

Billboard

The International Music-Record Newsweekly

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

Disks Eye Oscar Awards For New Golden Sales

By MIKE GROSS

NEW YORK — With the Academy Award ceremonies only a week away (April 13), the record companies are again stirring to the motion picture beat. In the past few years the Oscar season has raised disk company hopes for gold record crops and, in the past two seasons, Columbia has walked away with the Oscar tie-up by scoring with Andy Williams' albums of "Moon River" and "Days of Wine and Roses." Both LP's received gold record awards.

With Broadway ablaze on the disk scene and new original Broadway cast albums moving into best selling position on the charts with an impact unmatched since the days of "My Fair Lady," the labels are again looking to Hollywood soundtrack sources in hopes that new impetus for the record market can again be added in that direction. They're banking on the Academy Awards hoop-la to build new consumer interest.

Columbia's "Lady"

Columbia Records, which will release the soundtrack album of "My Fair Lady" in the fall, is already gearing for next season's Oscar tie-ins. This week it released two soundtrack scores, "The Fall of the Roman Empire" and the track from the documentary "Point of Order." Goddard Lieberson, president of Columbia Records, also signed

a pact this week with Samuel Goldwyn Jr. to release the score of "The Young Lovers." The score for the film, which stars Peter Fonda, Sharon Hugueny and Nick Adams, was written by Sol Kaplan. Incidentally, it was only a few months ago that Lieberson presented Samuel Goldwyn Sr. with a gold record for the soundtrack of "Porgy and Bess."

Another new Columbia LP from the films is the New Christy Minstrels' "Today," which features tunes from the

MGM pic "Advance to the Rear." Also in the Columbia orbit is "Lilies of the Field," which is being released on Epic Records, Columbia's subsidiary label. "Lilies of the Field," incidentally, is an Academy Award contender in the "Best Picture" category this year.

Victor Riding

RCA Victor, currently riding the charts with Henry Mancini's "Charade," is now ready to roll with Mancini's latest pic effort, "The Pink Panther." (Continued on page 8)

Radio-TV Execs Meet in Chicago

By GILL FAGGEN

CHICAGO—The 42d Annual Convention of the National Association of Broadcasters is in full swing today with more than 3,000 radio and television executives from the United States and foreign countries in attendance.

The four-day confab, the largest in NAB history, will be highlighted by speeches by NAB president LeRoy Collins, FCC Chairman E. William Henry, Chairman Oren Harris (D. Ark.) of the House Commerce Committee, and Evangelist Billy Graham.

In addition to the record-breaking attendance, this year's convention establishes another record, it will be the first time the record industry has been invited to take part officially, and the first time a discussion of record industry problems vis-a-vis radio programming will be a part of the agenda.

The Radio Assembly—9:30 a.m. to 12 noon—in the Grand Ballroom of the Conrad Hilton will spotlight Henry Brief of the Record Industry Association of America and a discussion on "Radio and Records

—A Concert in Sound." Brief will demonstrate to the broadcasters how to use records to increase audiences and attract advertisers. The 30-minute RIAA audio-visual presentation will show how the factors that influence the public's purchase of records are the same that influences its taste in record (Continued on page 12)

Haverlin, Cole Etc. Scramble For Radio KRLA

WASHINGTON—Carl Haverlin, former president of BMI; Bob Hope, Goodson-Todman, Art Linkletter, and Horace Heidt were among the big entertainment names applying for ownership of KRLA, Pasadena, Calif., at the Federal Communications Commission's deadline last week (March 31).

Other music industry notables reported seeking the frequency were Nat King Cole and James (Continued on page 6)

RCA Victor's Overseas P.A. Drive

NEW YORK—The technique of using personal appearances to promote an artist's record sales on an international level is now being developed intensively by RCA Victor. From the standpoint of the label, that is the raison d'être behind the Central European tour of Chet Atkins, Jim Reeves, Anita Kerr, and Bobby Bare, all of whom embarked via Lufthansa Thursday (2) on a 12-city tour of Europe. Another notable aspect of the tour is that it showcases Nashville as a talent and music center of international importance—with regard to pop as well as country music.

Although the tour is being promoted by European impresario Karl Buchmann, it is no secret that RCA Victor has done a lot of planning behind the scenes and has been working on finalizing this package for about a year. Key executives in blueprinting overseas tours for RCA Victor talent have been Dario Soria, vice-president, international liaison department, and R. L. Broderick, international merchandising manager. They have maintained close contact with Steve Sholes, division vice-president, pop a.&r. and Ben Rosner, manager, pop a.&r. in plotting the potential of artists' disk sales around the world.

Victors to Europe

In the past 18-24 months, an

increasing number of Victor artists have made the European scene, and have reaped heavy rewards in disk sales—apart from whatever income derives from personal appearances. Notable Victor acts who have been tilling this international field in this way include Paul Anka, Neil Sedaka, Al Hirt, Peggy March, Henry Mancini and Della Reese.

More RCA Victor acts are being scheduled for overseas tours. Miriam Makeba, for instance, will be overseas in May. Her schedule will include appearances at the Olympia, Paris, on May 13 and 14.

The philosophy of Victor is that it has a very large stake in the overseas record business; that it has the greatest inter-

national artist currently in Elvis Presley; and that there is a direct and profitable correlation between sales and appearances. The evidence has been building. Paul Anka's record of "Ognia Volta," for instance, sold 750,000 copies in Italy alone. Jim Reeves' single, "Welcome to My World" from an LP, did 450,000 in England; Reeves' "I Love You Because" racked up (Continued on page 6)

RECORD PREVIEW DEBUT: WILL BOOST LP SALES

The first issue of the new pocket-sized LP magazine for the consumer, titled Record Preview, closed this week. The 32-page edition, in full color throughout, is published by Billboard and is now being offered for bulk purchase by dealers, rack jobbers and one-stops through appointed record distributors in most parts of the country.

A guaranteed minimum distribution of 200,000 copies is planned for each addition.

Four editions of Record Preview are planned for the remainder of 1964. The first edition will be dated May, to be followed by a June issue (out May 15), the October issue (out September 14), and a special Christmas edition to be dated December, and issued November 9.

To date, bulk orders have been received from more than 100 record dealers in all parts of the U. S., in Canada and as far off as Great Britain. Other parts of the world will be covered through purchase by U. S. Navy Exchange.

Most dealers are ordering Record Preview with their own store imprints on both the front cover and bound-in order form, and thus strengthen the bond between the retailers and their customers.

Dealer plans call for distributing each edition of Record Preview in one or more of several ways: (1) By mail to their customer or charge-account lists; (2) as stuffers, with purchases made in the store; (3) to offer it free, or sell it, to customers who come into the (Continued on page 8)

GERMAN TREND

LP's Getting Upper Hand in Disk Mart

By OMER ANDERSON

COLOGNE—A radical switch in West German disk production will heavily influence the 1964 production programs at all major diskeries.

Most of the diskeries are preparing a tactical withdrawal from extensive singles production to concentrate on the booming LP field. Study of 1963 sales statistics shows that anything the single did last year, the LP did better.

Most diskeries seem to feel, with Electrola and Ariola Euro-

disc, that the surface has barely been scratched in exploiting the rich LP lode. The trend here is toward a bolder LP repertory than has been visualized in the U. S. For example, Electrola is establishing a department to export to North America specialty and novelty releases from its domestic production.

Ariola likewise visualizes tremendous production potential for the LP, primarily in non-classical production. The LP is considered to offer a flexible recording format for original (Continued on page 8)

C.&W. MUSIC APPLAUDS DEAN SHOW RENEWAL

NEW YORK—Jimmy Dean's country music show has been renewed for the next fall season on ABC-TV.

The renewal is of vital interest to the entire world of country music — all segments of which regard the program as the outstanding TV showcase for country acts. C.&W. talent, publishers, writers, deejays who program c.&w., and the Country Music Association have all been plugging for the renewal of the show.

During the program's current season, Jimmy Dean gradually increased the show's use of country artists and country music. This resulted in a dramatic upsurge of mail—and in recent weeks the mail has averaged 2,000 letters.

The program will be presented Thursdays, 10-11 p.m. The show's executive producer is Bob Banner. Producer and associate producer respectively are Julio Benedetto and Tom Egan.

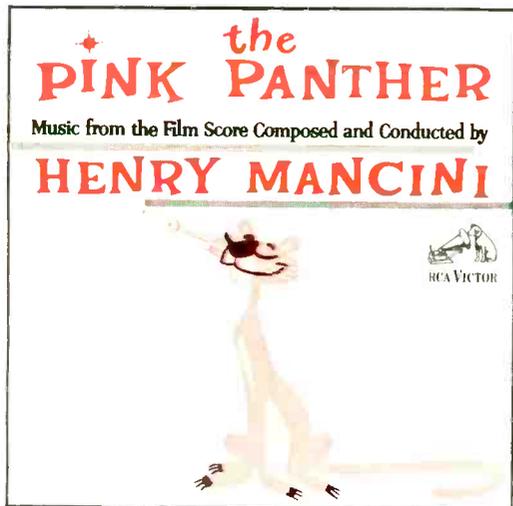
What are the TOP-SELLING STATIONS in Pittsburgh, Miami and Oklahoma City?

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THE FAIREST LADY

Ninth Translation For Major Musical

NEW YORK — "My Fair Lady," the Alan Jay Lerner-Frederick Loewe musical, is going into its ninth foreign language treatment on records. The latest original cast album is in Hebrew and will be released in Israel by CBS Records.

The musicalization of George Bernard Shaw's "Pygmalion" has been produced in virtually every area of the world and is currently available on the CBS label in Spanish as well as in Italian. In Brazil, Discos CBS has also recorded "My Fair Lady" in Portuguese. An album of the Japanese version of the show may eventually be brought

out by CBS but it's not yet been set.

Among the other foreign language entries are the original cast album of the Berlin production in German by Philips and an album of the Hamburg production, also in German, on the Ariola label; a Dutch version on Philips, a Danish treatment on Philips and a Swedish language treatment, also on Philips.

Columbia First

Columbia Records original Broadway cast version has already sold over 5,000,000 LP's. Included in these sales figures is the stereo re-recording made in London three years after the monaural LP was released in 1956. Both albums were produced by Goddard Lieberson, president of Columbia Records.

The new Hebrew recording of the musical was produced in Tel Aviv by Ettore Stratta, manager of International Artists and Repertoire and Creative Services for Columbia Records International. Stratta also produced the Italian original cast album of the show in Milan.

New Mapping

In addition to the foreign original cast albums, Columbia is now mapping out plans for foreign language versions of the sound track of the Warner Bros. pic starring Rex Harrison, Audrey Hepburn and Stanley Holloway. Foreign language versions of the sound track in French, Italian, Spanish and German will be released overseas on the CBS label.

Everest Stops Fontana Lynne Single Sales

HOLLYWOOD—Everest Records was granted an order to show cause and a temporary restraining order against Mercury Records, restraining Mercury's subsidiary, Fontana, from pressing and selling the Gloria Lynne single, "Be Anything But Be Mine." Hearing was set for April 15.

Everest contended that its contract with Miss Lynne is still valid. The artist had filed a suit against Everest in New York in December, claiming that her pact was breached by Everest. A month ago, Mercury's Smash label announced it had concluded an arrangement for Miss Lynne's material through an independent producing firm. Fontana, the Smash sister label, issued the Gloria Lynne single in question.

Last week's court action here was the aftermath of a preliminary injunction granted Everest against Mercury Productions during the previous week. Mercury sought to block this, contending lack of jurisdiction by the California court over that firm. The filing technicality was squared away with Everest gaining a restraining order and order

(Continued on page 8)

GLASER CLAIMS LOUIS LP SOON

NEW YORK — Joe Glaser, head of Associated Booking Corporation, last week scotched the report that he did not want Louis Armstrong, whom he handles, to follow his "Dolly" single smash with an album.

"Not true," states Glaser. "I wanted Louis to do the single because I wanted to prove a point; namely, that Louis could come up with a smash single if he had the right material. Nobody wanted to cut singles with him. So Jack Lee (of E. H. Morris) and I talked to Dave Kapp, and we got the single. Kapp is to be commended. He helped us prove our point."

Glaser expressed the belief that an Armstrong album follow-up would be released within one month.

Coral Begins Instrumental Disk Program

NEW YORK—Riding on the heels of instrumental breakthroughs by Robert Maxwell ("Shangri-La") and Sammy Kaye ("Charade"), Decca and Coral have initiated a dealer program on their instrumental artists.

Highlighted by the release of 10 new instrumental LP's, the program also encompasses each of the artist's entire Decca and Coral album catalogs, for a total of 106 pop instrumental sets.

The program, which includes such artists as Carmen Cavallaro, George Feyer, Bobby Gordon, Earl Grant, Ethel Smith, Robert Maxwell and Pete Fountain, will run through April 30.

Teen-Agers Picky About Easter Rock & Roll Spree

NEW YORK—The teen-age record fans in the metropolitan area divided their affections and their allowances about evenly between WINS and WMCA during the Easter holiday rock and roll spree. It was estimated at press time that WINS' Murray Kaufman show at the Brooklyn Fox and WMCA's "Good Guys" show at the New York Paramount would draw

about \$180,000 each for the 10-day run.

The Apollo Theater in Harlem also had a special rock and roll show going for it during the past holiday week and the management, which refused to release any figures, reported that business was "very good." The only casualty in the rock and roll overload was Clay Cole's "Big Beat on Broadway."

This was offered as a hard ticket, \$3.90 top without a movie, yet, and folded a few days after its Thursday (26) opening. The Cole show featured Birdie Green, Del Satins, Linda Scott, the Roaches, the Detours and the Lloyd Price ork conducted by Slide Hampton. The show which played at the Ambassador Theater got off on the wrong foot from the start with the non-appearance of Freddy Cannon, April Stevens and Nino Tempo. The management didn't mention how much of a licking it took but it did say that many problems arose to cause its fold and among them were hassles with the unions.

Kaufman Show

Kaufman's show featured Chuck Jackson, Ben E. King. (Continued on page 8)

Red Foley to Emcee NARM Award Show

NEW YORK — Red Foley, country and western star and Decca Records artist, will be the master of ceremonies for the 1963 NARM Awards Banquet, which highlights the Sixth Annual NARM Convention, to be held at the Eden Roc Hotel, Miami Beach, beginning April 19. Foley will present plaques to artists and record companies who will be honored by NARM for the best selling artists and product during 1963 in record merchandisers' outlets. Winners are not announced until the evening of the banquet, April 22, in the Eden Roc's Cafe Pompeii.

In addition to Foley, record company artists who will perform include Epic Records' Bobby Vinton, RCA Victor's John Gary and Warner Bros. Barbara McNair.

The 1964 convention opens Sunday at 6 p.m. with the Presidential welcoming cocktail party. The preceding hours of 9 to 6 p.m. will be occupied by business activity. Following 8 a.m. breakfast on Monday and Tuesday (20 and 21), general business sessions will run from 9 a.m. until lunchtime. Lunches will be followed by Visitation Hours, during which rack jobbers will visit the record manufacturers in their display rooms. Visitation Hours will also take place Wednesday (22) morning and afternoon.

During the evenings, registration (Continued on page 8)

Farr Takes Extra Col. Sales Duties

NEW YORK—William Farr, director of merchandising for Columbia Records Sales Corporation, has taken on new responsibilities within the organization. The Farr assignment comes on the heels of a reshuffling at CRSC last week that brought in Gene Weiss as general manager of CRSC and shifted Maurice Hoffman to sales manager of the Northeastern region.

In his new assignment, Farr will report to Bill Gallagher, vice-president in charge of marketing. He'll have the responsibility for developing and implementing training programs for the field sales force. In addition, Farr will continue to be responsible for creating and developing merchandising programs, materials and communications to increase the sales of Columbia product. Farr will also continue to work with the Creative Services Department in the creation of advertising concepts for use in trade publications.

Searchers Came, Saw & Sullivaned

NEW YORK—The Searchers, British recording group of the Liverpool sound genre, wound up a five-day stay in the United States Monday (6), which was highlighted by an appearance on the "Ed Sullivan Show" the previous night.

Kapp Records will soon release the first album by the group to get U. S. distribution. It's "Meet the Searchers' Needles and Pins."

Kapp recently released a single by the group, "Ain't That Just Like Me."

Steve Sholes Adds Rene to RCA A.&R.

NEW YORK—Steve Sholes, division vice-president of pop artists and repertoire at RCA Victor, has rounded out his staff with the appointment of Joe Rene. The Rene appointment comes on the heels of the exiting of producers Hugo and Luigi from the Victor team after a tenure of a little more than five years.

Victor's a.&r. staff, in addition to Rene, who will report

directly to Ben Rosner, manager of pop a.&r., now includes Jack Somer, Andy Wiswell and Jim Fogelson in the East.

Sholes said that the appointment of Rene implements his plan for a united recording operation with both singles and album producers in New York, Nashville and Hollywood. "Publishers," he said, "will be told which a.&r. producer is responsible for the recording of a particular artist." As for independent production deals, he added, "we'll review them all. For the most part, however," he said, "our a.&r. staff will be depended upon to come up with the talent, material and record treatments that are in keeping with today's market demands."

Rene has been a free-lance arranger and producer for many independent labels.

BILLBOARD AT NAB CHI MEET

CHICAGO—Billboard is covering the National Association of Broadcasters Convention in Chicago for its more than 2,000 radio and TV subscribers here and abroad.

Representing Billboard are Lee Zhitto, editor in chief; Gil Faggen, radio-TV editor; Nick Biro, Midwest editor and Pete Heine, sales manager. Billboard is headquartered in Suite 723 at the Conrad Hilton.

CMA PLANS APRIL SHOW FOR DETROIT

NEW YORK — The Country Music Association is finalizing plans for its Detroit show, which will be presented in the Motor City on Sunday (17) to some 450 top executives connected with the auto industry, as well as ad agency execs, etc. Jo Allison, who wrote and produced CMA's show last year for the New York broadcasting and agency execs, will again write and produce. Allison's New York show was considered a model in that it spelled out the impact of country music as a vital force in American entertainment and as a major sales tool.

The show will be presented at the Ad Craft Club of Detroit. A bevy of top country music acts are now being set. These include Tex Ritter, CMA president; Sue Thompson, Roy Clark and an orchestra being organized by Harold Bradley. At least one more top act will be set.

Roy Horton, CMA board member, is co-ordinating the activities in connection with the presentation of the show.

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Biondi Is First Network D. J. in Nearly 10 Years

NEW YORK—Dick Biondi on Monday, April 13, becomes the first disk jockey in almost a decade to have his own network radio show.

Biondi's pop record show will

be aired on the Mutual Network for two hours daily, Monday through Friday. So far more than 45 stations will carry the show.

Biondi, who first received national attention while spinning records on ABC's 50,000-watt WLS in Chicago, was the city's top-rated nighttime deejay until his departure some six months ago. He conducted a pop record music show on KRLA, Los Angeles, until a few months ago.

In a touch of irony, Biondi's Mutual show will be aired on Saturday nights on WCFL, a 5,000-watt rival of WLS in the Windy City. Biondi is scheduled to appear in person Saturday, April 11, in a special WCFL promotion 8 p.m. to midnight in McCormick Place.

Among the stations that have signed with Mutual for the show are WEEP, Pittsburgh; WMAX, Grand Rapids; WADS, New Haven; WJAX, Jackson, Tenn.; WJRL, Rockford, Ill., and WADS, New Haven.

Arrangements for record artist guests and records are being handled by Biondi's manager, Woody Hinderling, who will maintain an office in Room 507, 1619 Broadway, New York.

Chubby Plans For Annual Spring Tour

NEW YORK—Plans are now being mapped out for Chubby Checker's annual spring and summer tour of night clubs, theaters and arenas in the U. S., South America and Europe. The Cameo-Parkway recording star begins his tour in Washington (D. C.) when he opens a week's engagement at the Casino Royal on April 13. This will be followed by the Miramar, Columbus, Ohio, 20-25; Chateau, Cleveland, 27-May 2; the Sands Hotel, Las Vegas, 13-26, and the Twin Coaches, Pittsburgh, 27-31.

During the summer Checker is slated to tour South America and Europe. Last summer his 50-day tour of Europe raked up a gross of \$456,000.

Victor Plans Eighth Year Elvis Party

NEW YORK — To celebrate Elvis Presley's eighth year with RCA Victor, the label has set a special merchandising program for the singer to run through April and May. It's reported that in Presley's eight years with Victor, he's amassed over 10 million units in world-wide sales.

The Victor program will focus consumer interest on all of Presley's 36 single releases, 20 LP's, 23 EP's in the catalog. It will be highlighted by the new Presley album, "Kissin' Cousins," which is on the April release. The promotion will include movie tie-ins with engagements of "Kissin' Cousins," a 1964 Elvis Calendar, lapel buttons, etc.

RIAA CERTIFIES BEATLES DISK

HOLLYWOOD—The Beatles new Capitol single "Can't Buy Me Love" has been certified as a million seller by the Record Industry Association of America. Voyle Gilmore, Capitol's a.&r. vice-president, said the single sold 1.5 million copies in 10 days. The company claims the new single passes the group's first Capitol single of "I Want to Hold Your Hand," as the fastest selling disk in history. On March 16, the first day of its release, 940,225 copies of "Can't Buy Me Love" were sold.

The flip side of the record, "You Can't Do That," is also currently climbing Billboard's Hot 100 chart.

The group's second Capitol LP is set for release Monday (16).

CGD GRABS BIG SHARE OF ITALIAN DISKS

ROME—Two-year-old saturation domination of Italo pop disk market by RCA Italiana was brought to a halt by shift in public taste which followed San Remo Festival with result that CGD International with at least five records in top-selling lists has taken over the leadership.

Giuseppe Giannini's sagacious grouping of U. S., British and French labels along with Italian artists in the set-up he revamped less than a year ago has paid dividends. His top-selling artists include Gigliola Cinquetti, Connie Francis, Gene Pitney, Bobby Rydell and Marie LaForet.

RCA's winter promotion, like its previous summer deals, had been riding high until the San Remo results. It continues in high contention with Paul Anka, Rita Pavone and Edoardo Vianello in top brackets along with Ri-Fi which has Mina, Adriano Celantano and Fabrizio Fabbretti and Ricordi with Bobby Solo and Catherine Spaak. Present sales orders of disks will probably remain materially unchanged for next two months until 1964 summer records begin to hit the racks.

Elliot Wexler Begins Three New Disk Labels

NEW YORK—Elliot Wexler has formed a new corporation which will operate three labels. The firm will issue material on the Purist, Son-nova and Moon labels. The Purist and Son-nova banners will retail for a list price of \$5.98 for both stereo and mono. Moon will be a 99-cent label operating in the kiddie disk field. All will be distributed through Wayne Record Corporation located in this city.

The bulk of the material in the Purist catalog has been culled from the Top Rank disk vaults. This material was acquired from the Rank organization by Horace Grenell, who picked up the tapes when Rank disbanded its U. S. record holdings. Wexler reports that he has 50 LP's available for the Purist line. He also has 300 singles in hand from the same cache.

Initial Release

The initial release on the Purist label will be made up of 10 albums by the Knightsbridge Strings, probably the most popular of all Top Rank product.

The music is on the softer side, with lush string backgrounds coupled with first-class standard material. All of the tracks have been assembled to follow specific themes.

One LP, for instance, contains standard repertoire in a Spanish vein with such titles as "Amapola," "Siboney," "Green Eyes" and "Perfidea" giving an indication. In the initial release, there are cases in which a particular album theme is repeated with different material.

The attractive art work has been done by Milton Glaser who has a strong reputation in the commercial art world, having done work for such magazines as Esquire.

The Purist albums include: "Spanish Mood," (SP 2); "Hawaiian Mood" (SP 3); "Nostalgic Swing Mood" (SP 4);

"Theater Mood" (SP 5); "Marching Mood" (SP 6); "Waltzing Mood" (SP 7); "Hit Song Mood" (SP 8); "Nostalgic Swing Mood" (SP 9); "Movie Mood" (SP 10) and "Hit Song Mood" (SP 11).

Weiss Flies Wide to Add International Accounts

HOLLYWOOD — That man about planes, Bobby Weiss, is currently stopping over here to nail down a number of publishing and disk representation deals to add to his already growing list of accounts for his International Holding Company, Ltd.

Weiss flew to the West Coast from Puerto Rico where he was on a special assignment for the Harry Fox office, and visited local record companies and music publishers.

NARM Okays New Members

NEW YORK — The NARM board of directors has approved the associate membership applications of three record manufacturing companies. These are Original Sound Record Company, Recording Industries Corporation and R. D. Cortina Company.

The new members will be represented at the NARM convention. Original Sound will be repped by Arthur Newberger, top sales exec; Joe Csida, president of Recording Industries Corporation, will represent RIC, and R. D. Cortina, Inc., parent company of the Cortina Academy of Languages and the Institute of Language Study, and the original producer of foreign languages on phonograph records, will be represented by Robert E. Livesey, sales exec.

Beatles Win 5 Awards For Songs They Wrote

LONDON—The Beatles have won five of the Ivor Novello Awards, presented annually for "outstanding contributions to British music."

Four of the five were won by John Lennon and Paul McCartney as composers of 1963's most broadcast song ("She Loves

You"), the highest selling disk ("She Loves You"), the runner-up ("I Want to Hold Your Hand") and the second most outstanding song ("All My Loving").

Special awards were announced for their manager Brian Epstein, their recording manager George Martin and their own "outstanding services to British music."

Other awards were won by Cyril Ornadel and Leslie Bricusse for the year's most outstanding song ("If I Ruled the World"), the Avons for the second most broadcast composition ("Dance On"), Ivor Slaney for the most outstanding instrumental ("Carlos' Theme") and Jerry Lordan for the second most outstanding instrumental ("Scarlett O'Hara").

UA Sues Shad About The Joneses

NEW YORK — United Artists Records doesn't want Bobby Shad to keep up with the Joneses. In an action in New York Supreme Court last week, UA, is seeking to enjoin Theatre Production Records, Inc., Shad's firm, from using the record jacket on its "Tom Jones" album. It's UA's contention that this cover would make the public believe that the Shad "Tom Jones" music was in fact from the film production of the same name.

United Artists has requested the court to order the defendants to cease and desist from using this jacket immediately. The court action comes at a time when the United Artists film and the United Artists Records' sound-track album are riding high. The pic received 10 Academy Award nominations and the album has been a steady seller for the company.

The score for Shad's album was written by Ruth Bachelor and Bob Roberts.

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Vol. 76 No. 15

THE TOWERING HIT OF 1964!



OL 6050/OS 2450 Stereo/OQ 623 Tape

NOW FOR THE FIRST TIME..."MANHATTAN TOWER"
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NOW FOR THE FIRST TIME...GORDON JENKINS' BRILLIANT
SEQUEL TO "MANHATTAN TOWER" — "THE MAN
WHO LOVES MANHATTAN" — PERFORMED BY
JENKINS AND ROBERT GOULET!

NOW STOCK THIS ENTERTAINMENT BLOCKBUSTER...A TIMELY,
SALES-SLANTED SALUTE TO THE WORLD'S FAIR CITY.

ON COLUMBIA RECORDS

RCA Victor's Overseas Personal-Appearance Drive

• Continued from page 1

sales of 300,000 in England. Bobby Bare, it is known, will shortly receive two silver disks in Norway, testifying to big sales of his "Detroit City" and "500 Miles From Home."

Sales Behind Tours

The aforementioned sales results have, therefore, entered in the thinking behind the tours. The present one, of course, is a first in that it entails not one artist but four—all of them key talent.

Soria, currently, is in the Far East. It is known that he is giving top priority to a study of the Far Eastern market, notably Japan; and it is expected that RCA Victor artists will be scheduled to tour there.

A key RCA Victor executive pointed out that RCA's overseas record market is so extensive that some Victor artists now realize 50 per cent—and sometimes more—of their record income from such overseas areas.

An interesting aspect of the Atkins-Reeves-Kerr-Bare tour is the fact that most of the ap-

pearances will be in opera houses and concert halls, rather than at Army bases—although there will be several of the latter. The schedule calls for one performance a day generally, but in several instances there will be two. The dates and locations are as follows: Hamburg, April 4-5; Frankfurt, 6; Munich 7; Vienna, 8; Hanover, 9; Essen, 10; Berlin, 11; Copenhagen, 13; Stockholm, 14; Oslo, 15; Frankfurt, 16; Amsterdam, 17; Karlsruhe, 18-19; Brussels, 20-21, and Munich, 22-23.

The group had hoped to do some live recording sessions while on tour; but a press time this seemed doubtful in view of restrictions imposed by musicians' union. Werner Muller's ork, and a bilingual emcee will accompany the American artists.

"Progressive Hillbilly"

The artists indicated they would very likely perform much of their better-known recorded material. A reporter queried Chet Atkins as to whether he would play jazz. The Nashville operations manager for RCA Victor, who is one of the nation's most sophisticated musician, thoughtfully answered "progressive hillbilly."

RCA Victor's publicity on this tour had an interesting facet. It stated that "The Nashville Sound, bedrock of American popular music, is about to make the European scene in a big way." This verbiage was carefully planned so as to establish the point of view that Nashville, and the Nashville sound, is a major factor in world-wide pop music.

With regard to remuneration for the live performances, it is understood that the artists on this trek will play for scale plus a percentage. The take is expected to be substantial.

Leventhal Finds E. Europe Folk

NEW YORK — Harold Leventhal is in Europe now working out plans to bring performers from Czechoslovakia, Poland and the Soviet Union to the U. S. Leventhal, a folk music impresario-manager, is discussing these plans with the Concert Artistic Bureaus of each country.

During his tour of Eastern Europe, Leventhal will meet Pete Seeger, who is on a world-wide concert tour. On Leventhal's itinerary are a week in Poland and 10 days in the Soviet Union accompanying Seeger.

Brenda Lee Has Baby in Nashville

NASHVILLE—Decca's songstress Brenda Lee became a mother here April 1, giving birth to a five-pound girl in Vanderbilt Hospital. Dub Allbritten, Brenda's personal manager, told Billboard that "Brenda is in good condition." The baby, named Julie Leann Shacklett, was born prematurely, having been expected about May 12. Doctors said the infant is in "serious, but not critical condition," Allbritten reported. The baby is being attended by Dr. Mildred Stahlman, considered one of the country's leading obstetricians.

Jerry Lee Ends English Tour

MEMPHIS—Smash recording star Jerry Lee Lewis returns to Memphis April 8 from a four-week tour of England and begins a string of one-nighters April 10 at Ferriday, La., his home town.

His booking agent, Ray Brown, of National Artists' Attractions, Memphis, said Lewis is booked solid in the Midwest, South and Canada in coming weeks.

Brown also announced that Ace Cannon, Hi Records recording sax star, is booked through April in one-nighters in the South and Southwest.

Another Hi Records recording group, Bill Black's Combo, is playing one-nighters in the South, Southwest and Midwest throughout April, Brown said.

Light & Staff to Chicago Meeting

NEW YORK—Enoch Light, managing director of Command Records, Lorin Becker, national sales manager, and Bobby Byrne, associate producer, will head for Chicago April 14 for a meeting of the label's Midwest dealers and distributors. Plans for "Enoch Light Month," which starts April 15, will also be unveiled at that time.

CAPITOL HALTS PREPS' BEATLES

HOLLYWOOD—Capitol has stopped pressing the Four Preps' single of "A Letter to the Beatles" because Duchess Music, the American licensor, refused to give Capitol permission to cover a parody of an actual Beatles disk. Single had been a rush release February, and reportedly contained bars from the Beatles' smash, "I Want to Hold Your Hand."

NEWS REVIEW

FELLOWSHIPS TO 8 BMI'ERS

NEW YORK—Eight BMI-affiliated composers have been awarded the 1964 John Simon Guggenheim Foundation Fellowships in music composition. They are William Bolcom, Gene Gutche, Robert Helps, Ulysses Kay, Roger Reynolds, Halsey Stevens, Lester Trimble and Charles Whittenberg. They are part of a group of 312 scholars, scientists and artists who were chosen from among 1,887 applicants. This year's awards total \$1,882,000 and present the largest sum ever granted by the Foundation.

Mainstream Begins Line Of Vintage Jazz LP's

NEW YORK—A new label, Mainstream Records, has begun issuing a solid line of jazz LP's. There are eight disks in the first release with six of the eight being in the recently acquired Commodore catalog. The six albums are being issued in the series called the "Commodore Jazz Classics." These recordings have not been in general distribution in LP form for some time, although they have been available on the Commodore label in a few jazz discophile stores and by direct mail.

The series contains some of the greatest of Billie Holiday performances originally recorded in 1939 and 1944 and issued as singles. This album contains such classic performances as "Strange Fruit," "Fine and Mellow" and "I Cover the Waterfront" with Lester Young and a band under the direction of Teddy Wilson in support on various tracks.

Other albums feature the "Begin the Beguine" playing of Eddie Heywood, still another has the superlative playing of five of the great tenor sax stars in Coleman Hawkins, Lester Young, Don Byas, Ben Webster and Chu Berry. Then there's a Dixie set with such eminent practitioners of the Dixie form as Eddie Condon, Jack Teagarden, Max Kaminsky and Pee Wee Russell. Still another is a Town Hall concert jazz recording, while another is a folk and blues-based set featuring Woodie Guthrie, Pete Seegar and others.

The albums are: "Billie Holiday" (56000); "Begin the Beguine," by Eddie Heywood (56001); "The Influence of Five" (56002); "Dixieland-New Orleans" (56003); "Town Hall Concert" (56004); "The Soil and the Sea" (56005).

JACK MAHER

SPOTLIGHT LP PREVIEW

The following is a preview list of next week's album spotlights. The albums will be shown in full color in the April 18 issue of Billboard.

POP SPOTLIGHTS

- MANHATTAN TOWER**—Robert Goulet (Columbia 6050)
DR. STRANGELOVE OR HOW I LEARNED TO STOP WORRYING AND LOVE THE BOMB AND OTHER GREAT MOVIE THEMES—Various Artists (Colpix 464)
THE BEATLES SECOND ALBUM—(Capitol 2080)
I'LL SEARCH MY HEART—Johnny Mathis (Columbia 2143)
TODAY—New Christy Minstrels (Columbia 2159)
CHUCK BERRY'S GREATEST HITS—(Chess 1485)
THE FALL OF THE ROMAN EMPIRE—Sound Track (Columbia 6060)
MEET THE TEMPTATIONS—(Gordy 911)
MY LAST NIGHT IN ROME—Buddy Greco (Epic 24088)
WHO'S AFRAID OF VIRGINIA WOLF?—Jimmy Smith (Verve 8583)
THE VOICE OF AFRICA—Miriam Makeba (RCA Victor 2845)
JUST FOR OPENERS—Judy Garland (Capitol 2062)
A SALUTE TO THE NEW YORK'S WORLD'S FAIR—Andre Kostelanetz (Columbia CX 2)
THE BEST OF CHET ATKINS—(RCA Victor 2887)

CLASSICAL SPOTLIGHTS

- FAVORITE ROSSINI OVERTURES** — New York Philharmonic (Bernstein) (Columbia 5933)
HINDEMITH: MAT IS DER MALER—Philadelphia Orchestra (Ormandy) (Columbia 5962)
SCHUMANN: SYMPHONY NO. 4; BEETHOVEN: LEONORE OVERTURE NO. 3—Boston Symphony Orchestra (Leinsdorf) (RCA Victor 2071)
BRAHMS: TRIO NO. 2 IN C; BEETHOVEN: TRIO IN G—Graffman, Senofsky and Trepel (RCA Victor 2715)

C.&W. SPOTLIGHT

- HANK WILLIAMS JR. SINGS THE SONGS OF HANK WILLIAMS**—(MGM 4213)

JAZZ SPOTLIGHT

- BIG BAND AND QUARTET**—Thelonious Monk (Columbia 2164)

RELIGIOUS SPOTLIGHT

- GEORGE BEVERLY SHEA SINGS HYMNS OF SUNRISE AND SUNSET**—(RCA Victor 2846)

FLAMENCO SPOTLIGHT

- FLAMENCO CONCERT**—Concert Montoya (RCA Victor 2846)

SPOKEN WORD SPOTLIGHTS

- JEEVES**—Terry Thomas (Caedmon 1137)

- THE TEMPEST**—Michael Redgrave, others (Shakespeare Recording Society 201)

COMEDY SPOTLIGHT

- A WET BIRD NEVER FLIES AT NIGHT**—Jackie Vernon (Jubilee 2052)

LOW PRICE POP SPOTLIGHT

- IN THE STILL OF THE NIGHT AND OTHER BEAUTIFUL SONGS**—Living Strings (RCA Camden 795)

LOW PRICE C.&W. SPOTLIGHT

- HAWKSHAW HAWKINS SINGS**—(RCA Camden 808)

Haverlin, Cole Etc. Scramble For Radio KRLA

• Continued from page 1

B. Conkling as separate applicants. Conkling had been artist and repertoire vice-president of Capitol Records, and became president of Columbia Records a decade ago. He was the founding president of Warner Bros. Records, a post he resigned several years ago. At present, he is serving the Mormon Church as board chairman of its International Broadcasting Corporation.

There are in all 21 applicants scrambling for the AM station formerly owned by Donald R. Cooke, and thrown on the market when the FCC denied Cooke's renewal application — and all 21 applications were filed at the last minute. Cooke's ownership officially ends May 1.

Bob Hope owns 25 per cent of Western Broadcasting, Art Linkletter 5 per cent. Carl Haverlin is applying as one of a group trading as "Voice of Pasadena." Horace Heidt applied for Radio Southern California, with Heidt 100 per cent owner. Goodson - Todman Broadcasting will be the licensee name for the famous pair who own a formidable string of production, talent, music publishing, film and other interests.

Broadcast Equipment Company owned by Jack Cooke, brother of the deposed KRLA licensee, has told the FCC that facilities he leased to KRLA for \$90,000 a year would be available to new applicants.

New Album Releases
Chart on Page 80

It's Here!
It's on Capitol!!
and It's ALL Beatles!!!

THE BEATLES'
SECOND ALBUM

featuring
SHE LOVES YOU
 and
ROLL OVER BEETHOVEN

ELECTRIFYING BIG-BEAT PERFORMANCES BY ENGLAND'S
 Paul McCartney, John Lennon, George Harrison and Ringo Starr

(S) T 2080

For the first time on any album their smash, number one single "She Loves You" and "Roll Over Beethoven." PLUS other great tunes ALL by the fantastic Beatles. Their first Capitol Album broke all sales records everywhere. And this one's going to break even THOSE records. THE Beatles albums are on Capitol.

And THE Beatles singles are too. "Can't Buy Me Love" b/w "You Can't Do That" (#5150) is an unprecedented hit, just released on Capitol. Within 2 weeks of release "Can't Buy Me Love" was #1 on the Billboard Chart — and your #1 money maker!



HAVE YOUR BUYER CALL CRDC AND ORDER IMMEDIATELY.



Germans Scrap Singles for LP's

• Continued from page 1

music and text production only now being appreciated.

Lyrical Enthusiasm

While some of the enthusiasm voiced by German disk impresarios for the LP seems improbably lyrical; in fact, it has a solid 1963 sales basis. German diskeries, in accenting the LP, are merely listening to the till.

The German trade analyses sales in terms of disk units, compiled as follows:

7-inch (single)	45 rpm	2 titles	= 1 unit
7-inch EP	45 rpm	4 titles	= 2 units
10-inch LP	33 rpm		= 4 units
12-inch LP	33 rpm		= 6 units

Using this yardstick, sales in 1963, compared with those for 1962, were as follows (all number and unit figures are given in millions).

Category	1963		1962	
	number	units	number	units
Single	24.2	24.2	30.4	30.4
EP	8.4	16.8	9.2	18.4
10 LP	1.9	7.6	2.1	8.4
12 LP	7.8	46.8	5.7	34.2
Total	42.3	95.4	47.4	91.4

The unit formula is calculated to reflect more accurately the value of sales by weighing the LP proportionate to its higher cost. The 1963 sales figures, compared with those for 1962, show clearly that the trend is toward the 12-inch LP and that singles are sinking fast. Some disk producers feel that their compatriots who profess unshakable faith in the future of the single are blind to the unmistakable implications of the 1963 sales figures.

Some trade analysts, too, link

the sag in singles to the upsurge in tape recorder sales. Studies by GEMA, the West German ASCAP performing rights society, show that taping is concentrated on singles, a number of hot hits being recorded on the same tape, which is played while the tunes are on top of the chart and then erased.

There is less inclination to tape 12-inch LP's, which tend to have prestige value.

Calculated by units, record sales increased 4.4 per cent in 1963 over the preceding year. Singles sagged 20.4 per cent while LP's gained 37 per cent. Therefore, in boosting LP production in 1964, the diskeries are merely following the 1963 sales trend.

Teen-Agers Picky About Easter R.&R

• Continued from page 3

Shirelles, Johnny Tillotson, Dionne Warwick, the Tymes, the Chiffons, the Kingsmen, Dick and Dee Dee, Bobby Goldsboro, Little Anthony and the Imperials, the Younger Brothers, and Earl Warren's band. Kaufman has been booked for another rock and roll stand at the Fox for the Labor Day holidays.

The "Good Guys" show at the New York Paramount featured Sam Cooke, the 4 Seasons, the Devotions, Ruby and the Romantics, Diane Renay, the Sapphires, Dean and Jean, Rufus Thomas, Chris Crosby, the American Beatles, Terry Stafford, Lesley Gore and the King Curtis ork. The bill rotated with Jackie Wilson and James Brown taking over Sam Cooke's top-liner spot during the course of the run. The WMCA "Good Guys," who appeared alternately on the show, were Joe O'Brien, Harry Harrison, Jack Spector, Dan Daniel, B. Mitchell Reid and Johnny Dark.

A side note to the "Good Guys" affair is that it received a feature story treatment in The New York Times Thursday (2) pegged on the teen-age crowds that jammed Times Square the previous day to get into the theater.

The show at the Apollo featured the Coasters, the Vibrations, Stu Gillam, Inez Foxx and Charlie, the Supremes and B. B. King's band.

Disks Eye Oscar

• Continued from page 1

Victor also has a hot, strong soundtrack with Elvis Presley. The company is just getting off his last hot LP, "Fun in Acapulco" and is now going full steam on "Kissin' Cousins."

Other current entries of importance are "Tom Jones" on the United Artists label and "It's a Mad, Mad, Mad, Mad World" also on UA. Both pictures are represented in this year's Oscar sweepstakes in one category or another. Decca is in the running now with its "Becket" soundtrack set.

Future hot prospects include the film tracks of "The Sound of Music," Walt Disney's "Mary Poppins," and "Say It With Music," the Robert Goulet starrer that will feature music by Irving Berlin.

At present, the all-time best-selling soundtrack LP is Columbia's "West Side Story," which has been riding the charts for over three years and has registered over 3,000,000 album sales. It's recalled that "West Side Story" racked up a lot of Oscars the year it was running and the sales ruboff on its record counterpart is quite obvious.

Red Foley to Emsee

• Continued from page 3

trants will attend cocktail parties hosted by MGM-Verve on Monday evening, Liberty on Tuesday, and Warner Bros./Reprise on Wednesday evening.

Wives of registrants will be entertained each afternoon. On Monday, Dot Records will host a ladies' luncheon, featuring palm readings by Miss Frances. On Tuesday, RCA Victor will present a preview showing of "The Pink Panther," featuring Peter Sellers, David Niven, etc., the sound track to which, by Henry Mancini, is on RCA Victor. On Wednesday, Miller International hosts a theater party at the Coconut Grove Playhouse. The show is "Milk and Honey," starring Molly Picon, of the original Broadway production.

Dinner parties will be given by Columbia Records, RCA Victor Records and Capitol Records, featuring talent from their respective rosters. Admission to the dinner parties is by invitation only.

LATE SINGLE SPOTLIGHTS

HOT POP

JIMMY SMITH

WHO'S AFRAID OF VIRGINIA WOOLF? (PART 1) (Avant Garde, ASCAP) (2:33)—Another driving instrumental from the organist that has big band drive propelled by Oliver Nelson arrangement. Flip: "(Part 2)" (Avant Garde, ASCAP) (2:30). **Verve 10314**

JAMES BROWN AND HIS ORK

CALDONIA (Cherio, BMI) (2:44)—First side on Brown's new label is a hard-swinging, big band version with shout singing and crowd squeals. Arrangement similar to the Louie Jordan hit of many years ago. Flip: "Evil" (Try, Me, BMI) (2:32). **Smash 1898**

JAMES BROWN AND THE FAMOUS FLAMES

AGAIN (Robbins, ASCAP) (2:34)—Brown has a string of 'em on his former label and he's got another romantic side here. Tender reading of the standard that's not in conflict with his other release. Flip: "How Long Darling" (Lois, BMI) (2:57). **King 5876**

FATS DOMINO

SOMETHING YOU GOT BABY (Tune-Kel, BMI) (2:24)—Fats has the charm out again and this groovy gospel-tinged blues side has chorus and jumping sound. Flip: "If You Don't Know What Love Is" (Anatole, BMI) (2:25). **ABC-Paramount 10545**

RECORD PREVIEW DEBUT: WILL BOOST LP SALES

• Continued from page 1

store. Some dealers have also announced that they plan to offer Record Preview in their local newspaper and radio advertising.

Record Preview will carry a 20-cent price tag on its full-color cover. Whether or not the dealers charge their customers, and how much, is optional with each retailer.

Each edition of Record Preview will contain feature articles, news notes and new record listings to whet the buying appetites of record fans. The first edition carries special features on the hit Broadway show, "Dolly"—also featured on the cover—on the Serendipity Singers and on the future of Beatle-type recordings. More than 250 new and best-seller LP's will be featured as the heart of each edition. Many album covers will be illustrated in full color.

Prices to dealers range from 7 cents to 10.5 cents per copy, depending on quantity and use of imprints.

Preliminary research at all levels of the record industry confirms the appeal and sales power of Record Preview.

From the consumer standpoint, it is designed to fill the need of keeping the record buyer better informed as to new product and the artists who make records. Judging by initial dealer reaction, Record Preview promises to be a potent sales aid in building LP business volume.

The following record distributors are accepting and servicing bulk orders for the new publication through their sales personnel:

- Alpha Record Distributing**
20 West End Avenue
New York 23, N. Y.
CI 5-7933
- Associated Record Dist.**
76 Tolland Avenue
East Hartford, Conn.
- Roberts**
1906 Washington Avenue
St. Louis, Mo.
- Marnel of Maryland**
5550 Newbury Street
Baltimore, Md.
664-8500
- Summit Distributing**
1345 Diversey Parkway
Chicago, Ill.
BI 8-361
- Cadet Distributing Company**
13380 Capital Avenue
Detroit 37, Mich.
548-3171
- Seaway Distributing**
3142 Prospect Avenue
Cleveland, O.
EX 1-7300
- A & I**
1000 Broadway
Cleveland 2, O.
241-7644
- Heilicher Bros.**
119 N. 9 Street
Minneapolis, Minn.
FE 3-8281
- Big Town**
2818 W. Pico Blvd.
Los Angeles, Calif.
731-9474
- DM Sales**
90 Dorman Avenue
San Francisco, Calif.
MI 8-5331
- C & C Distributing**
3711 S. Hudson
Seattle, Wash.
PA 5-0070
- Comstock**
1323 Spring St., N. W.
Atlanta, Ga.
876-0321
- M. B. Krupp Distributors**
3519 N. 16th Street
Phoenix, Ariz.
- Music Service Record Dist.**
318 6th Street S.
Great Falls, Mont.
- Arnold Record Distributors**
2704 Freedom Drive
Charlotte, N. C.
399-9741

Gloria Lynne

• Continued from page 3

to show cause against the Mercury Record Corporation.

The new rule has the same effect as the original stay. Mercury sought and was granted an increase in Everest's bond, boosting it from \$500 to \$10,000.

The restraining order also in-

cludes Pep Record Sales and Allied Recording, among several John Does, thus stopping until the April 15 hearing the manufacture and sale of Miss Lynne's single here.

New Album Releases Chart on Page 80



DISK JOCKEYS

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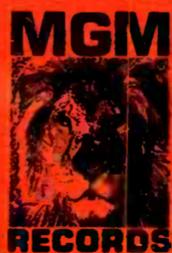
SMASH FOLLOW-UP TO DUMBHEAD!

GINNY ARNELL



I WISH I KNEW WHAT DRESS TO WEAR

B/W HE'S MY LITTLE DEVIL K-13226



MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

TALENT

Drake Ducks B'dway Quacks; New Fans Dig Record Stars

NEW YORK—There's a new audience being brought into Broadway's musical theater by performers who've made their marks in other show business media. That's the contention of Ervin Drake, who's currently represented on Broadway with his first musical score, "What Makes Sammy Run?"

It's Drake's belief that his show has been building steadily at the box office because of the pull of the musical's star, Steve Lawrence. Even though it's also Lawrence's first try on Broadway he has a built-in audience, says Drake, through his work on records, night clubs and TV.

In Drake's view, it is the newcomer to the theater that will eventually pull it out of its economic doldrums. "People

who have seen and heard Lawrence on records, on TV and in night clubs," Drake says, "are now being drawn into the theater, and some perhaps for the first time."

Drake also points out that the vogue for theater newcomers is spreading through Shubert Al-

ley. "Funny Girl," the new musical about Fanny Brice, is banking heavily on the marquee value of Barbra Streisand to keep its box-office take in high gear. Although Miss Streisand scored on Broadway a few seasons ago with a small part in

(Continued on page 86)

ELLINGTON EXCELS

Duke's Concert Shows New Areas Conquered

Duke Ellington has the fortunate habit of rising from the ashes of pages written by critics. Not that the critics have always been wrong—noblesse occasionally loafs beyond what critics can oblige. But, Edward Kennedy, The Ellington, does sometimes burst forth with new music, most often because a new musician, or a musician returned, has given him some new room in which to perform the

marvelous dance he has for so long done so well.

So this Easter evening concert, where a returned musician, Charles Melvin (Cootie) Williams growled, snarled, sang, danced, cheered, and, in general, acted and played as if big trumpeters were coming back, was a resounding success because Duke had a new focus, and has new music and enthusiasm, and so does his marvelous band.

It was evident from the very beginning when Cootie romped through a much changed "Creole Love Call." That was the tenor, or, perhaps the trumpet and orchestra of the evening. Even most of the old things were newly orchestrated.

(Continued on page 86)

3 Sides of DeShannon Gal

HOLLYWOOD — Vocalist Jackie DeShannon is many people. She's a rock and roll belter, a sexy folknik and a willowy jazz-tinged singer. These three sides of her personality were adamantly proved at her Los Angeles nitery opening (26) at Gazzarri's.

Miss DeShannon's voice is about as low and hoarse as a gal's voice can get, but she used this hushed quality expertly in the slow and tender "I Wish You Love," which demonstrated her feel for jazz. Jackie has heretofore presented a clouded image to the public, for her disks never sounded the same, hence one never knew which way she wanted to go. Her nitery debut clarifies the confusion. Jackie wants to master all forms of music. With her silken gold hair flying, her eyes ablaze and her hips swaying, she presents a totally animated picture of a vocalist at work. Unfortunately, her two guitar-drum accompaniment was overly loud on many numbers, all but eliminating her voice. The 21-year-old Liberty artist obviously enjoys the fast tunes, where she can snag her fingers and dig into the lyrics, such as on "La Bamba," "You Are My Sunshine" and "Needles and Pins."

ELIOT TIEGEL.

Josephine Not The Old Baker

NEW YORK—The bedizened, bejeweled, bewigged, international bird of paradise, Josephine Baker, returned to New York Tuesday (March 31) for a limited engagement at the Henry Miller Theater.

She struts and preens and coos her way through a variety of songs that range from very good to tired in an assortment of costumes she refers to as "complications." The "complications" are part of her famed \$250,000 collection. An incomparable stylist, the songs serve merely as an adjunct to the accouterments.

The entertainment does not entirely come off for a number of reasons. Miss Baker has been poorly served by the production. While everything about her is expensive and exotic, everything surrounding her seems a bit shoddy (possibly due to the contrast). The orchestrations are

(Continued on page 86)



ANGELA LANSBURY opened on Broadway Saturday (4) in the Arthur Laurents-Stephen Sondheim musical, "Anyone Can Whistle." She co-stars with Lee Remick and Harry Guardino. Columbia will record the original-cast album.

TV GUEST APPEARANCES BY RECORD TALENT

MOLLY BEE—Jimmy Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 9)
 BROTHERS FOUR—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 11)
 ROY CLARK—Jimmy Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 9)
 FUNICELLO, ANNETTE—Tennessee Ernie Ford Special (NBC-TV, 8:30-9:30 p.m., Friday 10)
 GIBSON, BOB—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 11)
 IVY LEAGUE TRIO—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 11)
 JEFFRIES, FRAN—Hollywood Palace (ABC-TV, 9:30-10:30 p.m., Saturday 11)
 JONES, JACK—Joey Bishop Show (NBC-TV, 8:30-9 p.m., Saturday 11)
 MALBIN, ELAINE—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 11)
 MANNA, CHARLIE—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 11)
 MOSIER, ENID AND ALFONSO—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 11)
 NERO, PETER—Perry Como's Kraft Music Hall (NBC-TV, 10-11 p.m., Thursday 9)
 NEW CHRISTY MINSTRELS—Tennessee Ernie Ford Show (ABC-TV, 12:30-1 p.m., Thursday 9)
 NEWHART, BOB—Perry Como's Kraft Music Hall (NBC-TV, 10-11 p.m., Thursday 9)
 ROMEROS, THE—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 11)
 RUBIN, STAN AND HIS TIGERTOWN FIVE—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 11)
 SMITH, KEELEY—Perry Como's Kraft Music Hall (NBC-TV, 10-11 p.m., Thursday 9)
 THOMPSON, HANK—Jimmy Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 9)
 WILLIAMS, ANDY—Tennessee Ernie Ford Special (NBC-TV, 8:30-9:30 p.m., Friday 10)
 WINTERS, JONATHAN—Jack Paar Show (NBC-TV, 10-11 p.m., Friday 10)

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.

New York PRESS BOX SCORE

"FUNNY GIRL"

"Funny Girl," the musical based on incidents in the life of Fanny Brice by Isobel Lennart (book), Jule Styne (music) and Bob Merrill (lyrics), opened on Broadway March 26 to okay notices and acclaim for Barbra Streisand. Capitol is issuing the original cast album and Chappell-Styne is publishing the score.

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

BILLBOARD'S MIKE GROSS: SHOW—It's a routine backstage yarn that plods along unimaginatively with Barbra Streisand on stage practically all of the way to help pull it through. It's even too much for her.

SCORE—The collaborative effort of Jule Styne and Bob Merrill results in only a few songs of step-out potential. "People" is already getting play, and there may be some chances for "Who Are You Now" and "Cornet Man."

TIMES: SHOW—"Fanny and Barbra make the evening."

SCORE—"Styne has written one of his best scores."

HERALD TRIBUNE: SHOW—"The show as a whole, considering its tendency to lose weight, can't be called a clean knockout. Suppose we settle for a TKO."

SCORE—"... a lot of help from the Jule Styne-Bob Merrill score—makes it different."

DAILY NEWS: SHOW—"... a remarkable demonstration of skill and endurance on the part of Barbra Streisand."

SCORE—"Composer Jule Styne and lyricist Bob Merrill have provided songs of all types."

POST: SHOW—"The colorful atmosphere of a racy period in the theater is almost untapped... at very best a fairly good musical show."

SCORE—"While Jule Styne's score doesn't seem one of his best, the songs are always agreeable."

JOURNAL-AMERICAN: SHOW—"I believe it should be a smash."

SCORE—"Styne has devised new tunes to capture the climate of the old ones, but they are more suited to the capabilities of the star and are excellent in themselves."

WORLD-TELEGRAM: SHOW—"... comes up just this side of great."

SCORE—"Styne has written some good stuff... it isn't his best though."

PEOPLE AND PLACES

By MIKE GROSS

Mike Todd Jr. may not have time this season to see his favorite baseball team, the Chicago Cubs, in which he's a stockholder. He'll be busy batting out "America, Be Seated," a modern minstrel show, at the World's Fair; the musical stage version of "Around the World in 80 Days" at Jones Beach (L. I.) and working on the personal management of a new singer, Al Ferrari, who's billed as "The Wild Man."... Jane Morgan, in New York last week, hosted a party for Charles Aznavour and began work on her second album for Colpix.... Tim Gayle is doing p.r. work for Rudy Vallee's Jubilee album, "The Funny Side of Rudy Vallee."... Joe Lytle, manager of Frank Fontaine, into St. Joseph's hospital in Yonkers for a check-up.... Singer Bernadette Castro will also do dance routines backed by four male terpers in her new act when it opens at the Boulevard night club on Long Island on April 17.

Big news in a press release from Solters, O'Rourke & Sabison: "Martin Goldblatt, veteran industry publicist, who started as a still department clerk with Columbia Pictures in 1947, and rose to become that company's top national magazine contact, is entering his 10th record-breaking week at the Solters, O'Rourke & Sabison publicity firm."... Al Schwartz is Brook Benton's new manager.... Molly Bee has been signed for two weeks at Dallas' Statler Hotel starting April 24.... Dave Bynum, singer-actor, has signed with Shell Records.... On the Carnegie Hall bill with Italian singer Luciano Virgili on April 11 will be the DiMara Sisters, Pia Gabrieli and Dino Giacca.... Rip Taylor, the "cry comedian," cut his first pop side, "How Does It Feel," for the Colpix label.... Woody Herman's Herd is at the Metropole in New York through April 18 when the Dukes of Dixieland take over.

Paul Newman and Joanne Woodward will duet "When My Sugar Walks Down the Street" in the upcoming Broadway comedy "Baby Wants a Kiss." The deal to use the Jimmy McHugh-Gene Austin-Irving Mills standard to fit the play's action was made between Actors Studio Theater Company, the producers, and Mills Music.... Joyce Weston, of the Chordettes vocal group, has joined the staff of Erroll Garner Enterprises. She'll be working with the Octave Music Publishing catalog which contains the major part of Garner's original works.... Earl Wrightson and Lois Hunt will do a concert at the Bloomsburg, Pa., State College, April 8 and at the Proctor High School in Utica, N. Y., April 11.... Johnny Tillotson will preside as a judge and a parade marshal at the Beauty Pageant in Johnson City, Tenn., on May 2.... M.A.R.C.H., the music industry's all-girl organization, is sponsoring a benefit for the aid of the University Settlement House with tickets to the May 4 performance of "What Makes Sammy Run."

Bug Has Jazz & No Beatles

NEW YORK — A new jazz night club is opening in Greenwich Village with a big-name artist policy. The club is called the Gold Bug, and will be located on West 3rd Street which previously housed Bertolotti's

restaurant. The name derives from the location, the building in which Edgar Allan Poe wrote his short story of the same name.

The Gold Bug opens April 9 with the J. J. Johnson and group. April 16 Chico Hamilton's combo takes over the stand and the following week, April 23, Cannonball Adderley holds forth through the end of the month. Bookings, so far have been blocked out in one-week segments and the room holds over 200 people.

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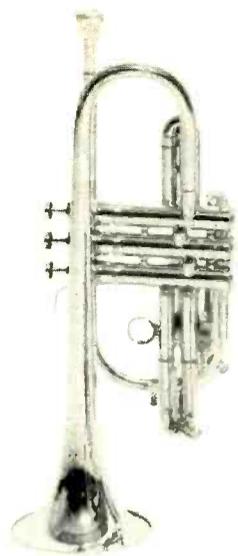
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Radio-TV PROGRAMMING

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

FOCUS ON DEEJAY . . .

Chicago's Top DeeJay: 18th Year at WIND

It's probably only coincidence that the Windy City has produced one of the nation's top deejays, as Times magazine, a few years ago, acknowledged "a highly articulate member of that naturally loquacious craft." His name, for the benefit of those who have never got within listening range of Chicago, is Howard Miller.

Now exclusively on WIND, Howard holds some sort of record for at one time being heard on no less than six leading Chicago radio stations at varying periods during the day. He continues to wear the mantle of most-listened-to, whether you measure that distinction by professional rating-taker's results, the long list of advertisers waiting in line to buy his commercials or an awareness that "Howard said this morning . . ." is a well-known conversational gambit among Chicagoans.

Miller's once exhausting work load, which spiraled his annual income to \$350,000, has been selectively pruned and he now holds forth solely on WIND, the



HOWARD MILLER

station where he started his Chicago radio career 18 years ago.

As custodian of the Group W station's strategic morning slot, 6 to 10 a.m., he retains control of Chicago's biggest radio audience and manages time for his recently acquired enthusiasm for the racing of thoroughbreds.

Born and raised in Chicago, Howard Miller was graduated
(Continued on page 82)

VOX JOX



ON THE BALL are WQAM deejays (first row, l-r) Ted Clark, Jerry Goodwin, Charlie Murdock, Rick Shaw. (Top row, l-r) Lee Sherwood, Jack Sorbi and Jim Dunlap. The airmen play ball with different faculty teams of various South Florida high schools to promote high school athletics and special charity drives.

Here is a partial listing from KØEL radio's (Shreveport, La.) current radio play list sent in by Music Director Bill Scott: "Twist and Moan," Dead Bugs on the Raid Label; "Dawn" (Go Away), Count Dracula, Horror label; "Money," Nelson Rockefeller, Cash label. **APRIL FOOL!**

Radio CHUM (Toronto) deejay John Sprague on his 10 to 1 show recently defined the mosquito as a mathematical problem. It adds to your miseries;

subtracts from your pleasure, and multiplies by the score.

THAT'S SHOW BIZ: Radio WMCA's (New York City) program director, Ruth Meyer and her talented "Good Guys" have bounced the Beatles from first play list. The successor, "Hello Dolly," by Louis Armstrong.

BEATLESTEREO: Last week KFVB-Radio and KCOP-TV air personalities, Gene Weed and Lloyd Thaxton joined forces between 5 and 6 p.m. to present the Beatles in stereo. Weed and Thaxton co-ordinated play of Beatle tunes with one track broadcast on KFVB's wavelength, the other on KCOP-TV's audio.

CORRECTION: In an item regarding 2GB's (Sydney) "870 Club" carried with a picture in this column February 22, it may have appeared that Bob Rogers
(Continued on page 83)

NAB Tastes WQXR Nip On Liquor

WASHINGTON—New York FM Station WQXR's break with the no-whisky advertising agreement will be a big buzz at the NAB convention this week in Chicago. WQXR's decision to take \$70,000 in hard liquor advertising was followed at once by a bill to bar such advertising on the air, co-sponsored by Sen. Warren Magnuson, chairman of the Senate Commerce Committee, and Sen. John O. Pastore, chairman of its Communications Subcommittee.

NAB's featured speaker, Rep. Oren Harris, chairman of the House Commerce Committee, has also indicated strongly to WQXR that such a failure in self-regulation by a broadcaster who accepts whisky advertising is sure to bring down government restrictions. Harris indicated that the same goes for any broadcast failure to tone down cigarette advertising.

Senators Magnuson and Pastore, in 1961, refrained from this type of legislation when the National Association of Broadcasters and the Distilled Spirits Institute pledged mutual bar to hard liquor advertising on the air. At that time, certain distillers were pushing hard for broadcast time. Current failure of NAB President LeRoy Collins' plea to WQXR to change its mind, decided the legislators to act, and act fast, on this one.

The Magnuson-Pastore bill provides penalties of from \$100 to \$1,000 or up to one year in jail for licensee who airs hard liquor advertising, and also penalizes the distiller who buys the air time. The bill amends the Communication Act, and violation of the liquor sponsorship ban could cost the broadcaster his license, under the terms of the legislation.

KHJ Search For Talent

HOLLYWOOD—Red McIlvaine, KHJ's early morning disk jockey, has been shaking up memories of radio's talent scout era through his "Search for Talent" contest.

McIlvaine has been presenting three unknown acts each Friday for the past four weeks via taped telephone performances. After each Friday's feature, the audience mails in votes for its favorite. The grand winner will be announced on a "phone-off" contest currently in preparation.

The idea for the talent search is McIlvaine's, who invites listeners to write in about their skills and he personally phones to check them out. The contest's first winner, a milkman from Granada Hills who sang from a phone booth, has thus far drawn the most mail, Red said. Other winners include a 14-year-old rock and roller and a Santa Ana shoemaker vocalist.

Contestants have included a TV repairman reciting poetry, a salesman doing a comedy routine and a tap dancer. McIlvaine adds echo and applause to the performances which are prior to the Friday broadcast. McIlvaine hopes to arrange a recording audition plus TV appearances for the grand winner.

Programming in At NAB Convention

• Continued from page 1

programs. It will analyze the anticipated effects of changes in age groups, population, earning power and leisure time, and relate them to the resulting changes in marketing techniques.

In addition, the presentation will include suggestions on how the radio and recording industries can co-operate in developing new artists and in generating interest in the repertoire being produced by record companies. Brief will also give pointers on how radio management can make the best use of the services offered by record manufacturers.

The Radio Assembly, presided over by Sherril Taylor, newly appointed NAV vice-president for radio, will center on discussion of The Radio Code. Elmo Ellis, WSB, Atlanta, Chairman-designate of the Radio Code Board; retiring Chairman Cliff Gill, KEZY, Anaheim, Calif., and Frank McIntyre, KLUB, Salt Lake City, Utah, will join Code Authority Director Howard Bell and Radio Code Manager Charles Stone for the panel discussion.

License Renewal Seminar

Questions and answers will be forthcoming at the assembly on the problems of license renewal. Robert J. Rawson, chief renewal and transfer division, Broadcast Bureau, FCC, will handle the seminar.

Another panel discussion of growing interest to broadcasters "Automation in Radio," will take place Wednesday morning moderated by Orrin W.

Towner, WHAS, Louisville, and James H. Butts, Mullins Broadcasting Company, Denver; Clifford Luke, WIBC, Indianapolis; Eldon Kanago, KICD, Spencer, Ia., and Allen T. Powley, WMAL, Washington, as panelists.

The separate radio programming discussions will be launched tomorrow (7) with a report by Ben Strouse, WWDC, Washington, D. C., NAB Radio Board Chairman. There also will be a "Radio's Leadership Year" presentation by the Radio Advertising Bureau and a report by Melvin A. Goldberg, NAB vice-president for research, on his activities.

A highlight of the separate television program is tomorrow morning's "Program Conference, '64"—a panel discussion that will explore the future of television programming, its nature and its sources. The presentation, expected to be controversial as well as informative, promises to draw so many delegates that it has been moved into the Blackstone Theater across the street from the Conrad Hilton.

The panelist who will present not only their own views but that of the industry segment they represent, are: Michael Dann, vice-president for programming for CBS-TV Network; Richard Pack, vice-president, programming, Group W (Westinghouse Broadcasting); Hubbell Robinson Jr. independent producer; W. Robert Rich, vice-president and sales man-

(Continued on page 82)

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Cousin Lee and Rosalee Lewis have taken over the spot on WXAR-FM, Alexandria, Va., formerly occupied by Jim Turner. The pair is on Monday through Friday, 9 p.m. to midnight, and on Sundays, 8 p.m. to midnight. They put in a plea for spinning material. . . . Ray Ford, in addition to his country platter show on WTVB, Coldwater, Mich., is doubling with his "Country Caravan" on WVOC, new station at Battle Creek, Mich. Ray says he can use all the releases he can get.

Les Kangas suggests that deejays missed in the mailing of "Land of Love (The License-Plate Song)," by Jeanie Greene, write Kangaroo Records, 7902 Dewey Avenue, San Gabriel, Calif. . . . KTIX, Pendleton, Ore., under the management of Pecos Pete Brown, formerly of KGEM, Boise, Idaho, is now programming c.&w. daily from sign-on until 6 p.m. Pete fills the 6 a.m.-7:30 a.m. slot, and is followed by Jim Olson, also formerly of KGEM, who runs until noon. Cousin Ed Lawson, who recently joined KTIX from KALE, Richland, Wash., works from noon to 4:30 p.m., with Pecos Pete returning until 6 p.m. Lowell Nunnally, KTIX p.d., hits the airwaves with the town sound from 6 p.m. until 11 p.m. "Due to the change in our sound," typewrites Nunnally, "we need c.&w. records badly—all labels."

Station WEXL, Detroit, has appointed Tom Berry news director and chief announcer, effective immediately. Sunny Jim Mitchell will deejay from 6 to 9 a.m. and noon to 3 p.m.,

Berry's old shift. Lou Singer has returned to take over the 6 p.m. to midnight portion of WEXL's country music programming. Judy Linton has been added as WEXL Country Club secretary to handle the mail and awards involved in corresponding with the nearly 30,000 WEXL country club members. . . . Dave Olson, P.D., at Bob Atcher's
(Continued on page 16)

COUNTRY D. J. OF THE WEEK



Fred Lehner of Radio WYAM, Birmingham, Ala., will be WSM Radio's "Mister D.J. U.S.A." April 10. Fred has been associated with WYAM three years. Six months ago he assumed the duties of program director and now co-ordinates the entire programming of Alabama's only full-time country and western station. Fred and wife Jane have one daughter, Selena.

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RADIO RESPONSE RATING

PITTSBURGH

TOP STATIONS

Rank	Call Letters	% of Total Points
★ For POPULAR Singles		
1.	KDKA	46%
2.	KQV	39%
3.	WEPP	15%
★ For POPULAR LP's		
1.	KDKA	48%
2.	WWSW	20%
3.	WJAS	15%
4.	KQV	13%
5.	Others (WEPP, WKPA)	4%
★ For JAZZ		
1.	WKPA (New Kensington)	48%
2.	WAMO (Tie)	16%
3.	KDKA (Tie)	16%
4.	WWSW	14%
5.	WJAS	6%
★ For R.&B.		
1.	WAMO	57%
2.	WZUM	41%
3.	WEPP	2%
★ For COUNTRY MUSIC		
1.	WWVA (Wheeling, W. Va.)	50%
2.	WHJB (Greensburg, Pa.)	26%
3.	WEPP	24%
★ For SINGLES (Middle of the Road)		
1.	WWSW	35%
2.	KDKA	26%
3.	WJAS	24%
4.	Others (WEPP, WKPA)	15%
★ For FOLK		
1.	KDKA (Tie)	40%
2.	WJAS (Tie)	40%
3.	WWSW	20%
★ For COMEDY		
1.	KDKA	64%
2.	WJAS (Tie)	15%
3.	KQV (Tie)	15%
4.	WAMO	6%
★ For CLASSICAL		
1.	WRYT-AM-FM	49%
2.	WWSW-AM-FM	28%
3.	WKJF-FM (McKeesport)	9%
4.	Others (KDKA-FM, WLOA-AM-FM)	14%

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points	% of 1st Place Votes
★ For POPULAR Singles				
1.	Clark Race	KDKA	42%	
2.	Chuck Brinkman	KQV	33%	
3.	Dave Scott	KQV	14%	
4.	Others (Porky Chedwick—WAMO, Bob Connors—WEPP, Art Pallan—KDKA)		11%	
★ For POPULAR LP's				
1.	Art Pallan	KDKA	21%	
2.	Bob Tracy	KDKA	19%	
3.	Rege Cordic	KDKA	16%	
4.	Clark Race	KDKA	12%	
5.	Chuck Brinkman	KQV	11%	
6.	Others (Henry DaBecco—KQV, Dave Scott—KQV, George Bowes—WWSW, Bill Brandt—WJAS, Hillary Bogden—WJAS, Bill Hines—WWSW, Jim White—WJAS, Bob Dahlgren—WJAS)		21%	
★ For JAZZ				
1.	Phil Brooks (New Kensington)	WKPA	48%	
2.	Sterling Yates	KDKA	23%	
3.	Dwight Cappel (Music Librarian)	WWSW	9%	
4.	Sir Walter Raleigh	WAMO	7%	
5.	Others (Bob Lavorio—WKPA, Bill Powell—WAMO, Bob Tracy—KDKA, Jim White—WJAS)		13%	
★ For R.&B.				
1.	Porky Chedwick	WAMO	43%	
2.	Sir Walter Raleigh (Tie)	WAMO	24%	
3.	Bill Curtis (Tie)	WZUM	24%	
4.	Others (Bill Powell—WAMO, Clark Race—KDKA)		9%	
★ For COUNTRY MUSIC				
1.	Cowboy Phil (Tie)	WHJB	50%	
2.	Jimmy Walker (Tie)	WEPP	50%	

OKLAHOMA CITY

TOP STATIONS

Rank	Call Letters	% of Total Points
★ For POPULAR Singles		
1.	WKY	60%
2.	KOMA	40%
★ For POPULAR LP's		
1.	KJEM	49%
2.	KOCY	40%
3.	Others (KTOK, K100-FM)	11%
★ For R.&B.		
1.	KBYE	78%
2.	Others (WKY, KOMA, K100-FM)	22%
★ For JAZZ		
1.	K100-FM	53%
2.	KEFM-FM (Midwest City)	31%
3.	KJEM	16%
★ For COUNTRY MUSIC		
1.	KLPR	90%
2.	WKY	10%
★ For SINGLES (Middle of the Road)		
1.	KTOK	62%
2.	KJEM	27%
3.	KOCY	11%
★ For FOLK		
1.	KJEM (Tie)	29%
2.	KOCY (Tie)	29%
3.	Others (KTOK, WKY, KOMA, KFNB-FM, KBYE, KLPR)	42%

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points	% of 1st Place Votes
★ For POPULAR Singles				
1.	Danny Williams	WKY	32%	
2.	Terry McGrew	WKY	20%	
3.	Howard Clark	WKY	16%	
4.	Dean Johnson	KOMA	13%	
5.	Don Wallace	WKY	8%	
6.	Others (J. Michael Wilson—KOMA, Dale Wehba—WKY, Chuck Dan—KOMA)		11%	
★ For POPULAR LP's				
1.	Eddie Coontz	KJEM	82%	
2.	Others (Walt Jones—KJEM, Harold Henniger—KJEM)		18%	
★ For R.&B.				
1.	Big Ben Tipten	KBYE	100%	
★ For COUNTRY MUSIC				
1.	Chuck Davis	KLPR	50%	
2.	Jack Beasley	KLPR	37%	
3.	Others (Dick Wilkerson—KLPR, Mark Webb—KLPR, Danny Williams—WKY, Farm Show)		13%	
★ For COMEDY				

STATIONS BY FORMAT

PITTSBURGH: Nation's 8th radio market. 12 AM, 8 FM. 1 pop-contemporary, 2 contemporary, 1 pop standard, 1 standard-pop, 1 r.&b., 2 conservative, 2 standard and 1 ethnic.

KDKA: 50,000 watts. Owned by Group W (Westinghouse Broadcasting Company). **Music format: Pop-Contemporary.** Colossal community involvement and "prestige image." Large and highly effective 12-man news operation. Highly identifiable air personalities. Four-hour talk, interview block nightly beginning at 8 with "Program PM." Ed and Wendy King take over at 10 for audience telephone call-in program now in its 14th year. Active award-winning public affairs and public service programming. General manager, Fred Walker. Program manager, Jack Williams. Assistant program manager and music director, Tony Graham. Music director, Bill Roberts.

KQV: 5,000 watts. ABC-owned. **Music format: Contemporary.** Highly identifiable air personalities. Effective news department. Strong on-the-air promotion. News block daily 6:25 to 7:25 p.m. "Pie Traynor Show," sports news block daily 5 to 6 p.m. "Breakfast Club" with Don McNeill daily 10 to 11 a.m. Vice-president and general manager, John Gibbs. Program director, John Rook. Music director, Dave Scott.

WWSW: 5,000 watts. Independent. **Music format: Standard.** Station airs many national and local sports events, including Steelers' pro football games. General manager, Ben W. Muros.

WJAS: 5,000 watts. NBC-owned. **Music format: Pop-Standard.** Highly identifiable air personalities. Active award-winning news department. Special programs aired: "Scope," news-information block aired 5:30 to 8 p.m. nightly, includes 45-minute audience telephone call-in, controversy show hosted by Ira Apple. General manager, Stephen J. Rooney. Operations, advertising and promotion manager, Richard C. Stafford.

WRYT: 5,000 watts. Hearst-owned. **Music format: Conservative.** Station manager, Geer Parkinson. Operations manager, Bob Stevens.

WEPP: 1,000 watts day. Independent. **Music format: Contemporary.** Polka show daily 2:30-6 p.m. Executive vice-president, Pete Coticchia. Assistant manager, Arthur Gunter.

(Continued on page 16)

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

FORMAT GLOSSARY: "Contemporary"—Stations that play primarily singles and LP's of a "rock-n-roll" and rhythm and blues nature. "Pop Contemporary"—Stations that feature rock-n-roll and rhythm and blues music, as well as current singles and LP's of a non-rock nature. "Pop-Standard"—Stations programming current and stock singles and LP's, excluding rock-n-roll and rhythm and blues. "Standard-Pop"—Same as "Pop-Standard" with stations emphasizing standards to current pop singles. "Standard"—Stations programming current or stock versions of the old standards culled primarily from LP's. Rock-n-roll and "teen sound" excluded. "Conservative"—Stations featuring primarily LP music of a subdued nature in tone and performance. Background instrumental music. "Classical," "Country & Western," "Jazz," "Rhythm & Blues," "Ethnic"—Stations programming more than 50 per cent of their music in the above mentioned particular categories.

MIAMI

TOP STATIONS

Rank	Call Letters	% of Total Points
★ For POPULAR Singles		
1.	WQAM	53%
2.	WFUN	44%
3.	WMBM	3%
★ For POPULAR LP's		
1.	WINZ	39%
2.	WIOD	26%
3.	WGBS	21%
4.	WKAT	11%
5.	Others (WAEZ-FM, WMJR-FM)	3%
★ For R.&B.		
1.	WAME	53%
2.	WMBM	47%
★ For JAZZ		
1.	WMBM	74%
2.	Others (WEDR-FM, WAEZ-FM, WINZ)	26%
★ For SINGLES (Middle of the Road)		
1.	WINZ	62%
2.	WIOD	20%
3.	WKAT	18%
★ For COUNTRY MUSIC		
1.	WMIE-AM, WEDR-FM (Sister stations) WEDR-FM (plays Country 12 hours per day) WMIE-AM (plays Country 1 hour per day) Above were only stations mentioned for Country. (As of 3/31/64, WMIE-AM will no longer program Country but continue with its present half foreign (Spanish) and half religious format)	100%
★ For FOLK		
1.	WIOD	77%
2.	Others (WINZ, WKAT, WGBS)	23%
★ For COMEDY		
1.	WKAT	82%
2.	WIOD	10%
3.	WINZ	8%
★ For CLASSICAL		
1.	WVCG-AM-FM (Coral Gables)	58%
2.	WVCP-FM	19%
3.	WKAT-FM	16%
4.	WSKP-AM-FM	7%

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points	% of 1st Place Votes
★ For POPULAR Singles				
1.	Rick Shaw	WQAM	30%	
2.	Charlie Murdock	WQAM	19%	
3.	Dick Starr	WFUN	15%	
4.	Bill Holley	WFUN	11%	
5.	Jim Howell (Tie)	WFUN	8%	
6.	Gregg Warren (Tie)	WFUN	8%	
7.	Lee Sherwood	WQAM	7%	
8.	Jimmy Dunlap	WQAM	2%	
★ For POPULAR LP's				
1.	Mark Prichard	WINZ	37%	
2.	Jim Harper	WINZ	12%	
3.	Biggie Nevens	WIOD	11%	
4.	Buddy Holiday (Tie)	WIOD	9%	
5.	Bill Smith (Tie)	WKAT	9%	
6.	Al Liebert	WINZ	8%	
7.	Others (Jerry Wichner—WINZ, Dan Chandler—WIOD, Jack McDermott—WKAT)		14%	
★ For R.&B.				
1.	Milton "Butterball" Smith	WMBM	46%	
2.	Fred Hanna	WAME	20%	
3.	Nickie Lee	WAME	18%	
4.	China Valles	WMBM	9%	
5.	Others ("King Bee"—WAME, "Wildman Steve"—WMBM)		7%	
★ For JAZZ				
1.	Alan Rock	WMBM	84%	
2.	China Valles	WMBM	16%	
★ For COUNTRY MUSIC				
1.	Cracker Jim Brooker	WMIE-AM WEDR-FM	100%	

(Currently on WMIE-AM 1 hour per day and 4 1/2 hours per day on WEDR-FM. As of 3/31/64, Brooker goes to 3 1/2 hours a day on WEDR-FM only)

SENSATIONAL
STATESMEN QUARTET

WITH

HOVIE LISTER

RCA VICTOR RECORDING ARTISTS

27
Great LP
Releases on
RCA Victor—
All Still
Catalogued



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Release:
"HOVIE LISTER
SINGS WITH
HIS FAMOUS
STATESMEN
QUARTET"
LPM 2790

Gospel Music, as sung by the Statesmen Quartet and Hovie Lister, has during recent months enjoyed a great upsurge in popularity. This, of course, is due to the gospel groups touring the nation. The STATESMEN stand at the top!! Their wonderful and inspiring RCA Victor Albums, spinning the turntables of the nation, is another reason for the popularity of the STATESMEN and the millions who each year attend the gospel singing concerts throughout the USA and Canada.

Personal appearances made before thousands,
traveling over 100,000 miles from coast to coast
each year in a custom-built coach.

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Popularity,
Drawing power
Record sales
spell:

**THE STATESMEN QUARTET
AND HOVIE LISTER**

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 The most trusted name in sound 

Agency: STATESMEN QUARTET PRODUCTIONS, Suite 109, Briarcliff
Hotel, Atlanta 83, Georgia. Ph. 873-2139

STATIONS BY FORMAT

• Continued from page 14

WAMO: 1,000 watts day. Independent. **Music format: R.&B.-Contemporary-Jazz.** Highly identifiable air personalities. Negro-oriented programming. President and general manager, Leonard Walk.

WPIT: 5,000 watts day. Owned by Rust Craft Industries. **Music format: Ethnic.** Station airs foreign language and ethnic music programs. General manager, Andrew Hofmann.

WZUM: Carnegie. 1,000 watts. Independent. **Music format: Contemporary-R.&B.** General manager, James D. Psihoulis.

MIAMI, FLA.: Nation's 23d largest radio market. 13 AM, 7 FM. 2 contemporary, 2 pop-standard, 2 standard-pop, 1 conservative, 2 r.&b., 1 ethnic, 3 classical and 1 country.

WQAM: 5,000 watts. Storz-owned **Music format: Contemporary.** Highly identifiable air personalities. Effective and active news department. Station plays many former (Gold Record) hits focused on "Weekend Command Performance" Saturday and Sunday with every other record played being a Gold Record. Rick Shaw features similar fare 9 to 10 p.m. M-F hosted by Rick Shaw. Ex WOR staffer, Allan Courtney, hosts nightly three-hour talk, comment and controversy, audience telephone call-in program 11 to 2 a.m., M-S. Program is top rated. Vice-president and general manager, Jack L. Sandler. Operations manager, Charlie Murdock (also does air show daily).

WFUN: 5,000 watts. Rounsaville-owned. **Music format: Contemporary.** Highly identifiable air personalities. Strong and effective on and off air promotion. Vice president and station manager, Arnold Kaufman. Program manager, Bill Holley. Music director, Dick Starr.

WGBS: 50,000 watts. Storer-owned. **Music format: Standard.** Active and effective news operation. Award-winning 10-man news staff: RPI national news service. Station airs news block 5 to 6 p.m. daily. Only station in area that editorializes. Monthly public service-news documentaries. "Music Spectaculars" twice monthly. Vice-president and general manager, Bernard E. Neary. Program manager, Robert Martin.

WINZ: 50,000 watts. Rand-owned. Mutual affiliate. **Music format: Standard-Pop.** Highly identifiable air personalities. Celebrity interviews aired regularly as part of regular shows. Station uses top showbiz stars on station breaks (two per hour) In-depth local news and features vignettes aired regularly. Vice-president and general manager, Frank Craig. Program director, Mark Prichard (also does air show 2:30 to 7 p.m. daily).

WIOD: 5,000 watts. Independent. NBC affiliate. **Music format: Pop Standard.** Station plays wide variety of music. Helicopter traffic reports. Special programs include 11 p.m. to 2 p.m. telephone audi-

ence call-in show, M-F entitled "Larry King's Surfside 6." Station director, James LeGate. Program director, Scott Bishop.

WAME: 5,000 watts. Independent. ABC affiliate. **Music format: R.&B.-Contemporary-Jazz.** Highly identifiable air personalities. Special programs include: "Brother Ray's Gospel Train," M-F, 5 to 7 a.m. and "Hot Line," telephone audience call-in show hosted by Larry King M-F, 11 p.m. to 1 a.m. President and general manager, Ted Wilson.

WKAT: 5,000 watts day. 1,000 watts night. Independent. CBS affiliate. **Music format: Standard-Pop.** Station airs wide variety of music. Five-minute comedy vignettes played every hour at 45 minutes to the hour. Station carries many national and local sports events. Highly identifiable air personalities. Vice-president and general manager, Sidney Levin. Program director, Bill Smith (also does air show 4 to 6:30 p.m. daily).

WMBM: 250 watts. Independent. **Music format: R.&B.-Contemporary.** Negro-oriented programming. Highly identifiable air personalities. Special programs include: "Request Time," telephone audience call-in show aired M-F, 9 to midnight, hosted by Lawrence Hargrove and Sam Gyson; "Progres Report and News," with Blanch Calloway, 8 a.m., noon, 4 and 8 p.m. Vice-president, Allan B. Margolis. Program director, Milton Smith.

WMIE: 10,000 watts day. 5,000 watts night. Independent. National Spanish Language Network. **Music format: Ethnic-C.&W.** Manager, Jack Nobles. Program director, Earl Smith.

WSKP: 250 watts. Independent. **Music format: Conservative.** General manager, Bob Flynn. Program manager, Georgiana Fleming.

WVCG: Coral Gables. 1,000 watts day. Independent. **Music format: Classical-Standard-Pop.**

WWPB-FM: 20,000 watts (ERP). Independent QXR network. **Music format: Classical-Conservative.** FM Stereo programming. Manager, Paul Brake. Assistant manager, John Cash.

WLBW-TV: Aired two-hour TV-teen dance party Saturdays, hosted by WQAM deejay Rick Shaw. Show spotlights different school each week via on-location filming.

OKLAHOMA CITY: Nation's 54th radio market. 9 AM, 4 FM. 1 r.&b., 2 standard, 1 c.&w., 1 conservative, 2 contemporary and 1 pop-standard.

WKY: 5,000 watts. Independent. **Music format: Contemporary.** Station programs many past hits (Golden Records) and country music on morning farm show, hosted by Danny Williams. Highly identifiable air personalities. Influential and effective news operation. Documentaries aired on special occasions. Station manager, Norman P. Bagwell. Program manager, Dan H. Williams (also does morning air show daily and two local TV shows).

KOMA: 50,000 watts. Storz-owned. Independent. **Music format:**

(Continued on page 82)

Programming In at NAB Convention

• Continued from page 12

ager, Seven Arts; Joseph E. Levine, president of Embassy Pictures, and Jules Power, director of children's programming for the ABC-TV network.

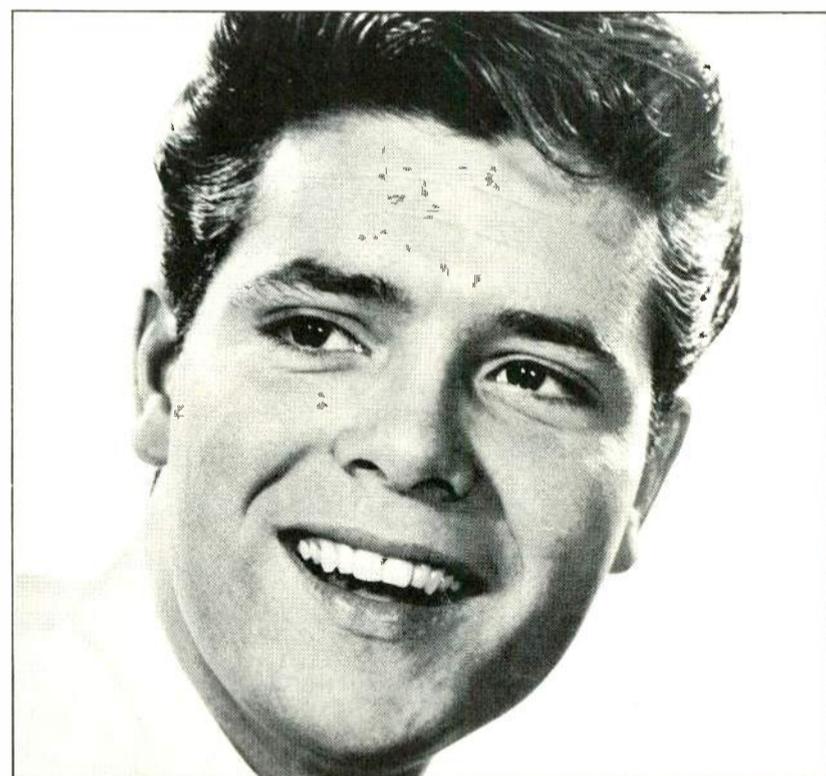
Syndicators Here in Force

There is no shortage here of firms servicing radio and television stations with programs, production aids and jingles. Mark Century Corporation, producers of "Radio A La Carte" and "Festival Radio" will hold its 3rd Programming Seminar Brunch tomorrow morning at 10 in the Upper Tower of the Hilton. The RCA Recorded Program Services will premiere a number of new radio and TV sponsor sales and promotion features in its Suite 500. Included in the package is "T-N-T," the new RCA The-saurus, a new dimension in local radio Spot Time Sales, Station Promotion Features, and Production Aids. For TV, RCA and radio, is offering a promotion campaign tied-in with the New York World's Fair. This provides discounts on admissions to the 14 attractions in the Lake Amusement Area at the Fair. Visitors to the suite will also be able to hear demonstrations of "Golden Image Station ID and Promotion Campaigns," "Syndicated Radio Mystery and Dramatic Programs,"

(Continued on page 82)

NEW  SINGLES ARE

BIG



CLIFF RICHARD

"I'M THE LONELY ONE"

C/W

"I ONLY HAVE EYES FOR YOU"

5-9670

MIDDLE-ROAD SINGLES

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

This Week	2 Wks. Ago	From this week's Hot 100	Weeks on Hot 100
TITLE, ARTIST, LABEL			
1	1	HELLO, DOLLY, Louis Armstrong, Kapp 573	9
2	6	DON'T LET THE RAIN COME DOWN (Crooked Little Man), Serendipity Singers, Phillips 40175	7
3	2	MY HEART BELONGS TO ONLY YOU, Bobby Vinton, Epic 9662	7
4	9	THINK, Brenda Lee, Decca 31599	6
5	14	WHITE ON WHITE, Danny Williams, United Artists 685	6
6	4	JAVA, Al Hirt, RCA Victor 8280	15
7	13	TELL IT ON THE MOUNTAIN, Peter, Paul & Mary, Warner Bros. 5418	6
8	—	EBB TIDE, Lenny Welch, Cadence 1422	4
9	17	FOREVER, Pete Drake, Smash 1867	6
10	8	BLUE WINTER, Connie Francis, MGM 13214	9
11	—	SHANGRI-LA, Robert Maxwell, His Harp & Ork, Decca 25622	4
12	3	NAVY BLUE, Diane Renay, 20th Century-Fox 456	12
13	5	I LOVE YOU MORE AND MORE EVERY DAY, Al Martino, Capitol 5108	11
14	12	MY HEART CRIES FOR YOU, Ray Charles, ABC-Paramount 10530	7
15	—	SHANGRI-LA, Vic Dana, Dolton 92	3
16	—	OUR EVERLASTING LOVE, Ruby & the Romantics, Kapp 578	4
17	—	CHARADE, Sammy Kaye & His Ork, Decca 31589	2
18	—	PINK PANTHER THEME, Henry Mancini & His Ork, RCA Victor 8286	2
19	—	I SHOULD CARE, Gloria Lynne, Everest 2042	2
20	—	COTTON CANDY, Al Hirt, RCA Victor 8346	1

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

April 13, 1959

1. Come Softly to Me, Fleetwoods, Dolton
2. Venus, F. Avalon, Chancellor
3. Pink Shoelaces, D. Stevens, Crystallette
4. It's Just a Matter of Time, B. Berton, Mercury
5. Tragedy, T. Wayne, Fernwood
6. Never Be Anyone Else But You, R. Nelson, Imperial
7. Charlie Brown, Coasters, Atco
8. A Fool Such as I, E. Presley, RCA Victor
9. Guitar Boogie Shuffle, Virtues, Hunt
10. I Need Your Love Tonight, E. Presley, RCA Victor

POP—10 Years Ago

April 10, 1954

1. Wanted, P. Como, RCA Victor
2. Make Love to Me, J. Stafford, Columbia
3. I Get So Lonely, Four Knights, Capitol
4. Cross Over the Bridge, P. Page, Mercury
5. Secret Love, Doris Day, Columbia
6. Young at Heart, F. Sinatra, Capitol
7. Answer Me, My Love, N. K. Cole, Capitol
8. A Girl, A Girl, E. Fisher, RCA Victor
9. Here, T. Martin, RCA Victor
10. Oh, My Papa, E. Fisher, RCA Victor

RHYTHM & BLUES—5 Years Ago—April 13, 1959

- It's Just a Matter of Time, B. Berton, Mercury
- Everybody Likes to Cha Cha, S. Cowke, Keen
- That's Why, J. Wilson, Brunswick
- Charlie Brown, Coasters, Atco
- Come to Me, M. Johnson, United Artists

- Where Were You (On Our Wedding Day), L. Price, ABC-Paramount
- Since I Don't Have You, Skyliners, Calico
- Come Softly to Me, Fleetwoods, Dolton
- Almost Grown, C. Berry, Chess
- So Fine, Fiestas, Old Town

PROGRAMMING NEWSLETTER

Jazz D.J.'s Too Far Out?

By **BILL GAVIN**
Contributing Editor

RADIO PROGRAMMING does not concern itself exclusively with achieving No. 1 ratings. Various types of programming take deliberate aim at smaller audience segments. Country music, rhythm and blues, classics and jazz each attract smaller numbers of listeners than do the so-called pop music policies.



SUCCESS IN SPECIALIZED MUSIC programming requires above all that it deliver a fairly consistent and predictable audience. Then, given a realistic rate card and a hustling sales staff, specialized programming can and does attract enough advertisers to show a comfortable profit.

OF ALL THE SPECIALIZED types of music programming, probably the least understood—and most abused—is jazz. A great deal of jazz programming ignores listener levels of understanding and interest. Too many jazz d.j.'s are completely subjective in their selection of music: they set their own personal taste as the arbiter of what to play, and they pay little attention to the type of jazz that is most in demand, as shown by the sales reports on jazz LP's.

TO RADIO LISTENERS, acceptance of jazz depends on understanding. Like all art forms, jazz is a form of communication. It must say something—must make some sense—to the listener, who then in turn must like what it says. The jazz performer shares with the composer the creative role. He does not merely interpret the music; he adds a new dimension to it, from his own knowledge, feeling and skill. In doing so, he makes use of a certain musical vocabulary which may or may not be widely understood.

THE VAST MAJORITY of today's adults grew up on a musical diet of fairly simple harmonies and rhythms, ranging from nursery songs to the more sophisticated, but none the less elementary,

Broadway musical productions. The diatonic concept, as in the C-major scale, plus a few closely related key changes, as in Haydn and Mozart, are the basic vocabulary that the great majority of radio listeners can understand. Just about the only form of jazz that can express itself in such limited harmonic language is traditional Dixieland. Modern jazz ranges far afield in the realms of polytonality, atonality and the whole tone scale. It follows the pioneering of such classical giants as Hindemith, Bartok, Milhaud, Stravinsky and many others.

TO THOSE WHO HEAR nothing but unpleasant dissonance in such polytonal patterns as B-flat major superimposed on a G-seventh, much of modern jazz is unintelligible. There is, however, a steadily growing number of educated ears which are beginning to make sense out of what the jazz musician is trying to say. Also, among the untutored listeners there is an expanding desire to learn the language.

IF THE JAZZ D.J. presents his show for listeners with varying levels of understanding, rather than for just the thoroughly oriented jazz buffs and musicians, he needs to be something of a teacher as well as a preacher. He must include the simpler jazz forms as well as the more complex ones, following the pedagogical precept of starting out with what the student can grasp, and building from there. Most of all, he must be aware of his subject matter, not only in its historical aspects but also in its current developments. Down Beat is an important jazz-oriented periodical that should be required reading. For practical insights into the problems of being a jazz d.j., Del Shields publishes a monthly Jazz Newsletter that should be helpful. You may write him at 54-7-A Chestnut Street, Philadelphia. Attendance at various jazz festivals, from Newport to Monterey, is highly advisable.

THE JAZZ D.J. may command a much smaller following than his colleagues in the pop field, but their enthusiasm, loyalty and intelligence more than compensates for their small number. Jazz is a rewarding musical experience, both for the listener and for the d.j. who specializes in it.

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NEW EPIC SINGLES ARE

BIG



THE VILLAGE STOMPERS

"FROM RUSSIA WITH LOVE"

5-9674

Harlan Howard Launches Own Publishing Firm

NASHVILLE—Harlan Howard, one of Nashville's most successful songwriters, has launched his own music publishing business, with headquarters at 913 17th Avenue, South, here. Howard, who for the past year has been one of the mainstays with Hal Smith's Pamper Music, said the new publishing company would embrace two newly formed BMI firms, Wilderness Music and Bramble Music. Offices for the companies are located in a building purchased by Howard several weeks ago.

Don Davis has been named general manager for both companies. Prior to joining Howard in the new venture, Davis had his own c.&w. show on WKRG-TV, Mobile, Ala., for nearly five years.

Howard came to Nashville in June 1960 from Los Angeles, when his "Heartaches by the Number," recorded by Ray Price, was a smash hit, selling about 250,000 c.&w. disks. It was then covered by Guy Mitchell and sold more than a million as a pop record. From that point on, Howard's career has been a record of continued songwriting success.

Among his many hits are "Pick Me Up on Your Way Down," "Foolin' Around," "I Fall to Pieces," "You Comb Her Hair," "Second-Hand Rose" and "Busted."

Whited Heads New Big Sound Studios

DAYTON, Ohio—Big Sound Recording Studios, with new and modern facilities for the waxing of talent, has opened here in quarters at 25 Heid Avenue. Head of the new firm is Floyd Whited, of Springfield, Ohio, a former record producer for Spangle Records. The Big Sound company maintains its own publishing house, Spangle Music Company, licensed by BMI.

The company will release on its own labels—Prism on pop, rock and roll, etc.; Spangle on country and Reva on gospel. Whited and his staff are auditioning singers and combos for the various labels.

SALES! SALES! SALES!

Bobby Lord

SINGS

**LIFE CAN HAVE
MEANING**

HICKORY 1232

"Betty & Dupree"

b/w

**"Got My Mojo
Working"**

Sun #389

Billy Adams

SUN RECORDS

639 Madison

Memphis, Tenn.

NASHVILLE SCENE

By LARRY COLE

The new BMI building is taking shape on Music Row and promises to be a real showplace. . . . Recording Industries Corporation (RIC Records), the newly formed label headed by Joe Csida, is in full swing, with numerous sessions under way under the direction of Alex Za-

Tubb Unit Is Set for Busy April

CINCINNATI—April stacks up as a busy month for Ernest Tubb and His Texas Troubadours, with the last half closing out with a 13-day trek arranged by Haze Jones, of Hal Smith Artists Productions, Nashville. Following Sunday's (5) engagement at Cobo Hall, Detroit, Tubb and his lads moved into the Conrad Hilton Hotel, Chicago, for the April 6-8 period, where they will appear as a show feature at the NAB convention.

Tubb takes his Troubadours to St. Louis, April 11, and the Coliseum, Indianapolis, April 12. The 13-day tour begins at Cameron, La., April 14. Other stops on the route are Houston, April 15; Dallas, 16; Temple, Tex., 17; Wichita Falls, Tex., 18; Odessa, Tex., 19; Abilene, Tex., 20; Ponchatoula, La., 21; New Orleans, 22; Pierre Part, La., 23; Simington, Tex., 24; Tulsa, Okla., 25, and Knob Noster, Mo., 26.

Bob Neal Sets Du Quoin Fair

CINCINNATI—Bob Neal, of the Bob Neal Agency, Nashville, in co-operation with E. O. Stacy, of UTM-GAC, Chicago, last week set a country music show featuring Hank Snow, Ferlin Husky, Ray Price, Bill Anderson, Skeeter Davis, Jimmy Dickens, String Bean, Melba Montgomery, Gordon Terry and the Carolina Cloggers for an appearance at the Du Quoin (Ill.) Fair August 30.

According to Neal, this marks the first time a c.&w. package has ever been booked for the Du Quoin annual. Neal reports further that 1964 bookings to date are running considerably ahead of the same period last year. The Neal agency now holds the personal management reins on George Jones, Sonny James, Charlie Louvin, Marian Worth, Claude King, Melba Montgomery, Merle Kilgore, Martha Carson, Freddie Hart and Connie Hall.

COUNTRY MUSIC CORNER

By BILL SACHS

The country music package presented recently in Regina, Sask., by CKCK-Radio in conjunction with Marlin Payne Attractions attracted some 4,000 paid. On the bill were Buck Owens, George Jones, Ernest Ashworth, Roy Clark and Sheb Wooley, of TV's "Rawhide" series. Proceedings were emceed by CKCK's Porky Charbonneau and Ron Andrews. . . . Praise agent Tim Gayle has shifted to

netis. They will have first releases out soon.

Monument Records President Fred Foster and pianist Tupper Saussy were in New York last week, where Tupper recorded his second jazz album for Monument at Atlantic Studios. . . . The Light Brothers, Ronnie and Larry, have their first ABC-Paramount release off the ground. It is reported getting strong air play in Nashville, Memphis and Atlanta. . . . The song, "Berry Hill," was written by Ronnie Light, and the session was produced by Felton Jarvis, ABC's Nashville a.&r. man.

Doc Whiting, Capa Record chief, was in from Mobile, Ala., last week. While here he cut Johnny Foster and lined up some engagements for some of the Capa talent. . . . Cedarwood's Bill Denny is back on the job after being hospitalized for a period.

John D. Loudermilk and George Hamilton IV have started a new service for fans of Music City's top personalities. They are offering guided tours of the homes of the stars (a la Hollywood), and the venture promises to be a big Friday and Saturday feature, particularly for visitors to "Grand Ole Opry." . . . Jim Reeves emceed a highly successful radiothon in Jackson, Tenn., last week for the Tennessee Cerebral Palsy Foundation. His new release, "Welcome to My World," continues to get strong radio play and is reported selling heavily in Atlanta.

30G Damage to Gardner Yacht In Tidal Wave

HOLLYWOOD — The Mildred M, 94-foot yacht owned by country music singer Brother Dave Gardner, was damaged to the extent of \$30,000 when it was caught in the tidal wave which struck the West Coast recently. Gardner's crew was bringing the ship from Acapulco, Mexico, to Hollywood when struck by the tidal wave which caused it to run aground at San Lucas, Calif.

In addition to Gardner's heavy loss, there was much disappointment for Gabe and Sunshine Tucker, who had been invited to spend a week's cruise on the yacht. They were waiting the ship's arrival in Hollywood when news of the accident was received here. Tucker, well known in the country music field, is Gardner's personal manager.

Country fans in the Cincinnati area are in for a treat Sunday, April 12, when a package

(Continued on page 73)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 4/11/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	UNDERSTAND YOUR MAN Johnny Cash, Columbia 42964	8
2	2	SAGINAW, MICHIGAN Lefty Frizzell, Columbia 42924	14
3	3	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289	12
4	4	MILLER'S CAVE Bobby Bare, RCA Victor 8294	10
5	7	MOLLY Eddy Arnold, RCA Victor 8296	11
6	8	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	3
7	9	LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208	10
8	5	YOUR HEART TURNED LEFT (And I Was on the Right) George Jones, United Artists 683	11
9	6	B. J. THE D. J. Stonewall Jackson, Columbia 42889	19
10	10	FIVE LITTLE FINGERS Bill Anderson, Decca 31577	12
11	15	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	5
12	12	YOU ARE MY FLOWER Lester Flatt & Earl Scruggs, Columbia 42954	9
13	13	TIMBER I'M FALLING Ferlin Husky, Capitol 5111	8
14	18	A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237	11
15	16	GIRL FROM SPANISH TOWN Marty Robbins, Columbia 42968	6
16	19	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	11
17	14	PETTICOAT JUNCTION Lester Flatt & Earl Scruggs, Columbia 42982	5
18	11	BEGGING TO YOU Marty Robbins, Columbia 42890	20
19	28	BURNING MEMORIES Ray Price, Columbia 42971	5
20	22	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	3
21	17	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	22
22	21	THE PILLOW THAT WHISPERS Carl Smith, Columbia 42949	8
23	23	EASY COME—EASY GO Bill Anderson, Decca 31577	9
24	27	HE SAYS THE SAME THINGS TO ME Skeeter Davis, RCA Victor 8288	12
25	26	BALTIMORE Sonny James, Capitol 5129	3
26	20	D. J. FOR A DAY Jimmy "C" Newman, Decca 31553	18
27	30	CHICKASHAY David Houston, Epic 9658	3
28	31	WIDOW MAKER Jimmy Martin, Decca 31558	10
29	25	WAITING A LIFETIME Webb Pierce, Decca 31582	9
30	34	TOGETHER AGAIN Buck Owens, Capitol 5136	2
31	29	PEEL ME A NANNER Roy Drusky, Mercury 72204	19
32	32	LINDA WITH THE LONELY EYES George Hamilton IV, RCA Victor 8304	3
33	42	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	4
34	36	THAT'S ALL THAT MATTERS Ray Price, Columbia 42971	2
35	37	THE FILE Bob Luman, Hickory 1238	8
36	—	BREAKFAST WITH THE BLUES Hank Snow, RCA Victor 8334	1
37	35	LET'S GO ALL THE WAY Norma Jean, RCA Victor 8261	15
38	47	DOUBLE LIFE Joe Carson, Liberty 55664	6
39	—	THE WHEEL SONG Gary Buck, Petal 1500	1
40	24	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	30
41	41	THE VIOLET AND A ROSE Wanda Jackson, Capitol 5142	3
42	39	THE LAST TOWN I PAINTED George Jones, Mercury 72233	3
43	44	PASSING THROUGH David Houston, Epic 9658	6
44	45	I CAN STAND IT (As Long as She Can) Bill Phillips, Decca 31584	5
45	40	NO THANKS, I JUST HAD ONE Margie Singleton & Faron Young, Mercury 72237	3
46	46	BLUE TRAIN (Of the Heartbreak Line) John D. Loudermilk, RCA Victor 8308	5
47	50	DON'T TAKE ADVANTAGE OF ME Bonnie Owens, Tally 156	2
48	48	THAT'S WHAT MAKES THE WORLD GO ROUND Claude King, Columbia 42959	6
49	49	THE WORLD LOST A MAN David Price, Rice 1001	8
50	—	YOU TOOK HIM OFF MY HANDS Marion Worth, Columbia 42992	1

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on **DECCA**  RECORDS

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MALTA

c/w

PAPER DOLL

31613

Just Released!

A GREAT NEW ALBUM!

A YOUNG MAN'S FANCY

DL-4507

DL-74507 (STEREO)

NOW AVAILABLE AT ALL DECCA® BRANCHES

TOP LP's

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

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

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains top 55 LPs including 'MEET THE BEATLES', 'INTRODUCING THE BEATLES', 'HONEY IN THE HORN', etc.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains LPs 56-100 including 'THE SOUND OF MUSIC', 'THE GIRL WHO CAME TO SUPPER', 'MY FAIR LADY', etc.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains LPs 101-150 including 'LOVE HIM', 'SURFIN' BIRD', 'AIN'T THAT GOOD NEWS', etc.

If it's new from the Searchers, it's on Kapp!



Their newest single release.



Already on the charts and a best-selling album.

(The Searchers were on the Ed Sullivan Show April 5th—enough said?)



HOT 100

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	27	—	CAN'T BUY ME LOVE	Beatles, Capitol 5150	3
2	2	3	7	TWIST AND SHOUT	Beatles, Tollie 9001	5
3	6	7	19	SUSPICION	Terry Stafford, Crusader 101	8
4	3	1	1	SHE LOVES YOU	Beatles, Swan 4152	12
5	7	8	10	HELLO, DOLLY!	Louis Armstrong, Kapp 573	9
6	8	16	22	SHOOP SHOOP SONG	Betty Everett, Vee Jay 585	7
7	4	2	2	I WANT TO HOLD YOUR HAND	Beatles, Capitol 5112	13
8	10	10	15	GLAD ALL OVER	Dave Clark Five, Epic 9656	9
9	5	4	3	PLEASE PLEASE ME	Beatles, Vee Jay 581	11
10	14	19	34	DON'T LET THE RAIN COME DOWN (Crooked Little Man)	Serenadity Singers, Philips 40175	7
11	12	15	23	THE WAY YOU DO THE THINGS YOU DO	Temptations, Gordy 7028	7
12	9	9	13	MY HEART BELONGS TO ONLY YOU	Bobby Vinton, Epic 9662	7
13	15	20	25	NEEDLES AND PINS	Searchers, Kapp 577	6
14	46	78	—	DO YOU WANT TO KNOW A SECRET	Beatles, Vee Jay 587	3
15	25	34	44	DEAD MAN'S CURVE	Jan & Oean, Liberty 55672	6
16	16	18	20	STAY	4 Seasons, Vee Jay 582	9
17	18	23	54	YOU'RE A WONDERFUL ONE	Marvin Gaye, Tamla 54093	5
18	13	6	5	FUN, FUN, FUN	Beach Boys, Capitol 5118	9
19	22	42	63	MONEY	Kingsmen, Wand 150	5
20	21	37	57	AIN'T NOTHING YOU CAN DO	Bobby Bland, Duke 375	6
21	11	5	4	DAWN (Go Away)	4 Seasons, Philips 40166	11
22	48	—	—	BITS AND PIECES	Dave Clark Five, Epic 9671	2
23	39	72	—	THAT'S THE WAY BOYS ARE	Lesley Gore, Mercury 72259	3
24	24	31	41	HIPPY HIPPI SHAKE	Swinging Blue Jeans, Imperial 66021	6
25	26	32	43	THINK	Brenda Lee, Decca 31599	6
26	50	—	—	MY GUY	Mary Wells, Motown 1056	2
27	34	46	59	WHITE ON WHITE	Danny Williams, United Artists 685	6
28	35	51	68	HEY, BOBBA NEEDLE	Chubby Checker, Parkway 907	5
29	30	41	61	NADINE	Chuck Berry, Chess 1883	6
30	20	11	11	HI-HEEL SNEAKERS	Tommy Tucker, Checker 1067	10
31	19	14	8	JAVA	Al Hirt, RCA Victor 8280	15

32	51	76	—	THE MATADOR	Major Lance, Okeh 7191	3
33	33	43	50	TELL IT ON THE MOUNTAIN	Peter, Paul & Mary, Warner Bros. 5418	6
34	17	12	12	KISSIN' COUSINS	Elvis Presley, RCA Victor 8307	8
35	47	68	80	EBB TIDE	Lenny Welch, Cadence 1422	4
36	44	59	70	FOREVER	Pete Drake, Smash 1867	6
37	40	52	78	NEW GIRL IN SCHOOL	Jan & Dean, Liberty 55672	4
38	31	26	14	I SAW HER STANDING THERE	Beatles, Capitol 5112	10
39	42	57	63	WE LOVE YOU BEATLES	Carefrees, London Int'l 10614	4
40	28	24	24	BLUE WINTER	Connie Francis, MGM 13214	9
41	29	29	33	IT HURTS ME	Elvis Presley, RCA Victor 8307	7
42	60	87	92	SHANGRI-LA	Robert Maxwell, His Harp & Ork, Decca 25622	4
43	27	13	6	NAVY BLUE	Diane Renay, 20th Century-Fox 456	12
44	36	44	47	RIP VAN WINKLE	Devotions, Roulette 4541	10
45	23	17	9	I LOVE YOU MORE AND MORE EVERY DAY	Al Martino, Capitol 5108	11
46	32	35	38	HEY JEAN, HEY DEAN	Dean & Jean, Rust 5075	8
47	38	40	46	MY HEART CRIES FOR YOU	Ray Charles, ABC-Paramount 10530	7
48	65	—	—	YOU CAN'T DO THAT	Beatles, Capitol 5150	2
49	53	67	77	I CAN'T STAND IT	Soul Sisters, Sue 799	7
50	58	71	—	ALL MY LOVING	Beatles, Capitol of Canada 72144	3
51	61	—	—	I'M SO PROUD	Impressions, ABC-Paramount 10544	2
52	41	50	58	FROM ME TO YOU	Beatles, Vee Jay 581	6
53	73	90	—	WISH SOMEONE WOULD CARE	Irma Thomas, Imperial 66013	3
54	67	82	—	MAKE ME FORGET	Bobby Rydell, Cameo 309	3
55	52	55	60	I'LL MAKE YOU MINE	Bobby Vee, Liberty 55670	8
56	56	62	74	CASTLES IN THE SAND	Little Stevie Wonder, Tamla 54090	7
57	57	60	75	AIN'T GONNA TELL NOBODY	Jimmy Gilmer, Dot 16583	5
58	70	100	—	SHANGRI-LA	Vic Dana, Dolton 92	3
59	—	—	—	RONNIE	4 Seasons, Philips 40185	1
60	71	84	—	MY GIRL SLOOPY	Vibrations, Atlantic 2221	3
61	79	—	—	THANK YOU GIRL	Beatles, Vee Jay 587	2
62	75	80	—	STAY AWHILE	Dusty Springfield, Philips 40180	3
63	72	—	—	BABY BABY BABY	Anna King & Bobby Byrd, Smash 1884	2
64	64	70	81	BOOK OF LOVE	Raindrops, Jubilee 5469	5
65	66	69	55	LOOK HOMEWARD ANGEL	Monarchs, Sound Stage 7 2516	8
66	74	—	—	GIVING UP ON LOVE	Jerry Butler, Vee Jay 588	2

67	76	81	90	OUR EVERLASTING LOVE	Ruby and the Romantics, Kapp 578	4
68	63	64	69	CONGRATULATIONS	Rick Nelson, Imperial 66017	5
69	84	—	—	CAN YOU DO IT	Contours, Gordy 7029	2
70	89	—	—	CHARADE	Sammy Kaye & His Ork, Decca 31589	2
71	77	89	—	T'AIN'T NOTHIN' TO ME	Coasters, Atco 6287	3
72	80	—	—	PINK PANTHER THEME	Henry Mancini & His Ork, RCA Victor 8286	2
73	81	85	88	YOU LIED TO YOUR DADDY	Tams, ABC-Paramount 10533	4
74	—	—	—	THERE'S A PLACE	Beatles, Tollie 9001	1
75	82	—	—	I SHOULD CARE	Gloria Lynne, Everest 2042	2
76	69	77	95	SHA-LA-LA	Shirelles, Scepter 1267	4
77	90	—	—	KISS ME SAILOR	Diane Renay, 20th Century-Fox 477	2
78	68	75	79	ROLL OVER BETHOVEN	Beatles, Capitol of Canada 72133	4
79	87	—	—	IT'S ALL RIGHT	Tams, ABC-Paramount 10533	2
80	98	—	—	(The Best Part of) BREAKIN' UP	Ronettes, Philips 120	2
81	—	—	—	LOVE ME DO	Beatles, Capitol of Canada 72076	1
82	83	91	99	WHERE DOES LOVE GO	Freddie Scott, Colpix 724	5
83	—	—	—	IN MY LONELY ROOM	Martha & the Vandellas, Gordy 7031	1
84	86	88	—	SOUL SERENADE	King Curtis, Capitol 5109	5
85	88	—	—	THAT'S WHEN IT HURTS	Ben E. King, Atco 6288	2
86	—	—	—	(Just Like) ROMEO & JULIET	Reflections, Golden World 9	1
87	—	—	—	COTTON CANDY	Al Hirt, RCA Victor 8346	1
88	92	93	94	COME TO ME	Otis Redding, Volt 116	4
89	91	92	—	MEXICAN DRUMMER MAN	Herb Alpert's Tijuana Brass, A&M 732	3
90	—	—	—	IT'S OVER	Roy Orbison, Monument 837	1
91	—	—	—	SOMEBODY STOLE MY DOG	Rufus Thomas, Stax 149	1
92	95	96	—	HAND IT OVER	Chuck Jackson, Wand 149	3
93	96	99	—	VANISHING POINT	Marklets, Warner Bros. 5423	3
94	94	—	—	BE ANYTHING (But Be Mine)	Gloria Lynne, Fontana 1890	2
95	—	—	—	TALL COOL ONE	Wailers, Golden Crest 518	1
96	—	98	100	WHEN JOANNA LOVED ME	Tony Bennett, Columbia 42996	3
97	100	—	—	PEOPLE	Barbra Streisand, Columbia 42965	2
98	—	—	—	I'M ON FIRE	Jerry Lee Lewis, Smash 1886	1
99	—	—	—	LOVE ME WITH ALL YOUR HEART	Ray Charles Singers, Command 4046	1
100	—	—	—	PEOPLE	Nat King Cole, Capitol 5155	1

HOT 100—A TO Z—(Publisher-Licensee)

Ain't Gonna Tell Nobody (Dundee, BMI)	57
Ain't Nothing You Can Do (Don, BMI)	20
All My Loving (James PRS, ASCAP)	50
Baby, Baby, Baby (Try Me, BMI)	63
Be Anything (But Be Mine) (Shapiro-Bernstein, ASCAP)	69
(The Best Part of) Breakin' Up (Mother Bertha-Hill & Range, BMI)	84
Bits and Pieces (Beechwood, BMI)	22
Blue Winter (January, BMI)	40
Book of Love (Keel-Arc, BMI)	64
Can You Do It (Jobete, BMI)	61
Castles in the Sand (Jobete, BMI)	56
Charade (Northern-Southdale, ASCAP)	70
Come to Me (East-Time, BMI)	88
Congratulations (Four Star, BMI)	68
Cotton Candy (Gallico, BMI)	87
Dawn (Go Away) (Saturday-Gavidima, ASCAP)	21
Dead Man's Curve (Screen Gems-Columbia, BMI)	15
Do You Want to Know a Secret (Metric, BMI)	14
Don't Let the Rain Come Down (Serenadity, BMI)	10
Ebb Tide (Robbins, ASCAP)	35
Forever (Tree, BMI)	36
From Me to You (Gil, BMI)	52
Fun, Fun, Fun (Sea of Tunes, BMI)	18
Giving Up on Love (Roosevelt, BMI)	66
Glad All Over (Campbell-Connelly, ASCAP)	8
Hand It Over (Ludix-Flo Mar Lu, BMI)	92
Hello, Dolly! (Morris, ASCAP)	5
Hey Bobba Needle (Kalmann-C.C., ASCAP)	28
Hey Jean, Hey Dean (Schwartz, ASCAP)	46
Hi-Heel Sneakers (Medal, BMI)	30
Hippy Hippy Shake (Maraville, BMI)	24
I Can't Stand It (Saturn-Staccato, BMI)	49

I Love You More and More Every Day (Robertson, ASCAP)	45
I Saw Her Standing There (Gil, BMI)	38
I Should Care (Dorsey, ASCAP)	75
I Want to Hold Your Hand (Duchess, BMI)	7
I'm on Fire (Grand Canyon, BMI)	98
I'm So Proud (Curton, BMI)	51
I'll Make You Mine (Saima, BMI)	55
In My Lonely Room (Jobete, BMI)	83
It Hurts Me (Presley, BMI)	41
It's All Right (Low Sal, BMI)	79
It's Over (Acuff-Rose, BMI)	90
Java (Tideland, BMI)	31
(Just Like) Romeo & Juliet (Myto, BMI)	86
Kiss Me Sailor (Saturday, ASCAP)	77
Kissin' Cousins (Gladys, ASCAP)	34
Look Homeward Angel (Rogelle, BMI)	65
Love Me Do (Ardmore-Beechwood, BMI)	81
Love Me With All Your Heart (Peer Int'l, BMI)	99
Make Me Forget (Wood, ASCAP)	54
Matador, The (Curton-Jalynne, BMI)	32
Mexican Drummer Man (Irving, BMI)	89
Money (Jobete, BMI)	19
My Girl Sloopy (Picturetone-Mellin, BMI)	60
My Guy (Jobete, BMI)	26
My Heart Belongs to Only You (Regent, BMI)	12
My Heart Cries for You (Ross-Jungnickel-Gladys-Massey, ASCAP)	47
Nadine (Arc, BMI)	29
Navy Blue (Saturday, ASCAP)	43
Needles and Pins (Metric, BMI)	13
New Girl in School (Screen Gems-Columbia, BMI)	37
Our Everlasting Love (Mansion, ASCAP)	67
People-Cole (Chappell, ASCAP)	100
People-Streisand (Chappell, ASCAP)	97

Pink Panther Theme (Northridge-United Artists, ASCAP)	72
Please Please Me (Concertone, ASCAP)	9
Rip Van Winkle (Lee, BMI)	44
Roll Over Beethoven (Arc, BMI)	78
Ronnie (Saturday-Gavidima, ASCAP)	55
Sha-La-La (Ludix-Romaru, BMI)	76
Shangri-La-Dana (Robbins, ASCAP)	56
Shangri-La-Maxwell (Robbins, ASCAP)	42
She Loves You (Gil, BMI)	4
Shoop, Shoop Song (T. M., BMI)	6
Somebody Stole My Dog (East, BMI)	91
Soul Serenade (Kilynn-VeeVee, BMI)	84
Stay (Cherio, BMI)	16
Stay Awhile (ARC, BMI)	62
Suspicion (Presley, BMI)	6
T'ain't Nothin' to Me (Gregmark, BMI)	71
Tall Cool One (C.F.G., BMI)	95
Tell It to the Mountain (Pepamar, ASCAP)	33
Thank You Girl (Conrad, BMI)	61
That's the Way Boys Are (Earth, BMI)	22
That's When It Hurts (Cotillon-Mellin, BMI)	85
There's a Place (Gil, BMI)	74
Think (Forrest Hills-Rombre, BMI)	25
Twist and Shout (Mellin-Progressive, BMI)	2
Vanishing Point (Wrist, BMI)	93
Way You Do the Things You Do, The (Jobete, BMI)	11
We Love You Beatles (Morris, ASCAP)	39
When Joanna Loved Me (Morris, ASCAP)	96
Where Does Love Go (Screen Gems-Columbia, BMI)	82
White on White (Painted Desert, BMI)	27
Wish Someone Would Care (Metric, BMI)	53
You Can't Do That (Northern, ASCAP)	48
You Lied to Your Daddy (Low-Twi, BMI)	73
You're a Wonderful One (Jobete, BMI)	17

BUBBLING UNDER THE HOT 100

101. DIANE	Bachelors, London 9639
102. LITTLE BOXES	Womenfolk, RCA Victor 8301
103. IF YOU LOVE ME (Like You Say)	Little Johnny Taylor, Galaxy 729
104. HEY, MR. SAX MAN	Boots Randolph, Monument 835
105. WE'LL NEVER BREAK UP FOR GOOD	Paul & Paula, Philips 40168
106. THE WONDER OF YOU	Ray Peterson, RCA Victor 8333
107. FIRST CLASS LOVE	Little Johnny Taylor, Galaxy 729
108. STAND BY ME	Cassius Clay, Columbia 43007
109. SHOUT	Dion, Laurie 3240
110. WRONG FOR EACH OTHER	Andy Williams, Columbia 43015
111. EASY TO LOVE	Chiffons, Laurie 3224
112. WHENEVER HE HOLDS YOU	Bobby Goldsboro, United Artists 710
113. THE WAITING GAME	Brenda Lee, Decca 31599
114. OH BOY	Jackie DeShannon, Liberty 55678
115. PARTY GIRL	Bernadette Carroll, Laurie 3238
116. HOW BLUE CAN YOU GET	B. B. King, ABC-Paramount 10527
117. BEATLE MANIA BLUES	Roaches, Crossroads 447
118. GONNA GET ALONG WITHOUT YOU NOW	Tracey Dey, Amy 901
119. GREASE MONKEY	Brother Jack McDuff, Prestige 299
120. ALL MY LOVING	Jimmy Griffin, Reprise 0268
121. WHERE YOU ARE	Dupree, Coed 591
122. I'M GONNA LOVE THAT GUY	Linda Lloyd, Columbia 42990
123. TODAY	New Christy Minstrels, Columbia 43000
124. A THOUSAND MILES AWAY	Santo & Johnny, Canadian-American 167
125. ALL YOU HAD TO DO (Was Tell Me)	Chris & Kathy, Monogram 517
126. OUR FADED LOVE	Royaltones, Mala 473
127. GEE	Pixies Three, Mercury 72250
128. SOMETHINGS ARE BETTER LEFT UNSAID	Ketty Lester, RCA Victor 8331
129. LOVING YOU MORE EVERY DAY	Etta James, Argo 5465
130. JUST ONE LOOK	Hollies, Imperial 66026
131. WHY	Beatles with Tony Sheridan, MGM 13227
132. BLUE TRAIN (Of the Heartbreak Line)	John D. Loudermilk, RCA Victor 8308
133. PUPPET ON A STRING	Bob & Earl, Marc 105

HITSVILLE

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

Gordy 7028

MARVIN GAYE
"YOU'RE A
WONDERFUL
ONE"

Tamla 54093

MARY
WELLS
"MY GUY"

Motown 1056

THE
CONTOURS
"CAN YOU
DO IT"

Gordy 7029

MARTHA
& THE VANDELLAS
"IN MY
LONELY
ROOM"

Gordy 7031

*hits are
our business . . .*

**TAMLA
MOTOWN
GORDY
RECORDS**

2648 West Grand Ave.,
Detroit, Mich.

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

Hot Pop SPOTLIGHTS...

THE HOLLIES—JUST ONE LOOK (Premier, BMI) (2:30)—British hit rockin' version of the Doris Troy U. S. hit of some time ago. Flip: "Keep Off That Friend of Mine" (Premier, BMI) (2:03).
Imperial 66026

THE ROLLING STONES—NOT FADE AWAY (Nor Va Jak, BMI) (1:50)—Another hot GB group that proves how deep the r.&b. roots have gone over there. Flip: "I Wanna Be Your Man" (Gil, BMI) (1:44).
London 9657

THE DRIFTERS—ONE WAY LOVE (Keetch, Caesar & Dino, BMI) (2:23)—Hot chops trumpets back the group on this one way to go—up. Flip: "Didn't It" (T. M., BMI) (1:49).
Atlantic 2225

SOLOMON BURKE—GOODBYE BABY (BABY GOODBYE) (Picturetone-Mellin, BMI) (3:10)—Sweet and sour soulful singing in slow gospel groove again. Flip: "Someone to Love Me" (Cotillion, BMI) (3:02).
Atlantic 2226

SHIRLEY ELLIS—TAKIN' CARE OF BUSINESS (Gallico Music, BMI) (2:19)—Shouts, applause and more nitty than gritty. Flip: "Shy One" (Gallico, BMI) (2:37).
Congress 210

JANUARY JONES—TRY ME (Jat, BMI) (2:05)—The lass has had much TV exposure. This one makes her pop radio. It rocks. Flip: "I Cry Alone" (Mansion, ASCAP) (2:34).
20th Century-Fox 476

RIGHTEOUS BROTHERS—TRY TO FIND ANOTHER MAN (Maxwell, BMI) (2:20)—Fellas are cookin' up another Latin Lupe. Flip: "I Still Love You" (Daddy Sam, BMI) (2:35).
Moonglow 231

BRENDA HOLLOWAY—EVERY LITTLE BIT HURTS (Jobete, BMI) (2:49)—Big, big blues ballad singing from this new artist. Flip: "Land of a Thousand Boys" (Jobete, BMI) (2:52).
Tamla 54094

HOT POP Programming Specials

BOBBY WOOD

If I'm a Fool for Loving You (Drury Lane-Beckie, BMI) (2:26)—(My Heart Went) Boing! Boing! Boing! (Drury Lane-Beckie, BMI) (2:08). **JOY 285**

NOREEN CORCORAN

Dreamin' of You (Leigh, ASCAP) (2:30). **VEE JAY 590**

VERONICA

So Young (Vance, BMI) (2:25). **PHIL SPECTOR 1**

THE VENTURES

Fugitive (Little Dartin', BMI) (2:10)—Scratchin' (Dobo, BMI) (2:05). **DOLTON 94**

SCOTT OBERLE

You're My Dream Girl (Claridge, ASCAP) (2:07)—Cupid's Poison Dart (Claridge, ASCAP) (2:21). **ATCO 6293**

THE PACERS

Don't Get Around Much Anymore (Robbins, ASCAP) (2:17). **RAZOR-BACK 112**

DUANE EDDY

Guitar Child (Metric, BMI) (2:23). **RCA VICTOR 8335**

JOHN ANDREA

Cathy Can I Take You Home (T.M. BMI) (2:29). **20th CENTURY-FOX 482**

DENISE GERMAINE

Little Lost Lover (Stride-Edlock, BMI) (2:30). **UNITED ARTISTS 707**

EMOTIONS

I Love You Truly (Angel, BMI) (2:05). **20th CENTURY-FOX 478**

CHUCK WRIGHT

My Young Love (Wemar, BMI) (2:36). **EMBER 1102**

THE CRESTONES

She's a Bad Motorcycle (Massa, BMI) (2:05). **MARKIE 117**

ISLEY BROTHERS

My Little Girl (Three Boys, BMI) (2:49). **UNITED ARTISTS 714**

C.&W. SPOTLIGHTS

ERNEST TUBB

THINK OF ME, THINKING OF YOU (Morris, ASCAP) (2:27) — Thought of a great weeper lyric. Flip: "Be Better to Your Baby" (Tree, BMI) (2:20). **Decca 31614**

BILL CARLISLE

SHANGHAI ROOSTER (Acuff-Rose, BMI) (2:17) — Happy, hopping barn yard singing sound that might get some pop play. Flip: "Big John Henry's Girl" (Tuckahoe-Painted Desert, BMI) (2:30). **Hickory 1254**

DARNELL MILLER

THE FLOOR ABOVE YOUR CEILING (4-Star, BMI) (2:18) —The inventive country writers did it again on this weeper. Flip: "Show Me the Door" (4-Star, BMI) (2:29). **Challenge 59241**

C.&W. SPECIALS

GEORGIE RIDDLE

My Black Gold (Glad, BMI) (2:16)—They Bought the House Next Door (Glad, BMI) (2:09). **UNITED ARTISTS 712**

TILLMAN FRANKS SINGERS

Uncle Eph (Starday, BMI) (1:43)—When the World's on Fire (Peer, BMI) (2:18). **STARDAV 670**

HAWKSHAW HAWKINS

I'm Beginning to Forget (Marizona, BMI) (2:41). **KING 587**

JIMMIE SKINNER

The Cork and the Bottle (Starday, BMI) (2:37). **STARDAV 669**

TEX RITTER

That Son of a Saginaw Fisherman (Tree, BMI) (2:47)—The Gallow's Pole (Vidor, BMI) (2:29). **CAPITOL 5159**

JAN HOWARD

I'm Here to Get My Baby Out of Jail (Cole, BMI) (3:07)—I Walked a Hundred Miles (Central Songs, BMI) (2:18). **CAPITOL 5122**

JACK SCOTT

Wiggle on Out (Scott, BMI) (2:16). **GROOVE 0037**

FAYE HARDIN & BOB MORRIS

Love's Been Good to Me (Star, BMI) (2:02). **CHALLENGE 59240**

JAZZ SPECIALS

JIMMY SMITH

The Sermon, Parts 1 & 2 (Edmy, BMI) (5:00 & 5:15). **BLUE NOTE 1879**

LES McCANN & THE JAZZ CRUSADERS

Bluesette (Duchess, BMI) (2:55)—Spanish Castles (Har-Rock, BMI) (2:24). **WORLD-PACIFIC 406**

Across-The-Board SPOTLIGHTS...

SKEETER DAVIS—GONNA GET ALONG WITHOUT YOU NOW (Reliance, ASCAP) (2:21)—Cover the current Tracey Dey seller. It's got the stuff to make it. Flip: "Now You're Gone" (Moss Ross, BMI) (2:21). **RCA Victor 8347**

THE BROWNS—THEN I'LL STOP LOVING YOU (American, BMI) (2:14)—All the way back with lovely, Browns' sound. Flip: "I know My Place" (Acuff-Rose, BMI) (2:12). **RCA Victor 8348**

Pop Standard SPOTLIGHTS...

KINGSTON TRIO—IF YOU DON'T LOOK AROUND (Sausalito, BMI) (2:50)—Think and play folk ballad style. Flip: "Seasons in the Sun" (Marks, ASCAP) (2:50). **Capitol 5166**

HOLLYRIDGE STRINGS—THE FALL OF LOVE (Feist, ASCAP) (2:06)—Surprise hit of the week. "Fall of Rome" theme in contemporary sound. Flip: "Theme From the Seven Days of Dr. Lao" (Miller, ASCAP). **Capitol 5165**

POP STANDARD Programming Specials

BRANDYWINE SINGERS

Two Little Boys (Joy, ASCAP) (2:55)—Mandy (Joy, ASCAP) (2:38). **JOY 282**

GOODTIME SINGERS

Ramblin' Boy (Cherry Lane, ASCAP) (2:55)—Power & Glory (Fall River, BMI) (2:50). **CAPITOL 5157**

THE BIG THREE

Winken, Blinken and Nod (Ryerson, BMI) (2:55)—The Banjo Song (Manger, BMI) (1:55). **TOLLIE 9006**

BURL IVES

This Is Your Day (Hallyjo-Port, ASCAP) (2:13)—Four Initials on a Tree (Pamper, BMI) (2:17). **DECCA 31610**

JIMMY DEAN

Shenandoah (Banjoe, ASCAP) (3:38)—Wait for the Wagon (Banjoe, ASCAP) (2:00). **COLUMBIA 43021**

WOODY HERMAN

A Taste of Honey (Songfest, ASCAP) (3:13)—Hallelujah Time (ASCAP) (3:23). **PHILIPS 40187**

LEW DOUGLAS ORK

Monaco (Frederick, BMI) (2:50). **NEWPORT 113**

BOBBY GORDON, HIS CLARINET & STRINGS

Paper Doll (Marks, BMI) (2:10)—Malta (Beatrice, ASCAP) (2:34). **DECCA 31613**

KNIGHTSBRIDGE ORK

My Guy's Come Home (Shapiro-Bernstein, ASCAP) (1:59)—Here in My Heart (Mellin, BMI) (2:52). **PURIST 45**

MEL TORME

I Know Your Heart (Cromwell, ASCAP) (2:32)—You'd Better Love Me (Cromwell, ASCAP) (2:22). **COLUMBIA 43022**

JANE MORGAN

From Russia With Love (Unart, BMI) (2:47)—Song From Moulin Rouge (Gower, BMI) (2:40). **COLPIX 727**

KING'S ALLEY BAND

King's Alley (Shapiro - Bernstein, ASCAP) (2:10). **4 CORNERS 102**

BILLY VAUGHN

The One Rose (Shapiro-Bernstein, ASCAP) (2:13). **DOT 16604**

JON EARLY

The Best Man (United Artists, ASCAP) (2:45). **UNITED ARTISTS 717**

TRACK RECORDS

A selection of best tracks from the hottest LP spotlights

HOT POP

JIMMY SMITH

WHO'S AFRAID OF VIRGINIA WOOLF? (Avant Garde, ASCAP) (4:20)—From LP (Verve 8583)

TEMPTATIONS

PARADISE (Jobete, BMI) (2:49) — From LP: "Meet the Temptations" (Gordy 911)

POP STANDARD

STAN GETZ-JOAO GILBERTO

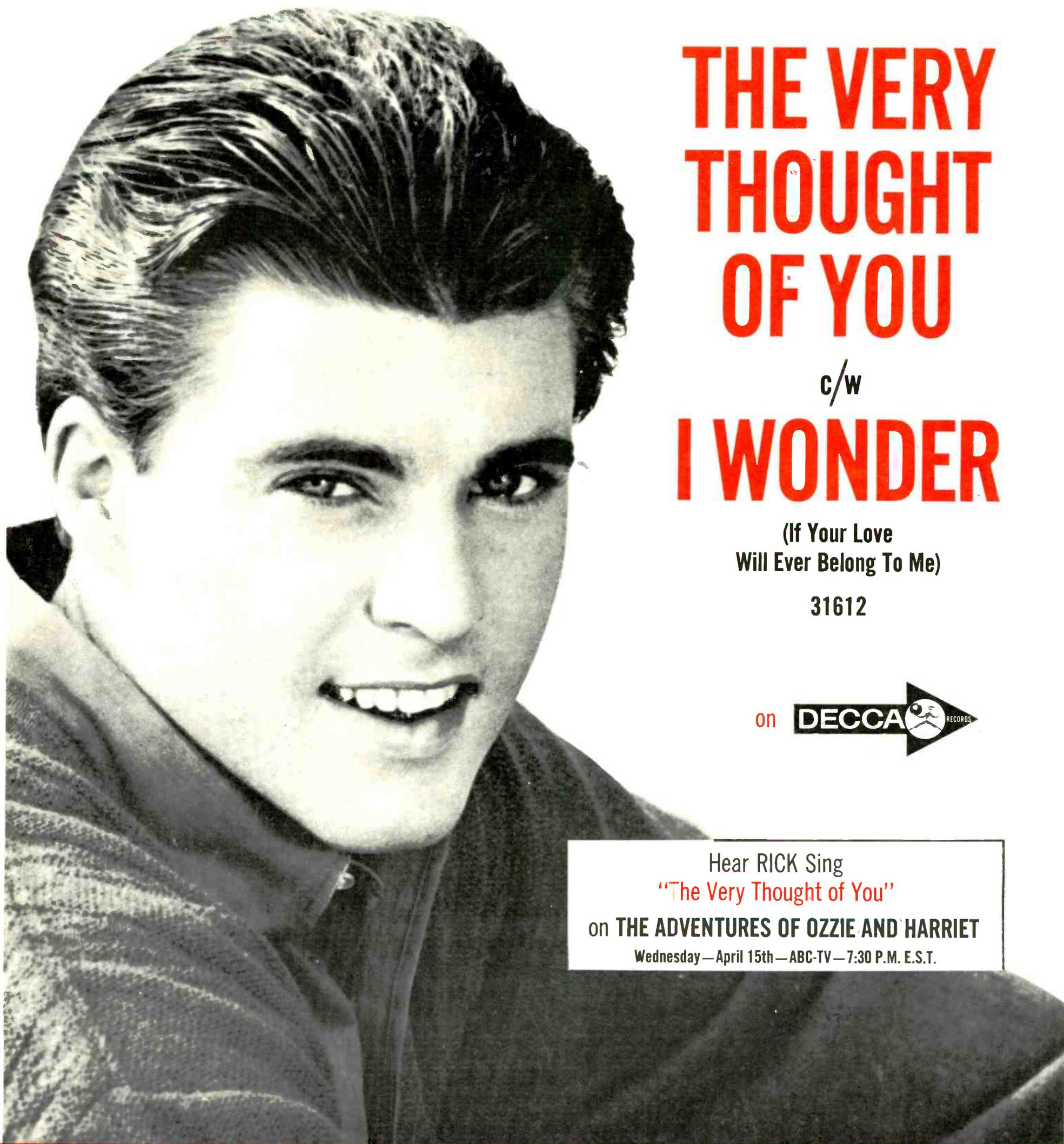
CORCOVADO—From LP: "Getz-Gilberto" (Verve 8545)

C.&W.

HANK WILLIAMS JR.

YOUR CHEATING HEART (Fred Rose, BMI) (2:10)—From LP: "...Sings Hank Williams" (MGM 4213)

An Exciting NEW Single from
RICK NELSON



**THE VERY
THOUGHT
OF YOU**

c/w

I WONDER

(If Your Love
Will Ever Belong To Me)

31612



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RONNIE

4 Seasons, Philips 40185

★ **REGIONAL BREAKOUTS**

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

DIANE . . .

Bachelors, London 9639 (Miller, ASCAP) (New York)

BEATLE TIME . . .

Livers, Constellation 118 (Joni, BMI) (Chicago)

FROM RUSSIA WITH LOVE . . .

Village Stompers, Epic 9674 (Unart, BMI) (New York)

**ALL YOU HAD TO DO
(Was Tell Me) . . .**

Chris & Kathy, Monogram 517 (Sherman-DeVorzon, BMI) (Los Angeles)

YO ME PREGUNTO . . .

Valrays, Parkway 904 (Survey, BMI) (New York)

**GOODNIGHT MY LOVE
(Pleasant Dreams) . . .**

Ray Peterson, RCA Victor 8333 (Quintet-House of Fortune, BMI) (Miami)

WHERE ARE YOU . . .

Duprees, Coed 591 (Feist, ASCAP) (New York)

MUSIC AS WRITTEN

MECHELEN, BELGIUM

Belgium's No. 1 singer Adamo was in London to record four sides in English. . . . **Cliff Richard** and the **Shadows** will play Belgium in May. . . . **Ray Charles** and the **Raelets** will be star attraction at the annual Jazz Festival at Comblain la Tour August 8 and 9.

JAN TORFS

SYDNEY

Roulette recording artists, the **Essex**, will be coming to Australia in April. . . . One of Australia's most successful instrumental groups, the **Joy Boys**, have released their first surfing album titled "The Surfin' Stompin' Joys." . . . Festival Records acquired from P.T.X. Enterprises, New York, original masters of the late **Fats Waller** and will release an album package featuring some of the artist's most requested numbers, such as "Deep River" and "Frankie and Johnny." The album is titled "Fats Waller Originals."

GEORGE HILDER

MANILA

The many-faceted talent and showmanship of the country's leading chanteuse of English and Spanish songs—**Pilita Corrales**—is showcased for the first time in an LP, "Pilita Corrales sings 'A Million Thanks to You' and Other Philippine Hits." This is an initial venture of Villar Records to record songs written by Filipino composers. Popular composers whose works are featured in the new LP are **Mike Velarde Jr.** (who composed the internationally famous "Dahil Sa Iyo" which is included in **Jerry Vale's** LP by Columbia, "Language of Love" and renamed "Your Love Is Mine"), **Pastor de Jesus**, **Constancio de Guzman**, **Restie Umali**, **Josefino Cenizal**, and others. While some of the melodies are those which have garnered top spots on the much-coveted Philippine Hit Parade (such as the pace-setter, "A Million Thanks to You"), there is also a batch of favorites in the standard category thrown in for good measure.

LOUIS Ma TRINIDAD

VIENNA

Guenter Brabbee signed contracts with **Cliff Richard** and **The Shadows** for a one-night bandstand at the Vienna Stadthalle (12,000 seats) May 15. In this show, original U. S. country and western music will be interpreted for the first time over

here, starring **Anita Carr**, **Bobby Baer**, **Chet Atkins**, **Jim Reeves** and **The Bluebells**. . . . The **Paul Anka** show hit Austrian teenagers on March 11. . . . April 4 and 5, **Marlene Dietrich** will give a special performance at the Vienna Concert House. . . . Producer **Gerhard Mendelson** arrived in Nashville March 12 to hold 12-day discussions with **Connie Francis**. Mendelson will be accompanied by German composer **Werner Scharfenberger**. . . . Austrian singer-actress **Lolita** ("Sailor") renewed contracts with Polydor for another two years. . . . **Gino** (Polydor) made new waxings in Milano, Italy, and was quite a success in German TV. His latest German disk, "Signorina Sympathica," has hit potential over here.

FRED ZILLER

WARSAW

The first Polish-made stereo phonograph is available here. It's a high-quality unit at an equally high price, \$208. But work is in progress on a more economical machine. . . . Some of the best albums ever released in this country have been issued here. The three LP's were recorded at last year's Jazz Jamboree and features U. S. jazz men **Kenny Drew** and **Johnny Griffin** as well as groups from Britain, Denmark and this country. . . . The Beatles have had their impact here. A number of Polish rock groups are patterned after the English stars: the **Dazusky** group (**Wild Ones**) and **Chocholy** (the **Scarecrows**). . . . **Sasha Distel** due here in May; **Helen Shapiro** in October and **Peter Seeger** tour April 1.

ROMAN WASHKO

DUBLIN

Leading British songwriter **Mitch Murray** visited Belfast to hear the **Miami Showband** for whom he intends to pen a number. . . . **Tony Boland** hosted a reception to launch his new exploitation—disk producing firm, **Tempo Productions**. . . . **Pye's** second Top 6 EP, which coincidentally used cover versions of only EMI hits this month, seems set to hit the chart. . . . Second single by **Butch Moore** and the **Capitol Showband**, "I Miss You," another **Phil Coulter** composition. His "Foolin' Time" continues to hold a high chart position. . . . Irish Record Factors, Ltd., issued track album of "The Cardinal," which will open for a season at Dublin's Metropole Easter Sunday. . . . **Dickie Rock** and **Butch Moore** did guest

**FROM LIBERTY
WITH LOVE**

HOLLYWOOD — The post office is being flooded with Russian postcards, courtesy of American ingenuity. Liberty's national promotion manager **Ted Feigin** had 4,000 postcards mailed from Russia, Ohio, showing a Russian cathedral and a "censored" message promoting **Si Zentner's** new "From Russia With Love" single.

Thirty-five hundred of the cards were sent to radio people, with the remainder to distributors, sales and promotion men. Single is from the **Ian Fleming** mystery film.

shots in Radio Eireann's "Sing for Your Supper." . . . **George O'Reilly** held a reception for **Dermot O'Brien** and the **Clubmen**, whose "I Want to Be Where You're Going to Be," was released through EMI (Ireland), Ltd., on the Envy label.

Death occurred in Dublin of band leader **Jack Barrett**, who managed the **Big Four** until recently. He was about to launch a new group, the **Everglades**.

KEN STEWART

HAMBURG

In Hamburg the Association for Motion Picture and Television Music was formed. All leading German music libraries are members. **Alfred Schact**, Hamburg, has been elected president. . . . **R. G. Whittington**, European manager of Mercury Records, visited Germany and had talks with several independent producers. . . . Conductor **Karl Boehm** was contracted exclusively by Deutsche Grammophon. . . . The Beatles will give several concerts in May in West Germany. . . . For the first time, the "Markus-Passion" by **Georg Philipp Telemann** has been issued on record by Philips. . . . The popular French singer **Sylvie Vartan** made her first German recording titles for RCA in Berlin. . . . Singer **Evelyn Lear**, member of the opera houses in Berlin, Vienna and Munich, closed an exclusive contract with Deutsche Grammophon.

CHRISTIAN TOERSLEFF

**ADVERTISING IN
BUSINESSPAPERS
MEANS BUSINESS**

COUNTRY MUSIC CORNER

• Continued from page 18

promoted by the veteran **Larry Sunbrock** moves in for a single matinee performance. Spearheading the talent brigade will be such names as **Lester Flatt** and **Earl Scruggs and Their Foggy Mountain Boys**, **Buck Owens**, **Dale and Grace**, **Sonny James**, **George Morgan**, **Warner Mack**, **Loretta Lynn**, **Red Smith** and **Don Reno** and **Marilyn Mann (Miss World)**. . . . **Hank Thompson and His Brazos Valley Boys** and **Roy Clark** guest on the **Jimmy Dean TV**-er April 9. It marks Clark's third guest shot on the Dean show. He is currently working Midwestern dates for **Mack Sanders**, of KSIR-Radio, Wichita, Kan. . . . **Rodney and the Blazers** are working a long string of one-nighters with **Wanda Jackson** through Kansas, Texas, New Mexico, Colorado, Wyoming, Missouri and Illinois.

Station K-BER, San Antonio, one of the nation's top c.&w. stations, presented another in a series of "Grand Ole Opry" shows at San Antonio's Auditorium Saturday (4). In the talent line-up were **Marty Robbins**, **Hank Thompson**, **Lefty Frizzell**, **Tex Ritter**, **Rose Maddox** and **Roger Miller**. **A. V. Bamford**, veteran promoter and owner of K-BER, reports that follow-up shows have already been contracted for May and June. . . . B-W Music, Inc., Wooster, Ohio, has United Artists' **Kathy Dee** set for shows at WHPL, Winchester, Va., April 18, and WCMS, Norfolk, Va., April 19. . . . **Rose Maddox** and her boys kicked off a six-week tour in Texas April 1, which will carry the group through the Lone Star State, Oklahoma, Iowa, Minnesota, Wisconsin and Illinois. Accompanying Rose on the tour is her laughing brother, **Cal**. . . . **Ernest Ashworth** will pull up stakes in Huntsville, Ala., around mid-May to settle his family in Nashville.

Capitol artist **Roy Clark's** April bookings carry him to the Esquire Club, Houston, 8 and 10; Bamboo Club, Enid, Okla., 11; CMA Show, Detroit, 17; "Big D Jamboree," Dallas, 18; Wichita, Kan., 20; Auditorium, Omaha, 24; Auditorium, Lawrence, Kan., 25; Memorial Hall, Kansas City, Kan., 26; Auditorium, Sioux City, Ia., 27; Auditorium, Sioux Falls, S. D., 28; Auditorium, Lincoln, Neb., 29, and Auditorium, Salina, Kan., 30.

A package set by **Rex Rinehart** through the Denny-Moeller Talent Agency, Nashville, has embarked on a 13-day tour of Nebraska, Wyoming, Colorado, Idaho, Oregon and California. In the talent line-up are **Stonewall Jackson**, **Jimmy Dickens**, **Jimmy Newman**, **Red Sovine** and **His Tennessee Valley Boys**, **Jan Moore** and **Rex Rinehart**. . . . The Denny-Moeller office arranged for **Red Sovine** to appear in Germany in May, with **Carl Perkins** scheduled for shows in England during the same month. **Kitty Wells**, **Johnny Wright** and **His Tennessee Mountain Boys** and **Bill Phillips** will play England during June and July.

Jimmy Dickens, who has just returned from Hawaii, will journey to the Far East for personals from April 21 through May 23. Dickens then planes to England for a series of dates from May 26 through June 4. . . . Arrangement have been completed for another **Connie B. Gay** country music spectacular to be held at New Orleans Municipal Audi-

torium April 12. Set to appear on the show are **Webb Pierce**, **Hank Snow**, **Carl Smith**, **Minnie Pearl**, **Porter Wagoner**, **Billy Walker**, the **Willis Brothers**, **Norma Jean**, **Bobbi Staff**, the **Rainbow Ranch Boys** and the **Wagonmasters**. All talent for the show was set by **Jack B. Andrews**, of the Denny-Moeller office.

Shirlee Hunter will appear at the Azalea Festival, Wilmington, N. C., to represent country music in a variety show that will also feature **Frankie Avalon**, **Bob Luman**, the **Lester Lanin** orchestra, the **Bruce Stevens** orchestra, **Miss U. S. A.** and a group of singers from Yale University. The Jim Gemmill office, Richmond, Va., also has **Miss Hunter** set for the Shenandoah Apple Blossom Festival at Winchester, Va., May 1-2. . . . The second of five country music specs to be presented this year by Radio Ranch Productions of Station WCMS, Norfolk, will be held at Municipal Auditorium, Norfolk, April 19, with the talent line-up comprising **Marty Robbins** and band, **Leroy Van Dyke** and the **Auctioneers**, **Bill Anderson** and band, **Mac Wiseman**, **Lonzo and Oscar**, **Bill Harrell**, **Smitty Irwin**, **Buck Ryan**, the **Virginians** and **Kathy Dee**. Emcee chores will be handled by WCMS's **Four Horsemen—Carolina Charlie Wiggs**, **Sheriff Tex Davis**, **Hopalong Joe Hoppe** and **Travelin' Jesse Travers**.

During his April 2-15 stint at the Golden Nugget, Las Vegas, **Buck Owens** will take his two off-days there, April 5 and 12, to play single engagements in Detroit and Cincinnati, respectively. **Buck** repeats on the **Jimmy Dean TV**-er April 23. Following the Las Vegas stand, **Buck** makes several dates in California and Arizona before invading Texas, with a stop scheduled on "Big D Jamboree" in Dallas May 9. He follows the Texas trip with a date with **Vic Lewis'** country music spec at New York's Madison Square Garden May 16-17. Another booking takes him to **Mocking Bird Park**, Anderson, Ind., June 7. . . . **Eddie Dean** has been set by Americana Corporation for a feature slot at the Kankakee (Ill.) Fair. . . . **Bill Carlisle**, new on Hickory Records, has as his first release for the label a novelty called "Shanghai Rooster." . . . **Rose Maddox** took to the road again April 1 for a swing through Arizona, Texas, Oklahoma, Iowa, Minnesota, Wisconsin and Illinois. Included in the trek will be a Bamford tour in Texas, a stint with the **Johnny Cash** show in Iowa, and a week at the Flame Cafe, Minneapolis.

The **Faron Young** radio show for Pearl Beer starts on 22 stations in Texas, Louisiana, Mississippi and New Mexico April 6. . . . Fortune Records, Detroit, has made the switch back to country music with the signing of country artists **Tommy Kato**, the **Hall Brothers**, **Danny Richards**, **Patti Lynne**, **Windy Smith** and **Lloyd Howell**. . . . **Jimmy Key**, of Key Talent, Nashville, has booked **Jimmy Newman** for an extended tour starting April 7 in Kearney, Neb., and winding up at Eugene, Ore. Jimmy will spend late April and early May in Louisiana, Mississippi, Texas and New Mexico for the Key office.

Leon McAuliffe and **His Cimarron Boys** are routed for Cimarron Ballroom, Tulsa, Okla., April 8; Firemen's Ball, Shawnee, Okla., 10, and Play-

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY FOR WEEK ENDING 4/11/64			
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)	14
2	2	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	13
3	5	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	14
4	4	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	14
5	3	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	10
6	6	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	14
7	7	RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	13
8	8	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	14
9	9	LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL Columbia CL 2045 (M); CS 8845 (S)	12
10	12	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	9
11	17	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	2
12	14	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	2
13	13	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	14
14	11	GEORGE JONES & MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M); UAS 6301 (S)	14
15	10	LOVING ARMS Carl Butler & Pearl, Columbia CL 2125 (M); CS 8925 (S)	6
16	20	GOOD 'N' COUNTRY Jim Reeves, RCA Camden, CAL 784 (M); CAS 784 (S)	3
17	15	SONGS OF THE CITIES Roy Drusky, Mercury MG 20883 (M); SR 60883 (S)	8
18	16	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	5
19	18	HITS OF TODAY AND TOMORROW Ernest Ashworth, Hickory LPM 118 (M); (no Stereo)	4
20	—	ESPECIALLY FOR YOU Kitty Wells, Decca DL 4493 (M); DL 74493 (S)	1



Decca's own **JIMMY MARTIN** has hit big with "WIDOW MAKER." The number is getting strong air play and big sales all across the country.
(Advertisement)

house, Wichita, Kan., 11. On April 17 the group begins a week's trek through the Pacific Northwest, starting at Tacoma, Wash. . . . **Dottie West**, who teams with **Jim Reeves** on a new RCA Victor release which has kicked off in good fashion, will be touring with Reeves during April. Last week Dottie played the Flame Club, Minneapolis, her second time there. . . . Song-writer **Kay Arnold** has scored with a dozen placements on her material since changing base of operations to Nashville recently. Kay's song, "Lipstick, Paint a Smile on Me," is getting international action. A recent item by Brunswick girl singer **Demetriss Tapp**, the song has been recorded for English release by Phillips artist **Rose Brennan**. This was followed by release in England of Miss Tapp's record, and Brunswick officials say the disk will also be out soon in Germany and Japan.



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ALBUM REVIEWS (continued)



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

SHANGRI-LA

Robert Maxwell, His Harp & Ork.
Decca DL 4421 (M); DL 74421 (S)

Harpist Maxwell's single "Shangri-La" is currently climbing the chart, which should do much to point attention to this package of standards performed in an easy-listening, relaxed manner. The harp is supported by organ and orchestra.



POP SPECIAL MERIT

50 FABULOUS HAWAIIAN FAVORITES

Leroy Holmes & the Southwinds. United Artists UAL 3353 (M); UAS 6353 (S)

Hawaiian music gets a striking showcasing in this roundup of 50 songs of and about the Islands by Leroy Holmes. The maestro sees to it that rhythms sway and that the tempo enchants and it's to his credit that the Hawaiian lode never gets tiresome.



POP SPECIAL MERIT

THIS I BELIEVE

Fred Waring & the Pennsylvanians.
Capitol T 2054 (M); ST 2054 (S)

A fine collection of inspirational songs performed to perfection by Fred Waring and the Pennsylvanians. Selections include "The Lord's Prayer," "Ave Maria," "You'll Never Walk Alone," "I Believe" and others.



POP SPECIAL MERIT

BANJOS!!! LIVE! AT THE RED ONION

Dan McCall & His Banjokers. Group W 33033 (M); WS 53003 (S)

Here's a wild one recorded live at the Red Onion, a beer and pretzel parlor in Manhattan, N. Y. The side is filled with all the good old-fashioned tunes just right for singing along and beating spoons.



POP SPECIAL MERIT

THIS YEAR'S TOP MOVIE SONGS

The Four Lads. United Artists UAL 3356 (M); UAS 6356 (S)

One of the most commercial offerings from this talented group in quite a while. The musical hook is hung on this year's favorite movie songs and the boys are in top form swinging through flick themes like "Charade," "It's a Mad, Mad, Mad World" and "The Great Escape March," to name a few. Fine programming and listening.



CLASSICAL SPECIAL MERIT

BEETHOVEN: COMPLETE PIANO CONCERTOS, VOLUME 5

Artur Schnabel. Angel COLH 5

This is the fifth in the five-volume re-release of the Artur Schnabel interpretations of the Beethoven piano concerti. Volume 5 contains the "Emperor."

(Continued on page 78)

SEE ALBUM REVIEWS ON BACK COVER

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

GLAD ALL OVER

Dave Clark Five, Epic LN 24093 (M); BN 26093 (S)

KISSIN' COUSINS

Elvis Presley, RCA Victor LPM 2894 (M); LSP 2894 (S)

SHUT DOWN, VOL. 2

Beach Boys, Capitol T 2027 (M); ST 2027 (S)

DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS

Frank Sinatra, Reprise F 1011 (M); FS 1011 (S)

TRINI LOPEZ ON THE MOVE

Reprise R 6112 (M); RS 6112 (S)

ALLAN IN WONDERLAND

Allan Sherman, Warner Bros. W 1539 (M); WS 1539 (S)

PACKAGE OF 16 HITS

Various Artists, Motown 614 (M); (No Stereo)

★ 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.

BELAFONTE AT THE GREEK THEATRE . . .

Harry Belafonte, RCA Victor LOC 6009 (M); LSO 6009 (S)

IT'S ALL IN THE GAME . . .

Cliff Richard, Epic LN 24089 (M); BN 26089 (S)

BAJA MARIMBA BAND . . .

A&M LP 104 (M); SP 104 (S)

SHANGRI-LA . . .

Robert Maxwell, His Harp & Ork, Decca DL 4421 (M); DL 74421 (S)

COUNTRY PIANO—CITY STRINGS . . .

Floyd Cramer, RCA Victor LPM 2800 (M); LSP 2800 (S)

FOLK SONGS AROUND THE WORLD . . .

Mantovani, London LL 3360 (M); PS 360 (S)

LONELY GUITAR . . .

Duane Eddy, RCA Victor LPM 2798 (M); LSP 2798 (S)

BE TRUE TO YOUR SCHOOL . . .

Sandy Nelson, Imperial LP 9258 (M); LP 12258 (S)

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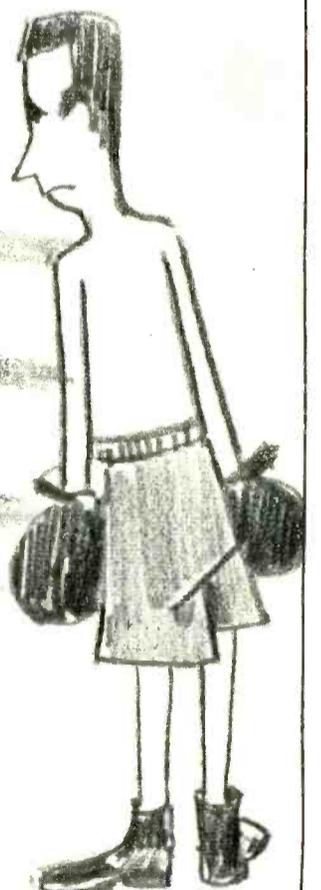
Diamond #163

THIRDLY TO ALL DJ's, PD's and MD's—Coming Up!—"The Battle for #1" in one corner, without haircuts, weighing 603 pounds, with blue, brown, black and beige trunks—currently the world champs—The Fabulous and Unbelievable Beatles from Liverpool, England!

In the opposite corner, crew cut, weighing 97 lbs., with white trunks, the dynamic contender from our own Baltimore and U. S. A., the challenger for the #1 spot on your list . . . RONNIE DOVE!

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Chess LP 1450



THE TRIAL PIGMEAT MARKHAM—Recorded during actual performances at the Regal Theater, Chicago. Hilarious situations and stories told by one of the greatest masters of comedy.
Chess LP 1451



MOMS MABLEY AT THE "UN"—Recorded during actual performances at the Uptown Theater, Philadelphia. Jackie Moms Mabley scores another fabulous comedy hit.
Chess LP 1452



MOMS MABLEY AT THE PLAYBOY CLUB—Recorded during actual performances at the Playboy Club in Chicago, and the Uptown Theater, Philadelphia. Moms proves she not only wows them in theaters, but also in the so-called sophisticated clubs.
Chess LP 1460



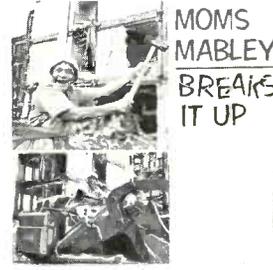
PIGMEAT MARKHAM AT THE PARTY—Recorded during actual performances at the Howard Theater, Washington, D.C. Pigmeat and Company again prove they are master comics in such situations as: Country Boy; Fast News; The Party; Love Makin' Bureau; The Judge; The Satchel.
Chess LP 1462



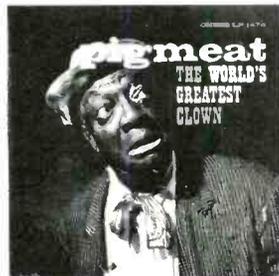
MOMS MABLEY AT GENEVA CONFERENCE—Recorded during actual performances at the Regal Theater, Chicago, and the Howard Theater, Washington, D.C. Moms performs at her hilarious best, especially situations pertaining to current world problems. (See Cover!)
Chess LP 1463



ANYTHING GOES WITH PIGMEAT MARKHAM—3 Way Marriage; I Got the No; Hold That Ladder—Pt. 1; Hold That Ladder—Pt. 2; The Woman Haters Club; The News Reporter.
1467



MOMS MABLEY BREAKS IT UP—Recorded during actual performances at the Tivoli Theatre, Chicago.



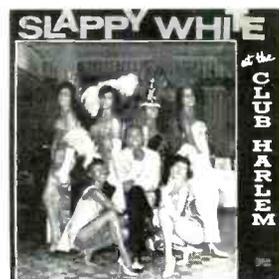
PIGMEAT MARKHAM THE WORLD'S GREATEST CLOWN—Hello Bill; Ritz Service; Frisco Kate; Go Ahead and Sing; Miss M o n z e l l; Restaurant Scene.
1475



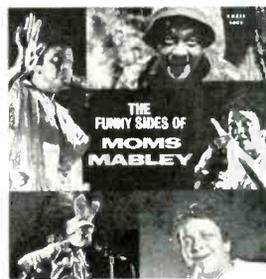
MOMS MABLEY YOUNG MEN, SI; OLD MEN, NO—Recorded during actual performances at Apollo Theatre, New York City.
1477



MOMS MABLEY I GOT SOMETHIN' TO TELL YOU!



SLAPPY WHITE AT THE CLUB HARLEM.



THE FUNNY SIDES OF MOMS MABLEY



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Billboard HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	SIN TIMON	*Palito Ortega (Victor)	Korn
2	3	DOMINIQUE	Singing Nun (Philips)	Alegres Cantores (CBS)—Fermata
3	2	EL MEREQUETENGUE	*Los Cinco del Ritmo (Microfon)	
4	5	OH MI SENOR!	Eduardo Vianello (Victor)	Fermata
5	9	MARY ISABEL	*Leo Dan (CBS)	Mundo Musical
6	10	TRASNOCHADOS ESPINELES	*Cholo Aguirre (Microfon); Ramona Galarza (Odeon)	Lagos
7	4	DECI PORQUE NO QUERES	*Palito Ortega (Victor); Leon Dan (CBS)	Korn
8	6	SI VAS A DEJARME	Michele (Victor)	Fermata
9	7	AMAME (LOVE ME DO)	Beatles (Odeon)	
10	—	EL PATITO	*Chicote Lopez (Odeon)	

AUSTRALIA

(Courtesy Music Maker, Sydney)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	—	ALL MY LOVING	The Beatles (Parlophone)	Leeds
2	2	I SAW HER STANDING THERE	The Beatles (Parlophone)	Leeds
3	4	ANYONE WHO HAD A HEART	Dionne Warwick (Philips)	Belinda
4	5	HAWAII	The Beach Boys (Capitol)	Alberts
5	11	DAWN (GO AWAY)	The Four Seasons (Philips)	
6	12	CALIFORNIA SUN	The Rivas (W. & G.)	Chappells
7	—	BITS AND PIECES	The Dave Clark Five (Columbia)	Castle
8	1	ROLL OVER BEETHOVEN	The Beatles (Parlophone)	Leeds
9	3	THE HAREM	Acker Bilk (Columbia)	Pincus Git
10	13	THAT'S WHAT I WANT	*The Cicadas (RCA)	Southern
11	7	NEEDLES AND PINS	The Searchers (Astor)	
12	9	BLUE DAY	Billy Thorpe (Linda Lea)	
13	6	SHE LOVES YOU	The Beatles (Parlophone)	Leeds
14	8	SURFIN' BIRD	The Trashmen (Stateside)	
15	10	BORNE ON THE WIND	Roy Orbison (London)	Acuff-Rose

BRITAIN

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

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	—	CAN'T BUY ME LOVE	*Beatles (Parlophone)	Northern Songs Ltd.
2	1	LITTLE CHILDREN	*Billy J. Kramer (Parlophone)	Belinda Music
3	5	JUST ONE LOOK	*Hollies (Parlophone)	T. S. Music
4	4	NOT FADE AWAY	*Rolling Stones (Decca)	Southern Music
5	3	BITS AND PIECES	*Dave Clark Five (Columbia)	Ardmore & Beechwood
6	2	ANYONE WHO HAD A HEART	*Cilla Black (Parlophone)	Hill & Range
7	12	I BELIEVE	*Bachelors (Decca)	Cinephonic
8	8	I LOVE YOU BECAUSE	Jim Reeves (RCA)	Bourne Music
9	10	THAT GIRL BELONGS TO YESTERDAY	Gene Pitney (United Artist)	Pakkamak
10	15	TELL ME WHEN	*Applejacks (Decca)	Southern-Freddie Poser
11	6	DIANE	*Bachelors (Decca)	Keith Prowse Music
12	9	BOYS CRY	*Eden Kane (Fontana-London)	142 Music
13	13	THEME FOR YOUNG LOVERS	*Shadows (Columbia)	Elstree-Shadows
13	22	WORLD WITHOUT LOVE	*Peter and Gordon (Columbia)	Northern Songs
15	7	I THINK OF YOU	*Merseybeats (Fontana)	Welbeck Mellin

16	21	GOOD GOLLY MISS MOLLY	*Swinging Blue Jeans (HMV)	Southern Music
17	24	VIVA LAS VEGAS	Elvis Presley (RCA)	17 Savile Row
18	14	CANDY MAN	*Brian Poole and the Tremeloes (Decca)	A. Schroeder
19	11	OVER YOU	*Freddie and the Dreamers (Columbia)	Kennedy Street Music
20	16	LET ME GO, LOVER	*Kathy Kirby (Decca)	Aberbach
21	19	BORNE ON THE WIND	Roy Orbison (London)	Acuff-Rose
22	28	MY BOY LOLLIPOP	*Millie (Fontana)	Chappell
23	17	STAY AWHILE	*Dusty Springfield (Philips)	Flamingo
24	23	IT'S AN OPEN SECRET	*Joy Strings (Regal-Zonophone)	Salvation Publishers and Suppliers
25	—	MOVE OVER DARLING	Doris Day (CBS)	
26	20	I'M THE ONE	*Gerry and the Pacemakers (Columbia)	Pacermusic
27	—	IF HE TELLS YOU	*Adam Faith (Parlophone)	Freddie Poser
28	30	KING OF KINGS	*Ezz Reco (Columbia)	Robbins Music
29	25	ROLLING STONES (EP)	*Rolling Stones (Decca)	Jewel/Dominion/Progressive
30	18	NEEDLES AND PINS	*Searchers (Pye)	Metric Music

CHILE

This Week	Last Week	Title	Artist	Label
1	—	SI QUIERES DEJARME	Michele (RCA); Carlos Gonzalez (Demon)	
2	—	BANO DE MAR A MEDIANOCHE	Cecilia (Odeon)	
3	—	CANTA EL CORAZON	Leo Dan (CBS)	
4	—	ADIOS	Gilbert Becaud (Odeon)	
5	—	ESTA NOCHE NO	Elsa Quarta (Philips)	
6	—	EL LLANTO DEL SIGLO	Enrique Guzman (CBS)	
7	—	BESOS ARENA Y SOL	Rafael Peralta (Odeon)	
8	—	MARISA	Leo Dan (CBS); Carlos Amador (RCA)	
9	—	NO IMPEDIRAS QUE TE QUIERA	Larry Wilson (Demon)	
10	—	LOS WATUSSI	Edoardo Vianello (RCA)	

FINLAND

This Week	Last Week	Title	Artist	Label
1	1	DOIN' THE JENKA	Jan Rohde & the Adventurers (Sonet)	
2	3	THE WALLS HAVE EARS	Eino Gron (Scandia)	
3	2	RAKASTAN SINUA, ELAMA	*Kauko Kayhko (Decca)	
4	14	LAISKOTELLEN	Lasse Martensson (Philips)	
5	5	SHE LOVES YOU	The Beatles (Parlophone)	
6	12	HIPPY HIPPI SHAKE	The Swinging Blue Jeans (HMV)	
7	4	AT THE JENKA SHOW	Jan Rohde & the Adventurers (Sonet)	
8	8	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)	
9	9	GIRLS	Cay & the Scaffolds (HMV)	
10	10	LILJANKUKKA	Markus Allan (Fontana)	

FLEMISH BELGIUM

(Courtesy Juke Box Magazine, Mechelen)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	2	VOUS PERMETTEZ, MONSIEUR	*Adamo (Pathe)	Ardmore & Beechwood
2	1	MARIA ELENA	Los Indios Tabajaras (RCA)	World
3	3	ALLEEN	*John Larry (Polydor)	Passé Partout
4	7	ANYONE WHO HAD A HEART	Dionne Warwick (Vogue)	Belindamusic
5	5	DU SCHWARZER ZIGEUNER	Rocco Granata (Moonglow)	
6	8	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)	Vedette
7	9	MEXICO	Elvis Presley (RCA)	Belindamusic

8	6	SHE LOVES YOU	The Beatles (Parlophone)	Belindamusic
9	4	MARIA NO MAS	Cliff Richard (Columbia)	World
10	—	TOMBE LA NEIGE	*Adamo (Pathe)	

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Title	Artist	Label
1	2	VOUS PERMETTEZ, MONSIEUR	Adamo (Pathe)	Anagon Music
2	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)	Basart
3	3	I'M THE LONELY ONE	Cliff Richard (Columbia)	Basart
4	5	GLAD ALL OVER	Dave Clark (Columbia)	Basart
5	6	THE HIPPI HIPPI SHAKE	The Swinging Blue Jeans (HMV)	Anagon
6	4	POUR MOI LA VIE VA COMMENCER	Johnny Hallyday (Philips)	International Music
7	10	DE WINTER WAS LANG	Willeke Alberti (Philips)	International Basart
8	9	MEXICO	Elvis Presley (RCA)	Belinda
9	8	UEBER DEN WOLKEN IST SONNENSCHNEIN	Imca Marina (Imperial)	Anagon
10	—	IRISH WASHERWOMAN	The Jumping Jowels (Philips)	

HONG KONG

This Week	Last Week	Title	Artist	Label
1	1	DANCING ON THE MOON	The Fabulous Echoes (Diamond)	
2	2	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)	
3	3	P.S. I LOVE YOU	The Beatles (Parlophone)	
4	4	CHARADE	Andy Williams (CBS)	
5	8	VIVA LAS VEGAS	Elvis Presley (RCA Victor)	
6	—	FOR YOU	The Fabulous Echoes (Diamond)	
7	6	SOME ENCHANTED EVENING	Pat Boone (Dot)	
8	—	WINTER'S HERE	Robin Ward (Dot)	
9	8	FUN IN ACAPULCO	Elvis Presley (RCA Victor)	
10	5	SECRET LOVE	Kathy Kirby (Decca)	

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	UNA LACRINA SUL VISO	*Bobby Solo (Ricordi)	
2	3	CITTA' VUOTA	*Mina (Ri Fi)	
3	4	OGNI VOLTA	*Paul Anka (RCA)	
4	2	QUANDO VEDRAI LA MIA RAGAZZA	*Gene Pitney (UA)	
5	5	NON HO L'ETA' PER AMARTI	*Gigliola Cinquetti (CGD)	
6	7	PLEASE PLEASE ME	Beatles (Parlophone)	
7	9	STASERA NO NO NO	*Remo Germani (Jolly)	
8	8	UN BACIO PICCOLISSIMO	*Robertino (Carosello)	
9	6	CIAO RAGAZZI	*Adriano Celentano (Clan)	
10	11	CHE M' IMPORTA DEL MONDO	*Rita Pavone (RCA)	
11	10	SABATO SERA	*Bruno Filippini (MRC)	
12	14	PICCATURA	*Peppino Di Capri (Carisch)	
13	15	CHE ME NE IMPORTA . . . A ME	*Domenico Modugno (Fonit)	
14	12	QUANDO VEDRAI LA MIA RAGAZZA	*Little Tony (Durium)	
15	—	CIN CIN	Richard Anthony (Columbia)	

JAPAN

(Courtesy Utamatic, Tokyo)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	WASHINGTON SQUARE	The Village Stompers (Epic)	Toshiba
2	2	SAVE THE LAST DANCE FOR ME	*Koshiji Fubuki (Toshiba)	Aberback

NORWAY

(Courtesy Verdens Gang)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	HIPPY HIPPI SHAKE	Swinging Blue Jeans (HMV)	Imudico
2	—	LA MEG VARE UNG	*Wenche Myhre (Triola)	Egil Monn Iversen
3	2	SKONA MITT HJARTA	Siw Malmkvist (Metronome)	Imudico
4	3	BEAUTIFUL DREAMER	John Leyton (HMV)	Southern Music
5	8	ALL MY LOVING	Beatles (Parlophone)	Edition Lyche
6	4	I'M THE LONELY ONE	Cliff Richard (Columbia)	Bens Music
7	—	CAN'T BUY MY LOVE	Beatles (Parlophone)	Edition Lyche
8	6	I WANT TO HOLD YOUR HAND	Beatles (Parlophone)	Edition Lyche
9	—	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)	
10	10	LYKKELAND	*Grynet Molvig (RCA Victor)	Liberty

Elvis, Brenda Tops In Ire

DUBLIN — Despite all the talk of Elvis Presley slipping from favor here he gained 34 per cent of total votes to become Best World Male Vocalist in the first major poll run by an Irish publication, the Cork monthly, Spotlight.

Following are first place results: Best Irish Showband: Royal, Waterford; Best Irish Male Vocalist: Brendan Bowyer; Best Irish Female Vocalist: Maisie McDaniel; Best Irish Recording Artist or Group: Royal Showband; Best Irish Artist or Group Record: "Kiss Me Quick," Brendan Bowyer and The Royal Showband; Best British Group: Beatles; Best American Group: Crystals; Best World Male Artist: Elvis Presley; Best World Female Artist: Brenda Lee.

Two New to Richmond's

NEW YORK—Howie Richmond has brought Larry Coleman and Eddie Deane into his music publishing combine. The personnel additions are part of Richmond's plan to expand activities in the popular, standard and show production music fields.

Coleman, who has previously served as general manager and professional manager of several other music companies, has been appointed director of special projects in the Richmond enterprises.

Deane, formerly an independent record producer and previously involved in management and promotion, will assist Happy Goday, general professional manager of the Richmond companies.

Apex Corp. Buys United Machines

HOLLYWOOD — Newly formed Apex Recording Corporation has purchased all the equipment from United Superior Record Manufacturing, owned by the Bihari family at 1023 North LaBrea Avenue. The new corporation is partnered by Frank Sherwood, Bob Lythe, Lee Caldwell, Harold Dague and William Collins. The firm, which has moved into the plant, will solicit custom pressing accounts.

3	3	TOKYO BLUES	Nishida Sachiko (Polydor)	JASRAC
4	—	SASURAI	Katsumi Shigeru (Toshiba)	JASRAC
5	—	VIVRE SA VIE	Roger France (Seven Seas)	BIEM
6	4	GUITAR JINGI	*Kitajima Saburo (Columbia)	JASRAC
7	5	I LEFT MY HEART IN SAN FRANCISCO	T. Bennett (Columbia)	Toshiba
8	—	I WANT TO HOLD YOUR HAND	The Beatles (Odeon)	Toshiba
9	7	LANA	The Velvets (London)	Folster
10	8	SHORT ON LOVE	Gus Backus (Polydor)	No sub publisher

PERU

(Courtesy La Prensa, Lima)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	FANNY	Leo Dan (Columbia); Audy Macia (Disc-Jockey); Gladys Alcala (Odeon)	
2	2	SABOR A SAL	Jimmy Santy (Sono Radio); Juan Ramon (Disc-Jockey)	
3	4	RIO MANSO	Enzo Roldan (Virrey); J. Molina Cabral (M. Hall)	
4	3	CELIA	Leo Dan (Columbia); Enzo Roldan (Virrey); Los Kreps (RCA); Andy Macia (Disc-Jockey)	
5	7	SHE LOVES YOU	The Beatles (Odeon)	
6	10	CORAZON	Manolo Munoz (Musart); Juan Ramon (Disc-Jockey)	
7	8	I WANT TO HOLD YOUR HAND	The Beatles (Odeon)	
8	6	COSTA DORADA	Pepe Carrasco (Sono Radio)	
9	9	DOMINIQUE	Connie Philp (Virrey); Soeur Sourire (Philips); Angelica Maria (Musart)	
10	—	TE PIDO QUE ME GUIES	Leo Dan (Columbia)	

PHILIPPINES

*Denotes local origin

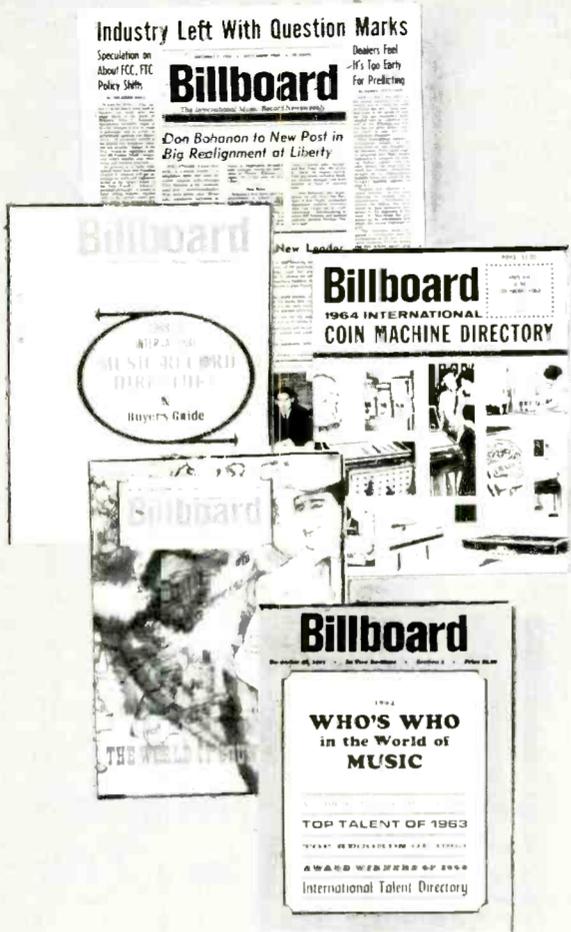
This Week	Last Week	Title	Artist	Label
1	1	I SAW HER STANDING THERE	Beatles (Parlophone)	Mico
2	8	I WISH YOU LOVE	Robert Goulet (Columbia)	Mareco
3	3	IT'S LOVE THAT COUNTS	Pat Hervey (RCA)	Filipinas
4	7	IN YOUR ARMS	Ronnie Villar (Mabuhay)	Marceo
5	2	DOMINIQUE	Lennon Sisters (Dot)	Mareco
6	6	THERE'S ALWAYS ME	Elvis Presley (RCA)	Filipinas
7	—	YOU MUST HAVE BEEN A BEAUTIFUL BABY	Bobby Darin (Atlantic)	Mico
8	—	AS LONG AS HE NEEDS ME	Doris Day (Columbia)	Mareco
9	4	CUANDO CALIENTE EL SOL	Steve Allen (Dot)	Mareco
10	9	MARCUS ANTONIUS	*Celtics (Mabuhay)	Mareco

MEXICO

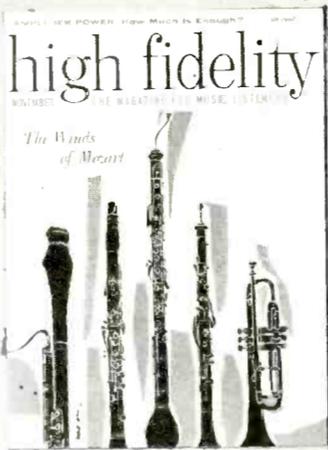
(Courtesy Audiomusica)

*Denotes local origin

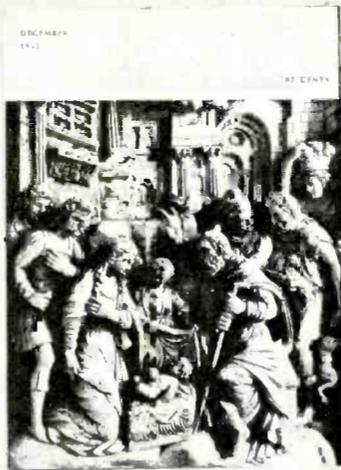
This Week	Last Week	Title	Artist	Label
1	1	ENTREGA TOTAL	*Javier Solis (CBS)	Mundo Musical
2	2	IF I HAD A HAMMER	Trini Lopez (Reprise)	Ludlow Music
3	—			



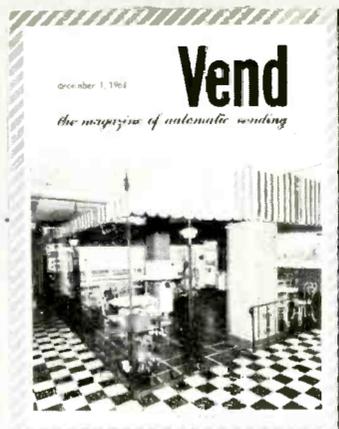
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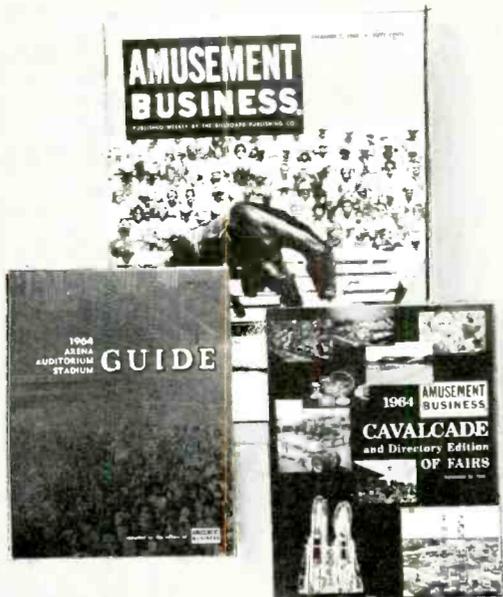
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Say You Saw It in
Billboard

ALBUM REVIEWS

Continued from page 74



CLASSICAL SPECIAL MERIT

TCHAIKOVSKY: SWAN LAKE

Boston Pops/Arthur Fiedler. RCA Victor LM 2688 (M); LSC 2688 (S)

One of Tchaikovsky's most popular compositions is ably performed by the ever-popular Boston Pops under the direction of Arthur Fiedler. The combination should be a happy one for dealers as both are top sellers.



CLASSICAL SPECIAL MERIT

SCHUBERT: DIE SINTERREISE

Dietrich Fischer-Dieskau/Gerald Moore. Angel S 3640 B (S)

The baritone voice of Dietrich Fischer-Dieskau and the expert piano of Gerald Moore blend well in relating the 24 songs that make up Schubert's "The Winter Journey." They're contained in a handsome boxed package of two disks with English translations of the German songs by William Mann.



C.&W. SPECIAL MERIT

SLIPPING AROUND

Various Artists. Starday SLP 261 (M)

This is a fine country package. The material is great and to get such a wealth of it in one album represents a bargain. The songs strike a rich country vein, most of them done in duet style. There's "Slipping Around," "Loose Talk," "Dear John Letter," "Release Me," "Back Street Affair," "Sinful Cinderella," and more.



C.&W. SPECIAL MERIT

14 GOLDEN GUITAR CLASSICS

Jackie Phelps. Starday SLP 265

When it comes to givin' out on the electric guitar, Jackie Phelps need not take a back seat to anyone. A big favorite with "Grand Ole Opry" listeners, Jackie, backed by harmonica, drums, bass and guitar plays up a storm on "Guitar Cannonball," "Milk Cow Blues," "Tennessee Traveler," "Dixie Jubilee" and others.



POLKA SPECIAL MERIT

POLKAS: GREATEST HITS, VOL. III

Six Fat Dutchmen. Dot DLP 3527 (M); DLP 25527 (S)

This aggregation is ranked among the top polka groups in the nation. The selections are what polka lovers want to hear and the boys om-pa-pa just the way polka lovers want their bands to do.



INTERNATIONAL SPECIAL MERIT

MUSIK UND GEMUTLICHKEIT

Various Artists. Capitol T 10362 (M); ST 10362 (S)

These are the songs of a merry Germany. The songs are full of the wide-open hilarity found in German drinking songs. A chorus and typical German street band make the merriment. There are some 70 tunes on the set sung in medley fashion.



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

THE CRICKETS
Liberty LRS 3351 (M); LST 7351 (S)

THE LOMBARDO TOUCH
Guy Lombardo and the Royal Canadians. Capitol T 2052 (M); ST 2052 (S)

SURF PARTY
Sound Track. 20th Century-Fox TEM 3131 (M)

THRU THE KEYHOLE
Woody Woodbury. Stereoditties MW-7 (M); SW-7 (S)

BLACK BOOTS AND BIKES
Kickstands. Capitol T 2078 (M); ST 2078 (S)

FROM RUSSIA WITH LOVE THEME
Jimmie Haskell & His Ork. Capitol T 2075 (M); ST 2075 (S)

HOT ROD DANCE PARTY
Jerry Cole & His Spacemen. Capitol T 2061 (M); ST 2061 (S)

MEDITERRANEAN HOLIDAY
Sound Track. London M 76033 (M); MS 82033 (S)

DANCE TO THE HITS OF THE BEATLES
Jack Nitzsche & His Ork. Reprise R 6115 (M); RS 6115 (S)

THUNDER ROAD
Various Sounds. Capitol T 2060 (M); ST 2060 (S)

NARAS Hears Ross, Schory

CHICAGO — Jordan Ross, record industry attorney and a former executive secretary of ARMADA, said that "freebies, discounting and returns" are forcing record companies to make an agonizing reappraisal of recording contracts.

Speaking before some 50 members of the National Academy of Recording Arts & Sciences here, Ross said that few companies have changed their recording contracts to keep pace with the industry.

"Single-page contracts are no longer adequate," Ross said. An artist needs specific language to spell out the numerous provi-

sions involved in today's marketing pattern.

Mercury Records is one of the few companies to keep its recording contracts current, said Ross.

The record industry executive said that today, many major artists prefer to become producers, own their own masters, and lease the product to a major manufacturer. "It's no longer a matter of just signing an artist."

Dick Schory, RCA Victor artist and past president and founder of the local NARAS chapter, was honored with a plaque for his efforts on behalf of the local organization. Schory urged members of the Chicago chapter to go on "making the country aware of the importance of Chicago as a recording center."

CLASSICAL

BACH: CHORUSES AND CHORALES FROM THE ST. MATTHEW PASSION
Philharmonia Orchestra (Klemperer). Angel S 36162 (S)

MASTERS OF THE GUITAR, VOLUME 1
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Various Sounds. Battle 6140

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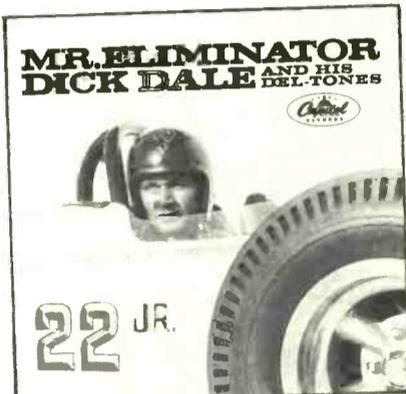
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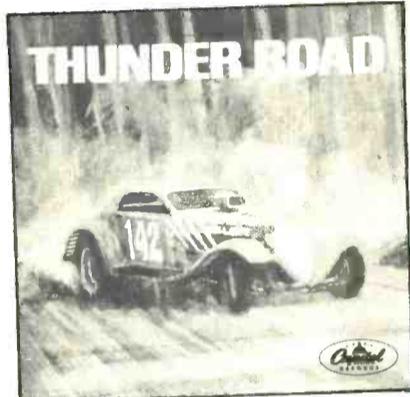
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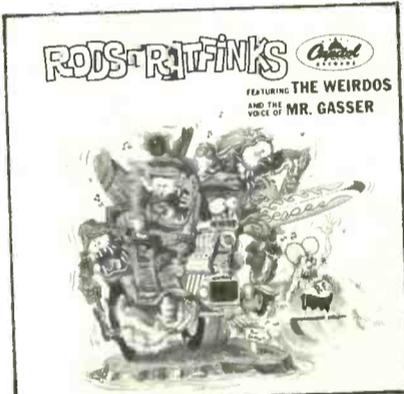
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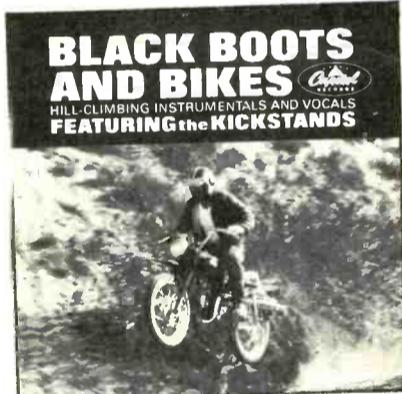
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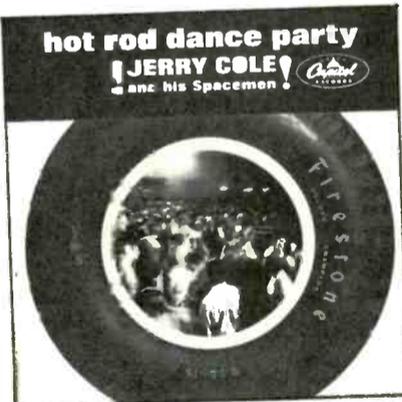


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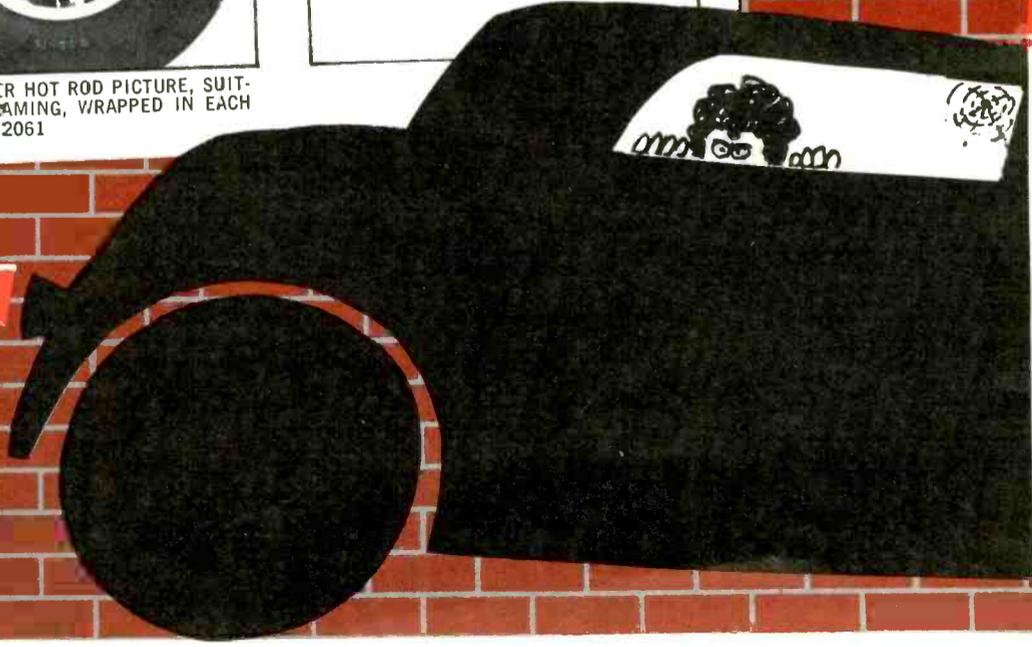
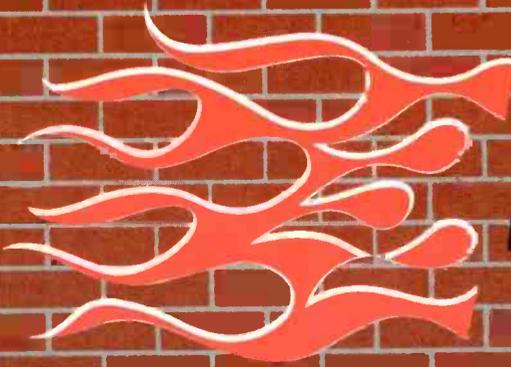
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HOLLYWOOD — Liberty's sales, merchandising and production executives have begun working at 7 a.m., backing the maxim that early birds catch the East Coast sales.

Staff members have been informally starting their working day early in the past, but dictum is now official for all, save a.&r. producers. West Coast firms find the three-hour time differential a problem in conducting phone business with East Coast concerns, hence Liberty's decision to hit the phones at 10 a.m. EST.

The early starting time doesn't offer executives an earlier quitting hour. What affect has the sunrise plan had on its members after two weeks? "We're walking around with blood-shot eyes," one exec stated jokingly.

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BACH GUILD	EUROTONE
<p>BACH: Das Musicalische Opfer; Wiener Solisten (Bottcher): BG 658; BGS 5070</p> <p>DE LASSUS: 5 Voice Mass/Voice Mass; Prague Madrigal Choir: BG 651, BGS 70651</p> <p>HANDEL: Ode for the Birthday of Queen Anne/Three Coronation Anthems; Oriana Concert Choir & Orch. (Deller): BG 661, BGS 70661</p> <p>OBRECHT: Mass/DUFAY: Mass; Vienna Chamber Choir (Gillesberger): BG 653, BGS 70653</p>	<p>KALMAN LENDVAY GYPSY ORCH.—Play Gypsy (Huzd Cigany): ELP 109 (M)</p> <p>LITHUANIAN MEN'S OCTET OF NEW YORK—We're Marching With a Song (Mes Zengiam Su Daina): ELP 111 (M)</p> <p>JOHNNY MEMKO ORCH.—Let's Have a Good Time (Wesolo Na Okolo): ELP 110</p> <p>JOHNNY MEMKO ORCH.—It's Polka Time (Pora Do Polki): ELP 103 (M)</p> <p>PIERO PIEROTIC TAMBURITZA ORCH.—Popular Yugoslav Melodies (Narodne Hrvatska Melodiji): ELP 105 (M)</p> <p>JOE QUINK & HIS RAINBOW KINGS—Let's Do the Polka (Zatanczmy Polke): ELP 106 (M)</p> <p>J. SVEDAS LITHUANIAN NATIONAL ENSEMBLE—Folk Dances of Lithuania (Lietuviu Tautiniai Sokiai): ELP 100 (M)</p> <p>VARIOUS ARTISTS—Hungarian Dance Hits (Legujabb Pesti Trancslagerek): ELP 101</p> <p>VARIOUS ARTISTS—Hit Parade of Dance Melodies (Legnepszerubb Tancdalok): ELP 102</p> <p>VICTOR ZEMBRUSKI & ORCH.—Popular Yugoslav Melodies (Polski Zabawa Tanczna): ELP 104</p>
BLUE NOTE	FOLKWAYS
<p>ANDREW HILL—Black Fire: 4151</p> <p>GRACHAN MONCUR III—Evolution: 4153</p> <p>THREE SOUNDS—Black Orchid: 4155</p>	<p>Sleepy John Estes, 1929-1940: RBF 8 (M)</p> <p>ELLA JENKINS: Songs and Rhythm From Near and Far: FC 7655 (M)</p> <p>John Jacob Niles Sings Folk Songs: FA 2373 (M)</p> <p>The Pennywhistlers: FW 8773 (M)</p> <p>MIKE SEEGER—Dock Boggs: FA 2351 (M)</p> <p>VARIOUS ARTISTS—New Orleans Jazz: The Twenties: RBF 203 (2-12") (M)</p> <p>VARIOUS ARTISTS—Background Music for Home Movies: FX 6110 (M)</p> <p>VARIOUS ARTISTS—The Piano Roll: RBF 7 (M)</p> <p>VARIOUS ARTISTS—Man in Space (A Documentary): FX 6201 (M)</p>
COLPIX	HARMONY
<p>VARIOUS ARTISTS—Dr. Strangelove Or: How I Learned to Stop Worrying and Love the Bomb and Other Great Movie Themes: CP 464, SCP 464</p>	<p>Bob Atcher's Best Early American Folk Songs: HL 7313 (M)</p> <p>"Little" Jimmy Dickens' Best: HL 7311 (M)</p>
COLUMBIA	PURIST
<p>JERRY MURAD'S HARMONICATS—The Love Songs of Tom Jones and Other Great Movie Hits: CL 2166, CS 8966</p> <p>The Remarkable J's With Jamie: CL 2149, CS 8949</p> <p>ANDRE KOSTELANETZ & HIS ORK—A Salute to the New York World's Fair: CX 2, CXS 2 (2-12")</p> <p>ANDRE KOSTELANETZ & HIS ORK—New York Wonderland: CL 2138, CS 8938</p> <p>JOHNNY MATHIS—I'll Search My Heart: CL 2143, CS 8943</p> <p>THELONIOUS MONK—Big Band and Quartet: CL 2164, CS 8964</p> <p>NEW CHRISTY MINSTRELS—Today: CL 2159, CS 8959</p> <p>SERAFYIN—Of Love, of War, of Many Things: CL 2157, CS 8957</p>	<p>KNIGHTSBRIDGE SINGING STRINGS—Hawaiian Mood: SP 3 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Hit Song Mood: SP 11 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Hit Song Mood: SP 6 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Marching Mood: SP 6 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Movie Mood: SP 10 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Nostalgic Swing Mood: SP 9 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Nostalgic Swing Mood: SP 4 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Spanish Mood: SP 2 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Theatre Mood: SP 5 (S)</p> <p>KNIGHTSBRIDGE SINGING STRINGS—Waltzing Mood: SP 7 (S)</p>
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<p>RAY HENRY & HIS ORK—Wesote Muzykanty (Gay Musicians): DLP 1301 (M)</p> <p>STAS JAWORSKI & HIS ORK—Z Humorem (With Humor): DLP 1302</p> <p>FRANK WOJNAROWSKI I JEGO ORK—Ladne Buzie (Pretty Faces): DLP 1300</p>	<p>VARIOUS ARTISTS—The Tempest: SRS-5-201 (3-12") (S)</p>
DECCA	VANGUARD
<p>PEDRO FLORES—Irresistible: DL 5425 (M)</p> <p>Agustin Irusta Canta: DL 4315 (M)</p> <p>The Romantic Songs of Agustin Lara: DL 4530, DL 74530</p> <p>Machito Y Sus Afro Cubans: DL 4505, DL 74505</p> <p>GRUPO MARCANO—Para Ti: DL 4510 (M)</p> <p>ROBERT MAXWELL, HIS HARP & HIS ORK—Shangri-La: DL 4421, DL 74421</p> <p>NORO MORALES Y SU ORQUESTA—Mambos Y Guarachas: DL 4535, DL 74535</p> <p>LOS RANCHEROS—Melodies Inolvidables: DL 4520</p> <p>VARIOUS ARTISTS—Desfile De Estrellas, Vol. I: DL 4500, DL 74500</p>	<p>BUFFY SAINTE-MARIE—It's My Way: VRS 9142, VSD 79142</p> <p>Jackie Washington, Vol. II: VRS 9141, VSD 79141</p>
DEUTSCHE GRAMMOPHON	WORLD-PACIFIC
<p>BARTOK: Cantata Profana/Miraculous Mandarin Suite; Reti, Farago, Hungarian Radio Chorus and Orch. (Lehel, Ferencsik): LPM 18 873, SLPM 138 873</p> <p>BARTOK: Dance Suite/KODALY: Peacock Variations; Hungarian Radio Symphony Orch. (Lehel): LPM 18 875, SLPM 138 875</p> <p>BEETHOVEN: Symphony No. 4 in B Flat; Berlin Philharmonic Orch. (Von Karajan): LPM 18 803, SLPM 138 803</p> <p>BEETHOVEN: Symphony No. 5 in C Minor; Berlin Philharmonic Orch. (Von Karajan): LPM 18 804, SLPM 138 804</p> <p>BEETHOVEN: Symphony No. 6 in F Major "Pastorale"; Berlin Philharmonic (Von Karajan): LPM 18 805, SLPM 138 805</p> <p>CHOPIN: Piano Concerto No. 2 in F Minor/Andante Spianato & Grand Polonaise/Nocturne in C Sharp Minor, Op. Post; Tamas Vasery, Berlin Philharmonic Orch. (Kulka): LPEM 19 452, SLPM 136 452</p> <p>DEBUSSY: Preludes, Book II; Monique Haas: LPM 18 872, SLPM 138 872</p> <p>HAYDN: Mass in Time of War, No. 7 (Missa in tempore Belli/Paukenmesse); Morrison, Thomas, Witsch, Kohn, Janacek, Bavarian Radio Symphony & Chorus (Kubelik): LPM 18 881, SLPM 138 881</p> <p>MOZART: String Quartet No. 1 in B Flat Major, K. 458 "The Hunt"/HAYDN: String Quartet in C Major, Op. 76, No. 3 "Emperor"; the Amdeus Quartet: LPM 18 886, SLPM 138 886</p> <p>MOZART: Piano Concerto No. 16 in D Major, K. 451/Piano Concerto No. 23 in A Major, K. 488; Geza Anda, Salzburg Camerata Acadmica Orch. (Anda): LPM 18 870, SLPM 138 870</p> <p>SCHUBERT: Symphony No. 7 (9) in C Major, Op. Post.; Berlin Philharmonic (Boehm): LPM 18 877, SLPM 138 877</p> <p>SCHUMANN: Symphonic Etudes, Op. 13/Fantasia in C Major Op. 17; Geza Anda: LPM 19 868, SLPM 138 868</p> <p>VARIOUS COMPOSERS: Russian Choral Music; Don Cossack Choir</p>	<p>LONG GONE MILES—Country Born: WP 1820, 1820</p> <p>BUD SHANK & THE FOLKSWINGERS—Folk 'n' Flute: WP 1819, 1819</p>
WYNCOTE	
<p>JIM COLLIER—Java: W 9013, SW 9013</p> <p>KAIWAZA—Hawaiian Holiday: W 9006, SW 9006</p> <p>International Pop Ork: W 9005, SW 9005</p> <p>CARLO MONTI & CASA ROMA ORK: W 9003, SW 9003</p> <p>ORIGINAL ARTISTS—Top Ten Hits: W 9007, SW 9007</p> <p>VARIOUS ARTISTS—Oldies: W 9008, SW 9008</p> <p>WILLIAM WHITEHEAD—Concert for Organ: W 9004, SW 9004</p> <p>CARLOS ZAPATER ORK—Romantic Spain: W 9002, SW 9002</p>	

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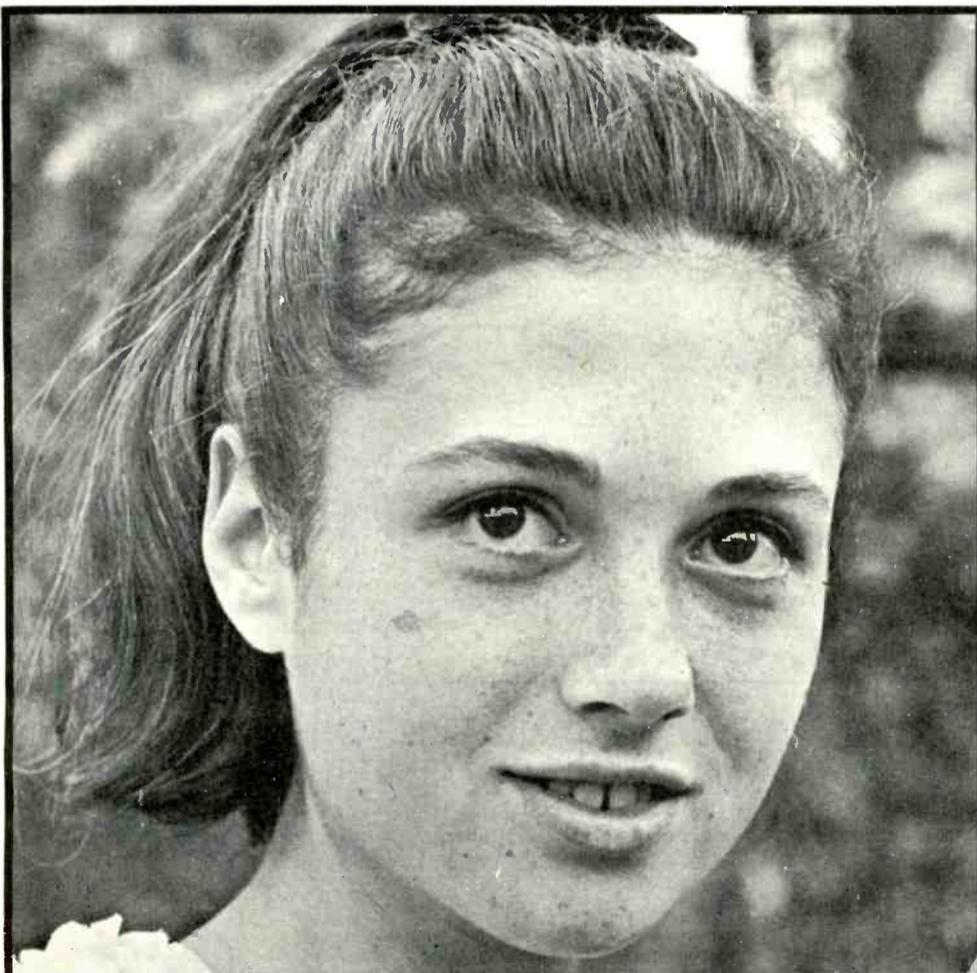
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Programming In at NAB Convention

• Continued from page 16

and "Thesaurus Programmed Music Library Service."

Rival radio drama syndicators, MARS Broadcasting, Stamford, Conn., and NANA Radio, New York, are sharing the first Radio Drama Room to be a part of an NAB convention in many years. The friendly competitors will offer for sale the first hour-long block of all new daytime serials.

Richard H. Ullman Associates is introducing its audio creations encompassing the entire range of broadcasting programming needs including five different basic production library services; identification jingle plans; talk featurettes and musical presentations.

FM-ers on the Move

FM broadcasters met yesterday to discuss and evaluate programming and audience activities. Comparisons were made of programming formats and audience promotion of various kinds of stations.

NAFMB members, under the aegis of their president, James A. Schulke, were exposed to approximately \$75,000 in audience and media research to be analyzed and discussed as part of the first exposure and evaluation of NAFMB's extensive research program.

A report and summary of FM market rating surveys recently completed by The Pulse in the nation's top 10 markets, including intermedia study showing the relationship among FM, AM-FM duplicating and television audiences by amount of listening (or viewing) to each medium in all homes by income and other demographic categories was described to the FM-ers.

On Saturday a programming seminar moderated by David Bennett, WFIL-FM, Philadelphia, revolved around a discussion of various programming formats, as well as such additional topics as stereo libraries, syndicated programming, automation, news and special revenue-producing programming.

STATIONS BY FORMAT

• Continued from page 16

Contemporary. Highly identifiable air personalities. Effective on and off air promotion. Station's signal covers western half of nation. Special programs: Audience telephone call-in show Sundays 9:30 to 11 a.m. Vice-president and general manager, Jack Sampson. Program director, Deane Johnson (also does air show daily 12 to 4 p.m.).

KYBE: 1,000 watts day. Independent. **Music format: R.&B.-Contemporary.** Negro-oriented programming. Religious and gospel shows. Vice-president and general manager, F. (Mike) Lynch.

KTOK: 5,000 watts. A Wendell Mayes station. **Music format: Pop-Standard:** Station plays a variety of music of a non-rock nature with emphasis on standards. Exposure given to new single releases of a non-rock nature. General manager, George Collison. Program director, Don Hodges (also does air show 9 a.m. to 1 p.m.).

KJEM: 250 watts day. Independent. **Music format: Standard.** Station programs new albums of a non-rock nature. Highly identifiable air personalities. Vice-president and general manager, C. Hewel Jones. Program director, Walter Jones.

KLPR: 1,000 watts day. Independent. Mutual affiliate. **Music format: C.&W.** Highly identifiable air personalities. Strong on and off the air promotions. Station sponsors "kiddie carnivals," etc., as community image and audience builders. Vice-president and station manager, Omer Thompson.

KOCY: 1,000 watts day. 250 watts night. Independent. NBC affiliate. **Music format: Conservative-Standard.** Station programs primarily instrumentals. President and general manager, M. H. Bonebrake. Program director, Edwin Sossen.

Focus on DeeJay

• Continued from page 12

from Knox College in Galesburg, Ill., returning to that city in 1939 after a stint at Chicago's Kent Law School. The prospect of building his own radio station was the enticement to give up a law career and at 21 he became the youngest station owner in the country. Howard sold the station to join the Navy and World War II and after three years in the Pacific, returned to resume his radio career in Chicago.

Start With WIND

Assuming the post of program director, he began at that time his long, continuous relationship with WIND. By 1949, anxious to get back on the air again, he deserted management for the talent department, extending his activities to free-lancing on other stations. Eventually, he was doing 115 shows a week on WIND and five other stations in the days before taping. At one time he finished a show for WIND at 5:45 p.m. and began another that minute on WCFL.

This trick was accomplished by WCFL's rigging of a portable studio, just outside the WIND Wrigley Building location. During the 30-second station break, Howard raced from one to the other.

Nationwide exposure was given Miller's talents via a CBS network radio program from 1955 to 1959. The next five years he doubled in the visual medium for

NBC, locally and on the network.

Since 1950, Miller has been WIND's morning man and his popularity has remained unchallenged. One reason for his great appeal is, undoubtedly, his unerring taste in popular music. Through the years he has demonstrated an almost mystical ability to anticipate musical taste . . . and much of his competition.

The Miller Appeal

Currently his music reflects the booming popularity of folk music with enough country-western to indicate this music is fast finding favor with the great mass audience. An expert on morning-type music, he places plenty of emphasis on bright, new modern versions of old standards.

Any examination into the appeal of Howard Miller as a disk jockey must eventually acknowledge his ability to simply and sincerely talk to people. An unrelenting commentary, ranging from headlines to the frivolous, is positively projected and listeners, whether adherents or non-believers, stay tuned in.

After 18 years, Chicago radio wouldn't be the same without Howard Miller. But with his popularity at an all-time peak, there's little chance that this highly professional practitioner will ever stray from his WIND dial setting.

VOX JOX

• Continued from page 12

WNWC, Arlington Heights, Ill., is wondering what's become of his old friend Bob Clark. . . . Jimmy Logsdon, who, for the last several years has conducted "Jamboree" on WCKY, Cincinnati, long one of the top country music stations in the country, leaves there this week when the station discards all country music programming to make way for airings of the Cincinnati Reds ball games. Jimmy is presently angling for a new post.

Jerry Osterman, country jockey at WJCD, Seymour, Ind., left the station March 23 for a six-month stint with Uncle Sam's Army at Fort Knox, Ky. Bob Laymond, WJCD music director, has taken over Osterman's early-morning duties, while continuing with his own Saturday morning country platter seg. "We've been getting pretty good record service since our last

mention in your column," writes Laymond, "but we still only have about 50 per cent of the Top 50." Laymond asks that new releases be mailed to him at the station. Osterman is expected to return to WJCD around September 1. . . . Al Shade, long-time country deejay on WLBR, Lebanon, Pa., made his recording debut recently with two sides on the Kingston Records label. His initial release for the label couples "Everyday" and "This Land Is Your Land." Jean Romaine warbles with Shade on both sides.

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 NEW YORK, N. Y., 10019

CAPITOL OF CANADA
BEATLES' SINGLES
 • LOVE ME DO (72076)
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 Also "Beatlemania" and "Twist & Shout" LP's
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DEALERS, ONE-STOPs, RACK JOBBERS
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JOY RECORD DISTRIBUTORS
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 His Greatest Hit!
**"MAKE ME
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 C-309
BOBBY RYDELL
 THE BIG ONES ARE
 ON CAMEO/PARKWAY

SOLOMON BURKE
**GOODBYE
 BABY**
 (BABY GOODBYE)
ATLANTIC
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VALERIE & NICK
**"I'LL FIND
 YOU"**
 GP 3000
GLOVER RECORDS
 1631 B'way, N. Y., N. Y.

OVER 500,000 sold in
 England . . . Breaking in
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THE BACHELORS
"DIANE"
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CUSTOM RECORD PRESSING
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POLYMAX 100% ANTI-STATIC
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 Say You Saw It in
Billboard

The Original!
The Proven Monster!

FUGITIVE

JAN DAVIS

A & M RECORDS #733

(and . . . if they don't cool it, we'll cover Shangri La)

A & M RECORDS

8255 Sunset Boulevard
Los Angeles 46, Calif.

VOX JOX

• Continued from page 12

is associated with 2GB. Actually Bob is with rival station 2SM. Bob, 2SM and 2GB, I apologize!

Mel Pennington KODA (Houston) staffer has received a salute from the Harris County TB Association in its magazine for outstanding service performed during the group's recent campaign.

AWAY WE GO: **Robert Hanger**, WINA (Charlottesville, Va.) deejay, has won a five-day trip to New York City and the World's Fair for his estimate of the number of vehicles to cross the Triboro Bridge during the contest period. The contest, sponsored by Look magazine, February 11 issue, was 2,184,105. Bob guessed 2,182,396.

HERE'S THE CHECK Mate! **Larry Hapfl** (right) flashes a king-size smile as he becomes the first WFUN-Radio contest

winner to receive the station's king-size check, issued by the First National Bank of South Miami. Presenting the check is **Arthur Selley**, vice-president and general manager of WFUN.

SEGUE

Dick Young takes over 2 to 6 p.m. shift on KSO (Des Moines) after serving six months in the Army. Other KSO airmen are: **Jack Gilbert**, **Big Al**, **Jon Midnite** and **Mel Ott**. . . **Dick Drury** exits KGB (San Diego) for KMEQ (Omaha) post.

After an 18-month hitch at WING (Dayton), **Bob Harper** moves to WSAI (Cincinnati) in the 6 to 9 p.m. slot vacated by **Ron Britain** who has moved to WHK (Cleveland). WSAI lines up like this: **Dick Wagner**, **Paul**



Purtan, **Steve Kirk**, **Mark Edwards**, **Dusty Rhodes**, **Mike Sherman** and Program Director **Jim Smith**. . . **Bill Scott**, appointed music director at KEEL (Shreveport). . . Up-dated KMUR (Salt Lake City) deejay line-up includes **Mike Kavanagh**, **Kent Jewell**, **Ray Graham**, and **Don Morgan** (also known in the program director's office as **E. Morgan Skinner Jr.**)

VIP APPOINTMENTS: **Larry Monroe**, program director and air personality at WCAO (Baltimore) resigns to take over his newly acquired property WBUT (Butler, Pa.). WCAO is looking for replacement. . . **Robert Ohleyer**, station manager of WIFE (Indianapolis) moves over to WIBC-same city-same capacity. . . **Leigh Kamman**, program director; **John Kalbrener**, production editor and **Elton Ryberg**, production manager, exit KSTP radio (Minneapolis). . . **Charles "Skip" Webster**, director of television publicity for Rogers & Cowan, Los Angeles, joins Group W (Westinghouse Broadcasting) in New York City as manager, press relations. . . **William P. Geary**, former manager of WMGT-TV, (Pittsfield, Mass.) appointed executive director of Vermont's Democratic Party. . . **Lee Sellars**, Pittsburgh advertising executive, named producer of KDKA radio's Pittsburgh "Program PM" replacing **James Sieger**, who moves to public affairs department of sister station KYW-TV (Cleveland).

KDIA Signs Raiders

OAKLAND, Calif. — KDIA has become the first and only radio station programmed for Negroes to enter the major sports broadcasting field with the signing of the Oakland Raiders for the 1964, 1965 and 1966

Awards for WOW AM-TV

OMAHA—WOW-Radio and TV received awards presented by the Omaha Advertising Club at its fourth annual awards luncheon recently. WOW-Radio received its award for its production of a one-minute commercial. The TV side won in the category, "Film Documentaries," for its 60-minute documentary, "World Behind Walls," produced by newsmen Lou Schoen and Bob Mockler.

WBBM Expands News

CHICAGO — WBBM-Radio expanded its "Newsday" program additional hour Monday (30). The two-hour informational-talk block is piloted by WBBM news and provides continuing coverage of the day's news, utilizing tape recordings of actual events, in-depth weather reports, helicopter traffic reports, sports and other features. Anchor man for the program is John Harrington.

NAB Seeks JFK Tapes

NEW YORK — WQXR has presented a recording of the late President Kennedy's reading of the Declaration of Independence to the National Association of Broadcasters for the archives of the John F. Kennedy Memorial Library in Cambridge, Mass. The NAB has requested all broadcasters to donate any on-air material by the late President which was broadcast over their facilities.

seasons. **Robert Blum**, who has broadcast the games for the past three years, will be handling the play-by-play for the Sonderline-owned station.

FRANKIE FANELLI



FRANKIE FANELLI: RIGHT! FROM THE START

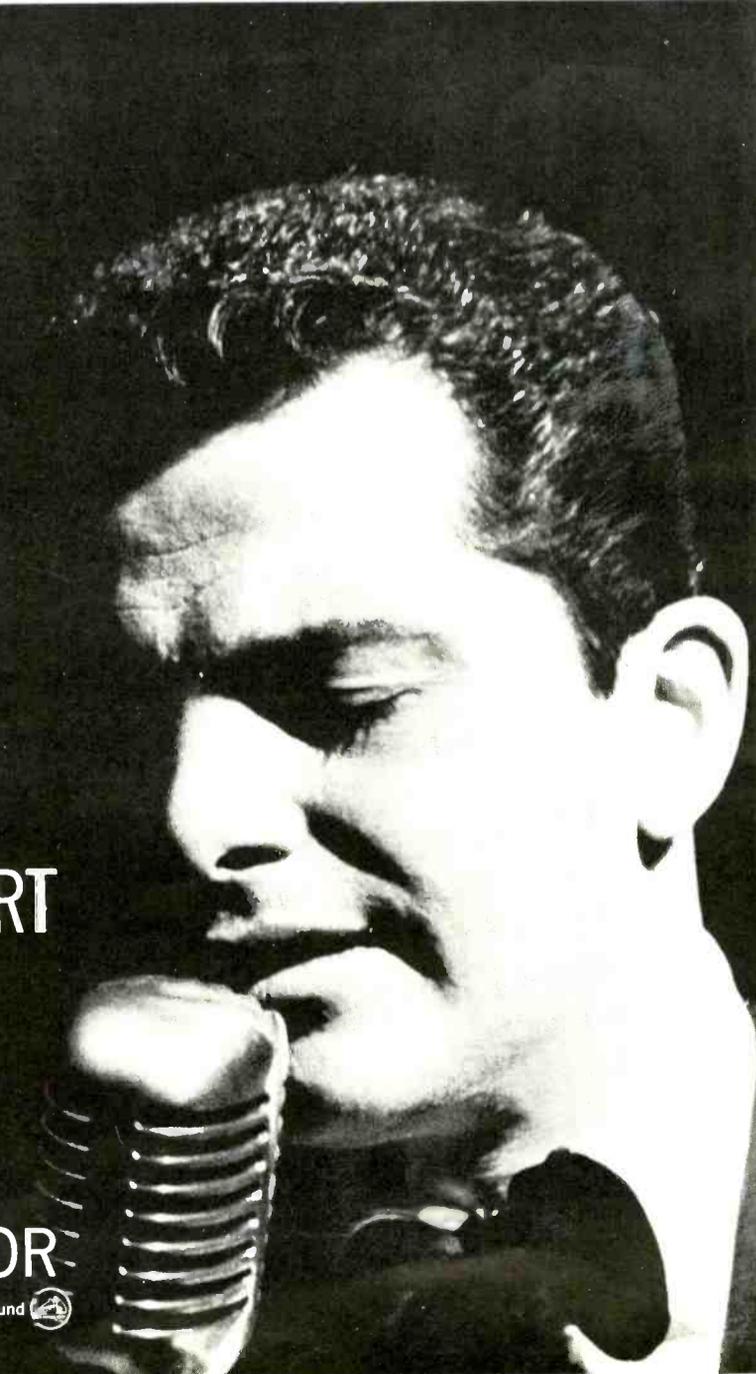
Frankie Fanelli—new tenor in town—with a voice that's a cinch to sell plenty of records. Frankie's repertoire covers a wide range of material—songs like "What Now My Love?," "Mala Femmina" and "Close Your Eyes." His heart-to-heart approach is a sure recipe for success. He's right—from the start!

LPM/LSP-2842

RCA VICTOR

The mos. trusted name in sound

FRANKIE FANELLI: A GREAT NEW VOICE ON



Phono-Tape

MERCHANDISING

BEST SELLING PHONOS • DISK DEALS
EQUIPMENT NEWSLETTER

Mail, Then Stores For Pentron Set

CHICAGO — A direct-mail campaign to 30 million homes will introduce Pentron Electronics' new Pentron President tape recorder before it appears in retail stores.

The first mailing will be by Diners' Club, but "many major mailing companies" eventually will be involved in the \$2.4 million campaign, according to Albert E. Sloan, president of Whitney-Forbes Inc., direct mail consultants. Pentron chairman Osborn Andreas said he expected the mailing to help build word-of-mouth demand for the recorders when they ap-

pear in stores, probably in about six months.

The new stereo recorder is fully transistorized and features a "voice actuating" circuit which starts and stops it automatically. It's priced at \$199.95.

Miracord Awards World Fair Trips

WESTBURY, N. Y.—Miracord salesmen will visit the World's Fair—on the house—as a result of a special promotion

Capitol Bows 5-Inch Reel

HOLLYWOOD—Capitol has introduced a five-inch tape reel played at 3¾ inches per second, with a basic \$4.98 price for both mono and stereo versions, and has set the "Meet the Beatles" LP as the first release in this new package.

In the past, stereo tapes were recorded on seven-inch reels at 7½ ips, with a \$7.98 retail price. Dealer cost on the Beatles tape will be \$3.09.

With the industry primarily issuing stereo tapes, Capitol claims its mono Beatles tape will be the only mono tape on the market.

by Benjamin Electronic Sound Corporation.

Each Miracord turntable shipped through April 22 will have an envelope attached to the carton, which contains a prepaid postcard, which the salesman removes before the unit is delivered to the customer. For each postcard mailed in, Benjamin will send the salesman one adult ticket and one child's ticket to the Fair.

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	12/28/63 Issue	9/28/63 Issue		
1	4	1	Webcor	16.3
2	2	2	Voice of Music (V-M)	13.0
3	—	8	Sony	8.1
4	—	6	Wollensak	7.4
5	3	3	Masterwork	7.0
6	—	7	Norelco	5.5
7	5	5	RCA Victor	5.2
			Others	37.5

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

12/28/63 Issue: Telectro (6).

9/28/63 Issue: All brands represented in current chart.

BEST SELLING STEREO TAPE DECKS AND RECORDERS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	12/28/63 Issue	9/28/63 Issue		
1	1	1	Webcor	14.0
2	3	2	Voice of Music (V-M)	11.8
3	5	5	Roberts	11.5
4	—	7	Sony	10.9
5	7	6	Wollensak	7.7
6	6	8	RCA Victor	6.7
7	—	—	Viking	4.7
8	—	—	Concord	3.6
9	—	—	Norelco	3.5
			Others	25.6

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

12/28/63 Issue: Masterwork (4); KLH (8).

9/28/63 Issue: Masterwork (3).

EQUIPMENT NEWSLETTER

A Program for More Recorder Sales

By DAVID LACHENBRUCH

Rx FOR RECORDERS: If you've been following our series of articles on the results of the recent Gordon Jones-Billboard survey of tape recorder retailers (the last of which is in this issue), you've seen a pretty complete diagnosis of that field's ills from the standpoint of the dealer. (In case you missed the series, a complete tabulation is available from Billboard's Record Market Research division.)

Perhaps "ills" is too strong a word. The recorder field isn't sickly—it's just not growing strong and healthy as fast as it should, considering the almost fantastic utility and versatility of the modern recorder.

The retailers surveyed are generally considered to be aggressive dealers who put some emphasis on recorders. They include record, appliance and photographic dealers. What they had to say about their problems, therefore, can be a valuable clue for manufacturers and distributors of recorders and tape.

As we interpret the results of the survey, several prime needs seem to stand out—at least from the dealer viewpoint.

The biggest complaint was "discounting by others" and lack of price maintenance by manufacturers. This gripe, however, isn't confined to recorders, but could apply across-the-board to almost any type of consumer hard goods. The comments, nevertheless, would appear to suggest that price stability is generally lacking in the recorder field—to put it mildly. That several major recorder lines are now instituting various programs to head off excessive discounting is evidence that at least some manufacturers recognize the problem and are trying to do something about it.

The dealer attitudes, as expressed in the survey returns, seem to suggest a positive program to fill the most pressing needs of tape recorder retailers. Here are some of the planks in the sell-more-recorders platform, as we see it:

1. Familiarize the average consumer with the advantages and capabilities of recorders. This means advertising in consumer-oriented media, in addition to the audiophile books. Stress should be placed on the "family fun and entertainment" aspects, rather than technical characteristics. Ideally, a co-ordinated industry-wide ad and public relations campaign for the concept of tape recording seems to be what's needed. This could be undertaken by an organization such as the Magnetic Recording Industry Association or Electronic Industries Association. Unfortunately, competing manufacturers rarely can agree on what to put into such a campaign (in terms of both

ideas and money), and these drives often fall apart in one massive bicker.

2. Educate the dealer and the dealer's salesmen. Retailers admitted that even they and their personnel were often unable to give adequate demonstrations of some tape recorders. One solution would be for factory or distributor salesmen or reps actually to work on the floor of the store, first holding clinics for retail salesmen, then demonstrating the best selling techniques with actual customers. Manufacturers and distributors could learn plenty about their products this way. Many of them actually do this—but much more could be done.

3. Make more selling aids available to the dealer. Special demonstration machines, built into attractive displays calling attention to the machine's features (along with the dealer education mentioned above) could go a long way toward overcoming the hit-or-miss demonstration techniques employed today.

4. Develop simpler recorders for non-audiophiles. A quality machine needn't have so many meters and knobs that it scares customers away. The TV set is the most complex device in the American household—yet it can usually be operated with only two knobs. You no longer need to shift gears to drive an automobile—but audiophiles can have "four on the floor" if they want it. How about a simple, high quality machine for the non-audiophile who appreciates quality?

5. Improve servicing programs. The service technician should have all possible assistance from the manufacturer. This can be expensive, but it's vital in maintaining good customer relations and good dealer relations. Obviously, so is good quality control, to eliminate as many service calls as possible.

6. Make the customer happy with his purchase. One method suggested by several survey respondents is to include a special pre-recorded tape with the machine. This could explain the features of the recorder (along with a good instruction book, demonstrate stereo effects and include several selections from high-quality pre-recorded tapes. At the very least, an understandable easy-to-follow and complete instruction manual should go with the recorder. In the case of imports, it's preferable to have the book written in the U. S.-type English.

These are a few points which seem obvious from perusal of the survey replies. Other dealer gripes are far tougher to cope with. Examples: Too many models, prices too high, too much time needed for demonstrations.

Some day tape recorders will come into their own as mass-appeal instruments—either in reel-to-reel or cartridge format. Before this can happen, however, there must be a serious attempt to sell tape recorders to the primary sales target—the average American.



DISK DEALS FOR DEALERS

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

AUDIO LAB—Expires July 31, 1964. Started May 1, 1964.
Buy six records and get one free on entire Country and Western catalog—mono and stereo.

KING—Expires July 31, 1964. Started May 1, 1964.
Buy six records and get one free on entire Country and Western catalog—mono and stereo.

STARDAY—Expiration indefinite. Started January 1, 1964.
A 15 per cent discount on all regular Starday albums. A 10 per cent discount on Starday economy line albums.

PRESTIGE—Until further notice. Started February 1, 1964.
A 10 per cent discount on all albums of Prestige and subsidiary labels. Special artist program: Buy 12 and get four free on all John Coltrane LP's. Expires March 31.

GATEWAY—Expiration indefinite. Started March 13, 1964.
Two free records for every 10 purchased in series 1100, 1200, 1400, 1600. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.

Order Your Supply of

**Record
Preview**

From These Record Distributors

**DEALERS!
ORDER NOW FOR
ALL FOUR 1964
ISSUES AND—
SAVE, SAVE, SAVE!**

Here's an example of how these savings can work for you:

... dealer estimates his needs at, for example, 500 copies per issue (if bought on single issue basis, this would cost \$50, or 10c per copy):

... dealer lumps needs of all four 1964 issues into one order—places single order for 500 of first issue, 500 of second issue, 500 of third issue and 500 of fourth issue, as one order for 2,000 copies—total cost of \$170 or only 8.5c per copy;

SPECIAL BONUS!



This handsome Record Preview display carton is available to you FREE with orders that total 1,000 copies or more.

USE THE HANDY FORM NOW TO PLACE YOUR ORDER . . . AND SAVE MONEY!!

SCHEDULE OF PRICES

QUANTITY	PRICE PER COPY	
	Without Imprint on Cover and Order Card	With Imprint On Cover and Order Card
25,000 or over	7c	7.5c
10,000 to 25,000	7.5c	8c
5,000 to 10,000	8c	8.5c
1,000 to 5,000	8.5c	9c
500 to 1,000	9.5c	10c
100 to 500	10c	10.5c

**Record
Preview**

APRIL 1964 • 20 CENTS

- LATEST LP's
- BEST-SELLER LP's
- NEWS About Records and Record Stars

POP • FOLK • SHOW ALBUMS • CLASSICAL • SPOKEN WORD • CHILDREN'S



THIS COVER AND ALL ALBUM ILLUSTRATIONS
INSIDE WILL BE IN DRAMATIC FULL COLOR!!

Is "DOLLY" a New "Fair Lady"?

HERE IT IS—the follow-up to the super-successful "Records Make Wonderful Gifts" catalog: Billboard's spanking new RECORD PREVIEW. Check the exciting features each and every regularly published edition will contain—to get consumer attention . . . to hold consumer interest . . . to increase consumer buying . . . and to build new record customers for you:

- Full Color Cover for maximum attention and appeal.
- New Album Releases (with many album covers in full color) plus descriptive comment on each album's contents. These will be albums which most dealers will carry in stock . . . all top albums in all major categories.
- Bestseller Charts . . . Selected charts on current best selling albums in all of the most popular categories . . . to remind customers to buy those top albums they want for their own.
- Feature articles on artists, Broadway shows, and items of timely interest to consumers.
- Chatter Column . . . information about artists on record albums . . . human interest information, artists' activities and future plans.
- Musical Cook Book . . . Favorite recipes of top artists like Pat Boone, Leontyne Price, Benny Goodman, Burl Ives, Bing Crosby, Jo Stafford . . . many others.
- Handy check-off order form in every issue to make buying by mail or in person easier.

IMPRINTING AVAILABLE:

Your own store name, address and telephone may be imprinted on the front cover to personalize your copies and put you in the big leagues with a monthly color album magazine all your own.

The order form, easily detached by customers, may also carry your store name and address. It makes it easy to get mail and bring-back orders from your customers.

RECORD PREVIEW

Billboard Publishing Co., 165 W. 46th Street (at Times Square), New York, N.Y. 10036

Please accept my order for Billboard's new consumer record magazine, RECORD PREVIEW, as follows:

Issue	Quantity	TOTAL QUANTITY
April (out April 6)	_____	
May (out May 15)	_____	
September (out Sept. 14)	_____	
November (Christmas issue . . . out Nov. 9)	_____	

I enclose 50 per cent payment against total cost of this order which amounts to \$_____. (Check price schedule noting "imprint" column of prices if imprints are requested.)

I understand balance will be billed upon delivery.

My total order for Record Preview (all 4 editions combined) is 1,000 copies or more. Please send me the free Record Preview display carton.

I wish to have copies imprinted with my store name and address on both the cover and the order form: Yes. No.

Use the following copy for my imprint on cover and order card (please use typewriter or print clearly).

Store Name: _____
 Address: _____
 City, State, Zip: _____
 Phone: _____
 (will be eliminated from order card)

I understand all orders will be shipped Railway Express Prepaid by the publisher unless I specify another means of shipping, in which case I will pay all shipping charges.

Ship as follows: _____

Attention of: _____
 This order authorized by: _____
 (signature and title)

"It's Unbelievable"

WANNA MAKE HIM MINE

The Emeralds

Jubilee 5474

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

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

Can't Miss!

MAKE ME FORGET BOBBY RYDELL

(Cameo)

B. F. WOOD CO., INC.
NEW YORK, N. Y., 10019

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

A Sparkling New Pop Hit!

"BIG BLUE DIAMOND"

Jamie #1273

GENE SUMMERS

J/S Jamie/Guyden Dist. Corp.
Phila 21, Pa.

FAN MAIL GLOSSY PHOTOS

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

MULSON STUDIO
Box 1941 Bridgeport, Conn.

ONE-STOP RECORD SERVICE

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

Barney's One-Stop
1144 S. Kedzie Av., Chicago 12, Ill.
Phone: NE 8-9053

Travel

NAVY ... the world over while learning a profitable trade in the new modern Navy... See your local Navy recruiter—now

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

POLYMAX
PRESSINGS ADD A NEW SOUND DIMENSION

You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.

CREATED BY **RESEARCH CRAFT CORPORATION**
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

TAPE RECORDER SURVEY: 4

Pre-Recorded Tapes' High Cost Seen Biggest Barrier to Success

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

What's wrong with the pre-recorded tape market? In the minds of dealers, there's absolutely no question—prices are too high. Asked to name the major problem areas in pre-recorded tape, some 75 per cent of the retailers responding to the Gordon Jones-Billboard dealer survey singled out high price.

Despite the general feeling that prices are too high, 75 per cent of the tape recorder dealers surveyed indicated that they also sold pre-recorded tape. In 89 per cent of the locations where pre-recorded tape was handled, dealers said the same buyer made all decisions on both pre-recorded tape and tape recorders.

Best Selling Labels

Columbia was selected as the best selling pre-recorded tape line by 49 per cent of the respondents. Other labels mentioned, in order of frequency, were London (picked by 15 per cent as the best seller), Capitol (13 per cent), RCA Victor (10 per cent), Bel Canto (3 per cent), UST (3 per cent), Command (3 per cent).

Only 7 per cent of the stores responding indicated that they maintained tape rental libraries. Of those with libraries, the largest percentage—43 per cent—indicated that the purpose of the library was "profit," while 29 per cent said they maintained their rental libraries for "customer convenience."

Blank Tape

As to best selling brands of blank tape, 63 per cent named Scotch; Reeves Soundcraft was named by 6 per cent; Ampex and Audiotape by 4 per cent each. Asked to name their second best selling brands, 28 per cent picked Scotch; 14 per cent, Ampex; 12 per cent, Audiotape; 9 per cent, Reeves Soundcraft; 7 per cent, Ferrograph, and 4 per cent, Kodak.

Although high price was singled out by three dealers out of every four as a problem area, there were other gripes: "No playing time mentioned" and "short reels" by 12 per cent; "limited selection available," also by 12 per cent; "low turnover" by 8 per cent; unavailability of mono-

phonic tapes by 8 per cent. Other complaints, each made by about 4 per cent of responding dealers: Customer ignorance in using four-track tape; erratic quality; pilferage; complicated loading; customers can't listen to sealed tape packages.

Here are some sample individual comments: "Although many people are buying monaural recorders, pre-recorded tape for them is practically extinct. In my estimation, a low-priced monaural tape would fill a definite need. The price factor on pre-recorded tape, even when discounted, is prohibitive. People can buy three or four stereo records at a discount for about \$10, but they're lucky to be able to get two tapes for the price."

"Pre-recorded tape's main problem is the price factor. This is why we resort to cheaper re-hashed recordings. The average person cannot understand why tape recorders should be so much higher priced than record players—and why buy tape recordings when you can tape off the air?"

"Most of our customers who buy stereo tape recorders quickly end up buying blank tape only. The six-dollar price ticket on a four-track stereo tape doesn't appeal to most. All year long pre-recorded tape sales are at a literal standstill, except for Christmas and the January follow-up."

Suggestions for Manufacturers

What can manufacturers do to help the sale of pre-recorded tapes? Here are some sample quotations from retailers:

"Put on the market a monaural tape which is recorded both ways, giving two-track but lowering the price so people can buy (it) at same price as records. Also get stores like mine, which are not in the tape field, to put in same on a 100 per cent guarantee trial with some sort of tape set-up."

"Perhaps a consignment package (of pre-recorded tapes) would encourage more dealers to participate and gain wider exposure."

"Settle down to one method of recording instead of going both cartridge and reel-to-reel simultaneously."

"Devote more (advertising space to 'music sounds best on tape' and 'tape lasts so much longer.'"

Note: Copies of the complete tape recorder survey, digested in this and preceding articles, may be obtained by writing Record Market Research division, Billboard, 165 West 46th Street, New York, N. Y. 10036.



SPEAKS FOR ITSELF: New Motorola spring promotion features matching four-inch speakers, designed to be sold with four specific models of transistor radios. New merchandising package, Motorola Pleasure Pak, contains radio, separate speaker, battery, earphone and carrying case.

Drake Ducks

• Continued from page 10

"I Can Get It for You Wholesale," it was her subsequent work on records, night clubs and guest appearances on TV that built her reputation and solidified her position as a hot box-office attraction.

There are also similar examples in "Anyone Can Whistle," which opened last Saturday (4) and the incoming "Fade In, Fade Out." "Whistle" has co-starred Angela Lansbury and Lee Remick, both of whose reputations were established via film work, and "Fade In, Fade Out," has Carol Burnett. Although Miss Burnett did a previous musical, "Once Upon a Mattress," it's primarily through her work as a principal on Garry Moore's TV show and as a guest star on TV variety shows that her reputation as one of the top comedienne of the day developed.

In addition to the performing newcomers, Drake also points out that new writing names are also coming into the theater. This season alone, there are Timothy Grey, who collaborated with veteran writer Hugh Martin on "High Spirits," scheduled to open on Broadway Tuesday (7), and Marty Brill, who is collaborating with Albert Hague on "Cafe Crown," due to open next month. Also, says Drake, new producers are coming into the Broadway musical field. Among them are Joe Cates with "What Makes Sammy Run?"; Ray Stark with "Funny Girl," and Caroline Swann and Martin Lee (in conjunction with Philip Rose) with "Cafe Crown."

Meantime, Drake is also rolling at a hot pace on records with tunes from his "Sammy" score. In addition to the original Broadway cast album on Columbia, Barbara Carroll has an album on Warner Bros., and Clark Terry has an LP on 20th Century-Fox. On the singles level, Drake counts up 10 sides, including two by Steve Lawrence and two by Eydie Gorme (Mrs. Lawrence), and there are more in the offing.

BILL COSS

Ellington Conquers New Areas

• Continued from page 10

And, what was new, was delightful Ellington.

Largely, that was a collection of seemingly disconnected songs, due to become a suite tentatively titled "Impressions of the Far East," obviously a musical recounting of the band's

latest State Department tour. As it stands now, there are five sections. The first begins with familiar Ellington orchestral sounds, goes into a Lawrence Brown ("Caravan," "Keblah," "The Sphinx") solo and into a swinging ending. Harry Carney booms his way through another part. Jimmy Hamilton has a third, within and without the orchestra with a final, quiet, almost fey, countdown and out. Then there is a delightful kind of dance, meant to be Broadway choreographed, with the sections sounding as if Duke had told the late John Kirby how to write for the Ellington orchestra. The final of what has so far been written is for Johnny Hodges and titled "Isfahan." It must be a beautiful place.

For the rest of the concert, there was a startling Rolf Ericson on "Perdido," and a beautiful, breathy solo by Paul Gonsalves on "A Very Happy Reunion," followed by a silly up-tempo blues.

Cootie Williams wrote a kind of screamer called "The Opener," a wild blues and a magnificent "Caravan." Among the strong side lines were (Cat) Anderson's "Prowling Cat," bassist Major Holly on "Satin Doll" and the usual version of "Pretty and the Wolf." And, even stronger, was "Skillpoop," a marvelous musical spoof, the title of which

Ellington explained is like the verb "to jive," or, as he put it, "making what you are doing look better than what you are supposed to be doing."

But, for Ellington people in general, the reading of the evening was under the special light of "Tone Parallel to Harlem," as engrossing a tone picture as of its writing 10 years ago. But it has never been played so well before. The pictures are now stronger, but, more importantly than that, so is the love and the protest that were always there. It was suggested in Duke's introduction of the composition. It was blasted into conscious orbit by Ellington's conducting of Ellington's strong, conscience-wise orchestra.

May he and they ever come on in such manner.

Josephine Baker

• Continued from page 10

undistinguished and loud; the hangings have seen better days and the lighting is unimaginative. One has the impression of an extravagantly plumed bird in a cage—not gilded.

The fault is not solely with the production. Miss Baker has a tendency to play down to the audience, to be a bit too precious at times, to call too much attention to the fact that she is 60 and is still in possession of a lovely figure. Much of the cuteness, one assumes, would go

well with a foreign audience (Americans are charmed by endearments spoken in broken-English), but from one American to another. . . . But when she sings, and moves and poses, she is still the very stylish Josephine Baker who has made entertainment history for almost 40 years.

Carmen de Lavallade and Geoffrey Holder supply part of the dancing on the program. Together they create sparks; separately they are choreographically uninspired. The Aviv Dancers, a folk group, are a rather incongruous insertion in this otherwise sophisticated program.

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Rock-Ola Bows Grand Prix Line

CHICAGO — Rock-Ola is introducing a de luxe new Grand Prix phonograph addition to its line with operator showings scheduled to begin within the week.

The firm unveiled the new Grand Prix to distributors at a series of regional showings held in Chicago, New York and New Orleans.

The Grand Prix, designed as the ultimate top of the firm's current line, is a stereo-monaural phonograph with 160 selections and a seven-inch LP feature.

Phonette Bows

Rock-Ola is also introducing an accompanying Phonette remote speaker-selector unit. The Phonette features a pair of built-in stereo speakers, simple selection panel and personal volume control.

The Phonette can be used

with any current model Rock-Ola phonograph. Both Rock-Ola's Rhapsody II and Capri II will stay in production.

The Grand Prix plays 33 and 45 disks inter-mixed. The seven-inch LP's can be added in banks of 10.

New Design

Perhaps the most distinctive feature is the machine's dramatic new design. The cabinet is roughly rectangular with the title-strips under a very slightly downward-sloping glass.

The mechanism is seen through a central panel between the strips. A real display panel houses a pair of speakers and up to three seven-inch album covers.

The cabinet is finished in walnut Conolite plastic, Stainless steel and chrome. Other features include:

- Common receiver system operating with Grand Prix and other current model Rock-Ola phonographs.

- Automatic money counter totals exact machine receipts. The counter is seen through a window and works with the Phonette also.

- Exclusive Mech-O-Matic intermixes seven-inch albums, 33, 45, stereo and monaural records in any sequence. No wires, micro-switches or electronic aids for changing motor speeds or spindle sizes.

- Transistorized amplifier.

Rock-Ola held its first distributor showing Tuesday (31) at Chicago's O'Hare Inn. It followed with a showing in New York Thursday (2) in the Summit Hotel, and New Orleans Monday (6) at the Fontainebleu Motel.

Hrdlicka Retires; Ross Named New Wurlitzer Service Topper



JOE HRDLICKA

NORTH TONAWANDA, N. Y. — C. B. Ross, Midwest field service engineer for Wurlitzer for the last five years, has been appointed service manager for the Wurlitzer Company here. He replaces Joe Hrdlicka, who has been with Wurlitzer since 1928 and who retired this week.

Hrdlicka worked in a Wurlitzer retail store in St. Louis in



C. B. ROSS

1928 when the firm sold a juke box called the Wilcox-Simplex. His job was to keep the 10-selection, 78-r.p.m. phonograph working.

Shortly thereafter, Wurlitzer bought the Simplex mechanism outright, redesigned it, and introduced the first Wurlitzer coin-operated phonograph—the P-10.

After 10 years in the retail store division, Hrdlicka worked from the North Tonawanda factory as field service engineer and service manager for several of the company's divisions.

War Contracts

During World War II he was special representative for the North Tonawanda plant on war contracts. In 1945 he became service manager for the Wurlitzer distributor, a position he held for five years.

In 1950 he returned to the North Tonawanda plant as special sales and service representative, and four years later he headed the service department, assuming responsibility for general service policy and supervision of field service engineers.

Hrdlicka and Mrs. Hrdlicka will move to the Seattle area

where their son, Merle, is an engineer for the Boeing Aircraft Corporation. He plans to set up a shop in his new home and dabble in the creation of stereo music systems and radio and television repair.

Feted by Associates

Tuesday (31) Hrdlicka was honored by his business associates at the Town Club of the Tonawandas. He was presented with an electronic tube tester for his new shop.

His successor, C. B. Ross, joined Wurlitzer in 1959 as Midwest factory field engineer.

He is a graduate in electronics of the Coyne Electrical Radio and TV Sound School, Chicago, and the British UHF in London. He is an amateur short-wave radio station operator.

Service Expert

Before joining Wurlitzer, Ross had been a service expert with the Seranni Amusement Company, Eau Claire, Wis., and G&W Vendors Sales and Service, South Milwaukee, both coin machine operations.

During World War II he served with the U. S. Air Corps and was trained in mechanical and electrical repair, including sound.

His new duties include supervision of all field service engineers in the United States, preparation of manuals and service bulletins for operator service personnel and assistance in design improvement of electrical and mechanical components of Wurlitzer phonographs.

Referendum Set For Wash. Law

OLYMPIA, Wash. — The Washington Supreme Court ruled recently that the controversial 1963 tolerance gambling law be put to a vote of the public at next November's election.

The high court, in an 8-1 decision, approved the referendum despite the theft June 21, 1963, of the 82,955 supporting voter-signatures from a State Capitol vault. The judges held a criminal act cannot be permitted to thwart the constitutional right of the voters to referendum.

The decision means the people will vote November 3, 1964, on the law purporting to legalize pinball machines, cardrooms, punchboards and bingo if licensed by local authorities. In the ruling, the Supreme

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Williams Soccer Game Allows 3-Way Scoring



SOCCER

CHICAGO — Williams' new Soccer single player pinball game enables players to score replays by each of three ways: High score, total goals scored, and hitting a bottom rollover when lit (after scoring a certain number of goals).

Purpose of Soccer is to score goals against the opposing teams. Player picks his team by going

through either a red or blue top rollover. After that, he attempts to shoot each successive ball through the same rollover in order to retain "possession" of the ball.

The position of the soccer ball is determined by a light on the playfield. Players can advance the ball one step by hitting the proper thumper bumpers. Moving the ball across the field scores a goal.

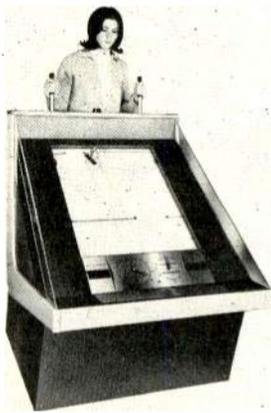
Goals are also scored by hitting one of two eject pockets on the playfield.

Score is advanced by moving the soccer ball across the field (each step counts 10 points), by hitting goals (100 points) or by hitting one of several targets around the playfield.

Soccer is an exceptionally high-scoring game for a single player model. It is the first single player in Williams' history to have four reel scoring.

Other Soccer features include three or five-ball play, new motor unit, new coin switch, new latch-lock playfield, and modernized cabinet. Shipments are expected to begin this week.

Ski'N Skore Attracts Schuss Boomer Set



SKI'N SKORE

CHICAGO — Skiers can put on a pair of skis, push a button, grasp poles, and slalom down a tough course, thanks to a new coin-operated Ski'N Skore device developed by DuKane Corporation, St. Charles, Ill.

The player (or skier, if you prefer) guides a miniature ski figure through a slalom course by himself shifting weight and manipulating poles.

The body motions are identical to those used on a hill. Points are scored for gates hit or missed, and for speed of descent.

Court affirmed a decision of July 22 by Judge Charles T. Wright of Thurston County Superior Court.

The high court held that the people, in presenting the supporting signatures, had done what was required by State law to put the measure on the ballot.

Joe Lyon, DuKane product manager, said the company has been testing the unit for several months, primarily in Eastern ski resort areas. He said results are excellent, particularly at the Andirons, a lodge near Vermont's Mount Snow.

Lyon added that a water-ski version of the machine is due later this year.

Game Tax Return Declines in Wash.

OLYMPIA, Wash. — Washington State Tax Commission figures, released March 25, showed revenue of \$945,393 in 1963 on amusement device taxes, down nearly half from the \$1.6 million collected the previous year.

A commission spokesman said the decline was mostly the result of a ban on pay-off pinball machines in Seattle at the beginning of last year.

The State levies a tax of 20 per cent of gross revenue from pinball machines and 40 per cent for other coin-operated amusement devices not involving any element of skill.

Donald R. Burrows, the commission's research supervisor, said the tax take on amusement devices has slowly declined in recent years from a high of \$5.3 million in 1950, as some counties tightened up on tolerance policies.

The tax returns could bounce back in Seattle, however, if newly elected Mayor J. D. Braman carries on his announced plans to return to the city's tolerance policy.

First Coin Sets Service Schools

CHICAGO—First Coin Machine Distributors is kicking off a series of service schools and equipment showings throughout Illinois.

Some 40 operators were on hand for the first session held last Thursday (2) in the showrooms of Midwest Distributing Company, Rockford, Ill.

Hosting the session for First Coin were Fred Kline, Jerry Bremmer and Cliff Mueller. Additional sessions are planned for the very near future.

W. VA. OPS SET ANNUAL MEET

HUNTINGTON, W. Va. — West Virginia Music and Vending Association will hold its annual fall convention here at the Holiday Inn Motel, September 18-19. Exhibits of equipment, business sessions and a full social program are planned. A board meeting will precede the general conclave. The convention committee is made up of John (Red) Wallace, W. T. Cruze and Jack Bess. Additional details of the meeting will be announced later.

Ark. Coinman Eyes Mayoralty

NORTH LITTLE ROCK, Ark.—Robert Kirspel, president of Kirspel Music Company and Kirspel Vending Company, announced last week he would be a candidate for mayor in the August city elections.

Kirspel has been a city alderman, a part time job, for eight years. The terms are for two years and he has been re-elected three times. He is currently the city's police commissioner.

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MOA Exhibitor Prospect Bright

CHICAGO—Music Operators of America is virtually assured of having all four juke box manufacturers in its next annual convention scheduled for the Sherman House here October 14-16.

MOA concluded a meeting with the manufacturers here last week and the outcome was completely favorable for the national

juke box operator association.

The news gives MOA some early ammunition in its quest for additional exhibitors for its conclave. Last year MOA did very well with amusement machine manufacturers but fell short in the area of record company exhibitors.

This year, early commitment

by the juke box manufacturers gives the association a "united front" appearance that will be very helpful in seeking exhibitors from other areas.

News about the manufacturers came in a conservative statement issued by MOA director Fred Granger. Granger came just short of making a positive statement that the manufacturers would be represented.

He did, however, say that a final decision would be given by all four manufacturers by Monday (6).

The MOA managing director said that he had been assured of "10 per cent co-operation" by all four manufacturers and that at this point it "appeared likely" they would be in the show.

Granger added that the manufacturers were very pleased with the exhibit space in the Sherman House. The hotel has one of the largest convention facilities in the city.

Officially, the manufacturer representatives will now report back to their companies before giving their final decision Monday (6).

On hand for the juke box companies were Fred Pollak and Paul Huebsch, Rowe AC Manufacturing; Stan Jarocki, Seeburg; A. D. Palmer, Wurlitzer, and Hugh Gorman, Rock-Ola.

Representing MOA were Lou Casola, president; Clint Pierce, vice-president, and Granger.

Granger said that MOA "purposefully" held its meeting with the manufacturers early "in order to give us more time to promote other exhibitors."

EAST COAST DISTRIBS VIEW NEW ROCK-OLA LINE

NEW YORK — East Coast Rock-Ola distributors caught their first glimpse of the firm's new Grand Prix phonograph line at the Summit Hotel here Thursday (2). Rock-Ola brass in for the presentation included Ed Doris, Dave Howle, George Hincker and Les Rieck.

Factory executives went over the machine in detail and discussed merchandising plans during the day. In the evening, the distributors were guests of Rock-Ola at a cocktail party and caught the Julie London show at the Americana Hotel. Distributors will show the new line to operators next week.

Hot Springs Crackdown Slows Coin Collection

By ELTON WHISENHUNT

HOT SPRINGS, Ark.—Coin machine operators were singing the blues here last week after Gov. Orval Faubus ordered gambling casinos to close.

The operators have no direct interest in gambling—but the exodus of the huge crowds during the race track season, which is the best of the year, cut heavily into the profits.

Some coin men reported collections dropped several hundred per cent. The closing of the casinos, which have operated for 100 years, left the city looking almost like a ghost town.

The casinos have been closed off and on over the years, but mostly have operated. Now is the best time of the year for collections for the operators for fun seeking people come to the resort city from all over the U. S.

The two largest operators in

Hot Springs are Phil Marks Amusement Company, owned by Phil Marks, and J. Earl Gill, owner of Gill Amusements Company. Both have phonographs, games and vending equipment on location.

The third is W. E. Lewis, Lewis Novelty Company. Formerly, there were six operators. But Marks bought out Van Eddinger, Van Eddinger Music Company, his brother-in-law.

Gill bought out R. G. Jennings, Jennings Coin Machine Company, and Wilbur Green, Spa Amusement Company.

The Governor's action came with the race track season having another week to go. Vacationers to Hot Springs this time of year are usually people of means who visit the track during the day and the casinos in the

(Continued on page 95)

Recent

STEREO RELEASES

for Music Operators

■ SEEBURG LITTLE LP's

Pop Vocal

BARBRA STREISAND—The Third Album... Columbia

Pop Instrumental

SPIKE JONES—Washington Square... Liberty

Jazz/Rhythm & Blues

RAY CHARLES—(Twin Pack)

Sweet and Sour Tears... ABC-Paramount

Country & Western

LORETTA LYNN—Loretta Lynn Sings... Decca

* * *

■ SEEBURG ARTIST OF THE WEEK

RAY CHARLES—Sweet and Sour Tears

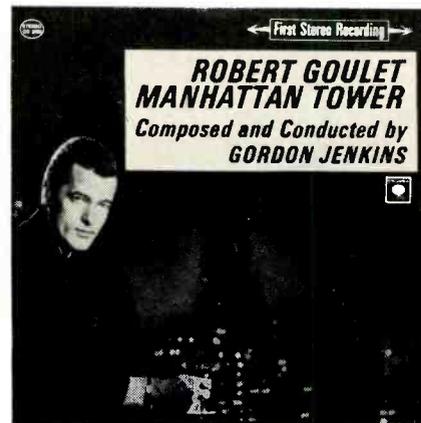
ABC-Paramount (Pop Vocal)

All titles listed are custom 33 $\frac{1}{3}$ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

A 33 $\frac{1}{3}$ RPM STEREO SINGLE
SPECIALLY CREATED FOR
COIN OPERATORS

ROBERT GOULET

SINGING "ONCE UPON A
DREAM" and "MARRIED I
CAN ALWAYS GET" 3-32450



OL 6050/OS 2450.

FROM HIS TOWERING NEW COLUMBIA HIT ALBUM!
FOR INSTANT PROGRAMMING IN YOUR KEY ADULT LOCATIONS, SEE YOUR
COLUMBIA RECORDS REPRESENTATIVE TODAY!

EUROPEAN NEWS BRIEFS

New Tonomat Model

FRANKFURT — Tonomat, the German subsidiary of Automatic Canteen, reports exceptional sales response to its new compact phonograph, Electronic.

The new model has 160 selections, but the primary feature is the speed of record changing. The record arm is placed parallel to the base and arms on opposite sides lift the selected record into position as soon as the scanning movement is completed. The disk thus goes direct to the arm which is nearest it.

Tonomat says this quick changing appreciably boosts the operator's collections by crowding more phonograph play into the operating day. Electronic competes with Wurlitzer's German-produced Lyric compact.

Largest Game Sells

HAMBURG—Th. Bergmann Company, a major European producer of diversified coin machine equipment, reports that its new target game, Safari, is bagging sales marks.

It is a highly miniaturized electrical mirror game, startling for the realism achieved. Animals appear and vanish, constantly changing positions, through a built-in mixer system.

Each animal has a small light in his head which serves as the target. Bergmann has emerged as a leading world coin game producer by success of its Arizona target game, which is one of the largest selling target games produced anywhere since the war.

Coin Machine Fair

FRANKFURT — West Germany's coin machine industry hopes to sponsor an international coin machine fair in Frankfurt this year.

The fair would serve as a showcase for Germany's booming trade and would provide an international meeting ground for the world industry. It would parallel the Hanover industrial fair.

West Germany has the Continent's largest and most sophisticated coin machine industry and trade. However, there has long been grumbling within the ranks over the lack of an industry showcase. There have been several attempts in recent years to stage such a fair, but these efforts have founded on intra-trade bickering.

N. H. Lottery Sales Brisk

CONCORD, N. H. — The nation's only lottery ticket vending machine business, operated by the State of New Hampshire, is getting off to a good start.

Automatic machines similar to those set up at Rockingham Park pari-mutuel race track in Salem recently have now been installed in most of the 49 State-owned liquor stores and will also be in operation later at the Hinsdale Raceway and the Rochester Fair harness racing track.

The machines dispensed receipts for 27,174 tickets totaling \$81,522 during their first 10 days of operation at Rockingham Park. The actual tickets will be kept in a Manchester bank vault by the Sweepstakes Commission until the big public drawing at Rockingham in early September a few days before the \$100,000-plus sweepstakes race. Prizes for the sweepstakes winners run as high as \$100,000.

Market in Norway

OSLO—A two-way race is developing in Norway between U. S. and West German manufacturers for supremacy in what looms as a lush phonograph preserve.

Norwegian marketing surveys indicate a medium term phonograph market for 12,000 machines, compared with the present 4,000 to 6,000 machines, and a long-range market of upward of 30,000 machines.

The surveys indicate there is great phonograph potential in the rural areas and in the far northern areas, where recreational facilities are lacking.

French Pinball Mach.

NICE—Etablissements Rally, the largest French coin games manufacturer, is mapping a big European Common Market sales program for its El Toro pinball.

El Toro, which is billed as Europe's answer to the U. S. pinball, can be played by one or two persons. The score is posted automatically on an illuminated board and is carried cumulatively, meaning that successive players try to beat the total posted by their predecessors.

Production of about 100 machines monthly is to be doubled in anticipation of strong European demand. Rally's promotion of El Toro is expected to point the way to a Common Market format for general sales promotion by firms in the six Common Market countries.

Biggest Danish Op

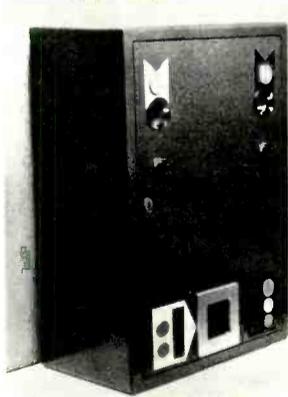
COPENHAGEN — Dansk Grammofon Automat A-S has boosted its operating interests in Denmark to over 30 phonographs.

This makes Dansk Grammofon the largest operator in Denmark. In addition to the 300 phonographs, Dansk Grammofon also operates about 100 games.

The firm is the Danish distributor for Rock-Ola and is the EMI subsidiary in Denmark for phonograph records. It represents an integrated music operation which has scored spectacular success.

Far from representing a conflict of interest, the firm's phonograph operation has helped stabilize the operating field for smaller independent operators.

Dutch Changer In Production



COIN CHANGER

AMSTERDAM—Jennen Automaten N.V., Dutch manufacturer, has gone into production on an electrically operated coin changer with 10 magazines.

Further information may be obtained from the Consulate General of The Netherlands, Commercial Division, 10 Rockefeller Plaza, New York 10020.

urgent!!!
Coin Machine Distributors, Manufacturers & Trade Association Officials

Your FREE Listing Will Appear in Billboard's 1964 International Coin Machine Directory If We Receive the Following Information No Later Than APRIL 17 . . . in New York

DISTRIBUTORS:
Name, address, phone number, list of lines handled, and your photo.

MANUFACTURERS:
Name, company name, address, phone number, list of products made, and your photo.

TRADE ASSOCIATIONS:
Name, address, phone number, list of officers, and their photos if possible.

PLEASE SEND PHOTO, IF POSSIBLE

SEND INFORMATION TO BILLBOARD, COIN MACHINE DIRECTORY, 165 W. 46th St., N. Y., N. Y., 10036, by April 17

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PLUS . . . state-by-state analysis of license fees and taxes on juke boxes, amusement games and vending machines—and laws governing legal games.

Date of Issue:

MAY 16, 1964

Advertising Deadline:

APRIL 20, 1964

Early space reservations recommended. Advertising deadline is for all material in New York. Offset Printed; No Plates Required!

Billboard

NEW YORK CHICAGO
HOLLYWOOD NASHVILLE
LONDON



BULK VENDING

Weitzman, Bloom Host Coast Bulk Operators

LOS ANGELES—Sam Weitzman and Sid Bloom played hosts to bulk vending machine operators in this area recently when they held open house for the official and social opening of Oak Plaza, where Oak Manufacturing Company and Operators Vending Machine Supply Company will be located in the future.

The debut marked a big step forward in service to operators both from a manufacturing as well as merchandising standpoint. Operators Vending moved its facilities to the new location at 650 South Avenue 21, just off the Golden State Freeway, over a weekend and opened for

business there the following week. Oak, in Culver City for years, will open in the new location in May. The center will also include Imperial Die Casting, an Oak affiliate.

The new site gives Operators Vending modern and larger quarters. Refurbished throughout, the operation features self-service, an innovation in wholesale selling in this field. There is ample parking, giving customers what amounts to a drive-in facility.

The new location has its own railroad spur track to facilitate shipments of the Acorn line to distributors throughout the world.

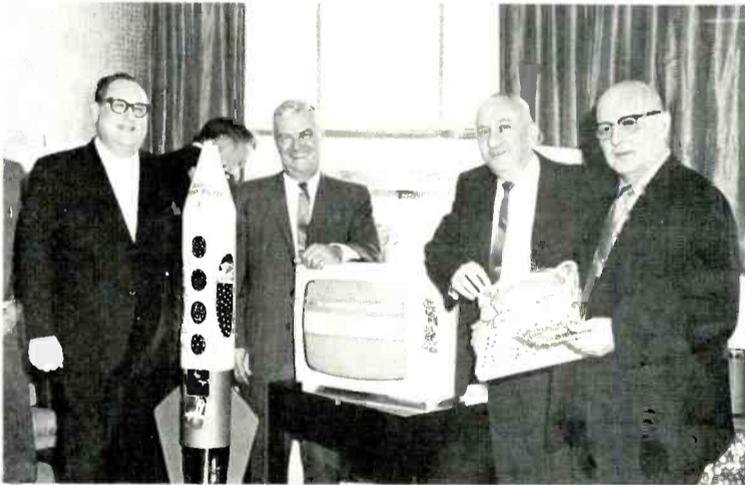
Chi Ops See Eppy Line



SEVERAL HUNDRED Chicago area operators turned out for the second Eppy Charms regional sales exhibit held at Chicago's Sheraton last week. A previous show was held in Minneapolis, with another scheduled for Dallas soon. In the foreground are Mr. and Mrs. Seymour Maas, Seymour Caro, Nat Schlesing, Mrs. Caro, Mrs. E. Swidler and Dave Rubin. The little girl is Marilyn Caro. On the right are Martha King, Paul Crisman, Mrs. Rubin and Tom King.



LOU SINGER, Sidney Eppy, Tom King and George Eppy examine the new Eppy Charms line previewed to Chicago operators at Eppy's second regional meeting last week. Eppy's full line will be unveiled nationally at the giant National Vendors Association convention April 15-18 in Miami Beach, Fla.



THE EPPYS, Sidney (left) and George (second from right), with Paul Crisman (second from left) and Tom King (right) during the Eppy regional showing in Chicago last week. Crisman and King, co-heads of King and Company, are Chicago distributors for Eppy Charms. The television set was a door prize, as was the giant Northwestern Rocket vender in the rear.

BIG SAVINGS on BALL AND VENDING GUMS

SAME FINE FLAVORS CENTERS AND COATING

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 30 1/2 lb.
 Chicle Ball Gum, 130 ct... 30 1/2 lb.
 Clear-Vend Ball Gum... 43 1/2 lb.
 Clear-Vend Chicks, 320 ct. 43 1/2 lb.
 Chicle Chicks, 320 & 520 ct. .39 lb.
 Bubble Chicks, 320 & 520 ct. .31 1/2 lb.
 Tab (short stick), 100 ct. 40c box
 5-stick Gum, 100 packs... \$2.00
 F.O.B. Factory 150 lb. lots

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We Will Give You

ONE NEW 5¢ ACORN JUMBO CHARM VENDOR

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Rush 1/3 With Order, Bal. C.O.D.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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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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The SUPER SIXTY Capsule Vender*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.
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*With QUICK-TACH at slight extra cost.

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IMPORTANT MEMO

AD DEADLINE FOR N.V.A. CONVENTION ISSUE

Dated: April 18

Distributed: Monday, April 13
 (Ad Deadline: April 8)

FREE distribution of this issue at the N.V.A. Convention, Deauville Hotel, Miami Beach, Florida, April 15-18.

REACH OPERATORS IN THIS EDITORIAL PACKED ISSUE which will contain a comprehensive report of convention activities.

ONLY IN BILLBOARD IS WEEKLY BULK VENDING NEWS REPORTED.

Only in Billboard can advertisers reach (at low cost) the operators in attendance as well as those operators unable to attend the convention.

Send Advertising Copy on or Before Wednesday, April 8.

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We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5- Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

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MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

NVA Business Sessions Set

CHICAGO—Two nationally famous marketing and merchandising experts will address the National Vendors Association convention April 15-18 in Miami Beach, Fla.

Ben Silver, in charge of vending for the Food Fair chain of stores, will speak on "The Future of Bulk Vending in Chain Stores."

Dr. Edward Fox, chairman of marketing for the University of Miami, will speak on "How to

Reduce Uncertainties in Business Decisions." Dr. Fox is a specialist in population statistics.

Don Mitchell, legal counsel for NVA, said that the convention appears well on its way toward being one of the most successful in the association's history.

In addition to the featured speakers, NVA will have a panel discussion titled, "Issues and Answers." The panel will deal with grass roots problems in the bulk field.

Panelists are being selected from the fields of merchandising and marketing. Other speakers will include Bert Fraga, president; Milton T. Raynor, legal counsel; and Rolfe Lobell, convention chairman.

A special ladies' day program is being planned and the convention will also have its usual social fare consisting of cocktail parties, luncheons and several banquets.

A number of affiliated industry meetings will be held during

the convention. The National Vending Machine Distributors Association will hold a meeting as will a number of manufacturers, including United, Leaf, Guggenheim and Eppy.

NVA officials predict that attendance will be in the usual 350 to 450 range. From 20 to 30 exhibitors will be represented on the convention floor.

Although relatively compact in size, NVA represents a major portion of the bulk industry buying power in the U. S. The annual convention serves as the site for annual introduction of new equipment by virtually every major manufacturer.

In addition, numerous industry problems are hashed out, either in formal business meetings or, more often, in informal sessions in suites and poolside.

This year, operators can attend the entire convention—room, board, all meetings and social events—a minimum cost of \$10.75 per person, per day.

Door prizes include such items as a color television set, stereo hi-fi console, three-day trip for two to Las Vegas, and a host of equally attractive appliances and household items.

Say You Saw It in Billboard

Vending Headquarters for VICTOR
The Most Complete and Finest Line of Bulk Vendors
NEW SELECTORAMA®

BEAUTIFUL STORE WINDOW DISPLAY

Available in 1¢, 5¢, 10¢, 25¢ or 50¢ 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.

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2817 W. DAVIS ST. DALLAS, TEXAS

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We handle complete line of machines, parts & supplies.



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\$3.25 per M

JOHN F. KENNEDY FLICKER RINGS
with free display
\$19.60 per M

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Vends any item which can be placed in a capsule.
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REVOLUTIONARY NEW DISPLAY FRONTS FOR PENNY MACHINES

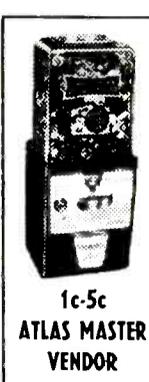
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FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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1c-5c **ATLAS MASTER VENDOR**

2534 Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms



Guggenheim Set On Troll Charm

JAMAICA, L. I., N. Y.—Karl Guggenheim, Inc., local charm manufacturer, this week began shipping its Troll charm series, items for 10-cent capsule vending.



The Trolls, soft plastic replicas of the famed Scandinavian imps, come with wild hair in about 20 assorted colors. Bob Guggenheim, president of the firm, said that the items had been field tested for several weeks and that the location collections were encouraging.

Guggenheim this week returned from a three-week buying trip to the Orient, spending most of his time in Hong Kong and visiting Tokyo.

THE HOTTEST 10¢ CAPSULE ITEM EVER!

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Attractive, compact MARK-BEAVER Bulk Vending Machines sell themselves. Available in many models, including combination units.

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Penny King Lines

PITTSBURGH—Penny King Company is introducing two new series of charms — the color-plated "200" and plastic colored "100" lines. Each features a variety of items and may be ordered in bags of 5,000 or 1,000.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Cl. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.63
Cashew, Whole	.68
Cashew, Butts	.65
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey's	.47

Rain-Bo Gum, 72 ct. \$.32
Malt-ette, 100 ct., per 100 .35
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct. .32
Rain-Bo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bo Ball Gum. .34

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM

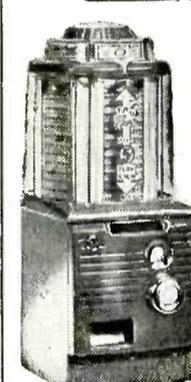
Northwestern PACKAGE GUM VENDOR

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs. "Visidome" display top attracts sales.

Stamp Folders, Lowest Prices, Write

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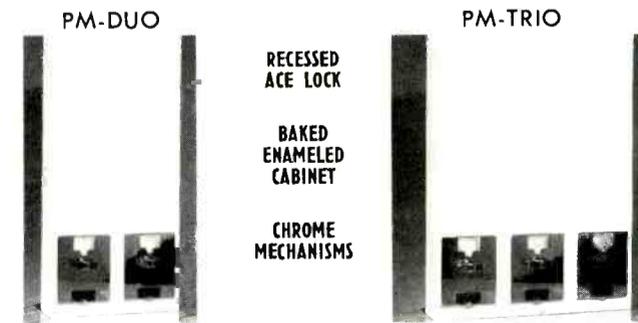
BAKED ENAMELED CABINET

CHROME MECHANISMS

Capacity: Duo—300 Flat Packs
Trio—350 Flat Packs

Compact Rugged Construction. Any Combination of 25c and 50c Coin Mechanisms. Clutch Handles. Adjustable Hoppers. Write for Prices.

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THIS WEEK'S SPECIAL
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BEAR GUNS \$100 ea.

Send for New Spring List
World's Largest Inventory

Exclusive Rowe AMI Distributor
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Vendall Plans More Sessions With Ops

MINNEAPOLIS — Vendall Distributing Company, distributor of machines and bulk vending merchandise here, is planning an operator meeting again this fall, following the excellent response to the weekend show the firm co-hosted with Eppy Charms, Inc., of New York, at the Hotel Sheraton-Ritz, Minneapolis, March 13-15.

Earl Grout, president of Vendall, told Billboard, "We definitely will have a fall get-together, even though there may not be any new machines to show. We want to meet more of these operators and talk out some of their problems to help them grow."

He said he was still receiving expressions of thanks from operators for having presented the show with Eppy and was

still being visited by operators who had been unable to attend the show but want to be at the next one.

At the close of the weekend event, Grout had said "From the response we've had this weekend there will be one of these every year."

The schedule has now been stepped up to include a second meeting this year with the date yet to be determined, possibly at the same hotel, the Sheraton-Ritz. Asked if manufacturers might also be represented, Grout said, "Any manufacturer will be welcome, but it will not be necessary." Mainly, we want it to be a time of exchanging pros and cons of merchandising and trading solutions to common problems," he added.

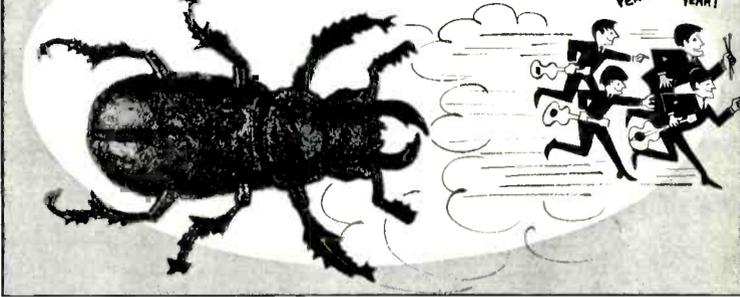
The door prizes offered at the March 13-15 weekend were on their way to the winners, as follows: Four Northwestern Super C Machines, stand, and merchandise, to Hans Bruntgen, Clear Lake, Ia.; Acorn Titan machine filled with merchandise, to Art Daily, Minneapolis; Victor V-2 Capsule machine with merchandise, to Al Beaudett, St. Paul; 25 pounds of cashews to Joy Sales, Fargo, N. D.; 25 pounds of Spanish peanuts to Robert Lammers, St. Cloud, Minn.; 25 pounds of Hershettes to Dr. Burton Diamond, Minneapolis, Minn.; 5 pounds of 100-count ball gum to Gayle Johnson, Clear Lake, Ia.; 5 pounds of 210-count ball gum to John Caproon, Minneapolis, Minn.; 5 pounds of 210-count ball gum to Stan Hilden, N. St. Paul; 5 pounds of 210-count ball gum to Howard Normand, Minneapolis; and 5 pounds of 210-count ball gum to Royal Miller, Lindstrom, Minn. The merchandise, except the gum, was donated by Vendall, and the gum was provided by Leaf Gum.

Eppy Charms Baseball Theme

JAMAICA, L. I., N. Y. — Eppy Charms, Inc., is timing its latest release with the opening of the major league baseball season. The item, Big League Baseball Rings,

The gold-plated rings are designed for capsule vending. The complete series has the names of the 20 clubs in the National and American Leagues.

THE REAL BEETLES ARE HERE!!!



PAUL A. PRICE, Roslyn, N. Y., charm manufacturer, promotes his latest release with the sign, above, on bulk vending machines. The item, three-inch-long Beetles made of soft plastic and designed for capsule vending.

Bulk Banter

Los Angeles Angles

Bud Harris of International Vending in San Pedro avoided being robbed at gunpoint when he grappled with the gunman. Harris was servicing machines outside a Compton location when a man approached him with a sawed-off rifle and demanded money. Harris refused, whereon the gunman loaded the rifle. During the scuffle the gun was discharged into the air. Two accomplices wrested the weapon from Harris and took off. The location owner saw the hold-up and locked his door. No one, however, thought to call the police. . . . Leo and Harriet Weiner of West Coast Enterprises, Los Angeles, are back from Las Vegas, Nev., where he attended a Shrine ceremonial. They are planning a trip to New York in mid-June with their three children to take in the World's Fair. They will visit relatives in Bos-

ton, too. Al Crouch, a partner in West Coast Enterprises, has received the final approval on the plans for his new home in the Encino area. . . . Ronnie Collins, who was in the bulk vending machine business in San Pedro when he was about 11 years old, is now in the phonograph record brokerage business in Hollywood. . . . Eugene Zola, Beverly Hills attorney and executive secretary of the Western Vending Machine Operators Association, was the principal speaker at a meeting of his Menorah Lodge, No. 623, F. & A. M. . . . Len Hamilton of Len-Art Vending in Oxnard drove down to Los Angeles in pouring rain to attend the March WVMOA meeting. His partner, Art Thornton, was unable to make it. . . . Phil Sreden of Western Coin Operating Machine Company, Los Angeles, is again feeling up to par. . . . Parke Hammer is out again following a serious illness. . . . Joe Arguelles of Joe's Vending Service, Seal Beach, continues to add machines on his route. . . . Ken Ferrier of Consolidated Vendors, San Pedro, is in town on a shopping tour for supplies and machines.

Oak Stretches Trip Time Limit

PITTSBURGH—Oak Sale of Miami points out that there will be time for operators to join the company's free trip to the Nassau Beach Hotel in the Bahamas after they arrive for the NVA meeting in Miami April 15.

The requirement for inclusion is the purchase of \$2,000 worth of Oak merchandise between October 5 and April 15, but operators who reach the \$2,000 mark by placing orders on April 16 during the convention will also be eligible. Oak will have a number of new lines on display.

The Nassau trip begins on April 19 at the end of the NVA meeting and will end on Tuesday (21). Transportation, hotel accommodations, breakfasts and dinners will be free for all participants on the trip.

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Belgian Tax Law Sets Model For European Coin Industry

By **OMER ANDERSON**

BRUSSELS—Union Belge de l'Automatique (U.B.A.), the Belgian coin machine trade association, is reminding manufacturers and import-export concerns that all coin machines (phonographs and games) must be registered with the Ministry of Finance before the equipment may be operated in Belgium. Henri De Vroey is president of U.B.A.

Such registration is provided in the Belgian law enacted December 24, 1963. This law, considered model legislation for the European coin machine trade, replaces local levies with uniform national coin machine taxation.

The law establishes a schedule of taxation based on the size of the community in which the equipment is located and on the type of equipment operated.

Communities are grouped into three categories: over 30,000 population; between 5,000 and 30,000, and under 5,000. Six categories of equipment are established: A, B, C, D, E and F. As yet, there have been no criteria announced for allotting categories.

Equipment in the highest category (the equipment still to be designated specifically)—Category A in a community of over 30,000—will be taxed 15,000 francs per machine per year, and equipment in the lowest category (F in a community under 5,000) 300 francs per machine per year.

U.B.A., which represents the coin machine trade on a mixed commission in charge of machine classification, is offering to effect registration on behalf of manufacturers and importers-exporters.

U.B.A. said firms should send complete details on new machines to the president of the Union Belge de l'Automatique, 228 rue Theodore Verhaegen, Brussels 6.

Equipment is classified by the mixed commission—a panel with three representatives of the Ministry of Finance and three representatives of coin machine trade organizations: the U.B.A., cafes and traveling carnivals.

This panel assigns each item of equipment a slot on the tax schedule, according to its technical characteristics. Failure to have equipment classified results in the equipment automatically being placed in the highest tax bracket—15,000 francs.

The tax schedule:

CATEGORIES	A	B	C	D	E	F
Over 30,000	15,000f.	10,000f.	7,500f.	4,500f.	3,000f.	900f.
5,000-30,000	10,000f.	7,000f.	5,000f.	3,000f.	2,000f.	600f.
Under 5,000	5,000f.	3,500f.	2,500f.	1,500f.	1,000f.	300f.

Midwest Operators to View Grand Prix Line

CHICAGO — Empire Coin Machine Exchange is holding premiere showings this week of the new Rock-Ola Grand Prix phonograph for Michigan, Wisconsin and Illinois operators.

Empire owner Gil Kitt and Manager Joe Robbins will attend all sessions. Initial unveiling was held in Chicago's Como Inn last Friday (3), with several hundred operators in attendance.

Second session will be in Grand Rapids, Mich., in Empire showrooms at 1955 South Divi-



HENRI DE VROEY

Into these six categories will be fitted the following items of equipment (according to a formula yet to be revealed in detail): phonographs, film phonographs, bingos, football, pinballs, shuffleboards, bowlers, other games (two-hole billiards, etc.), strength tester, grab bag, shooting galleries, kiddie rides, up-rights.

Manufacturers and importers-exporters were asked to send full technical information, including illustrated material and diagrams, to the U.B.A., concerning equipment submitted for classification.

The December 24, 1963 law is being acclaimed as a milestone for the Continental trade. It wipes out the crazy quilt of local tax statutes which frequently resulted in one item of equipment being taxed at double or triple the rate of a similar machine sited on the other side of a local boundary.

Instead, the new law provides uniform taxation on a national basis. This means that manufacturers, importers-exporters, distributors and operators can make long-range plans without risk of arbitrary restrictive local legislation.

The new Belgian tax statute is noteworthy, too, because it is a rare instance of close cooperation between trade and ministry of finance in drafting a law harmonizing their conflicting interests.

The tax schedules established are regarded by the U.B.A. as "realistic" and the lowest possible. This view is borne out by comparison with coin machine tax rates in other countries.

Continental trade experts generally are highly impressed by

the new Belgian statute. They predict it will become a model for the European trade at large. Virtually all European countries have local coin machine taxation, which enormously complicates coin machine operation in those countries.

Crackdown

Continued from page 90

evenings for top night club entertainment and to gamble.

Special Session

The Governor's order came after a special session of the Legislature met last week. A member of the House presented a resolution condemning gambling at Hot Springs. It was adopted by a 92-3 vote.

Governor Faubus felt it was a mandate to close down gambling and ordered it closed or threatened raids by Arkansas State Police. Hot Springs officials ordered the casinos to close after Saturday night (28).

But all involved said "they will open again. It is only a matter of time. They have been going off and on for 100 years."

And the coin machine operators are frankly hoping for the big crowds of visitors again.

To Show At Fairs

LOUISVILLE, Ky. — Urban Industries, Inc., local manufacturer of continuous film system has been invited to display its complete line of coin-operated movie theaters along with the audio-visual film systems that are used in the educational and business fields. The display area will be located in the Hall of Education.

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Gen. Circus Gun 225
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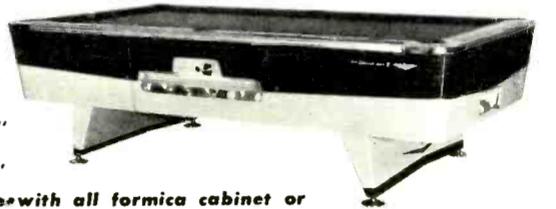
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Stylofoam Panel Aids Seattle Bulk Operator

SEATTLE—Going so far as to sub-classify charms, rings, costume jewelry, and similar fills into separate brackets for boys and girls is a merchandising step which is paying excellent dividends for C. W. McDaniel, long-established bulk operator here.

McDaniel has been thoroughly amused at the fact that most machines are patronized by only one sex or the other. Even where he made a tremendous effort to interest teen-age and younger girls in rings and costume jewelry, by devoting fill exclusively to their interest, girls were less likely to use the machine than boys.

Suddenly it hit McDaniel that if he went to the trouble to make it plain that the Jewelry items for both boys and girls were included in his 10-cent venders in some 3,500 locations throughout the Seattle area, that things might change.

The step he took is a stylofoam panel, directly behind the globe of each ring vender, which displays labeled rings for girls on one side, and for boys

on the other. The signs used are simply one-by-six inch strips of white artboard, on which McDaniel has hand-lettered "Girls" — "Boys." Around 18 choices for each sex are shown on the stylofoam panel, with the emphasis on handsome, attractive rings made for sampling.

Now, wherever he has used the thus-labeled combination of signs and merchandise, collections have gone up steadily in every case.

Greater Southern Named Rock-Ola Ga. Distributor

CHICAGO—Greater Southern Distributing Company, a new firm headed by Morris Piha, president; Howard Robinson, Rubin Franco and Joe Capilouto, has been named Rock-Ola Manufacturing Company's phonograph and cigaret distributor in Georgia.

The firm replaces Robinson Distributing Company, headed by Howard Robinson, which merges with the new organization. Greater Southern has opened new and larger quarters at 321 Edgewood Avenue, S.E., Atlanta.

Piha said that the new distributorship will engage solely in

Am. Shuffleb'd Has New Visulite

NEW YORK — American Shuffleboard Company's engineering department, under Gene Daddis, has developed an optional piece of equipment called Visulite to enable users of the company's pool tables to tell how many balls have dropped or what the last one was.

In dark locations, the player simply pushes a button to light up the viewing section. The device can be installed on machines now on location and is optional on all new equipment.

Sol Lipkin, American Shuffleboard executive, left Monday (6) for a two-week promotional trip to the Midwest and far West.



ANDY JOHNSON has been named manager of Rockwell Vending Music, Santa Ana, Calif. The company is a branch of Silco Automatic Company, North Bergen, N. J.



COINMEN IN THE NEWS

Chicago Chatter

It'll be a hectic spring at Empire Coin Machine Exchange. Boss **Gil Kitt** leaves on a European junket in May. The same month will see **Joe Robbins'** son **Mark** celebrating his Bar Mitzvah (17). On April 12, Empire shop foreman **Leonard Zeidman's** son **Philip** will be married. . . . Music Operators of America conventioners will remember **Tom Mackey**, genial sales manager at the Morrison Hotel here. Tom is walking around on crutches. He broke his leg last December and it had

to be reset recently. . . . **Fred Kline** and **Jerry Bremmer**, of First Coin Machine Distributors, just concluded an Indiana and Illinois sales trip. They'll be leaving on another soon.

A host of coin machine people were in town last week. Rock-Ola had all its Midwestern distributors in for the unveiling of the new Grand Prix phonograph. A day later, Music Operators of America held a meeting with the four juke box manufacturers. . . . Singer One-Stop's **Fred Sipiora** leaves Thursday (9) for a long weekend of skiing at Indianhead Mountain Lodge in Michigan's Upper Peninsula. . . . World Wide's **Nate Feinstein** returns from a Florida vacation, with **Harold Schwartz** slated to go in a couple of weeks. **NICK BIRO**

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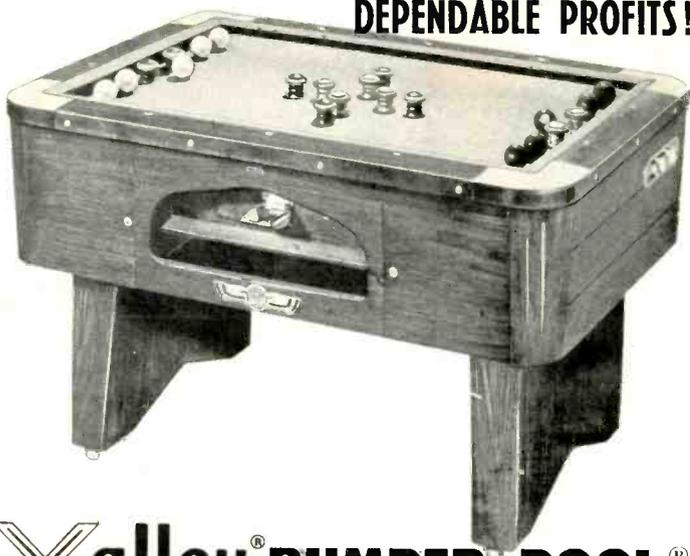
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Western Ops Mull Need For Parts

LOS ANGELES — The need for better replacement parts and a wider selection, particularly for older machines, was informally discussed by members of the Western Vending Machine Operators Association at its regular monthly dinner meeting held at the Blarney Castle here Tuesday night (31).

Eugene Zola, executive secretary, conducted the meeting in the absence of President Preston Coombs. Attendance at the session was held down by the heavy rains in the area.

Following the regular reports made by Zola, the discussion centered on replacement parts. Some of the operators were of the opinion that not enough parts were available and that more service should be obtained from working sections. Although several suggestions were made, even mass buying, the matter was tabled until the next meeting, April 28, when President Coombs is expected to be present.

Next UJA Meeting

NEW YORK—The next executive committee meeting of the coin division of the 1964 United Jewish Appeal will take place on Wednesday (8) at 5 p.m. at the Sky Line Hotel, 10th Avenue and 50th Street.

Chairman Irving Holzman asks all members to bring in their contributions and reservations for the victory dinner and Harry Siskind testimonial, scheduled for Saturday, June 6.

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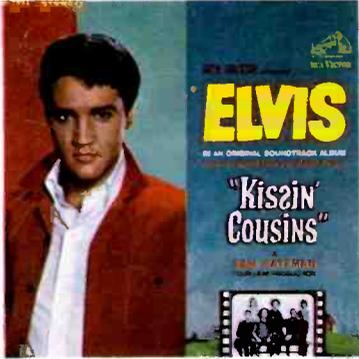


Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

FLIGHT

KISSIN' COUSINS

Elvis Presley, RCA Victor LPM 2894 (M); LSP 2894 (S)
 Elvis' latest flick with fine work from the singer. He's already got a hit in "Kissin' Cousins" title tune. The album also contains some top-flight performances against chorus and ork. Two of the tracks are being singled out as secondary play tracks: "Echoes of Love" (2:37) and "Long Lonely Highway" (2:18).
 Best Track: "Long Lonely Highway" (2:18) (BM)



POP SPOTLIGHT

GLAD ALL OVER

Dave Clark Five, Epic LN 24003

Hot pop buyers get two for the price of one in this Dave Clark set. The album not only carries the title hit but "Bits and Pieces" as well. This title is also featured on the cover. Hot rocking sound with strong hit single are the key on such tracks as "Stay," "All the Time" and "Doo Dah Time" besides the hit.

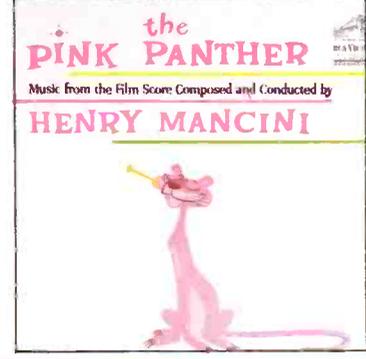


POP SPOTLIGHT

THE PINK PANTHER

Henry Mancini, RCA Victor LPM 2795 (M); LSP 2795 (S)

Mancini has a good one going for him in the title tune from the flick (included here). Besides, he has a most attractive package of soft swing and lush sounds that carry the Italian motif of the film with concertina and chorus.

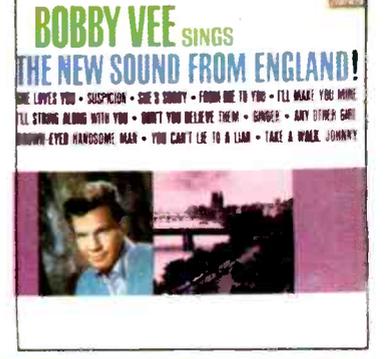


POP SPOTLIGHT

THE NEW SOUND FROM ENGLAND

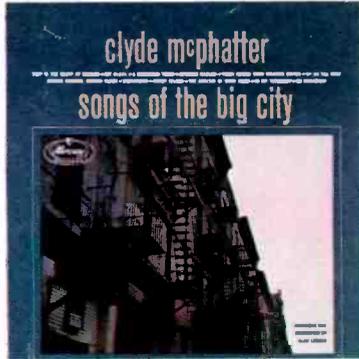
Bobby Vee, Liberty LRP 3352 (M); LST 7352 (S)

This album contains the new British image of Bobby Vee. The lad's singing the Beatles sound through some of this set. The LP contains "I'll Make You Mine" his current winner along with other fine tracks, some of them hits by other artists. "Suspicion" is one of these, as is "She Loves You" and "From Me to You."



POP SPOTLIGHT
FROM RUSSIA WITH LOVE
 Sound Track, United Artists UAL 4114 (M); UAS 5114 (S)

With some 11 pop singles already recorded of the theme from this flick, the presence of the album will certainly not be a secret for long. The movie promotion, plus air play on the singles could make this album a healthy seller.



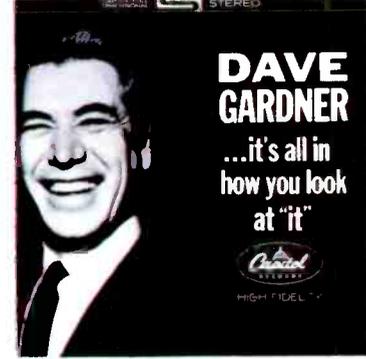
POP SPOTLIGHT
SONGS OF THE BIG CITY
 Clyde McPhatter, Mercury MG 20902 (M); SR 60902 (S)

McPhatter sings songs of longing and meaning that are very much of social conscience themes. Besides his current singles, "Deep in the Heart of Harlem" and "Second Window, Second Floor," he also sings such formidable tunes as "Spanish Harlem" and "Up on the Roof."



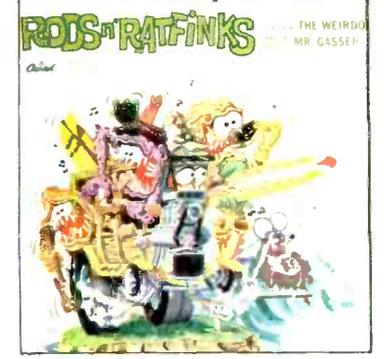
POP SPOTLIGHT
MORE SOUNDS OF WASHINGTON SQUARE
 The Village Stompers, Epic LN 24090 (M); BN 26090 (S)

Lively, up-tempo fare all the way through. The Dixie-folk approach by the Village Stompers has proved highly popular with buyers and programmers alike. Selections include "Mountain Greenery," "Goodnight, Irene," "Bei Mir Bist Du Schon" and "Gotta Travel On."



COMEDY SPOTLIGHT
...IT'S ALL IN HOW YOU LOOK AT IT
 Dave Gardner, Capitol T 2055 (M); ST 2055 (S)

During the past two years, Gardner has become a best selling comedy artist. His sharp wit and Southern drawl has been recorded during a "live" performance at Atlanta's Copa, and he takes the listener through a tirade on England's great train robbery, "Peanuts," the Bible, smoking, and many other hilarious routines.

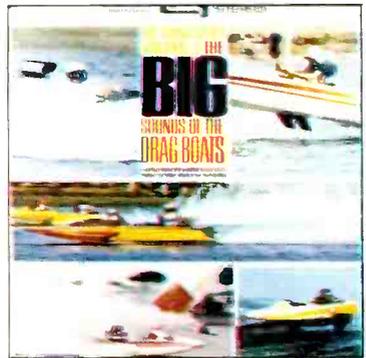


POP SPOTLIGHT
RODS 'N' RATFINKS
 The Weirdos & Mr. Gasser, Capitol T 2057 (M); ST 2057 (S)

"Hot Rod Hootenanny" by this mad group made the charts which would seem to indicate that wild rockin' and drag sounds blend profitably with comedy. "Three Kats in a Tub," "T.J.T.?" and "Hey Rat Fink" are three of the better tracks.

POP SPOTLIGHT
BIG SOUNDS OF THE DRAG BOATS
 Various Sounds, Capitol T 2049 (M); ST 2049 (S)

This is the third in the "Big Sounds..." series on Capitol. Past albums, which hit the charts, were drag and sports car sound sets. This one deals with speed boating. It's a hot and exciting disk with appropriate explanation and commentary.



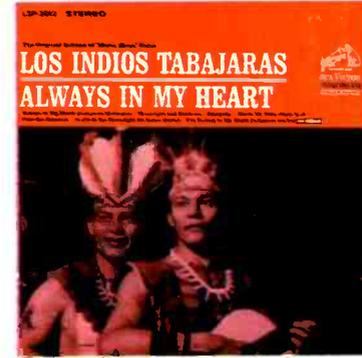
POP SPOTLIGHT
THE EXCITING YEARS
 Diane Ray, Mercury MG 20903 (M); SR 60903 (S)

Diane Ray's biggest hit, "Please Don't Talk to the Lifeguard" and her current contender "So Tied Up With Mary" should draw much attention to this set. In addition there are a number of other strong tracks from the teen singer, the best of them being "Just So Bobby Can See," with "Happy Birthday Baby" a close contender.



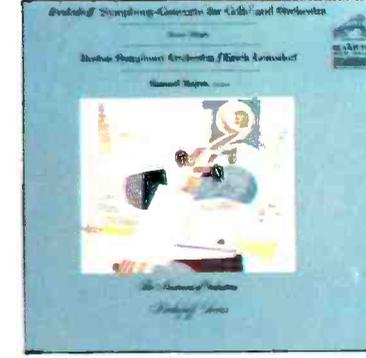
POP SPOTLIGHT
ALWAYS IN MY HEART
 Los Indios Tabajaras, RCA Victor LPM 2912 (M); LSP 2912 (S)

Having made another singles score with "Always in My Heart," it's only natural Los Indios' second album should be titled after that click and cash in with it. This collection follows the Latin-styled groove that established them with "Maria Elena" and it shapes up as another winner.



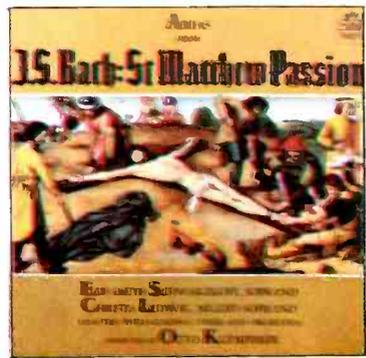
CLASSICAL SPOTLIGHT
PROKOFIEFF: SYMPHONY-CONCERTO FOR CELLO AND ORCHESTRA
 Samuel Mayes, Cello; Boston Symphony Orchestra (Leinsdorf), RCA Victor LM 2703 (M); LSC 2703 (S)

One in a series of recordings by Eric Leinsdorf and the Boston Symphony of the major works of Serge Prokofieff. "Elegie," by Faure, is also presented. Performances are brilliant.



CLASSICAL SPOTLIGHT
BRAHMS: HAYDN VARIATIONS; ACADEMIC FESTIVAL; TRAGIC OVERTURE
 Philharmonia Orchestra (Krips), Angel S 36170 (S)

Despite heavy competition both in the number and name sales potential of other versions of these works, majestic readings by Krips are bound to woo many a buyer. Nine versions of the "Academic" available with Dorati, Beecham and Walter leading conductors. Nine versions of "Haydn" and 14 versions of "Tragic" available.



CLASSICAL SPOTLIGHT
BACH: ARIAS FROM ST. MATTHEW PASSION
 Elisabeth Schwarzkopf/Christa Ludwig; Philharmonia Choir and Orchestra (Klemperer), Angel S 36163 (S)

The teaming here of the Elisabeth Schwarzkopf name with that of Otto Klemperer and the Philharmonia orchestra and choir could prove a potent force. Should stack up well against the dozen albums and sets already on the market.



CLASSICAL SPOTLIGHT
SCHUBERT: SYMPHONIES NO. 8 & NO. 5
 Philharmonia Orchestra (Klemperer), Angel S 36164 (S)

Although there are many fine recordings of Schubert's "Unfinished Symphony" there is only one other LP which offers both Schubert's No. 8 and No. 5 in B flat major in stereo. The works are highly popular and performed superbly by Klemperer and the Philharmonia. Stereo is commendable.



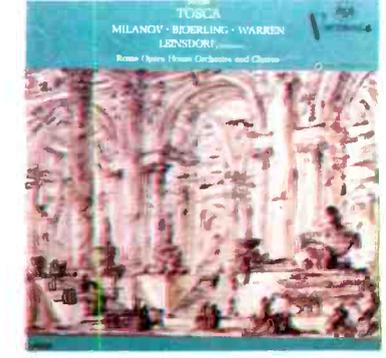
CLASSICAL SPOTLIGHT
PORTRAIT OF MANON (2-12")
 Various Artists, RCA Victor LM 7028 (M); LSC 7028 (S)

This is an imaginative project that comes off in all departments. It's an in-depth musical portrait of Manon as seen through the compositions of Massenet ("Manon") and Puccini ("Manon Lescaut"). Anna Moffo handles the Manon arias of both composers excellently and she also gets handsome support from a group of fine featured singers.



LOW PRICE CLASSICAL SPOTLIGHT
BEETHOVEN: PIANO CONCERTO NO. 3
 Gary Graffman; Chicago Symphony Orchestra (Hendel), RCA Victor VIC 1059 (M); VICS 1059 (S)

A notable package in the classical low price field. Gary Graffman, young pianist, is likely to follow in the great tradition of classical keyboard artists. His technique is brilliantly pianistic.



LOW PRICE CLASSICAL SPOTLIGHT
PUCCINI: TOSCA (2-12")
 Various Artists, RCA Victor VIC 6000 (M); VICS 6000 (S)

An outstanding cast featuring Zinka Milanov, Jussi Bjoerling and Leonard Warren with the Rome Opera House Orchestra and Chorus under the baton of Erich Leinsdorf.