IT UP TO YOU | Dale & Grace | London |
| 6 | 4 | NIMM DEINE WEISSE GITARRE | Gert Timmerman | Telefunken |
| 7 | — | KANSAS CITY | Trini Lopez | Reprise |
| 8 | — | DRINA MARS | The Spotnicks | CNR |
| 9 | — | I'M THE LONELY ONE | Cliff Richard | Columbia |
| 10 | 9 | DOMINIQUE | Socur Sourire | Philips |

HONG KONG

This Last Week Week

| | | | | |
|----|----|--------------------------------|----------------------|------------|
| 1 | 1 | DANCING ON THE MOON | The Fabulous Echoes | Diamond |
| 2 | 2 | I WANT TO HOLD YOUR HAND | The Beatles | Parlophone |
| 3 | 3 | SOME ENCHANTED EVENING | Pat Boone | Dot |
| 4 | 8 | SHE LOVES YOU | The Beatles | Parlophone |
| 5 | 4 | FUN IN ACAPULCO | Elvis Presley | RCA Victor |
| 6 | 7 | A FOOL NEVER LEARNS | Andy Williams | CBS |
| 7 | 10 | I'M THE LONELY ONE | Cliff Richard | Columbia |
| 8 | — | SECRET LOVE | Kathy Kirby | Decca |
| 9 | 9 | MARIA ELENA | Los Indios Tabajaras | RCA Victor |
| 10 | 5 | I CAN'T STOP TALKING ABOUT YOU | Steve and Eydie | CBS |

ITALY

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

| This Week | Last Week | Title | Artist | Label |
|-----------|-----------|------------------------------|--------------------|-----------|
| 1 | 1 | UNA LACRIMA SUL VISO | Bobby Solo | Ricordi |
| 2 | 4 | QUANDO VEDRAI LA MIA RAGAZZA | Gene Pitney | UA |
| 3 | 2 | OGNI VOLTA | Paul Anka | RCA |
| 4 | 3 | NON HO L'ETA' PER AMARTI | Gigliola Cinquetti | CGD |
| 5 | 6 | STASERA NO NO NO | Remo Germani | Jolly |
| 6 | 10 | QUANDO VEDRAI LA MIA RAGAZZA | Little Tony | Durium |
| 7 | 7 | UN BACIO PICCOLISSIMO | Robertino | Carosello |
| 8 | 5 | SABATO SERA | Bruno Filippini | MRC |
| 9 | 14 | CITTA' VUOTA | Mina | Ri Fi |

(Continued on page 32)

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MUSIC AS WRITTEN

• Continued from page 29

transmission March 15. From London he flies to Paris for a six-day stint at the Olympia. . . . **Howard Keel and Patricia Morrison** will be **Millicent Martin's** co-stars in BBC-2's production of "Kiss Me Kate," which is now scheduled as one of the highlights for the opening night of the second channel April 20. The show is telerecorded in London April 4.

Brian Epstein has clinched a deal for **Cilla Black**, who has scored a No. 1 hit here with "Anyone Who Had a Heart," and another of his famous Liverpool groups, the **Foremost**, to join **Frankie Vaughan** in this summer's revue at the London Palladium opening May 13. . . . **Harold Davison** is negotiating for the **Dave Clark Five** to make two appearances on the "Ed Sullivan Show" in May and to follow the **Beatles** into New York's Carnegie Hall during the interim week. America gets a **Dave Clark Five** album via Epic before Britain; the tapes were flown to America last week for a rush-release LP. . . . Philips' lark **Dusty Springfield** paid a fleeting visit to New York last weekend for radio appearances to boost her trans-Atlantic hit, "I Only Want to Be With You," and to discuss a schedule for her three-week visit to the U. S. in April. **CHRIS HUTCHINS**

ROME

Long-drawn-out litigation over "Romantica," **Renato Rascel's** San Remo song winner in 1960, is turning in his favor with decision of two of three court-named experts that tune was not plagiarized from **Nicola Festa's** "Angiulella." A third, without holding it's a plagiarism, found similarities. Further hearings have been set for March 20. . . . Time cover story of **Thelonius Monk** coincided with his Milan p.a. It also sent off a series of articles, notably in Rome's top daily, "Il Messaggero," and nation's biggest weekly, "Oggi," against popularization of Jazz for public taste. . . . Although **Ricordi** and **RCA** are in dispute over which of their respective artists, **Bobby Solo** and **Paul Anka**, is selling the greatest number of San Remo disks, there is no longer any doubt that this year's event was greatest mid-winter lift disk industry has ever had. . . . Columbia has backed up **Pino Donaggio's** San Remo song "Love Motif" with a whole album of his compositions using the competition title for the whole. . . . Unlike the U.S. situation on the **Beatles**, Carisch has the situation well in hand with everything on the Parlophon label. Their disk, "Please, Please Me" is only English-language record currently on the list of top-sellers. . . . **Anna Moffo**, after recovering at her home here following collapse at Covent Garden, has left for Vienna engagement. . . . Graz, lots! **SAM L. STEINMAN**

TORONTO

Columbia Records Company of Canada presented the O'Keefe Centre in Toronto with a scroll in recognition of the contribution it is making to the Canadian theater scene. . . . **Walt Grealis** (formerly of London) has started his own firm, **Walt Grealis Images**, and is also doing promotion and publicity for **Tamarac**, a Canadian label. . . . **Jerry Palmer** of Fort William cut an LP in Nashville, and Quality will release it shortly. **Frank Swain** has been appointed Quality Records sales manager

of the Ontario division. Frank was formerly sales supervisor for Western Ontario and factory sales representative for Canada. **RUTH McGARRETT CHILDS**

SPAIN

Sunday morning teen-age twist and hully gully sessions at the Price Hall here ended when some youngsters were guilty of disorderly conduct on downtown streets. The weekly shows were immediately banned by authorities. . . . **Karina**, new young star, went to Caracas to sing on the **Renny Otolina** show. . . . **Alberto**, one of the new names on Spanish records, is getting warm reception at Puerto Rico. . . . **Raphael**, who has recorded with **Barclay** in Paris, signed new contract here with **Jose Manuel Vidal** (Hispanvox). . . . **La Mamma** coming up strongly with **Aznavour** and the Spanish version by **Los Machucambos**. **RAUL MATAS**

SAN JUAN

Augusto Sarrias Salas, general manager of Odeon of Peru, recently visited Puerto Rico in order to close negotiations with the Puerto Rican label **Rico-Vox** and the purchase of rights for Odeon to press the highly successful LP's of Puerto Rico's young artists, **Chucho Avellanet**, **Diana** and **Charlie Robles**. **ANTONIO CONTRERAS**

MUNICH

Jane and Anton Peterer held talks with three of Coda's most prominent partners in Germany, **Rudolf Foerster** of Ufaton, **Peter Meisel** of Intro, and **Hans R. Beierlein** of Montana, all of them music publishers and indie record producers. Main theme of the discussions was the furtherance and promotion of new Swiss talent for records and TV. . . . Munich Italia label rushes out the hot single by **Gigliola Cinquetti**, "Non Ho L'Eta Amarti," winning song of Song Festival at San Remo. She arrived in Munich to record the German version of this hit song. Bavarian music publisher **Ardens** left for the States where he will be till March 4. **JIMMY JUNGERMANN**

HAMBURG

Deutsche Vogue plans to move the head office from Frankfurt to Cologne about June 15. . . . **Mr. Acker Bilk** and His Paramount Jazz Band started German tour in Hamburg February 28. . . . **Hoer Zu**, Europe's biggest radio and TV magazine with a circulation of about 4 million weekly, has released 16 LP's since the start of its own label in September 1963. The magazine has now issued its own best sellers list. Top selling LP's featuring **Maria Callas**, **Herbert von Karajan**, **Renata Tebaldi**, **Ray Anthony**, the **Shadows**, **Nat King Cole**, **Gitte** and many others from the **Electrola** and **Teldec** catalogs are said to have sold up to 30,000 copies each in the past five months. The lowest selling LP of the 16 already released was approximately 6,000. . . . Five recording companies are waxing the San Remo Festival title "Sole, sole." The artists are **Siv Malmkvist** and **Umberto Marcato** (Metronome), **Margot Eskens** (Polydor), **Vivi Bach** and **Dietmar Schoenherr** (Philips), **Ulla Nielsen** (Teldec), and **Nana Gualdi** (Ariola). German lyrics are by **Carl Ulrich Blecher**. **CHRISTIAN TOERSLEFF**

WARSAW

It is highly probable that during their forthcoming tour of Europe the Modern Jazz Quartet will play in Poland. Negotiations are currently going on between **Pagart**—the Polish Artists Agency—and the American Embassy and the State Department. . . . **Teodor Brachmanski**, director of **Ars Polona**—the disk import-export firm—is shortly to leave for Israel to sound out the possibilities of doing trade there. . . . The acclaim accorded by Polish teen-agers to **Gypsy Prince Michaj Burano**, has brought out a rash of singing gypsies in Poland. Latest to try and hit the jackpot is **Kwiek**, the son of the Gypsy King.

Polish Radio is organizing a Stock Exchange for Songs. Each month pop music composers present their latest numbers in one of Warsaw's night spots. There are talent spotters watching new artists, and managers who buy the rights on any new song which appeals to them. . . . Polish pop song composers are beginning to make inroads on the international song market. Composer **Marek Sart** recently returned from Paris where he managed to sell several of his compositions to TV and recording firms. **ROMAN WASCKO**

SANTIAGO

Goluboff Industrias Fonoelectricas is distributing **Reprise Records** in Chile. . . . **Demon**, a Chilean label directed by **Camilo Fernandez**, had the greatest share of ten-age hits in 1963. . . . **RCA** is issuing here the Argentine label, **Music Hall**. . . . "Show en Colores," directed by **Ricardo Garcia**, started its broadcasts two weeks ago with a good publicity background. This two-hour daily program has the best and most popular teen-age performers singing their hits and preparing new ones. Due to its success, an LP will appear in the middle of the year with the same title of this popular program. . . . Two new independent Chilean labels appeared. They are pressed by **RCA**, the only company to do this kind of work. **RCA** presses **Demon** and **Philips**, as well as the two new ones, **Caracol** and **C.M.** . . . **Jacques Karanian**, a young singer, is recording for **Ediciones Ortiz**. **RICARDO GARCIA**

BUDAPEST

The Hungarian world hit "Gloomy Sunday" by composer **Rezzo Seress** has been acquired for South America by **Fermata do Brasil Ltda** of San Paulo. A few days ago President **Enrique Lebendiger** signed the contract with the **Bureau Pour La Protection Des Droits d'Auteurs** of Budapest. The song will be published shortly. **Composer Seress** is a unique figure in Hungarian entertainment business. Being a dilettante, he plays a poor piano either only in C major or C flat. . . . **Fermata do Brasil** has also shown special interest in a few further Hungarian pop songs and it might come to further contracts in the near future. . . . The Hungarian Performing Right Society (**ARTISJUS**) and **ASCAP** agreed to represent each other's repertoire and interest in Hungary and the USA. The signed contracts are submitted for approval at the competent ministry and the National Bank. . . . The release of sequestered copyrights has raised much interest here amongst interested composers and heirs of these. . . . **Prague Radio** is going to produce the successful Hungarian radio-musical "Romantic doesn't exist" by **Elemer Boross** and this reporter. **PAUL GYONGY**

**HITS OF
THE WORLD**

• Continued from page 31

- | | | |
|----|----|---|
| 10 | 11 | CHE M'IMPORTA DEL MONDO/DATEMI UN MARTELLO—*Rita Pavone (RCA) |
| 11 | 15 | CHAO RAGAZZI—*Adriano Celentano (Clan) |
| 12 | 12 | PLEASE PLEASE ME—Beatles (Parlophon) |
| 13 | 8 | CHE ME NE IMPORTA A ME—*Domenico Modugno (Fonit) |
| 14 | 9 | LA PRIMA CHE INCONTRO—*Fabrizio Ferretti (RI Fi) |
| 15 | 13 | IERI HO INCONTRATO MIA MADRE—*Antonio Prieto (RCA) |

JAPAN

(Courtesy Utamatic, Tokyo)

*Denotes local origin

- | This Week | Last Week | |
|-----------|-----------|---|
| 1 | 1 | WASHINGTON SQUARE—The Village Stompers (Epic)—Toshiba |
| 2 | 5 | SAVE THE LAST DANCE FOR ME—Koshiji Fubuki (Toshiba)—Aberbach |
| 3 | 2 | WAKARE NO IPPONSUGI—*Asaoka Yukiji (Toshiba)—JASRAC |
| 4 | 4 | I LEFT MY HEART IN SAN FRANCISCO—T. Bennett (Columbia)—Toshiba |
| 5 | 3 | MENDOU MITAYO—*Ueki Hitoshi (Toshiba)—JASRAC |
| 6 | 6 | LANA—The Velvets (London) Folter |
| 7 | 17 | GUITAR JINGI—*Kitajima Saburo (Columbia)—JASRAC |
| 8 | 10 | YUJHI NO OKA—*Ishihara Yujiro & Asaoka Rurika (Teichiku)—JASRAC |
| 9 | 9 | LOCK YOUR HEART AWAY—Hirota Miko (Toshiba)—Shinko |
| 10 | 7 | SASURAI—*Katsumi Shigeru (Toshiba)—JASRAC |

PHILIPPINES

- | This Week | Last Week | |
|-----------|-----------|--|
| 1 | 1 | FUN IN ACAPULCO—Elvis Presley (RCA)—Filipinas |
| 2 | 2 | CUANDO CALIENTE EL SOL—Steve Allen (Dot)—Mareco |
| 3 | 8 | RAGS TO RICHES—Russ Damon (Laurie)—Mareco |
| 4 | 9 | SAY WONDERFUL THINGS—Patti Page (Columbia)—Mareco |
| 5 | 7 | DEAR TERESA—Jerry Fuller (Challenge)—Dyna Products |
| 6 | — | GUADALAJARA—Elvis Presley (RCA)—Filipinas |
| 7 | 3 | UNCHAIN MY HEART—Ronnie Villar (Mahobay)—Mareco |
| 8 | — | IT'S LOVE THAT COUNTS—Pat Hervey (RCA)—Filipinas |
| 9 | 6 | BOMBORA—Atlantix (Columbia)—Mareco |
| 10 | 4 | IF I HAD A HAMMER—Peter, Paul & Mary (Warner Bros.)—Mareco |

SPAIN

(Courtesy Discomania)

*Denotes local origin

- | This Week | Last Week | |
|-----------|-----------|---|
| 1 | 1 | IF I HAD A HAMMER—Trini Lopez (Reprise) |
| 2 | 4 | AMOR DE VERANO—*Duo Dinamico (Voz Amo)—Musica Sur |
| 3 | 9 | LO NUESTRO TERMINO—*Duo Dinamico (Voz Amo)—Musica Sur |
| 4 | 3 | HEART—Rita Pavone (RCA)—Hispanvox |
| 5 | 7 | CRYING IN THE WIND—Paul Anka (RCA)—Hispanvox |
| 6 | 10 | SPANISH LACE—Enrique Guzman (CBS) |
| 7 | 5 | SHE LOVES YOU—The Beatles (Voz Amo) |
| 8 | — | CONSUELO CONSUELA—*Los P y P (Belter)—Canciones Mundo |
| 9 | — | DEVIL IN DISGUISE—Elvis Presley (RCA)—Aberbach |
| 10 | 2 | TELL HIM—*Luis Aguile (Voz Amo)—Robert Mellin |

YUGOSLAVIA

- | This Week | Last Week | |
|-----------|-----------|--|
| 1 | 1 | VESLAJ—G. Novak-M. Novosel |
| 2 | 2 | KRALJ PAJACA—Zdenka Vuckovic |
| 3 | 3 | KAD CUJES TRUBU—S. Perovic-R. Maric |
| 4 | 4 | MASKARE—G. Novak-M. Novosel |
| 5 | 5 | LALAJKA—Lj. Petruvic |
| 6 | 6 | ZASTO PLAKATI—Olivera Markovic |
| 7 | 7 | STRINGIMI FORTE I POISI—Bogdan Dimitrijevic Ensemble |
| 8 | 8 | LA PALOMA—Ivo Robic |
| 9 | 9 | NA NASOJ OBALI—The "4 M" Quartet |
| 10 | 10 | MALA SARAJKA—Sahudin Kurt |

Karajan Career Continues A-Pacing as DGG Plans

By JOHN HAYS

NEW YORK—Arnold Maxin, president of MGM Records (distributor for Deutsche Grammophon in the United States and Canada) last week announced the signing of Herbert Von Karajan to an exclusive recording contract with DGG. This continues a working association that dates back nearly 30 years. DGG was responsible for the first Karajan recordings in the late 30's, and conductor and firm have been intermittently associated throughout the intervening years. Karajan's new engagement with DGG in 1959 led to the brilliant new package of nine Beethoven Symphonies issued on that label.

According to DGG, the eight record set (No. KL 18, (S) SKL 101108, Retail \$47.98) has sold close to 20,000 copies since its U. S. release in the fall of '63. Released in Europe last winter the set was tremendously successful and did sellout business.

The Legend

Commonly conceded to be the greatest conductor on the European continent, Karajan has become a legend in his time. A man of infinite variety, he commands the kind of attention generally accorded only to film stars. Handsome, intellectual, urbane, a brilliant athlete (skiing, flying, racing cars), a sense of the theatrical—all contribute to the matinee idol quality of the man and lends a magic to the name. Although these add to the color of the man as a legend, they do not explain the man as an artist. Imagination, sensibility, intuition, an analytical penetration and a refined artistic understanding are the creative elements which combine to form the musician that is Karajan.

The Musician

Arriving in Berlin while still under 30, Karajan soon made his mark on the music world. Conducting entire operas from memory, he was referred to as "the Karajan miracle." Within five years, as director of the Staatkapell (Berlin State Opera), he had become a welcome guest conductor not only of opera but the symphony as well in every major city in German-occupied Europe. A temporary standstill in his career followed the end of World War II, but in 1947 he began a second career which brought him into international prominence equalled by few other conductors of our time. As director of two of the most famous orchestras in Europe—the Berlin Philharmonic and the Vienna Philharmonic, director of the Vienna State Opera, leading conductor in Salzburg, close directorial ties with Milan's La Scala and guest conductor engagements throughout the world, Karajan has received the kind of praise from music lovers and critics alike that assures him his position as not only the No. 1 conductor in Europe but one of the great conductors of our time.

Notwithstanding, he has received criticism in the past for the loudness, the brutality, the harshness of his sound; the eccentric tempos, and the too great contrasts which produce an almost neurotic excitement. In recent years a mellowing seems



HERBERT VON KARAJAN

to be in evidence, a generosity, a warmth, a sense of humor, not present before. Nevertheless, it is the combination of all these qualities that imparts to his music its sense of immediacy and freshness, its supreme vitality.

The Recordings

There are several excellent recordings of the complete Beethoven Symphonies already on the market and any number of good recordings of the individual symphonies.

Why a new one now? As with anything of artistic merit good music is open to endless interpretation and re-evaluation. And these recordings bearing the stamp of Karajan's own

dynamic force can be compared with any of the very best on the market to date. They have added advantage of DGG's superior technical and engineering skill; surface noise and distortion are as low as one is likely to find.

Future recording plans for Karajan on DGG include Beethoven's "Missa Solemnis," the orchestral music of Brahms, Stravinsky's "Sacre du Printemps," Verdi's "Requiem," Wagner's "Die Meistersinger," Puccini's "La Boheme," Mascagni's "Cavalleria Rusticana," Leoncavallo's "Pagliacci," and works by Haydn, Debussy, Ravel and Bartok.

News & Reviews

Classical News

NEW YORK—A repeat telecast of the highly praised NBC Opera Company's presentation of Bach's "St. Matthew Passion" will be shown Palm Sunday. (NBC-TV, 1-4 p.m., March 22). The complete production will take three hours. Last year it was seen in two parts.

Included in the cast are John Boyden, baritone, as Jesus; Maureen Forrester, alto; Judith Raskin, soprano; Mallory Walker, tenor; Donald Gramm, bass; and John McCollum, tenor, as the Evangelist. Smaller roles are sung by Lee Cass, David Clatworthy, Julian Patrick and Robert Falk. Alfred Wallenstein conducts.

COLOGNE — The Cologne superior court has rejected a petition by Ariola Eurodisc GmbH asking that Electrola be enjoined from the further sale of two LP's titled "Rudolf Schock—the Great Years."

Electrola brought out the LP's in November, disks containing a collection of the chamber singer's works. Ariola, which now has Schock's contract, claims that the characterization "the great years" implies Schock is past his prime.

While refusing to halt sale of the records, the court directed Electrola to withdraw, in connection with sale of the disk, distribution of newspaper interviews which Schock gave in October and December of 1962, in which he indicated he planned to retire soon from stage singing.

'Dvorak Requiem'

NEW YORK — The rarely performed "Dvorak Requiem" received its first New York performance in 63 years at Carnegie Hall February 26. In a period when certain choral works are literally done to death and patrons decry the limitations of the choral repertoire, it is difficult to understand the reasons behind this neglect.

Highly melodic and romantic in tone, the Requiem displays certain operatic influences in its dramatics. It is a work of soaring and repeating beauties. The music in gentle lyric strains rises to great triumphant passages occasionally reminiscent, but not imitative, of Verdi and Wagner. Devoid of any undue weightiness, this "song of the dead" is Dvorak's testament to man's hope and triumph in death.

As performed by the Musica Aeterna Orchestra and Chorus under the direction of Frederic Waldman it received a fine and well deserved performance. The soloists were Martina Arroyo, Maureen Forrester, Jan Peerce and Giorgio Tozzi. All superior in themselves they were not always perfectly blended in combination.

There is only one recording of this beautiful work. It is on the Deutsche Grammophon label. The two-LP package features Maria Stader, Sieglinde Wagner, Hans Haefliger and Kim Borg as soloists with the Czech Chorus and the Prague Philharmonic under the direction of Karel Ancerl. (DGG LPM 18547-48, (S) SLPM 138026-27).

After Two Years: They Just Met a Girl Named Maria

NEW YORK—Maria Callas' return to the opera stage early this year, after a two-year absence, was one of those dazzling events that have the critics tripping over themselves in their use of superlatives. The opera was Puccini's "Tosca," her leading man was Tito Gobbi and the production, under the direction of Franco Zeffirelli, was presented at Covent Gardens, London. Everyone associated with the production received the highest praise, but opening night truly belonged to Mme. Callas. Her return occasioned a great deal of speculation among admirers and detractors alike. Her last performances, both on stage and in recordings, have not always been up to the standards which she, herself, has set in the past.

Dispelled Doubts

Any doubts were quickly dispelled on this occasion and talk about her voice giving her trouble was silenced. It is reported that the ovation following the final curtain lasted for 35 minutes. In a description of the London musical scene in The New Yorker magazine, Molly Panther-Downes had this to say:

"The eagerness to see her is so great that a furtive black market in tickets goes on every evening on the pavement outside Covent Garden, and the agony column of the Times has been carrying plaintive appeals for anything, any performance, and even, in one case, an offer



MARIA CALLAS

to swap four Nureyev ballet seats for two for a Callas night."

Following is a sampling of reviews taken from the London and New York press:

LONDON

TIMES: Mme. Callas was in more effective voice than for several years . . . the musicianship, the dramatic realism, the affecting power of her performance, were more strongly

to be felt than ever because the interpretation as whole is more closely and profoundly integrated. Her inflexions in the spoken 'Quanto,' and the sung 'Ma falle gli occhi neri,' for instance, did not make one hear them for the first time, but left no doubt that they had never been given their true meaning until now."

DAILY EXPRESS: ". . . a

'Tosca' in a thousand . . . Callas herself is in fine voice."

SUNDAY TIMES: ". . . her reading of an entire role is in a class by itself . . . not a dull word or a meaningless phrase from beginning to end."

SUNDAY TELEGRAPH: "Maria Callas' return to Covent Gardens is a great event. . . So filled with perceptive human detail is this performance that one could choose any moment as illustration of Callas' art. . . I can think of no artist who could give so complete a 'Tosca'."

OBSERVER WEEKEND: "Her 'Tosca' is a performance of indescribable brilliance and fascination; no other living singer could choose within a mile of it . . . (her voice) can register a bewildering variety of emotions, and one that is handled with exquisite musicality and immaculate sense of style . . . the fascination of Callas is not to be analyzed. . . So haunting is her spell that I hope I may be forgiven so wildly unbalanced a notice."

NEW YORK

TIMES: "It is many years since her voice sounded in such good repair or so responsive to the heavy demands she makes of it."

A recording of "Tosca," again with Tito Gobbi, is available on Angel Records (2-12" LPs, No. 3508-B-L). Recorded in 1953, it remains one of her finest recorded performances.

Scheduled for early summer is a recording date to do Bizet's "Carmen," complete. This will be Mme. Callas' first full-length recording of an opera scored for a mezzo-soprano. Also planned is an album of duets done with Franco Corelli. Already recorded are two albums of Italian arias; no release date has been set.

EQUIPMENT NEWSLETTER

Coming Events Cast Shadows

By DAVID LACHENBRUCH

SIGNS AND PORTENTS: News of major significance often casts a long shadow before it. Spotting trends is a delicate and often dangerous job, but we think we see some potentially interesting developments foreshadowed in recent news items—some large, some small. To take up a few of them:



Phono sales patterns: Last year set an all-time record in phonograph sales—5,029,229, at the distributor-to-dealer level, according to EIA, as compared with 4,841,810 in 1962. But it wasn't a glorious year. For the first seven months, sales were far above the comparable 1962 figures, then they dropped behind, for the last five months. The figures show several interesting trends. For one thing, the mix between portables and consoles stayed almost exactly the same as in 1962. The portable model category accounted for 67.7 per cent of sales in 1962, and 67.3 in 1963.

Whether it's a freak or a significant trend, 1963 showed a leveling-off of the seasonal sales pattern of phonographs. It may just have been due to unusually good business in the first half and unusually poor business in the second half, but there's also food for thought in the fact that last year there was only 12.6 percentage points between the share of the year's sales in the poorest month (May) and the best month (December), compared with a 14-point spread in 1962. A glance at this table, showing percentage of the year's sales (at the distributor level) made in each month, gives an interesting 1962-to-1963 comparison:

| | 1962 | 1963 |
|-----------|------|------|
| January | 4.6 | 6.3 |
| February | 4.9 | 6.6 |
| March | 6.2 | 6.9 |
| April | 4.2 | 4.9 |
| May | 4.0 | 4.1 |
| June | 5.7 | 6.3 |
| July | 6.0 | 5.9 |
| August | 8.6 | 8.1 |
| September | 12.3 | 11.8 |
| October | 12.8 | 11.2 |
| November | 12.9 | 11.2 |
| December | 18.0 | 16.8 |

Is the seasonal pattern actually changing—or was 1963 merely a freak year—good when it should have been bad, bad when it should have been good? The seasonal theory is a minority one, and we neither endorse nor reject it. We

merely call it to your attention. It shows that phonos can be sold during the "poor season."

FM STEREO has started moving again. After a listless year in 1963 in terms of stations starting stereocasts, stereo stations are now going on the air at the rate of about three a week, according to a recent survey by *Television Digest*. There are now about 310 stereo stations on the air in the United States and Canada. The 293 American stations broadcasting in stereo constitute about 25 per cent of the total FM outlets in operation.

A check with manufacturers of FM transmitting equipment indicates that orders for stereo gear have picked up substantially. Our guess is that at least 100—and probably closer to 200—more outlets will start broadcasting in stereo the remainder of this year.

Broadcast hours are increasing, too. Analyzing two surveys made by Zenith, we find the average station which responded was broadcasting 71.6 hours of stereo weekly last July. In a comparable January survey, the average came to 76.5 hours per week.

More stereo stations means more stereo publicity, more stereo program sources. All this helps you sell FM stereo receivers.

SHORTWAVE BOOM? This may be the year of the multi-band radio. At least, manufacturers seem to be betting on it. The trend started last year in imports, now is spreading to domestic brands. It could be the "something new" which is needed to spark sagging sales of transistor radios and to steer customers into higher-end items.

The first two portable radio lines to be introduced this year—by General Electric and Admiral—go in heavily for multi-band sets. GE, which introduced its first shortwave portable just a year ago, now offers five of them, starting with a two-band set at \$29.95, with one set receiving AM, international and amateur bands at \$49.95, and an AM-marine unit at the same price. The top of the line is the World Monitor, a 17-transistor set with five bands, covering AM and FM broadcasts, international and domestic shortwave, marine, navigation, aviation and weather bands. It's priced at \$125.

Admiral's portable line has four shortwave sets, also starting at \$29.95, for an AM-marine-international set. There's a special marine set at \$49.95, a three-band set at \$99.95 and the All-World nine-band receiver at \$199.95. The comparable model last year was \$275.

(Continued on page 36)

Phono-Tape

MERCHANDISING

BEST SELLING PHONOS • HIGH QUALITY EQUIPMENT NEWSLETTER

Pepe Says: U. S. Hi-Fi Show Relishes Frankfurt Reception

By RAYMOND V. PEPE

FRANKFURT—The High Fidelity Component Show held at the U. S. Trade Center in Frankfurt proved to be a resounding success for the high fidelity component industry of the United States. An early tabulation of results shows that in excess of \$100,000 in orders were taken during the show. All of the 30 American companies which participated in-

shows have been a routine thing for the past decade. Pre-show publicity program included invitations to dealers over Europe... and they came in great numbers, in addition to those from German dealers came from France, Belgium, Spain, Switzerland, Italy, Lebanon, Greece, England, Turkey and some as far away as South Africa. In total over 800 dealers were registered.

Raymond V. Pepe is president of the Institute of High Fidelity and vice-president of James B. Lansing Sound Co. He has written this article on his impressions of the U. S. Trade Center's High Fidelity Component Show on our invitation.

indicated that they had established distribution channels and forecast that their total sales in Germany for 1964 would exceed one million dollars.

The reasons for the success of this show are manifold. First, the staff of the U. S. Trade Center did a magnificent job of providing a showcase for American products. The enthusiastic, well-trained staff, headed by E. F. Becker, its director, provided a show facility that literally amazed 30 American participants, to whom trade

The very complete service provided by the U. S. Trade Center included detailed information on the financial and business structures on the attending dealers, whenever requested by an exhibitor.

As a corollary to the trade show itself, lectures were arranged for the general public at the America House in Frankfurt. These lectures and demonstrations were conducted there in German by the German High Fidelity Institute, whose cooperation throughout was outstanding. U. S. Consul General H. H. Ford, at his own expense, held six receptions at his official residence for prominent German guests, where lectures and demonstrations were given on component high fidelity, its purpose and its advantages.

The 30 American manufacturers represented were staffed by top echelon personnel. Among the prexies who attended were: A. Ward of Altec Lansing Corporation, H. H. Scott of H. H. Scott, Inc., Malcolm Low of KLH, William H. Thomas of JBL, Dave Hafler of Dynaco, Edward Miller of Sherwood Electronic Labs, Inc. Others were represented by their marketing heads.

With the optimum surroundings provided, which included both static and soundproof demonstration display rooms, coupled with the fact that the European economy is burgeoning, and with the intense interest in music that has always

(Continued on page 36)

VM Lo-\$ Stereo

BENTON HARBOR, Mich.—A new low-priced "modular" portable stereo phonograph has been introduced by VM. Model 347 is a lightweight instrument which folds into a single pyroxylin case for portability. The speakers can be detached from the central amplifier-changer-control unit and separated as much as 16 feet. The phono has a four-speed "Stereo-O-Matic" changer and is in "the less-than-\$90 price class."



OLD AND NEW: Examining a capsule exhibit of the high-fidelity industry's progress at the U.S. Trade Center's High-Fidelity Component Show in Frankfurt, Germany, are President Raymond V. Pepe of the Institute of High Fidelity, U. S. Consul General H. H. Ford and Director E. F. Becker of the U. S. Trade Center there.

WHAT ARE THEY SAYING IN STATE COLLEGE, PENNA. ABOUT DECCA PHONOGRAPHS?

THE RECORD ROOM

350 East College Avenue
P. O. Box 273
State College, Pennsylvania

I recently began stocking Decca phonographs, and I wanted to let you know how pleased I've been with the sales-ability of some of the models. The DP-860, component set, has been our strongest seller, by far, and I'm looking forward to even greater sales.

Until now, being mainly a record store, we have sold phonos on a limited basis, but I'm finding it necessary to order the DP 860 in large lots. I personally don't think there's a better buy on the market than this machine. I'm truly enthused with the set. The price is right, the style is excellent, and for the money, the sound is magnificent.

I can assure you that if the Decca phonographs continue to sound and look as good as the models we are now stocking, we shall sell many Decca phonographs.

Sincerely,
Steve Fishbein
Steve Fishbein
Manager

Budget priced full stereo, automatic component system. Component style chassis in a base of simulated walnut finish, exposed controls, two separate matching speaker enclosures. **\$99.95**

price is suggested list, plus 45 RPM spindle, and slightly higher South, Southwest and West.

THE SUMMIT I
DP-860



AVAILABLE AT YOUR LOCAL DECCA BRANCH NOW!

the **BEATLES**
plus **LESLEY GORE**

this is the week that will be!

The Beatles favorite American singer
LESLEY GORE hits the market with
a great new single —

"That's the way the boys are" #72259

LESLEY appears with the Beatles on
the big closed great Coast-to-Coast telecast

LESLEY sings seven great songs from her two
hit albums — *"I'll cry if I want to"* —
"Lesley Gore sings of mixed-up hearts"

... gear for Gore-mania!

FOREMOST IN FINE RECORDING



Z-DEBS "CHANGING MY LIFE FOR YOU"

R 4544

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

Watch This Climb!

"LET ME TELL YOU BABY"

SUSAN RAFEY

Jubilee 5468

Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

THE COASTERS

"TAIN'T NOTHIN' TO ME"

ATCO 6287

ANOTHER CHART BREAKER!

"TO EACH HIS OWN"

P 907

THE TYMES

THE BIG DOTS ARE
ON CAMEO/FERRYWAY

New as tomorrow . . .

DON CORNELL

Sings

LOST DREAMS

c/w

FORGET ABOUT ME

Fax 464



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

MULSON STUDIO
Box 1941 Bridgeport, Conn.

ANDRE PREVIN plays JIMMY McHUGH

Columbia Album, "SOFT AND SWINGING"

Coming Events Cast Shadows

• Continued from page 34

Will we become a nation of shortwave listeners? The manufacturers seem to be counting on it.

ENTER MOLECULAR CIRCUITS. This item concerns a hearing aid—but it has tremendous implications for the phonograph and radio business. Late this month, at the annual convention of the Institute of Electrical and Electronics Engineers in New York, Zenith Radio Corporation and transistor manufacturer Texas Instruments, Inc., will demonstrate the first consumer product using molecular circuits.

The product is a new hearing aid, which goes on sale next month. What's new and different about it is that its entire amplifier circuit, containing the equivalent of six transistors, 16

resistors and their connections, in a tiny chip of semiconductor material so small that 10 of them could be stacked into a space the size of a safety match head.

This new type of circuitry, now used for military and space items, does away with most components as such. Its principal advantages are ultra-reliability, compactness, promise of low power drain—and potential low cost.

It's a sure bet that molecular, or integrated circuits will show up in consumer entertainment products within the next year or two. Their first uses probably will be in high-fidelity equipment. Among items being considered is a phono pre-amp built into the pickup cartridge. Transistor radios, too, will eventually feel the impact of this new technology, and the radio with individual transistors, resistors and capacitors will some day be extinct.

Frankfort Reception Is Relished

• Continued from page 34

existed there, the exhibitors enjoyed a veritable field day.

Hobby clubs of the armed forces of the United States had been alerted to the show and attended it in large numbers from all over Europe. This was an added plus for the exhibitors, who availed themselves of the opportunity to display and demonstrate their products to this important market.

The show was open on alternate days to the German public, and contrary to everyone's general expectations, the interest on the part of the public was both knowledgeable and enthusiastic. Although the show was not intended as a public display, consequently no general publicity was directed to the consumer, the attendance far exceeded its ability to handle the crowds.

The affair and its beneficial results to the American high fidelity industry points up the effectiveness of this little-known but highly organized and effective program, sponsored by the United States government through its trade centers. At present there are U. S. Trade Centers in Tokyo, London, Frankfurt, Milan and Bangkok. Their purpose is to aid the export of American products to foreign countries, and, based on our recent experience, they are eminently successful.

KFI's Big Bands

• Continued from page 14

"Jump" enables him to program them more frequently.

Cecil estimates KFI airs about 10½ hours of big band music weekly. With the station a 50,000-watt, clear-channel operation, its signal is heard all through the West.

As a special feature of the daily "Swingin' Years" show, Cecil has developed commemorative specials to artists, dedicating entire shows to Glen Gray, Jimmy Dorsey, Duke Ellington, Woody Herman, Lionel Hampton and Red Nichols. Cecil is currently planning a special to celebrate Harry James' 25th anniversary in show business.

Working with music of the past, Cecil feels indebted to the record companies for their re-issue packages which provide his show with previously unheard material.

One of the elements of this program that has been overlooked is that it provides small industry in the United States with the ability to obtain, under U. S. auspices, the facilities to showcase their products for export which individually it cannot do itself. Unique and outstanding products of American small industry are most desirable for import by foreign countries. From our experience, it is our opinion that the U. S. Trade Center program is one that should be much more broadly publicized and used by American small industry. In doing so, not only would U. S. small industry be assisted but the entire U. S. balance of payment problem would be materially aided.

Victor Song Of Moneys

NEW YORK — RCA's "most successful year," as reviewed in the company's annual report by chairman David Sarnoff and President Elmer W. Engstrom:

All-time record sales of \$1,789,277,000 and net profits of \$66,033,000 in 1963 compared with \$1,751,646,000 and \$51,535,000 in 1962. Color television, according to the report, "became the most vigorous growth element in the consumer market and accounted for a major share of earnings from all RCA consumer products." Distributor sales of RCA color TV were 55 per cent higher than 1962, black-and-white TV up 6 per cent, phonographs up 5 per cent. Radio receiver dollar sales volume was below that of 1962. Last year "was the best year for NBC since its founding 37 years ago," and its profits were at an all-time high for the second successive year.

Studiomatic Has Replacement

CAMDEN — An improved version of RCA's Studiomatic record changer has been made available as a replacement unit and for component high fidelity systems by RCA Parts and Accessories.

The new changer, featured on de luxe RCA Victor stereo phonographs, has a hinged cartridge which adjusts automatically to external pressure, a specially treated dusting pad incorporated in the tone arm, and a muting switch to eliminate pickup noise during the change cycle.

PEOPLE

Darrell H. Boyd, consumer products marketing manager of the Revere Wollensak Division of Minnesota Mining, has been promoted to the new post of general sales manager. In the past, he was project manager for the Revere stereo tape cartridge system.

William M. Day has been appointed general manager of the Westinghouse television-the central amplifier-changer-radio division, headquartered in Metuchen, N. J., succeeding **O. H. Yoxsimer**, who has been named general manager of the company's new refrigeration division in Columbus, O. Day was formerly vice-president in charge of engineering of the C. A. Olsen Manufacturing Company, a Westinghouse subsidiary which manufactures heating and air-conditioning equipment.

Frank Garay has been elected president of Viking of Minneapolis, Inc., succeeding **P. A. Rasmussen**, who becomes board chairman. Garay, 39, is a 16-year veteran of Viking. Rasmussen, who retains the presidency of associated Viking Tool & Die Company, expects to devote much of his time to Viking's growing export business.

Henry C. Rutherford has been appointed vice-president in charge of manufacturing of Fidelitone, Inc., Chicago manufacturer of replacement phonograph needles.

Brotherhood Awards

• Continued from page 14

WLVA-TV, Lynchburg, Va.—the series "Youth Speaks." —WMAQ-Radio, Chicago—for its co-operation with the NCCJ in the presentation of a half-hour series program "Rearing Children of Good Will" and two other similar series in the past.

WFAA-TV, Dallas — for its presentation in prime time of the series "Rearing Children to Meet the Challenge of Chance" in co-operation with the NCCJ.

WWL-TV, New Orleans—for its weekly program "Focus," featuring religious news and discussion with a distinguished guest on vital issues in human relations.

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Say You Saw It in Billboard

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Zenith Sales: All-Time High

CHICAGO—Zenith's production and sales of stereo recording instruments were at an all-time high in 1963, according to chairman Hugh Robertson and president Joseph S. Wright, and the company "increased its share-of-industry in this product category."

Robertson and Wright made that statement in a preliminary report to stockholders which showed an all-time high in sales and earnings, sales rising to \$349,802,290 from \$313,212,334 in 1962, while net earnings increased to \$20,852,548 from \$19,637,068. The report also stated that Zenith's share of industry radio sales increased, although unit sales were down from 1962's figure, and color and black-and-white TV sales both hit a new high.

Sunny Shines Again!

"OUT OF SIGHT OUT OF MIND"

Sunny & The Sunliners

Tear Drop 3027

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Phila. 21, Pa.

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Holland now gives us

ANNEKE GRONLOH

its No. 1 singer

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RECORDS

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Cincinnati, Ohio, 45220

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& Mary Kay (Prof. Marcell
Colleagues)
"You're My Surfer Girl (Boy) Forever"
—MCR 215
"Surfin on a Swinging Sateer"
—MCR 214

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ENright 9-3290

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"WE NEED EACH OTHER"

Beaucoup Record Experience.

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NEEDS DISTRIBUTION—"IT'S BEST to Play It Cool," by Chick Finney group. Sensational 45 single. Contact: Chick Finney, 4013 Aldine, St. Louis, Mo. mh21

WANT CO-WRITER FOR MUSICAL ARRANGEMENTS. Have original lyrics for many and different types of songs. Frank Posluszny, 9 Heckman Drive, Jersey City 5, N. J. mh14

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TV-RADIO PROMOTION MANAGER, 15 years' experience—time/film sales, movie/theater exploitation & TV/radio promotion. Jack Winters, phone 306-535-9791, 1865 N.W. 19th St., Miami, Fla., 33155. ch

HELP WANTED

HELP WANTED—2 MECHANICS, EXPERIENCED with Seeburg music & misc. games. Permanent & dependable. Contact: Pete Carrico, Southern Amusement Co., 2819 Tidewater Drive, Norfolk, Va. mh21

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PROGRESS RECORD
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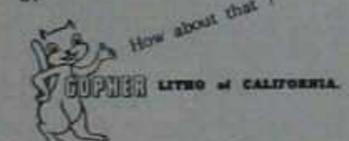
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CONGRATULATIONS IN BEING SELECTED "Most Cooperative Promotion Man" in our national survey. "Behind the Scenes." George Jay, Sunset Vine Tower, Hollywood 28, Calif. mh14

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FOR FURTHER INFORMATION CONTACT: Peter Heinz, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

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Importers and operators, visit our "Bourse de L'Automatique" (Automatic Exchange) on last Friday of every month.

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N. Y. Ops Meet to Discuss State Licensing Proposal

By ED BARNES

NEW YORK—The introduction of a bill in the New York State Senate that would require licensing of coin amusement machines prompted the Music Operators of New York to call an emergency meeting Wednesday (11) at the Holiday Inn, 440 West 57 Street, at 8 p.m. The meeting will be open to members and non-members alike.

The bill (No. 3569), sponsored by Senator Laverne, would require payment of \$600 for a license good for two years. It states:

"On and after November 1, 1964, no one shall own a coin-operated amusement machine, or machines, for the purpose of profit unless he has first obtained a license therefor from the secretary of state. . . . The paragraph then excludes machines owned by nonprofit organizations and located in their halls or meeting rooms from the provisions of the bill. It further provides, "As representative of the issuance of a license, each

licensee must display his name, business location address and license number in a conspicuous place on each coin-operated amusement machine."

Penalties

Violators of the law would be subject to a fine of not more than \$1,000 for each offense. There is nothing in the bill to prevent each one of an operator's locations from being considered as a separate offense.

A coin-operated amusement machine is defined as "that coin-operated machine which is designed solely for amusement and which may confer an immediate, unrecorded and unindicated right of replay me-

chanically conferred on players of such an amusement machine; and this replay is to be defined a fair return and continued amusement for the original consideration, and not a thing of value, provided that:

"(a) There shall be no visible or other means of determining the number of free plays recorded.

"(b) There shall be no method by which any of the accumulated games can be released except by a normal, continuing play of the machine."

Juke Boxes Excluded

This wording obviously excludes juke boxes from the
(Continued on page 46)

New Credit Exchange To Protect N. Y. Ops

NEW YORK—A credit exchange corporation has been formed for the purpose of informing coin machine operators here on the credit rating and general reliability of prospective location owners.

Operators' Credit Exchange, Inc. will protect its members from unethical and unscrupulous customers by collecting from all available legal sources information on the business standing, reputation and ability to repay loans of persons and firms seeking credit from coin operators.

The new organization will be a two-way street, with reports from operators forming one of the Exchange's sources of information. Blank forms have been distributed for the convenience of operators making reports.

Many operators in the past few years have suffered losses that could have been avoided if there had been a central source of reliable credit information. Coinmen can now submit inquiries about owners by filling out a card prepared for the

purpose. For convenience, reports from operators on location owners are on white cards, and inquiries from operators are filled out on blue cards. Both have a minimum of blanks to fill in but should provide adequate information to satisfy a long-felt need for operators' protection.

Ben Chicofsky is business manager of the new corporation, whose address is 250 West 57 Street, New York, N. Y.

SAN REMO PLUG UPS TAKES FOR ROMAN OPS

ROME—Juke box operators here are upping collections on a tie-in with San Remo Festival publicity. Wide press coverage of this year's event has whetted public interest in the songs that were played and sung, and they are now identified on the phonographs.

Many machines carry the 12 songs of the final night of the Festival with identifying lists clipped from magazines identifying them as the final entries. This is the first year the coin operators have used such a tie-in with San Remo.

Bremner Joins First Coin Staff

CHICAGO—Jerry Bremner, 15-year veteran of the coin machine industry here, joined First Coin Machine Exchange last week. He'll handle sales in the Illinois area.

Bremner started with Gil Kitt's Empire Coin Machine Exchange some 15 years ago. He was a roadman for some seven years, later joining Central Ohio Coin Machine Exchange, where he worked for some seven and one-half years.

Bremner is married and lives with his wife on the North Side of Chicago. He is active in various civic and philanthropic organizations.

COIN SECTION ADDS NEW MAN

NEW YORK — Billboard's Coin Machine Operating section has recently added Edward Barnes to its editorial staff. His background includes many years' experience as reporter and editor for trade publications and daily newspapers. Barnes will report on all phases of the coin machine industry covered in the section.

Coin Machine OPERATING

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

EDITORIAL

A Mess of Pottage

Amusement machine operators are harassed at all levels of government. Federal, State and municipal officials tell them what equipment they can operate. Per-machine fees are also levied by these governmental bodies. And many local police officials resolve all doubts by impounding amusement devices.

But, to date, only a handful of governmental units requires that amusement machine operators be licensed as a condition of doing business.

Today, the Finance Committee of the New York State Senate is considering a bill which would do just that. Its provisions, outlined elsewhere on the page, stipulate that the Secretary of State be given wide powers to determine who may and who may not engage in the business of operating amusement machines.

This measure was not proposed by a lunatic anti-coin machine element. Its backers are respected, responsible and intelligent coin machine leaders in New York State. Their motives, which we understand and sympathize with, are admirable. But if they are successful, they will have created a monster.

Proponents of the measure feel that licensing—at \$300 per year per operator—will give the industry a mark of respectability. They also feel that the licensing requirements will keep out of the industry persons with criminal records.

The Secretary of State may refuse to issue or renew a license for a number of reasons, including failure to display the license, failure to provide information and willful disregard of any regulations set up by the Department of State.

If the operator feels that he's not getting a fair shake, he can get a department hearing. But, in the language of the bill, "the hearing shall not be bound by common law or statutory rules of evidence or by technical or formal rules of procedure."

In other words, the Secretary of State can issue or refuse licenses to whomever he damn pleases, and he will answer to no one.

The law would strike a blow at location ownership of coin games in that few locations would come up with \$300 a year to operate their own equipment.

While we're opposed to location ownership, we feel that the proper way to solve the problem is by the operator providing top-equipment and service. The \$300 fee is not the answer.

The current bill covers only amusement machine operators. But some future bill may provide for the licensing of music machine or vending operators. If it's fair for one it's fair for all.

And while the initial license fee is \$300, what is to prevent future legislatures from upping it to \$500 or to \$1,000?

And why should amusement machine operators be singled out for licensing and registration. Why not grocery store owners or interior decorators?

In return for the license fee and its restrictive provisions, the measure also provides that free play—provided it is immediate and unrecorded—be declared legal in the State.

Of course, this type of free play should be legalized. It can not be considered gambling by any stretch of the imagination. But this issue has nothing to do with operator licensing.

If the legalization of free play is the quid pro quo for the licensing provision, then the New York coinmen will have sold their business for a mess of pottage.

Say Film Phono Fate Due Soon

PARIS—France, which lags well behind the U. S. and West Germany as a phonograph producer, leads the world in the production of film phonographs or "cinema juke boxes," as the trade here prefers it. The French have a virtual monopoly on film phonograph production, Paris being the home of the only three boxes on the world market.

This is the year of decision for the film phonograph; the Continental trade is unanimous that the coin cinema will either surge ahead this year or wither and vanish.

The three machines trying to win a market are Cinebox, Scopitone, and Caravelle. Cinebox, strictly speaking, is an Italian development, but its major production is in Paris, and it is generally regarded as a French product.

All three machines have been

in the testing stage since 1960, and have been actively promoted for two years. They have now been on the Continental and North American market in sufficient numbers and long enough to be assessed.

There are around 3,000 Cineboxes, Scopitones, and Caravelles in operation in Europe and Scandinavia (some estimates put the number at 5,000). Scopitone has a wide edge in the West German market, and Cinebox leads in Italy. Also, Cinebox is distributed in the U. S. and Canada by the Cinevision Corporation of America, Hicksville, N. Y.

Scopitone has caught the fancy of Automatic Canteen Company of America, whose West German affiliate, Helmut Rehbock of Hamburg, is distributing and testing the machine in West Germany. Caravelle, which calls its product a "tele-box," is manufactured by Cie

Industrielle Francaise d'Automation (C.I.F.A.).

Despite long development and testing and heavy promotion, the film phonographs are not established on the European market. None of the machines has moved out of the test category.

When the coin cinemas were introduced, skeptics recalled that the film phonograph idea had been tested before the war and discarded. Enthusiasts pointed to the technological sophistication of the new products, arguing that there could be no comparison with prewar trials.

The major objection raised to film phonographs was the problem of gaining a prolific and reliable source of new films. In practice, this objection has been sustained, and it forms the crux of the dilemma confronting the cinema juke box manufacturers.

Technically, all three machines appear to have passed
(Continued on page 46)

Weinand Back From 3-Week Europe Tour

CHICAGO — Art Weinand, J. H. Keeney vice-president and sales director, recently concluded a three-week tour of Europe. While Weinand's main stop was in London at the Mar-Matic offices, he also visited France, Germany, the Netherlands and Italy.

At one point, Weinand said, he thought he was back in Chicago, when arriving at a hotel, he ran into Bill O'Donnell, Bally president; Irving Kaye, Kaye pool tables, and Sam Stern, Williams president.

Weinand's tour included stops in Paris, Brussels, Antwerp, Amsterdam, Copenhagen, Hamburg, Cologne, Bingen, Milan, Alexandria and Rome. He was accompanied on the tour by his wife.

Chi Coin Names New Distributors In L. A., St. Louis

CHICAGO—Distributors in St. Louis and Los Angeles were named last week by Chicago Coin, division of Chicago Dynamic Industries, Inc., here. In Los Angeles, Chicago Coin named Lou Wolcher's Advance Automatic Sales Company. In St. Louis the line went to Joseph McCormick's Musical Sales, Inc.

The Los Angeles office is the second for Advance, headquarters of which have been in San Francisco for many years. Wolcher is one of the largest distributors in the upper California area and his Los Angeles branch is said to be virtually an exact duplicate of his San Francisco quarters.

Both Wolcher and McCormick issued an invitation to operators to come in to the showrooms and get acquainted. Chicago Coin's current line includes Champion Rifle Range, Cadillac bowler, Firecracker pinball game and Spotlite puck bowler.

MOMENT OF TRUTH



All the claims in the world don't mean a thing to the collector. To him money speaks louder than words. Have you heard how well the Wurlitzer 2800 is doing at this point? So well that it will pay you to take a close look at your locations with a view to raising the rate of return on your route. Wurlitzer 2800's will do it.

WURLITZER 2800

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Seeburg Buys 6 Mobile Homes For Location Demonstrations



SEEBURG EXECUTIVES Edward F. Claffey (left), vice-president of sales, and Carl E. Carlman, vice-president of operation and planning, are shown with one of the new mobile salesrooms for coin-operated phonographs. The interior is designed and decorated as an attractive phonograph location.

CHICAGO — Seeburg Corporation has bought six commercial versions of self-contained Dodge motor homes to use as traveling showcases for coin-operated phonographs, wall boxes and related equipment. Each interior is decorated to simulate a modern restaurant. Phonograph and vending machine equipment blend with the

dining decor in the area that usually provide living and sleeping accommodations in the travel-recreation models of the same vehicle. Thus a dining booth shows the application of the remote-controlled wall console phonograph.

Claffey, who organized Seeburg's mobile fleet, says the trucks help solve the problem of transporting and demonstrat-

ing sensitive electronic equipment without the expense and time loss of last-minute technical adjustments before showing to customers.

Seeburg originally planned to use four of the mobile units to cover foreign and domestic markets, but the company now has 10 in use, according to Carlman, and the number may eventually expand to 20.

terie (regular lottery) and casinos. The state of Lower Saxony has approved the opening of three new casinos.

U. S. Product Sells

PARIS—General de Gaulle's government, hostile toward some sectors of U. S. business, appears to tolerate the U. S. coin machine industry.

French distributors of U. S. equipment polled on the de Gaulle government's attitude, were unanimous in answering that business is good and even booming, and that there is no xenophobia apparent in the French government's attitude toward their activities.

Although the de Gaulle government is extremely sensitive to the domination of the French market by U. S. firms, American producers easily dominate the French market for phonographs and games. The biggest firms are Socodimex (Seeburg); Ets. Bussoz (Wurlitzer, Gottlieb, Williams and Bally pinballs); Sodemal (United); CFA (Bally bowlers).

Call Owner, Op On Complaint

EASTON, Pa. — Bethlehem Amusement Company, and Paul Mouras, local restaurant location owner, must reply to a complaint of contract violation recently brought by the Skill Amusement Company here after Bethlehem Amusement installed a juke box in the location.

The restaurant and the Bethlehem operator asked for a more specific complaint from Skill company than contract violation, but their objections were overruled by Northampton County Court Judge Clinton Budd Palmer, who ordered them to reply within 30 days.

Southern Amusement Has Open House for Ala. Ops

BIRMINGHAM — Southern Amusement of Alabama staged a four-day open house for Alabama operators Saturday (7) through Tuesday (10) at its new office, showroom and warehouse at 3606 Sixth Avenue S.

Concurrent with the opening of the Birmingham office, Mrs. Celia G. Hodge of Memphis, president of Southern Amusement Distributing Company there, parent firm of the Alabama company, announced appointment of an Alabama field sales representative. He is Claude H. Connor of Troy, Ala., veteran phonograph and vending machine salesman. Connor has represented other music and vending lines in Alabama for the past 20 years.

Southern Amusement is distributor in the mid-South area for Rome-AMI.

Mrs. Hodge's Memphis distributorship, which served West Tennessee, East Arkansas, North Mississippi and just a few coun-



CLAUDE H. CONNOR

ties of Kentucky and Alabama bought out the Alabama Rowe-AMI distributorship last year.

Southern has been waging a stepped-up sales campaign in Alabama since then with cooperation of Rowe-AMI.

All officials of Southern from the Memphis office were in Birmingham for the opening to meet Alabama operators.

Attending, in addition to Mrs. Hodge and McDowell, were Wolf Lebovitz, secretary-treasurer; Allen C. Smith, manager of vending sales; William E. Dotson, manager of music and game sales; Paul Barnett, manager of background music sales; Jesse Burse, music service manager; George Johnson and Louie Bianchi, vending service personnel; Ward Hodge, and others.

Rowe had several representatives on hand, including Jack Harper and Fred Pollock, president and vice-president of Rowe AC Manufacturing Company; Hans Von Reydt, regional sales manager; John Hickman, regional music engineer; William Dorn, regional vending engineer, and Emil Rollinick, of Hubshman Factors, Inc.

KINGSTON, N. Y.—Members of the New York State Operators Guild will hold their regular monthly meeting Wednesday (18) at the Governor Clinton Hotel here. Guest speaker will be Tiny Weintraub, executive director of the New York Automatic Vending Association.

Recent

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for Music Operators

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Pop Vocal

THE BEATLES—Meet the Beatles!Capitol

Pop Instrumental

HARRY JAMES—Double Dixie!MGM

Jazz/Rhythm & Blues

JIMMY SMITH—Blue Bash!Verve

Country & Western

SONNY JAMES—The Minute You're Gone...Capitol

SEEBURG ARTIST OF THE WEEK

SONNY JAMES—The Minute You're Gone
Capitol (Country Vocal)

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 145 W. 40th Street, New York, N. Y. 10006.

EUROPEAN NEWS BRIEFS

Reorganize Firm

FRANKFURT—The firm, Globus Automaten of Frankfurt, one of West Germany's leading one-stop establishments, has been reorganized as a Kommanditgesellschaft, a form of German legal partnership, with Kari Karthal as executive officer. The firm's amended name is Globus Automaten GmbH & Co. KG. Globus operates branches in Karlsruhe, Wiesbaden and a record warehouse in Frankfurt separate from the main offices at 18 Schleusenstrasse.

Wurlitzer Diversifies

HUELLHORST, West Germany—German Wurlitzer—Deutsche Wurlitzer AG—is expanding its plant here and diversifying from phonograph and electronic organ production into vending equipment. The

expansion will increase floor space by about 50 per cent.

Wurlitzer constructed the plant for its German operation in 1960, launching with the opening of the plant a phonograph designed for the European market, the Lyric.

The German operation is building the V-24-type cigarette vending machine. Introduced only recently, the V-24 is selling well on the European market primarily because of the machine's large capacity.

Eye Norway Market

OSLO—Norway is being attentively eyed by a number of international coin machine organizations inside the European Common Market as a lush coin machine frontier country.

By Common Market standards, Norway is a wide-open market, with no restriction being placed on operation of machines and no licenses required for them.

There are fewer than 5,000 machines in all of Norway, and these are concentrated in the cities. Rural areas, in particular, are ripe for phonographs.

New Bingo Machine

BINGEN—N.S.M. is introducing a new Rotamint-series machine, Rotamint Bingo, which it calls the "queen of all the Rotamints." The new machine has 10 winning number combinations on the bingo format.

German payout producers are riding a tremendous sporting surge. For example, the state of Bavaria harvested \$12 million in taxes last year from Toto (national football pool), Lotto (a form of lottery), Klassenlot-

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UNITED ARTISTS RECORDS



WALT HEMPLE, of First National Music, instructs two of his women employees on service-call procedures. At left, Norma Halasz makes a record change, and Meredith McAlvy (right) learns the intricacies of a phonograph coin mechanism.



Girls Make Repairs For California Firm

SAN FERNANDO, Calif.—Walt Hemple of First National Music here believes he has hit upon the solution to his labor problem—by accident.

It happened when Hemple fractured his ankle and went to the hospital. When he was able to get around in a wheel chair and later on crutches, he found his business disorganized.

Hemple called on his staff for extra effort. The men were unable to keep up with service calls, and the girls in the office were asked to pitch in and help. Meredith McAlvy, Norma Halasz and Ruth Aleyar responded and have worked out well. Hemple plans training sessions to acquaint them further with handling minor trouble calls. The distaff members have been answering calls located in the canyon towns at some distance from the company's new and enlarged quarters.

Miss McAlvy can already take care of minor coin mechanism troubles. "I guess it came naturally," she said. "I've always been able to keep a vacuum cleaner working whenever it gives trouble."

The idea of using women in the mechanical department is not new to First National Music.

Six years ago Hemple had a girl on the night crew to clean machines and get the records for early-morning delivery. He found that she cleaned the machines better than a man and had the records and title strips all ready to go out on time in the morning.

The men on the staff are cooperating in the plan. Jimmy Spero, who is on the cigaret run, and others take time out to answer questions and to show the short cuts they have learned in machine repair.

Shaffer Hosts Ohio & Ky. Ops

CHICAGO — Shaffer Music Company, Seeburg distributor in Ohio and Kentucky, hosted some 130 operators to a tax-information luncheon at the Grandview Inn, Columbus, recently.

A panel of tax and accounting experts presented information on bonus depreciation, investment credit, depreciation guidelines, and purchase and sale of routes. An open forum discussion period followed.

Ed Shaffer, president of the distributorship bearing his name, welcomed the guests. Panelists were members of the certified public accounting firm of Lybrand, Ross Brothers and Montgomery.

N. J. Guild Votes Council Support

NEWARK, N. J.—The Vending Guild of New Jersey will support the New Jersey Council of Coin Machine Operators by payment of \$35 annual dues for each member in good standing. A resolution to that effect was sponsored at the Guild's last meeting by Clio Rosazza of Franklin Lakes and Herman Halperin of Irvington and unanimously adopted.

The members heard that a vertical line of communication—from the Guild through the State council to the Music Operators of America. After 1964 it is hoped that individual membership fees will be paid to MOA.

It is expected that all trade associations now affiliated with the State council will adopt similar resolutions and make financial contributions.

C. F. Howard Dies

BIRMINGHAM — Clarence F. Howard, a pioneer in the coin machine business here, died recently at the age of 68.

Owner of Monarch Sales Company and Monarch Music Company, Howard started in the business in 1924 and was active until his death. He is survived by his widow, 2 sons, 2 daughters, 2 brothers and 8 grandchildren.

Johnson Rejoins Wis. Dealer

MILWAUKEE—Following a three-year absence, Woody Johnson has rejoined the staff of United, Inc., here.

According to United's president, Harry Jacobs Jr., Johnson has been named the firm's general manager. He will also call on operators and supervise sales of Wurlitzer, Bally and other coin equipment lines that United, Inc. distributes in Wisconsin and Upper Michigan.

Johnson moved his family to Tucson, Ariz., three years ago for health reasons. They now will return to Wisconsin.

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BULK VENDING

Denver Op Makes Hay On 5-Cent Machines

DENVER—Going after the luxury market in bulk vending can mean exactly the same thing as selling top quality in any other field, reports Ernest Chaffee, Denver operator, who junked his last 1-cent vending machine in June of 1963.

Since then, in operating 250 locations, Chaffee has stuck exclusively to 5-cent vending machines, with the emphasis on

rich, tasty products which are seldom found in the 1-cent variety. Most of his locations are in service stations, auto accessory stores and similar retail points. In each, Chaffee uses three-head stands, one machine vending cashews, one red-skinned peanuts and the third candy corn.

Chaffee uses showmanship to whet appetites for his products. Machines are finished in bright red with yellow trim; all chromium is regularly rechromed, and the stands themselves are bright red. Chaffee makes arrangements with suppliers for most of his machines to be delivered already finished in the bright red and yellow enamel color scheme.

The local operator uses small decals, on the glass of the bulk machines to indicate "Tasty"—"Full-Flavored"—"Quick Energy," and so forth. The small labels seem to catch more attention than the product display itself behind its heavy glass globe. Chaffee has seen sales increase wherever he has used the labels.

As expected, when he first began switching over to 5-cent vending exclusively, Chaffee got a lot of static from location owners, many of whom felt that the 1-cent machine was better fitted to their surroundings. "Usually the location owner was more interested in having a bite of peanuts now and then, with odd pennies, than in digging up the nickel. However, I asked each to give me an opportunity to test my theories, and in every case results were good."

Chaffee can point to a dozen locations in which the nickel intake for any given week was the only two or three short of the

(Continued on page 46)

Free Pennies Gain Stops

DENVER—A bowl of free pennies for children getting haircuts was a merchandising idea that has given bulk operator Bill Enderby 40 new locations in barbershops, and he doesn't have to supply the pennies—just the bowl.

Enderby, based in suburban Broomfield, had had his eye on the shops for a long time, but couldn't interest the barbers until he came up with his bright idea. He tried it out on one barber, who found that it kept the kids quiet and encouraged their return as steady customers. The shop owner liked it so well that he volunteered to supply the pennies thereafter.

The youngsters usually have a parent in tow who helps keep order and prevents any one kid from grabbing too many pennies. Most of them spent four or five of their own pennies after the free one while waiting for a haircut.

The goodwill aspect appeals to the location owners, and Enderby's barber route has now spread almost to the Wyoming line, an example of how a simple merchandising idea can grow into profits.

The pennies are in a ceramic bowl with a small sign reading, "For the Kiddies... Have a Penny." No effort is required of the barber, other than to point out the bowl to the few children who fail to spot it. Other than that they cheerfully contribute as many pennies as it takes to keep rebellious kids in line. Enderby's idea benefits the barbers as well as himself.

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| Cashew, Whole | .48 |
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| Peanuts, Jumbo | .45 |
| Spanish | .32 |
| Mixed Nuts | .37 |
| Baby Chicks | .35 |
| Rainbow Peanuts | .32 |
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| Boston Baked Beans | .32 |
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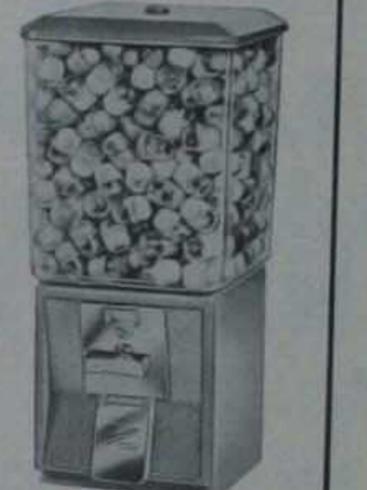
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2342 E. Armstrong St., Morris, Ill.
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BEATLES BUTTONS
RED HOT CHARM ITEM.
Immediate delivery.
\$12.50 per 1000
\$11.00 per 1000—Lots of 5000
Will vend in 210 machines.
10 beautiful picture labels per 1000.
Write, wire or phone:
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The SUPER SIXTY Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
With QUICK-TACH at slight extra cost.

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ACORN—The World's Most Profitable Vendors!

We have the largest variety of all types of Acorn vendors in stock.

HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOBES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

RAKE COIN MACHINE EXCHANGE
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Vending Headquarters for VICTOR
The Most Complete and Finest Line of Bulk Vendors
NEW SELECTORAMA®
BEAUTIFUL STORE WINDOW DISPLAY

Available in 1c, 5c, 10c, 25c or 50c coin mechanisms. Unit can vend 100 count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units. Double or triple your sales with this great vendor. Write for further details, color circular and prices. Large Stock of Vendors—Parts and Merchandise. Write for Prices.

GRAFF VENDING SUPPLY CO., INC.
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ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

BE ONE OF THE FIRST

Be in FIRST PLACE. Start the Baseball Season with a Big HIT for 1964 with

HOLD-A-BALL GUM VENDOR

2 HOLD-A-BALL Vendors, \$29.50 Ea.
25 Lbs. #210 BALL GUM (5250 Pcs.) (Operator's Favorite Leaf Brand).
TOTAL COST \$59.00

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KING COMPANY
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PHONE KE. 3-3302

OAK SALES FEATURES NEW DISPLAY FRONTS!!

JEWELRY & NOVELTY MIX =103-
\$7.75 BAG OF 250
40 Beautiful Bracelets
35 Chenille Animals
35 Toothbrushes
35 Pair of Slippers With Key Chain
35 Harps With Key Chain
35 Two Decks of Playing Cards
35 Pencil Sharpeners

SHAKE & JEWELRY MIX =101-
\$8.00 BAG OF 250
50 Attractive Hand-Painted Snakes
100 Eight-Inch Snakes With Fangs
25 Beautiful Bracelets
25 Engraved Tie Bars
25 Bead Necklaces
25 Babe in Tub With Key Chain

KEY CHAIN MIX =102-
\$10.00 BAG OF 250
Gorillas With Key Chains
Ugandis With Key Chains
Monkeys With Key Chains

TEENEE WEEHEES KEY CHAIN MIX =104-
\$10.00 BAG OF 250
Attractively Painted!
Equal Amount of Seven Different Figures With Key Chains!

DISPLAY CARD WITH EVERY BAG OF 250

WRITE FOR DETAILS ON OUR FREE NASSAU TRIP, APRIL 19 TO APRIL 22

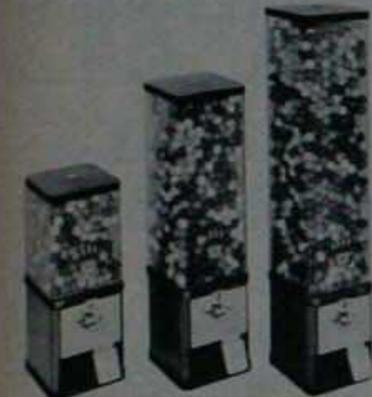
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2300 Fifth Ave. 1121 71st St.
Pittsburgh 19, Pa. Miami Beach, Fla.
ATLantic 1-6478 UNion 5-9545

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

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St. Kansas City 27, Mo.
Phone: WA 3-3900

We handle complete line of machines, parts & supplies.



3 RUGGED, DURABLE PLASTIC GLOBES

Extra heavy walled, Tinted to prevent discoloration of globe or contents. Built-in top gasket. Fast servicing!

- USE THE RIGHT CAPACITY GLOBE FOR THE RIGHT LOCATION!
- INCREASE ROUTE EFFICIENCY!
- ELIMINATE PROFITLESS EMPTIES!

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HARBY INDUSTRIES
14753 ARMINTA STREET
VAN NUYS, CALIF.

Factory Representative:
SALE-O-MATIC
VENDING CORPORATION
P.O. BOX 128, FREEPORT, L.I., N.Y.

Bulk Banter

Los Angeles
Gary Vandergrift and Dick Vandenberg, two of the three partners in Crest Vending, were in town for the Western Vending Machine Operators Association meeting. Crest is expanding and has taken over new offices, which are being modernized. The company expects to take delivery on several trucks within the next few weeks. . . . Dave Slivkoff, who bought the Bob Biro operation, in town and shopping at Acme Vending. . . . Another shopper was Maurice Pittel, who has bulk venders in the southwest section of Los Angeles. . . . Lew and Gussie Feldman, of Acme Vending, are back from a

Ops, Distribs Eligible For Free Vegas Junkets

LOS ANGELES—Oak Manufacturing Company is sponsoring two free trips to Las Vegas, to be awarded on the closing night of the National Vendors Association convention in Miami Beach, Sam Weitzman and Sid Bloom, officials of the manufacturing company, said.

The trips, in the form of an attendance award, will be for a couple, and only registered operators and distributors are eligible.

trip to Las Vegas. Bob Feldman took his children on a boat trip to Catalina Island.

ble. The couple will be flown to Las Vegas from any point in the United States and will spend three days as guests of the Acorn company at the Tropicana.

Another trip, this one to the Bahamas, is being sponsored by M. J. Abelson of Oak Sales Company for the customers of his firm only. This trip has no connection with that being sponsored by Oak Manufacturing Company. Information on the Bahama trip is available from Abelson in Miami Beach and Pittsburgh.

New York Bulk Ops Still Aroused by Slug Problem

NEW YORK—The New York Bulk Vendors Association at its monthly meeting Monday (2) again bore down on the problem of slugs. Bingo and Pokerino chips, illegally produced in a size and shape that can be used in bulk vend-

ing machines, continue to cheat operators of considerable profits.

The members agreed that they should instruct the Association's attorney to find out what can be done to get more stringent enforcement of the law banning production of the chips.

President Roger Folz reminded the group of the coming convention of the New York Automatic Vending Association, to be held May 7-10 at the Stevensville Lake Hotel, Swan Lake, N. Y., and distributed brochures describing the events on the program and the accommodations available.

Those present were Arthur Bianco, Peter Irving, Sid Mollengarden, John Caruso, Secretary Lou Ellis, Mannie Paperman, Nathan Gordon, Mike Goldberg and Aaron Kline.

P-M PROFIT MAKER

25c or 50c SANITARY VENDORS

Complete line of Sanitary Machines and supplies. Flat packs, vials, matching coins.

BULK VENDORS
Ball gum, nuts, combs, capsules, charms, etc. Send for free literature:

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Box 1142, Hagerstown, Md.

SPECIAL!
FOR \$22.50

We Will Give You

ONE NEW 5c ACORN JUMBO CHARM VENDOR

PLUS 600 JUMBO ROCKET CHARMS

Rush 1/3 With Order, Bal. C.O.D.

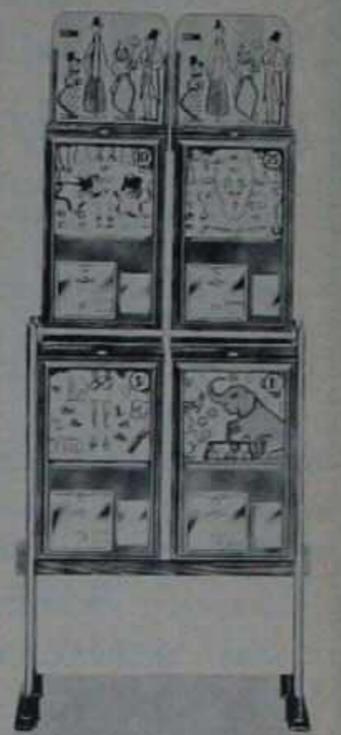
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Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise EVERYTHING THE OPERATOR REQUIRES

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Resident 2-2900

SELECTORAMA



Outstanding Merchandiser of all time, greatest ever in the Bulk Vending field.

Interchangeable Merchandise Display Panel. Selectorama vends 100 Count Gum, V, V-1 and V-2 capsules and is available in 1¢, 5¢, 10¢, 25¢ or 50¢.

Selectorama multiple units put on a tremendous display, yet take up very little floor space.

Space required of this unit is only 3 square feet, 18" deep and 24" wide.

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

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

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COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:

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2700 W. Lake St. Chicago 3, Ill.
Phone: KE 3-3302



Northwestern INTERCHANGEABLE MERCHANDISE UNIT

Northwestern SIXTY

With QUICK-TACH at Slight extra cost.

- ... Easy to Service
- ... Easy to Clean
- ... Time Saving
- ... More Profit

Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.

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All Phones: TOWER 1-6715

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Presents the . . . FAMILY FROM OUTER SPACE

PAPA OOGOO MAMA OOGOO SISTER OOGOO BROTHER OOGOO BABY OOGOO

\$7.50 per bag without Key Chains.
\$9.50 per bag with Key Chains.

DISPLAY FRONT WITH EVERY BAG.

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ROCKET CHARMS

WITH FREE DISPLAY FRONTS

Five big assortments . . . all items specially designed, plus rings with inserts, for 5c Rocket Vending.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The **PENNY KING** Company

10c ATLAS MASTER Capsule Vender

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World's Largest Selection of Miniature Charms

Puss in Boots AND FRIENDS

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TOP FILL & JARS

10 MODELS LOOK TO **BEAVER**

for **PROGRESS**

Write for free CATALOG

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OPERATE
 **Williams**
NEW 2-PLAYER GAME
OH BOY
ADJUSTABLE 3 or 5 BALL PLAY
EXCLUSIVE WILLIAMS FEATURES
 NEW DRUM UNITS
 NEW COIN SWITCH
 NEW LATCH-LOCK PLAYFIELD
 NEW MOTOR UNIT
 **Williams**
 Electronic Mfg. Corp.
 4242 W. Fillmore St., Chicago 24, Ill.

Jack Harper Is Elected V.-P. of Automatic Canteen

CHICAGO—William (Jack) Harper was recently elected a vice-president of Automatic Canteen Company of America, following a reorganization by that firm of its manufacturing and sales divisions.

Harper is also vice-president and general manager of Rowe AC Manufacturing Company. The latter firm is the result of a consolidation between Rowe AC Services, Canteen's former sales arm of which Harper was president, and Canteen's other manufacturing facilities.

Under the new set-up, Harper's Rowe AC Manufacturing division will be responsible for all domestic manufacturing and

equipment sales. Executive staff of the new division will be located at Canteen's Chicago headquarters.

The sales organization of Rowe AC Manufacturing will be



WILLIAM (JACK) HARPER

located at Canteen's vending machine manufacturing facilities in Whippany, N. J. The Rowe-AMI juke boxes will continue to be manufactured out of the old AMI plant in Grand Rapids, Mich.

In effect, Canteen has consolidated its sales and manufacturing into one firm, just as any independent manufacturing plant would be organized.

Residing in Chicago at Canteen headquarters will be the following Rowe AC Manufacturing personnel: Harper, Jerry Marcus, controller; Harold Brogden, vice-president and director of manufacturing; Dick Mueller, vice-president and director of research development.

Located in Whippany, N. J., with the sales organization is Fred Pollak, vice-president in charge of sales, and Paul Huebsch, national sales manager.

PHOENIX — Sixteen tavern owners and seven operators of coin amusement machines here face misdemeanor charges of operating without a license, or without having a license on display.

Juke boxes, bowling machines pinballs and pool tables, totaling 72 units are involved in the complaints. The license fee for bowling, pinball and other skill machines is \$100 per year; for pool tables and shuffleboards it is \$48 and for juke boxes \$10.



ROWE AC MANUFACTURING and Atlas Music Company brass turned out in force to welcome operators and servicemen to a school held by Atlas in Chicago last week. Standing, left to right: Paul Huebsch, Rowe AC sales manager; Bill Phillips, Eddie Ginsberg and Sam Gersh, of Atlas; Phil Glover, of Rowe AC, and Stan Levin, Atlas sales manager.

McDowell Is President Of Shelby Cigaret Ops

MEMPHIS—Charles V. McDowell, vice-president and general manager of Southern Amusement Distributing Company, was elected president of Shelby County Cigaret Association at the group's monthly dinner meeting last week.

The term is for one year. McDowell succeeds Drew J. Canale, president of Canale Enterprises, Inc.

The association, composed of cigaret vending machine operators, was organized last year. Its purpose is the solution of mutual problems and maintenance of high business standards

and good relations with the public.

Other new officers are John Green, owner of Raleigh Vending Company, vice-president; Charles Manton, Manton Cigaret Service, secretary; John Hornsby, location manager for Bluff City Cigaret Service, treasurer.

McDowell attended the National Automatic Merchandising Association regional seminar in Atlanta Tuesday (18) as a delegate for his company's cigaret operation, his distributor and the association.

SPECIAL!!
 AMI "STEREO" CONTINENTAL 1-200
 33 1/2 and 45 R.P.M. **\$575**
 WRITE FOR COMPLETE LIST

 Our 30th Year
 1934—1964
ATLAS MUSIC COMPANY
 Cable: ATMUSIC—Chicago
 2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

SUPERLATIVE! The only word to describe the

NEW, DELUXE Eldorado FOR 1964

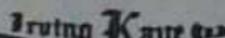
- Mark I
77" x 45"
- Mark II
85" x 47"
- Mark III
92" x 52"
- Mark IV
105" x 57"
- Mark V
114" x 64"



Available with all formica cabinet or standard paint finish.

- NEW Streamlined, flush ball drawer. No underhang.
- NEW! Balls release to rackers' end. Speeds up game.
- NEW! Five inch chrome plated leg levelers. Table can be leveled without lifting.

See the complete line at your distributor's now!



163 Prospect Place, Brooklyn 38, N. Y.

STerling 3-1200

UBA Explains Belgian Tax

BRUSSELS—The Belgian law of December 24, 1963, imposing a tax on automatic amusement apparatus is in effect and should be observed by all American manufacturers and exporters, according to the Union Belge de l'Automatique.

All machines must be declared to the Ministry of Finance by the importer, manufacturer or any person directly or indirectly acting in this capacity before they may be installed, sold or let in Belgium.

The Union Belge de l'Automatique represents the industry on the mixed committee in charge of the classification of the machines concerned and will take charge of the registration on behalf of manufacturers and exporters.

American exporters should address inquiries to the Secretary, Union Belge de l'Automatique, 228 rue Theodore Verhaegenstr., Brussels 6, Belgium. When it has the proper illustrated material, the U.B.A. can possibly attain lower tax rates than would be otherwise obtainable.

Pinball Arson Trial Concludes

GENOA—A cargo of pinball machines insured for \$640,000 went up in flames here and became the subject of a three months' arson trial. The hearing ended when Federico Del Re, owner of the cargo ship, confessed he had plotted with the owner of the machines and a French partner to set the fire and claim insurance.

Del Re confessed only to plotting and blamed the fire on his French partner. The owner of the machines also disavowed complicity in the fire, saying he only tried to cheat the insurance companies.

FOR SALE

Games & Bowlers

| | |
|------------------------|----------|
| CC Player's Choice | \$135.00 |
| CC King Bowler | 195.00 |
| CC Queen Bowler | 265.00 |
| CC Pro Shuffle | 245.00 |
| Bally Butting Practice | 195.00 |
| Bally Target | 145.00 |
| Bally Spinner | 65.00 |
| United Jumbo | 95.00 |

Phonos—Wall Boxes

| | |
|----------------------|----------|
| Wurlitzer 2200 | \$345.00 |
| Wurlitzer 2100 | 265.00 |
| Wurlitzer 2404 | 545.00 |
| Wurlitzer 2510 | 645.00 |
| 1600 Wurlitzer | 65.00 |
| 1700 Wurlitzer | 125.00 |
| 1438 Rock-Ola | 95.00 |
| 1442 Rock-Ola | 65.00 |
| Seeburg 3W1 WB | 18.50 |
| Seeburg R | 295.00 |
| Seeburg V 200 | 125.00 |
| Seeburg C | 95.00 |
| V. L. Seeburg | 195.00 |
| AMI Bar Brackets | 2.70 |
| AMI G 200 | 150.00 |
| AMI E 80 | 75.00 |
| AMI E 120 | 85.00 |
| AMI 80 Sel. Wall Box | 12.50 |

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\$650
 from **\$6** SINGLE
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 with PRIVATE BATH

SPECIAL THEATRICAL RATES
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Company _____
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 Address _____
 City _____ Zone _____ State _____
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 Get it fast.
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United Long Bowler Features Five Games

CHICAGO—Tornado, United's new long bowler, is a companion piece to the firm's Tempest shuffle alley and features the same five games.

In addition to Regulation, which United Sales Manager Bill DeSelm says is still the bowler's main stock in trade, Tornado features Flash Bonus, Bonus, Dual Flash and Flash.

Tornado also has a new leveling mechanism in the bottom of the cabinet. The game has four rollers that are adjustable to various levels. This eliminates the old leg levelers that made the game difficult to move.

With the new roller levelers, the game may be pulled away from the wall for servicing and put back without disturbing the leveling arrangement.

Flash Bonus was new on Tempest and combines the flashing lights of Flash and the scoring options of Bonus. The player tries to time his shots to coincide with the highest score on the flashing lights.

Two scores are built up simultaneously. At the end of the game, a player can have the full bonus score added to his regular score by hitting a strike. A spare gives him half the bonus score.

Tornado also has three-digit scoring for Regulation, four digit for the high-score games. Cabinet has also been colorfully re-decorated in the modern United style.



TORNADO

UJA Coinmen Set Victory Dinner Plans

NEW YORK—The Coin Machine Division of the 1964 United Jewish Appeal met Wednesday (4) at the UJA office to continue arrangements for the June 6 victory dinner at the Statler Hilton Hotel.

In the absence of Chairman Irving Holzman, away on business, Al Denver, president of the Music Operators of New York, presided over the meeting. Guest of honor Harry Siskind confirmed that the dinner will begin with cocktails at 7:30 p.m., will cost \$15 per single ticket and that 100 rooms are reserved at \$15 double and \$10 single for those who wish to remain overnight. Such reservations must be made at least a month in advance.

Operators Sidney Mittleberg and Stanley Feldman were named co-chairmen of a committee on entertainment, responsible for obtaining the service of a comedian and an emcee. A dance team, the Mambo Aces, has already agreed to appear.

Those present in addition to Siskind and his wife Evelyn, Denver, Mittleberg and Feld-

Burglar Loots Coin Machines

MEMPHIS—A burglar broke into Pappy's Lobster Shack, here last week, and looted the phonograph, cigaret machine and two wall boxes.

The owner, L. C. Sammons, is the father of George Sammons, president of Sammons-Pennington Company, Seeburg distributor.

George Sammons said \$100 damage was done to both the phonograph and cigaret machine and the two wall boxes, valued at \$265 each, were destroyed.

EVERYTHING IN COIN MACHINES

Arcades Our Specialty
Write for your needs.
MIKE MUNVES CORP.
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ILLINOIS, INDIANA and IOWA OPERATORS . . .

SET YOUR COURSE for PROFIT with GOTTLIEB'S GREATEST 4-PLAYER SHIP-MATES

Immediate Shipment

Completely Reconditioned GOTTLIEB

1-PLAYERS

| | |
|-------------------|-------|
| QUEEN OF DIAMONDS | \$150 |
| HIGH DIVER | 165 |
| LIGHTNING BALL | 165 |
| UNIVERSE | 165 |
| WORLD BEAUTIES | 175 |

2-PLAYERS

| | |
|----------------|-------|
| SEVEN SEAS | \$215 |
| CAPT. KIDD | 215 |
| MERRY-GO-ROUND | 275 |
| LANCER | 350 |
| ALOHA | 365 |

NATIONAL COIN MACHINE EXCHANGE

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BUckingham 1-8211
Cable: "NATCOINCO"—Chicago

NOW DELIVERING United's Fabulous BANK POOL

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NEW Low Priced 25¢ CHANGE MAKER

\$69.50 EA.
INCLUDING EXCISE TAX
F.O.B. Chicago

- Vault-type construction
- Mechanism mounted to swing-out door
- Compact! Can be mounted to wall or on pedestal anywhere
- Clutch handle
- All manual operation
- 2 special Ace locks, screw-type for maximum protection

SPECIFICATIONS
Height: 18 1/2" Width: 8 1/2"
Depth: 4" Weight: 20 lbs.
Capacity: \$30 in change
IMMEDIATE DELIVERY
Write, Wire or Phone
Quantity Prices.

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Snack time?

time for **ROWE AMI** music

HERE IT IS— A NEW Counter Game

Marvel's NEW SLUGGER

Accurate, Competitive Skill Scoring
• A Real Money-Maker! **\$54.50**
1c, 5c or 10c Play (Specify)

Slugger is sturdily built—natural wood cabinet with polished chrome fittings. Precision-built scoring unit and fool-proof mechanism.

MARVEL Manufacturing Co.

2845 West Fullerton Ave. Chicago 47, Ill.
Phone: Dickens 2-2424



H—18", W—12", D—8"

Distributors Wanted

100 Attend B&B Party

BUFFALO — Nearly 100 Western New York State operators attended open house at B&B Distributing Company last week as the new Wurlitzer distributorship opened its doors.

Greeting the operators were partners John Bilotta and Charles Broderick and the following Wurlitzer factory representatives: Bob Bear, sales manager; A. F. Dietrich, assistant sales manager; A. D. Palmer, advertising and promotion manager, and C. B. Ross, factory field engineer.

Ross and Bill Nesbitt, B&B service manager, conducted a service school for operators and mechanics.

The new Buffalo outlet carries the complete Wurlitzer line, the Smokeshop cigaret machine and a complete game line.

With the addition to B&B, Bilotta outlets now services the entire State—with the exception of the New York metropolitan area—with Wurlitzers.

Service is now handled by a truck which runs the New York Thruway from Buffalo to Albany, servicing Syracuse and Newark, N. Y., on the way. The truck makes the 400-mile trip eastbound one day and westbound the following day.

ARCADE SEASON IS HERE AGAIN—BE PREPARED!

| | |
|-------------------|-------|
| Auto Test | \$395 |
| Fire Engine | 395 |
| Hot Rod | 275 |
| Western Express | 425 |
| Speed Boat | 395 |
| Boat Ride | 250 |
| Big Bronco | 295 |
| Chuck Wagon | 395 |
| Champion Horse | 395 |
| Donald Duck | 195 |
| Helicopter | 175 |
| Junior Jet | 175 |
| Choo-Choo Train | 345 |
| Meteor Car | 195 |
| Motorcycle | 325 |
| Miss America Boat | 275 |
| Old Smokey | 275 |
| Indian Scout | 595 |

URGENTLY NEEDED — A.M.I. C-80, C-120; SEEBURG V & VL 200; GOTTLIEB GAMES, 1962 and up.

| | | | |
|----------------------|-------|---------------------------|-------|
| Red Nose Reindeer | \$225 | Set Shot Basketball | \$195 |
| Sandy Horse | 350 | Silver Gloves | 125 |
| Tusko Elephant | 495 | Trucky | 75 |
| Hole-in-One | 550 | Ten Pins | 125 |
| Pro-Golfer | 595 | All Star | 125 |
| Hair Dryer & Chair | 175 | Bonus Gun | 195 |
| Jet Pilot | 195 | C. C. Ray Gun | 275 |
| Foot Vibrator | 150 | Carnival Gun | 125 |
| Lord's Prayer | 175 | Big Top Gun | 175 |
| Motors | 175 | Harvard Metal Typewriter | 225 |
| Mid. Red Ball | 125 | Standard Metal Typewriter | 225 |
| Mills Scales | 75 | Kiddie Color | 225 |
| Watfins Scales | 110 | Cartoons | 225 |
| Rock-Ola Scales | 65 | Phil. Toboggans | 350 |
| Pro Basketball | 325 | Ex-Ray Pokers | 225 |
| Pro Hockey | 325 | Mid. Shooting | 175 |
| Quarterback | 325 | Gallery | 175 |
| Road Racer | 275 | Mid. Basooka | 175 |
| Radiogram, ft. model | 95 | Four Bagger | 125 |
| Space Age | 195 | Fun Phone | 145 |
| Sidewalk Engineer | 110 | Bally Golf Champ | 150 |
| | | Cross Country | 225 |



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WURLITZER PHONOGRAPH and PARTS

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New CADILLAC BIG BALL BOWLER

• IT'S GOT SHADOW-BOWL!
• IT'S GOT SPARE-LITE!
• IT'S GOT STEP-UP!

"SWING-AWAY" CABINET Provides 10 Second SERVICING, ANYWHERE!

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BUY
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COINMEN IN THE NEWS

Boston Briefs

Winter is fun for some people like Al Jaffarian, of Albert Music Company, Haverhill. Al takes pleasure in going into Maine to fish through the ice every winter. He has just returned with a prize catch—a five-pound trout, as well as other lesser fry. . . . Bert Howell, Norwood operator, left the cold behind for the warmth of Florida and has decided to remain after hearing of the repeated snowstorms. Incidentally, he reports having a wonderful time. . . . Marshall Caras, sales manager of Trimount Automatic Sales Corporation, is braving the storms these nights to get to Northwestern University. By next year he'll have acquired a Master's Degree in business.

The Beatles have come as a godsend to local operators, says Sam Baker, of Melo-Tone Vending Company. He finds locations that don't like rock and roll demanding the Beatles records. Sam, just back from Florida, finds there are more people he knows in Miami Beach than around the Hub. . . . Dave Gropeman, Needham music and vending operator, took his wife to Miami recently, but the weather was more like Boston than Florida. Next year they'll try the Caribbean islands.

Thieves got away with \$8,000 from Metro Automatic Sales Company in Brookline last week. As yet, no word on the

culprits or the money. . . . Despite the heavy snowfalls, a few out-of-town operators are making the Boston scene. Among them last week were Arthur Strahan of Greenfield; Al Dolins of Hyannis; Joe Turcotte of Willimansett; George Edney of Haverhill, and Stan Skop of Westfield.

CAMERON DEWAR

Philadelphia Patter

George R. Harding and Dennis G. Harding joined forces to establish a new vending machine operation to be known as H & H Vending Company with a downtown location for showrooms at 301 So. 18th Street.

Pat Lynne, professional model who served as Miss Cine-Box for David Rosen, Inc., in the promotion to introduce the movie-music machine in this area, has announced plans to wed. As Patricia Lynne Rochelle Ostroff, she announced her engagement to Franklin Syllk, sales promotion and public relations executive for the Sun Ray Drug Company. A May 10 wedding is planned.

Y & Y Popcorn Company, leading vending machine distributors in the field here, purchased a building in the Kensington section of the city at Memphis and Eyre streets for \$175,000. Present headquarters of 21,000 square feet at 18th and Windrim Avenue will be moved to the new four-story building of 75,000 square feet. The company also expects to increase its present work force of 50.

MAURIE ORODENKER

Bally to Use New Coin Box On All Flippers

CHICAGO—A new divided coin box first introduced by Bally Manufacturing Company on its Monte Carlo flipper game will be standard on all Bally flippers in the future, according to an announcement last week by Bally President Bill O'Donnell.

The coin box separates nickels or dimes in one compartment and quarters in another. O'Donnell said the obvious advantage is to facilitate counting.

Other improvements cited by O'Donnell on Monte Carlo are easy-out back-glass, permitting quick access to lamps; new universal transformer which operates on 115 or 220-240 volts, and the new universal motor which operates on 50 or 60-cycle current.

Op Makes Hay

Continued from page 42

standard of pennies. This means that he must service the machine more often because of the larger amount vended per transaction.

He uses the same sort of merchandising technique as would be used in any retail business attempting to sell customers on larger quantities and higher quality. His machine are polished at every visit, using a quick-drying, liquid auto wax type of polish, and he replaces any scratched or cracked globe immediately. All chromium parts are replaced and re-chromed whenever acid or physical damage mars their appearance.

N. Y. Ops Mull License Proposal

Continued from page 38

bill—at least, for the present. It also has special interest for New York City operators, where all pinball machines are banned by law. Passage of the bill would relieve the city operator of \$300 yearly and confer nothing in return except the ever-present possibility of having his license refused or revoked by the secretary of state.

Intentionally or unintentionally, the bill gives the secretary of state broad power in the granting of license. It provides that no license shall be issued unless the department is satisfied that the applicant or applicants are persons "of good moral character and have not been convicted of a felony"; and also "that he is or they have the necessary financial responsibility to conduct the proposed business."

Operators will be licensed without examination if they were operating a coin-machine business as of January 1, 1964, and have been engaged in the business for an aggregate of five full years during the 10 years preceding the effective date of the legislation.

Revocation Reasons

Licenses can be refused or revoked for any of five specified reasons:

"(a) Violation of any provision of this article or willful disregard of any regulation or rule issued pursuant to this article;

"(b) conviction of licensee of a felony;

"(c) aiding or abetting an-

Film Phono Tape

Continued from page 38

operating trials. But the film supply problem has not been solved to the satisfaction of operators generally, and the evidence suggests that the problem will remain until a far larger market is created. But film phonograph sales depend on the supply of films.

Furthermore, it has proved hard in practice to produce sufficient high-quality films with universal appeal, and it is difficult to adapt films made in the U. S. to the various national markets in Europe.

Some experts believe that the film phonograph's future is simply a matter of economics. The present machines are too expensive for mass operation, too expensive to buy and too expensive to operate.

Moreover, it has not been established, at least in Europe, that the coin cinemas have any real advantage over television, especially since Europe is now linked by Eurovision, a Continent-wide network, and is planning for color television.

Briefly, the future of the film phonograph hangs in the balance and the simple economics of manufacture and operation will decide its fate this year.

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other in a violation of this article;

"(d) failure to display license;

"(e) failure to provide information requested by the department concerning possible violations of this article."

The bill provides for formal notification and a hearing before refusal or revocation of a license. However, this provision contains the following statement: "The hearing shall not be bound by common law or statutory rules of evidence or by technical or formal rules of procedure."

The proposed legislation was introduced on February 25 and is now in the Senate Finance Committee. The Music Operators of New York arranged the emergency meeting as quickly as possible and emphasized that it is open to all.

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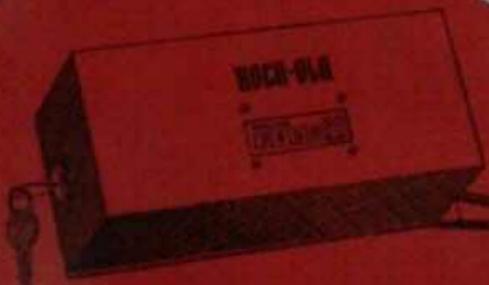
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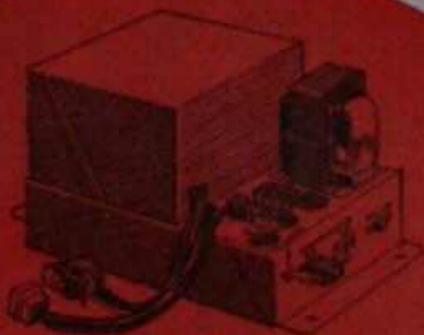
33 1/2-45 RPM Mech-O-Matic Changer



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NEW Common Receiver



Capri II

Some "common" things about our highly uncommon phonographs

We like to chant and rave about our "new and different" features as much as anybody. But we also know that it pays to have some common things in our phonographs, too. "Common" in terms of interchangeability from one unit to the next.

For example, this year, instead of making two separate receiver units for our four new phonographs, we're making only one easy-to-interchange receiver . . . which means simplified servicing, and less inventory costs for everyone concerned.

The same thing goes for the full-dimensional speaker system, Mech-O-Matic changer, "money-counter," tone arm assembly . . . in fact, virtually every component is interchangeable. How about that for top versatility!

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Billboard *Photo Gallery* OF NEWSMAKERS



COLUMBIA RECORDS' Goddard Lieberson (left) flanks Steve Lawrence, with Lehman Engel purring hoppily on the other side. All for "What Makes Sammy Run?"



OFF AND RUNNING with Scruggs (the Earl, on the left) and Lester (Flatt, of course, on the right) is the top "Hillbilly," Buddy (The Beverlys) Ebsen.



ASCAP'S STANLEY ADAMS (standing, right) and Alex Kramer joining in as volunteers of the Veterans' Hospital & Television Guild.



LITTLE LADY in Frankfurt, Germany, "performs" with obvious delight at American hi-fi exhibits (see story this issue on February Fair).



FRANKIE LAINE plants a winning kiss on the cheek of Patricia Corli, young Italian songstress, who shared Sanremo festival honors with Gigliola Cinquetti. Miss Corli records for the Bel Air label.



LEO LERMAN, contributing editor of Mademoiselle, presents one of the magazine's Merit Awards to singer Barbra Streisand, who is shown dressed in her costume for forthcoming Broadway, "Funny Girl." At left are Dick Lobo and Shirley Wershba of WCBS-TV, who covered the event.

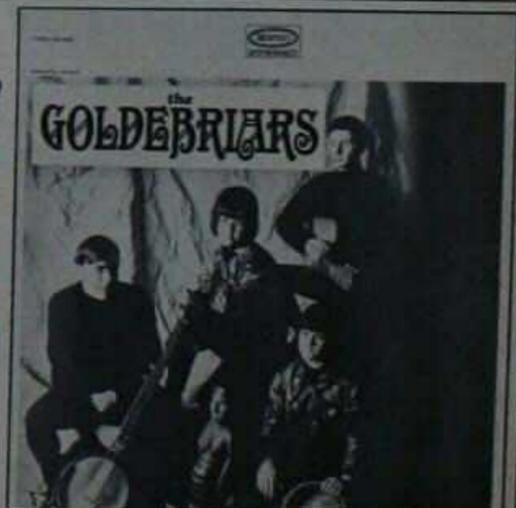


CLARA WARD and Elvis Presley meet for the first time while the gospel singer was performing at the New Frontier Hotel Lounge, Las Vegas.

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