Mercury’s Steinberg Talks Out On Mfr. Racker Frictions

Grants Distributor Price On Budget Merchandise

By NICK BIRU

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

Irwin Steinberg, executive vice-president of the Mercury-Philips-Samuel group, said the rack jobbers deserve a pat on the back for their “merchandising genius” for their “sales performance.” But he added that they’ve failed to live up to their responsibility in several other key areas.

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

He elaborated on a new Merced franchising policy to continue rack jobbing where the racks can buy Mercury merchandising at the same price as distributors.

He re-emphasized Mercury’s determination to continue giving rack jobbers a functional discount. At the same time, he pointed out that the recent elimination of functional discounts by Capital was “forced by the rack jobbers themselves.”

Suit vs. Columbia in Final Round

By MILDRED HALL

WASHINGTON—The Victor and Capitol Record clubs played a strong role in the government attorneys’ argument against Columbia Record Club practices here last week.

During the final argument between attorneys for the Federal Trade Commission and Asa Sokolow for CBS, government case claimed that if the two major record clubs follow Columbia Record Club practices of exclusive licensing of outside labels, the cumulative effect would be control of all record club sales. Ultimately, the three top companies could dominate the entire LP market, said FTC attorneys.

Columbia attorney Sokolow frigidly protested the government attorney’s dramatic shift in emphasis during wind-up argument on the FTC’s complaint against Columbia Record Club. Complaint alleged suppression of competition, fictitious prices in dealings with jobbers and accused Columbia of monopoly practices.

Sokolow said government had no proof that either Victor or Capitol clubs had any intention of changing their practices. He noted dryly that these practices include “exclusive” arrangements on a single-record basis which “cherry-pick” top hits.

New Types of Argument

The Columbia attorney said the government had not only shifted gears to drag future possibilities into the case, but it had introduced new types of argument not covered in the complaint, and not covered by witness testimony during lengthy hearings (11,000 pages, 1,500 exhibits). Sokolow also complained about the new estimate of club share of record sales for 1962, made by government attorneys. He was given opportunity to study and rebut the new findings, which were based on “in camera” (not for public release) testimony and exhibits.

The government case, handled by FTC attorneys Richard Lavin, Morton Needelman and Edward Marks, was emphasized a point in the case for the last time.

Rosa Move Picks Up MOA Hopes for Diskery Support

By AARON STERNFIELD

NEW YORK—Juke box programmers will be the theme of the 1964 convention of the Music Operators of America to be held at the Sherman Hotel, Chicago, October 14-16.

MOA’s executive director, Fred Granger, here to line up record company exhibitors for the show, disclosed that the Record One Stop Association will participate in the convention by holding a meeting featuring MOA facilities, participating in programming forums and maintaining a booth at the show.

Granger and Irving Perlman, Philadelphia, MOA president, agreed on the details of the one stoppers’ participation Thursday (30).

MOA’s participation is the first major step taken by Granger in an attempt to bring the record companies and the juke box operators closer together.

Riffs Have Widened

The gap between the two has widened in the last decade, due largely to the expanding role of the one stops. With operators buying about 80 per cent of their product through one stops, record labels have felt that promotion to the operator was wasted effort. They reasoned that as long as the one stop shopped the operator’s buying habits, the need to participate in an operator convention was not important.

Other factors were responsible for the lack of participation in juke box operator affairs. In 1961 and 1962, the MOA show (Continued on page 29).

What are the top SALES IMPACT STATIONS in New Orleans and Rochester, N. Y.? See Radio Response Chart in Radio-TV Section
ELVIS
A SURE BET FOR HOT SINGLE ACTION!

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

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

#8360
RCA VICTOR
The most trusted name in sound
RITA PAVONE ARRIVES FOR RCA'S PROMOTION TOUR

NEW YORK—Rita Pavone, Italy's teen-age top-seller, arrived here Friday (1) to start a nationwide promotional tour as part of RCA Victor's promotion for Pavone's recent album, "Rita Pavone," released as a 10-inch single and on the Ed Sullivan Show on May 17, and will launch her cross-country tour on May 27.

During her first week here she will start rehearsals with artist and producer Joe Rene on a single and LP. The single is scheduled for release May 12. and the album will be issued early in June. According to RCA Victor, Miss Pavone has sold more than 4,000,000 records during the past 14 months, including records in Belgium, Greece, Australia, Argentina, Belgium, Japan, and other markets.

As part of her U. S. promotional tour, she will participate in disk jockey hops, on-the-air and press interviews. Some of the cities set at press time include Los Angeles, San Francisco, Milwaukee, Minneapolis, Boston, Detroit. Other primetime dates in the East and South are currently being finalized.

RCA Victor has launched a teaser ad campaign a month ago heralding Miss Pavone's arrival. Last year the label "slogged" the trade with "Think Rita Pavone" stickers. She is being greeted to this country with a heavy consumer-mag publicity campaign, strong in RCA Victor's key and keyed to the theme that she'll bring Italy's answer to the Beatles.

Chicago's WMAQ in Swing to Top Pop

CHICAGO—If the ghosts were still able to visit their old cemetery it wouldn't have created a greater fuss and tumult in the radio business than the radical change in format embarked on by WMAQ, the National's newest outlet here Friday (1).

Although they were never to go off air until Monday (4), the station started with a "Battle of the Bands" Friday (1) afternoon that gave an inkling of what's ahead. The WMAQ disk jockey force, hungry for the leading outlet for semi-classical music and talk. The closest it's been to this format since the national show tune or perhaps a subdued madrigal.

The "Battle of the Champions" contest on WMAQ is in somewhat the same category as putting together a chamber music beam to the worst of the season. Behind the big switch is Mike Joseph, vice-president in charge of radio stations for NBC. Joseph is the same man who pulled the razzle-dazzle with the NBC outlet in Detroit just a few months ago.

NBC had a station called WKNR in last place with a middle-of-the-road format. When NBC acquired WMAQ, NBC had a station with new call letters (WKNR), new music format, NBC owned stations in other parts of the state and NBC-owned station here.

In the Pacific Coast Belt of Chicago (even from his staff, or so he says), but he claims the format is "unique, exciting and exciting."

The "Battle of Champions" comes as the first real sign of competition. For one thing, it's now record by such artists as Elvis Presley and the Platters. For another, it talks about the "new Q", and urges listeners to call in and vote for winners.

From the most radio-listening people, this smacks of "Top 40," or something very close. The feeling here has shifted from "close" or as one promotion man put it, a "40" by the "40" hit. "Chicken 40." WMAQ also has its program director, Chuck Bunker, anchoring the format, as does Joe Evans. It is also that he is planning no further staff changes and is

HOLLYWOOD—Last summer it was surfing music, this summer it could be the season for swimming. At least that's the contention at RCA, which is rushing out a new album by the Go's for May release. The album reflects a growing fad which has been developing in the Galaxy Club in San Francisco, which let the Go's down to Los Angeles. It is understood that a night club is in the works for the Sunset Strip which will feature swim dance.

The Go's are three young men brought together by independent producer Lester Silf for

COLBIA CUTS 2 BARD ALBUMS

NEW YORK—Columbia records announced two albums of Stevie Wonder in late April, both supervised by the label's president, Joel Eommons. "A Homage to Shakespeare" was recorded March 15 and 29 at Philharmonic Hall by the Lincoln Center. The LP will consist of selections from the Bard's plays and sonnets, set to music while feeling his attitudes and wit. It stars Daniel Kajen, John Guodig and Margaret Leighton.

The second was the original recording for the album "The Wind Bell," starring Richard Burton, Patricia Morison, Alfred Drake an Eileen Herne.

Both sets will be released this week.

DEPARTMENTS & FEATURES

Hot 100 Chart...Page 24

Top LP's...Page 26

Other Music Pop Charts

Beatles Singles

Beatless Albums

Beatles...Page 26

Capitol Singles

Capitol Albums

Juke Box of the World

Record Reviews

LP Reviews...Page 56

Juke Box Reviews

Music & Record News

Juke Box Reviews...

Juke Box Reviews...

Bidders & Buyers

Classified Ads

DEPARTMENTS & FEATURES

Hot 100 Chart...Page 24

Top LP's...Page 26

Other Music Pop Charts

Beatles Singles

Beatless Albums

Beatles...Page 26

Capitol Singles

Capitol Albums

Juke Box of the World

Record Reviews

LP Reviews...Page 56

Juke Box Reviews

Music & Record News

Juke Box Reviews...

Bidders & Buyers

Classified Ads

DEPARTMENTS & FEATURES
Gerry and Pacemakers Setting Fast Pace Here

NEW YORK—A modern international version of the old Zanzibar Co. is finding itself with a Prospect Park West Coast band in its orbit. Gerry and the Pacemakers, who were brought together in the Ed Sullivan show, have found themselves with a new manager and a new producer, both of whom are determined to make the band's success a lasting one. The group's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their manager, Brian Epstein, who has been responsible for the band's rise to prominence. The manager is also the manager of the Beatles, another group that has been successful in the United States.

The band's success is due in part to the efforts of their producer, Brian Epstein, who has been responsible for the band's rise to prominence. The producer is also the producer of the Beatles, another group that has been successful in the United States.
‘TILL THERE WAS YOU
‘MY LITTLE CORNER OF THE WORLD’
‘PAPER ROSES’
...and now
‘THE WORLD OF LONELY PEOPLE’

Anita Bryant
Is Everybody’s Pick!
Billboard, Cash Box, Record World, Bill Gavin, Ted Randal Tip Sheet
On Columbia Records
Cool Crowd Flocking To Pasadena Ice House

HOLLYWOOD—Record executives of major companies gathered Thursday at the Pasadena Ice House in California, the three-year-old club set in a former movie theater, to be scene for its 15th live recording session. The event featured an all-star plus a live viewing of the RKO screen. Anderson, Atlantic artist, in the spotlight.

MCA Seeks to Acquire Marks Music Corp.

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

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

Herbert Marks, son of Edward B., has headed the firm for the last 25 years. The firm, for years one of the key ASCAP members, joined BMI at about 24 years ago, and since then has been a key player of that catalog.

Mercury’s Steinberg Talks Out

He said most records feel the "pre-sell" function belongs to the manufacturer yet rack jobbers feel they have no space for "risk merchandise." "This is a contradiction," Steinberg continues.

On the one hand, rack job- ers feel the manufacturer should pay for "risk merchandise," yet absorb all the attendant expense, yet are unwilling to guarantee a certain price terms of paying a higher price. "Risk is a normal part of distribution. A jobber should be willing to assume part," said the Mercury executive.

Product’s the Thing

Price is not the prime consideration in buying records—"risk product," said Steinberg. He analogized it to the NARM names and Beach Boys, one of NARM’s own members, Al Paquale of Mobile, Ala., said the public is willing to pay a higher price if they receive the merchandise.

Steinberg said the sales of such items as "My Fair Lady," which is "A First Family" show the growth in sales of quality catalog.

Commenting further on the rack-jobbing industry, Steinberg stressed the fact that to remain subdivi- sors and continue to buy at the distributing level, budget merchandise is involved. Mercury is now in the process of coordinating its budget merchandise, he said. Budget merchandise involves companies that are eligible to buy under this program. Steinberg said:

Chicago’s WMAQ

Going to stick with present deejay personalities.

If WMAQ goes Top 40, it'll be "bumped heads" with powerhouse WLS, currently top-rated in the Windy City. These two stations are the "B" frequencies, and the "A" frequencies are other 11 stations.

If the rack jobber assumes ownership of the good records, he must accept the responsibilities, he, in effect, a retailer, Steinberg said. Steinberg emphasized the retailing responsibilities, said the Mercury executive. "If the rack jobber assumes ownership of the good records, he must accept the responsibilities, he, in effect, a retailer, Steinberg said.

Keller’s Credo: Diversification

Jerry Keller is an example of the young breed of music busi- nessmen who believe they can’t put all their eggs in one basket. Keller’s "diversification" should be the word in the music business.

Keller, who heads America’s leading rock and roll band, is banking on his singing career to carry him through the swing of the music business.

He’s Queried On Capitol Cutoff-Polic

Johnson Heads Disney Farms

JIMMY JOHNSON

BURBANK, Calif. — Jimmy Johnson, vice president of the Walt Disney record and music publishing firm, has been named president of Johnson at the helm of Walt Disney Music Company (ASCAP) and Wonderland Music Company (BMI). Disney Records and the Walt Disney Music Company subsidiaries.

Johnson has been with Disney since 1957. Prior to the promo- tion, he served as vice-president of its musicdiska.

German Diskeries

Continued from page 3

to promote novelty numbers. For example, its latest release is "Tango in the Twisp" with Margot Kristen and the Twisp Boys.

Our point is that most of the new discs are dedicated to the creation of new, interesting commercial music and to the promotion of disc voices, which is a reflection of the increasing introduction which, in turn, is a reflection of the new European music production.

This seems a paradox, but in fact it is connected with developments opening up the European Common Market, which, while inte- grating some of the European countries, nonetheless, is an inward-looking institution.

Billboard, May 9, 1964
the hot new pony
that's burning up
the track!

DICK DALE'S
WILD, WILD, MUSTANG!

#5187 Capitol

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

www.americanradiohistory.com
Suit Vs. Columbia in Final Round

Current and future competition and "free flow" of product in the record industry, now being elbowed by exclusive contracts in the club field.

"Group Boycott" was the government attorneys' name for the contracts by which Columbia Club keeps seven labels (total catalog) out of any rival club or direct mail sales. FTC attorneys said Columbia does not really need such "exclusive" contracts. It "covets" the other labels and wants to prevent any new entry into club selling. Government attorneys say this is the real purpose of the contracts. They are "illegal agreements" but that does not mean the other clubs or mail order outlets, and make sure they do "not compete" with Columbia in the club field.

Calls Phrase "Silly"

Sokolow called the "Group Boycott" phrase "silly": The courts have never applied such a term to other exclusive (and illegal) multi-label production agreements. He said government had not proven a charge that anti-competitive harm to retailers was "aggravated" by the exclusive contracts, and was now condemning the contracts themselves as "illegal.

The Columbia counsel said during hearings government had "failed to prove that the contracts were not legal.

Sokolow went on to sing club roles as "beneficial to overall sales production." He accused FTC attorneys of "clogging up" any award by insisting that price increases be "dictated" to Columbia. Sokolow said in exclusive contracts it should acquire club product, and to "force" the club to raise in price.

(FTC attorneys had challenged Columbia claims that it is "not to the advantage of consumers."

Prove it by going out and competing in open market for club records, they said. Government argument noted that music magazine A, which had few records, the publication of the Dick's Club was "out of the way" and that it should not be legal to use exclusive contracts as against the Columbia Club's 524,348,000.

Government roused more Columbia ire by questioning its club exclusive contracts with seven labels among the 20 names "permanently acquired," of the label's whole product, as far as club selling went. Government pointed out that none of the other labels had left the club but one, and that was because the club couldn't sell jazz product.

Contracts "Temporary"

Sokolow said the contracts were "temporary," for three years, with partial clause, partial years. He said the labels and their talent are happy with Columbia's massive advertising of their products by the club. Sokolow also reminded FTC attorneys that restrictions on the club or mail order sales; labels can distribute club records freely at any point level of retailing. FTC attorneys were scornful of Columbia claim that its "in" club allows the club to use exclusive contracts to build up and to promote the labels to consumers. FTC argues that Columbia Club never was an "in" in this business. It had over 50 per cent of club sales, which are in turn over 20 per cent of record sales. Columbia, during hearings, had said its club sales slipped to 40 per cent or more in 1960 and were dropping in 1962. FTC attorneys said it was more than 55 per cent of club sales, and to prove their case.

In follow-up the evidence issue, each side could dredge out of the complexities and contradictions in their record interest, statistics or cases or testimony to prove practically nothing. On the subject of Billboard charts, FTC attorneys said Columbia always kept club dealer outlets and sales were up — but Columbia reversed, and claimed chart position on the basis that the label's dominance in L.P. hit albums. Government outlook was the reverse. They said figures showed the presence on the charts of many dealers' outlets, which includes records, had dropped, and charts correctly showed Columbia LP dominance.

Which side of the argument on the Columbia Club complaint will prevail with Examiner Moore is something even he doesn't know at this stage of the proceedings. By June 10 he will have made an initial decision whether the full commission will make final judgment. In the face of government evidence the Columbia Club complaint almost certainly get this one.

No Conspiracy Alleged

Moore is known to have opposed several occasions, but each time it was to question or clarify government attorneys' allegations. He asked whether "Group Boycott" was implying any conspiracy among the contract labels. Government attorneys emphatically said they had no conspiracy alleged. But they believe Columbia acted as a "clearing house" by getting information for each label individually, concerning on products, talent, terms of contracts.

Government attorneys hold that Columbia revealed "brackets" how much of the individual label's affairs, and that each label knew of contract to the others, with the Columbia Record Club. "Columbia is like the hub, and they are all spokes,

"It's the competitive pluralism.

Major question government concept that the exclusivity contracts were like "legal devices" on the labels, their masters, good-will, talent, a.k.a. artists, resources, etc. Moore asked, "Why does exclusivity mean to the record industry that they are the major vice in contracts? Could they be acceptable if there were no exclusive involvement?"

FTC attorneys held firm belief that the contracts were illegal whether or not they were exclusive. They rejected attempts at consent and licenses refusal to sell to competing clubs or direct sales, which constitutes legal agreement, was government viewpoint.

Legal or Illegal?

Moore asked about the Victor and Capitol labels, also RCA and Capitol are to follow Columbia practices, are you suggesting that the club market as illegal, but will be illegal if the two major competitors follow the same course? FTC attorneys stuck to their "illegal" position. FTC cannot constitution Columbia contracts, whether or not other clubs did the same. But the records contracts by Columbia are allowed to continue, the Columbia Club is not illegal, and the likely result must be considered. Again, FTC attorneys foresaw that shut-off of any new club or record label would mean eventual control of all LP field by the Big Three, both in and out of clubs. When Columbia attorney Sokolow opposed the government's earlier charges of monopoly for the newer approach. Examiner Moore said the government attorneys point blanks on the government charges of monopoly by Columbia. FTC attorneys said they had not abandoned these charges. They consider exclusive agreements an attempt to monopolize the whole market and the whole LP market. Further, as in recent case of FTC order to giant Procter & Gamble to divest of Clorox, a giant concern is allowed to make a much heavier inroad when it acquires additional product, and some smaller firm takes it out.

Moore said some questions remained the government claim that Columbia and the label licensee agreed on "suggested list prices" for the small releases to be sold for club selling — to make the club bargain look better.

Government attorneys had two documented instances, based on testimony, by Caedmon and Columbia, that both said club contracts allow Columbia to use a "formula" to arrive at suggested list price against against any lower price. Moore pointed out that these "formula" was only specific agreements in club price setting on the record.

Sokolow Protests

Columbia attorney Sokolow put up the "conspiracy" implications among the contracting labels and Columbia implies to government to know how government assumed that licenses "knew about each other's contracts term. CBS contracts with each separately, said Sokolow — there is no "group" dealing.

Sokolow demanded to know "where is the proof?" that licensees know and Columbia uses mutual knowledge of each others' deals. On this point, the government could take some hard brushes, if Examiner Moore was more aggressive in his handling of this and other cases. Sokolow up the FTC examiner to "deal with complaint charges as proven by other facts," and not with "fear of some hypothetical fancy.

FTC attorneys ended with plea for Examiner to see "this section of the court to see its potential. CBS and otherwise vigorously competitive license their product independently competitive society." They urged that government "be satisfied that the exclusive contracts which shutter off competing clubs — when clubs are a growing factor in record sales.

IT IS IMPORTANT that your firm be listed in the BUYER'S GUIDE section. Please see Page 44.
abc-paramount

ain't talkin' about

high spirits

the sensational album that has burst on the original broadway cast scene like a bombshell...

bebecause dealers all over the country are doing all the talking necessary!

www.americanradiohistory.com
**Baker Brings Himself, Etc.**

NEW YORK — Chet Baker, recently returned to this country, and much quoted as "completely cured," will open a week-end engagement at the Village Vanguard here (April 28) with a quintet. Baker's record of "My Funny Valentine" was one of the first modern jazz records to hit the best selling charts. His life since those days has been one of in and out of European hospitals and jails. So, the onetime "jazz idol" is looking to see where he can recreate the market strength he once had here.

**Goya Sponsoring 4th Folk Festival**

NEW YORK — Off to Grossingers again, for the fourth time that Goya guitar has sponsored a folk festival in that famous Finger Lake area. The festival is four days long (June 16-19) and is again under the direction of Oscar Brand. At press time, artists scheduled to appear included John Cook, Dave Van Ronk, Pete Seeger, Tom Paley, the Greenbriar Boys, Major, and Jean Ritchie.

**HANK'S 'HEART' BEGINS TO ROLL**

HOLLYWOOD— MGM has begun filming the Hank Williams biography, "Your Cheatin' Heart." Hank Williams Jr., will record 11 of his father's hit compositions for the soundtrack, including "Your Cheatin' Heart," "Cold, Cold Heart" and "Jambalaya.

George Hamilton stars as Williams. Mrs. Williams serves as his technical advisor for the film, which also features Susan Oliver (as June), John Cullum, and Arthur O'Connell. Stanford Whitmore wrote the script. Gene Nelson will direct the film, while Sam Katzman, Fred Karger is the musical director.

**PEOPLE AND PLACES**

Sammy Davis Jr. will host stars at Carnegie Hall benefit for Leukemia Society on June 9. After the concert, he will host another party at his RKO Palace Club for other charity holders. Paul Anka back from West Berlin where he recorded in German for RCA Victor. Neil Sedaka done a 10-day tour of South America on May 9. In addition to TV and radio engagements, Sedaka will record in Buenos Aires... Margaret Whiting begins her six-city tour in 1 "I Married an Angel" at the California Palace in Washington... Verve has designated May for special promotion on Stan Getz... Leon Ribb set for three weeks in New York's Bitter End. He goes to Russia in August...

Thanks Mark Warnow Music, Inc., of Sherman Oaks, Calif, is looking for Jack Straw. A singer, pianist, actor and songwriter, Straw has been entertaining here at the Café Carlyle...-recorded a series of albums of songs he's written for the room's shows during the last 10 years.

Ruth Olay will be appearing on NBC's "First Impressions" May 28... Clyde McPhatter began three nights at Miami's Green Mansions on May 15... Lou Rawls made his 20th appearance on the Steve Allen Show... Oliver Daniel, concert music administration director for BMI, will represent the National Music Council and the U.S. National Commission for UNESCO at the International Music Council Congress to be held in Hamburg, Germany June... Teenie O'Shea shares the Ember's bandstand with Jonah Jones until May 23... Jimmie Rodgers to Manila in May for 20th Century-Fox film, "Music critic Leonard Feather's "Life With Feather," now syndicated in four countries, has become a regular feature in a New York Times column. He is currently trying to introduce a new dance, a western version of the Twist called the Wrangler Stretch...

O'Hagan's, the first folk singer to be selected by the Institute of American Music to perform at the U.S. Pavilion at the World's Fair... Teri Thornton's stay at the Living Room ends May 1 at the Mayatorium... singer Tonne Leonese appears at Chet Gleichr, McCann-Erickson musical director, led a 5-piece orchestra through a recording to be used as part of the show at the Pan American Exhibition... Ann McKenna has teamed with sociale Buffy Karr in writing two songs to be recorded by Realem.

**ARTISTS' BIOGRAPHIES**

**NIGHT CLUB REVIEWS**

**Songbirds Chirp and Charm**

Patti Page is Ear Opener

Patti Page, Waldorf-Astoria's Empire Room Thursday (3) performed for an appreciative audience of 18-piece orchestra. The singer set the show folksy—but not corny.

As well as Patti sings, she has not permitted herself to rest on this ability alone. The act included several effective gimmicks that enhanced the overall performance. She joins pianist-accompanied Rocky Cole in a comic ditty. Rocky himself takes to the mike while Patti flaps about at the piano. "Dunny Boy" is sung while strumming the bass strings at the end of the piano. A tape machine is included in the act, allowing Patti to harmonize with herself on one number, "Tum-Tum Lullaby." This is similar to her multi-track recording technique.

On some nights, a picture is available, and always requested—medley of Patti's hits is comprised of breakfast to the eye or a jump to the throat, "With My Fingers Wide Open," "I Went to Your Wedding," "Daggie in the Window," "Old Cap," "Crazy Bird," "Mockin' Bird Hill," "Cross Over the Bridge," "All My Love," "Tennessee Waltz," were all warmly and enthusiastically received.

Patti, who opened at the Empire Room Wednesday (29) will be there through May 29. Incidentally, Patti's latest Mercury album, "Tuna," is a collection of blues. LP is entitled "Blue Dream Street." 

**Lewis Picks N. Y. Emee**

NEW YORK—Country Music Jamboree producer Victor Lewis has chosen Ralph Emery, WSM (Nashville) disk jockey. Emery has just returned to New York after Madison Square Garden on May 16 and 17.

Three stages will accommodate the huge show which includes such as Hank Snow, Webb Pierce, Faron Young, Porter Wagoner, Ernest Tubb, and a dozen others.

**Newport Folk Festival Set for Giant C.W. Show**

NEW YORK — The giant country music show scheduled for Madison Square Garden here, May 16 and 17 (Billboard, April 18) has bloomed into a four-performance, $750,000 production with 30 top country stars, eight orchestras and the world's famous band, the Modernaires, among the dance bands.

Producer Victor Lewis claims this is the biggest assembly of recording stars ever gathered under one roof, and he says that it is a pilot effort for future events he is already planning.

No word is yet available about the proposed closed-circuit show. A New York travel bureau has been asked to the airport and hotel and the show's world's Fair. One station has chartered its own plane for the trip.

**Testimonial Benefit For Margo Middleton**

CINCINNATI—A testimonial benefit for Margo Middleton, former local booker and widow of Jack Middleton, first Cincy booker to ink an AGVA contract, will be held at Castle Farm here May 23. Handling arrangements for the affair are Bob Edwards, local AGVA head, and his assistant, Bert Pichel.

Donors are among present-day names who worked for Middleton at some time or other in the past, are expected to participate. Also donating their services will be many of the various groups in the area. Local unions are cooperating in the venture, and Milt Magel, Castle Farm owner, has donated the use of the club. The public will be invited to the dance and show, with tickets pegged at $1.50. All proceeds will go to Miss Middleton, who has been in ill health for some time.
“HICKORY, DICK & DOC”
THE HIT TO PLAY AND STOCK!

BOBBY VEE

#55700
b/w
“I WISH YOU WERE MINE AGAIN”

BOBBY'S LATEST HIT ALBUM:

BOBBY VEE SINGS
THE NEW SOUND FROM ENGLAND!

LP-3352 / LST-7352
INCLUDES: From Me To You, She's Sorry, She Loves You, Suspicion, and others

LIBERTY RECORDS
WLP Adds Billboard 100

LEXINGTON, Ky.—There's an all new sound in this fine old Kingdom; the frequen
ty of the city's oldest licensed radio station, is now offering an ex
ceptional variety and a wide variety of pop music based on the Hit Top 100 chart.
The station's new manager, Ken Hart, and program director Jim Mc
teer have set a "new hub" operation with the installation of fire and police
services, and a "newspaper" station wagon, "beer" equipment and a full
WLP's full-time newsroom are being set up in the office of the Mutual
broadcasting System.
The easy lineup and music programming includes Bob Dye, country hits 5 to 6:30 each morning. At 7:00 Bill McColl puts in with a combination of standards and an "open line," and the "Denny Show" follows, also spotlight standards. In the 11 A.M. to 12 N.B.C. band features all album music. The station producer will arrive in the after
noon, with Denny returning to host. In the 3 to 5 P.M. and 8 to 12 A.M. block, "Denny's Den" swings with the current hits and latest releases. Denny claims he has selected members who are eligible for daily prizes.
The grand finale is a midnight WLP serves up "Supreme The
ter," a syndicated drama package heard to 12 nightly.

Elvis Promotion

WREXport Attempting to continue coverage of the Beatles, KEEL radio last week proclaimed "Elvis Presley Week" and features a Presley single every hour. In addition, KEEL gave away an Elvis single, album or color photo book.
The station also invited listeners send in a photo with a postcard to the numbers of single records Elvis has released. The first listener with the correct answer receives a complete file of all Elvis Presley singles. The next three correct entries receive an Elvis album. The next three correct entries receive an 18-color photo book color photo book of Elvis.

and political leaders to lend their services for the program. The program will be devoted to promotional an
nouncements about Lincoln civil c
ctions. The ad setting up the promo

Unique Phone News Format on CCF

VOX JOX

By Gil FAGGEN

WNL (New York) program director, the Peabody Awards were given at a luncheon held in the Hotel Pierre. Highlight was the acceptance by Leo Collins, NAB president, of the Special Award for the broadcasting industry's coverage of President Kennedy's assassination and the events that followed.

Peabody Board Chairman Bennett Cerf announced the winners, and the awards were presented by Dean John E. Drewry of the University of Georgia's Henry W. Grady School of Journalism, with the Peabody board, administer the awards.

In the presentation, Dean Drewry paid tribute to the memory of Peabody and said that during 1963 radio and television reached new heights—tragically as

Vox Jox

Joke (Continued on page 8)

San Antonio deputies were on hand in force for a "Night in Old San Antonio.," a feature of the annual San Antonio Round-Up at the city. The special deal was for the teenagers, and was called Station Drive Is Fool-Proof

The easy lineup and music programming includes Dolly Parton, country hits 5 to 6:30 each morning. At 7:00 Bill McColl puts in with a combination of standards and an "open line," and the "Denny Show" follows, also spotlight standards. In the 11 A.M. to 12 N.B.C. band features all album music. The station producer will arrive in the afternoon, with Denny returning to host. In the 3 to 5 P.M. and 8 to 12 A.M. block, "Denny's Den" swings with the current hits and latest releases. Denny claims he has selected members who are eligible for daily prizes.

The maximum attendance for each clinic has been set at 125.

Lincoln, Neb. — KLMS converted a well-planned April Fool joke into an effective civic promotion. A group of newspaper readers were startled April 1 by two half-page advertisements announcing that KLMS' staff would be fired "for the benefit of the community"... The ad setting up the promotion was signed "Elvis Presley Panel, Inc." Among them was a State employment office representative, a local radio station manager and one of the announcers to offer the office's services in placing staff members in new jobs.

WWW (New York) program director, the Peabody Awards were given at a luncheon held in the Hotel Pierre. Highlight was the acceptance by Leo Collins, NAB president, of the Special Award for the broadcasting industry's coverage of President Kennedy's assassination and the events that followed.

Peabody Board Chairman Bennett Cerf announced the winners, and the awards were presented by Dean John E. Drewry of the University of Georgia's Henry W. Grady School of Journalism, with the Peabody board, administer the awards.

In the presentation, Dean Drewry paid tribute to the memory of Peabody and said that during 1963 radio and television reached new heights—tragically as

Vox Jox

Joke (Continued on page 8)

San Antonio deputies were on hand in force for a "Night in Old San Antonio.," a feature of the annual San Antonio Round-Up at the city. The special deal was for the teenagers, and was called Station Drive Is Fool-Proof

The easy lineup and music programming includes Dolly Parton, country hits 5 to 6:30 each morning. At 7:00 Bill McColl puts in with a combination of standards and an "open line," and the "Denny Show" follows, also spotlight standards. In the 11 A.M. to 12 N.B.C. band features all album music. The station producer will arrive in the afternoon, with Denny returning to host. In the 3 to 5 P.M. and 8 to 12 A.M. block, "Denny's Den" swings with the current hits and latest releases. Denny claims he has selected members who are eligible for daily prizes.

The maximum attendance for each clinic has been set at 125.

WWW (New York) program director, the Peabody Awards were given at a luncheon held in the Hotel Pierre. Highlight was the acceptance by Leo Collins, NAB president, of the Special Award for the broadcasting industry's coverage of President Kennedy's assassination and the events that followed.

Peabody Board Chairman Bennett Cerf announced the winners, and the awards were presented by Dean John E. Drewry of the University of Georgia's Henry W. Grady School of Journalism, with the Peabody board, administer the awards.

In the presentation, Dean Drewry paid tribute to the memory of Peabody and said that during 1963 radio and television reached new heights—tragically as

Vox Jox

Joke (Continued on page 8)

San Antonio deputies were on hand in force for a "Night in Old San Antonio.," a feature of the annual San Antonio Round-Up at the city. The special deal was for the teenagers, and was called Station Drive Is Fool-Proof

The easy lineup and music programming includes Dolly Parton, country hits 5 to 6:30 each morning. At 7:00 Bill McColl puts in with a combination of standards and an "open line," and the "Denny Show" follows, also spotlight standards. In the 11 A.M. to 12 N.B.C. band features all album music. The station producer will arrive in the afternoon, with Denny returning to host. In the 3 to 5 P.M. and 8 to 12 A.M. block, "Denny's Den" swings with the current hits and latest releases. Denny claims he has selected members who are eligible for daily prizes.

The maximum attendance for each clinic has been set at 125.

WWW (New York) program director, the Peabody Awards were given at a luncheon held in the Hotel Pierre. Highlight was the acceptance by Leo Collins, NAB president, of the Special Award for the broadcasting industry's coverage of President Kennedy's assassination and the events that followed.

Peabody Board Chairman Bennett Cerf announced the winners, and the awards were presented by Dean John E. Drewry of the University of Georgia's Henry W. Grady School of Journalism, with the Peabody board, administer the awards.

In the presentation, Dean Drewry paid tribute to the memory of Peabody and said that during 1963 radio and television reached new heights—tragically as
BARBRA STREISAND

Sensational Star of the Hit Musical “FUNNY GIRL”
(original cast recording Capitol Records)

THANK YOU NARM FOR:
BEST SELLING FEMALE VOCALIST AWARD FOR 1963

Nominated by the
NATIONAL ACADEMY OF RECORDING ARTS and SCIENCES for 1963

RECORD OF THE YEAR
“Happy Days Are Here Again”

ALBUM OF THE YEAR
“The Barbra Streisand Album”

BEST VOCAL PERFORMANCE—FEMALE
“The Barbra Streisand Album”

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

Management:
MARTIN ERLICHMAN

Recording For:
COLUMBIA RECORDS
**HEADED FOR TOP 40 RAY PRICE'S SENSATIONAL SINGLE!**

**THAT'S ALL THAT MATTERS 4-42971**

Published by Pamper Music, Inc.
119 Two Mile Pike
Goodlettsville, Tennessee
J. Hal Smith, General Manager

**COLUMBIA RECORDS**
BILL COSBY IS A
VERY FUNNY FELLOW

BEST
COMEDY PERFORMANCE

BILL COSBY
IS A VERY FUNNY FELLOW

Produced by ALLAN SHERMAN

Many thanks NARAS members for the nomination-

Bill Cosby

www.americanradiohistory.com
ROCHESTER, N. Y.

<table>
<thead>
<tr>
<th>TOP STATIONS</th>
<th>% of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rank Letters</td>
<td></td>
</tr>
<tr>
<td>For POPULAR Singles</td>
<td>50%</td>
</tr>
<tr>
<td>1. WBEN</td>
<td>50%</td>
</tr>
<tr>
<td>2. WROC</td>
<td>30%</td>
</tr>
<tr>
<td>Others</td>
<td>20%</td>
</tr>
<tr>
<td>(WROC, WBEN)</td>
<td></td>
</tr>
<tr>
<td>For POPULAR LP's</td>
<td>30%</td>
</tr>
<tr>
<td>1. WROC</td>
<td>30%</td>
</tr>
<tr>
<td>2. WHEC</td>
<td>25%</td>
</tr>
<tr>
<td>3. WHAM</td>
<td>21%</td>
</tr>
<tr>
<td>4. WQ Labor</td>
<td>17%</td>
</tr>
<tr>
<td>5. WYLM</td>
<td>7%</td>
</tr>
<tr>
<td>For R&amp;B</td>
<td>44%</td>
</tr>
<tr>
<td>1. WQ Labor</td>
<td>54%</td>
</tr>
<tr>
<td>2. WBEN</td>
<td>46%</td>
</tr>
<tr>
<td>For JAZZ</td>
<td>27%</td>
</tr>
<tr>
<td>1. WROK</td>
<td>40%</td>
</tr>
<tr>
<td>2. WHEC</td>
<td>30%</td>
</tr>
<tr>
<td>3. WHAM</td>
<td>25%</td>
</tr>
<tr>
<td>For COUNTRY MUSIC</td>
<td>100%</td>
</tr>
<tr>
<td>1. WSKY</td>
<td></td>
</tr>
<tr>
<td>For SINGLES (Midnight Road)</td>
<td>29%</td>
</tr>
<tr>
<td>1. WHEC</td>
<td>29%</td>
</tr>
<tr>
<td>2. WROC</td>
<td>25%</td>
</tr>
<tr>
<td>3. WHAM</td>
<td>19%</td>
</tr>
<tr>
<td>4. WQ Labor</td>
<td>11%</td>
</tr>
<tr>
<td>For FOLK</td>
<td>40%</td>
</tr>
<tr>
<td>1. WBEN</td>
<td>35%</td>
</tr>
<tr>
<td>2. WQ Labor (Mid.)</td>
<td>23%</td>
</tr>
<tr>
<td>3. WROC</td>
<td>23%</td>
</tr>
<tr>
<td>Others</td>
<td>19%</td>
</tr>
<tr>
<td>(WROK, WHEC, WHAM)</td>
<td></td>
</tr>
<tr>
<td>For COMEDY</td>
<td>40%</td>
</tr>
<tr>
<td>1. WBEN</td>
<td>40%</td>
</tr>
<tr>
<td>2. WQ Labor</td>
<td>30%</td>
</tr>
<tr>
<td>3. WHAM</td>
<td>15%</td>
</tr>
<tr>
<td>Others</td>
<td>17%</td>
</tr>
<tr>
<td>(WQ Labor, WHEC, WHAM)</td>
<td></td>
</tr>
<tr>
<td>For CLASSICAL</td>
<td>57%</td>
</tr>
<tr>
<td>1. WSKY-FM</td>
<td>57%</td>
</tr>
<tr>
<td>Others</td>
<td>43%</td>
</tr>
<tr>
<td>(WQ Labor-FM, WROC-FM, WHEC-FM)</td>
<td></td>
</tr>
</tbody>
</table>

NEW ORLEANS

<table>
<thead>
<tr>
<th>TOP STATIONS</th>
<th>% of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rank Letters</td>
<td></td>
</tr>
<tr>
<td>For POPULAR Singles</td>
<td>50%</td>
</tr>
<tr>
<td>1. WDSU</td>
<td>50%</td>
</tr>
<tr>
<td>2. WQ Labor</td>
<td>30%</td>
</tr>
<tr>
<td>Others</td>
<td>20%</td>
</tr>
<tr>
<td>(WQ Labor, WDSU)</td>
<td></td>
</tr>
<tr>
<td>For POPULAR LP's</td>
<td>30%</td>
</tr>
<tr>
<td>1. WQ Labor</td>
<td>40%</td>
</tr>
<tr>
<td>2. WDSU</td>
<td>28%</td>
</tr>
<tr>
<td>3. WHAM</td>
<td>14%</td>
</tr>
<tr>
<td>4. WQ Labor</td>
<td>10%</td>
</tr>
<tr>
<td>For R&amp;B</td>
<td>60%</td>
</tr>
<tr>
<td>1. WQ Labor</td>
<td>60%</td>
</tr>
<tr>
<td>2. WDSU</td>
<td>40%</td>
</tr>
<tr>
<td>For JAZZ</td>
<td>100%</td>
</tr>
<tr>
<td>1. WSKY</td>
<td></td>
</tr>
<tr>
<td>For SINGLES (Midnight Road)</td>
<td>30%</td>
</tr>
<tr>
<td>1. WDSU</td>
<td>30%</td>
</tr>
<tr>
<td>2. WQ Labor</td>
<td>20%</td>
</tr>
<tr>
<td>3. WHAM</td>
<td>10%</td>
</tr>
<tr>
<td>4. WQ Labor</td>
<td>8%</td>
</tr>
<tr>
<td>5. WQ Labor</td>
<td></td>
</tr>
<tr>
<td>For FOLK</td>
<td>51%</td>
</tr>
<tr>
<td>1. WQ Labor</td>
<td>51%</td>
</tr>
<tr>
<td>2. WDSU</td>
<td>30%</td>
</tr>
<tr>
<td>3. WHAM</td>
<td>20%</td>
</tr>
<tr>
<td>4. WQ Labor</td>
<td>12%</td>
</tr>
<tr>
<td>For COMEDY</td>
<td></td>
</tr>
<tr>
<td>1. WDSU</td>
<td></td>
</tr>
<tr>
<td>2. WQ Labor</td>
<td></td>
</tr>
<tr>
<td>For CLASSICAL</td>
<td>40%</td>
</tr>
<tr>
<td>1. WQ Labor-FM (Series)</td>
<td>40%</td>
</tr>
<tr>
<td>2. WQ Labor-FM</td>
<td>40%</td>
</tr>
<tr>
<td>TOP DISK JOCKEYS</td>
<td>% of Total Points</td>
</tr>
<tr>
<td>Rank Disk Jockey</td>
<td>Call Letters</td>
</tr>
<tr>
<td>For POPULAR Singles</td>
<td>45%</td>
</tr>
<tr>
<td>1. Nick Nelson</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>2. Joe Boone</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>3. Jerry Fogel</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>(Jack Palermo-WQ Labor)</td>
<td></td>
</tr>
<tr>
<td>For POPULAR LP's</td>
<td>37%</td>
</tr>
<tr>
<td>1. Gary Smith</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>2. Norm Nickes</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>3. Jack Hesten</td>
<td>WHAM</td>
</tr>
<tr>
<td>4. Jerry Fogel</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>(Will Mayes-WQ Labor)</td>
<td></td>
</tr>
<tr>
<td>For R&amp;B</td>
<td>47%</td>
</tr>
<tr>
<td>1. Nick Nelson</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>2. Jerry Fogel</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>(Jack Palermo-WQ Labor)</td>
<td></td>
</tr>
<tr>
<td>For JAZZ</td>
<td>85%</td>
</tr>
<tr>
<td>1. Will Mayes</td>
<td>WQ Labor</td>
</tr>
<tr>
<td>2. Others</td>
<td>17%</td>
</tr>
</tbody>
</table>

WLS: 50,000 watts. Independent. ABC affiliate. Music format: Standard-Pop. Highly identifiable air personalities. Special programs include 30-minute mystery shows (Michaelsen package) aired at 9 nightly. General Manager, John Vath. Program Director, Marshall Pearce (also does daily air show).

WDSU: 5,000 watts. Independent. NBC affiliate. Music format: Pop-Standard. "Letters to the Editor," part of editorial policy. 15-man combo AM-TV news operation headed by John Coroner. Special programs: "Calvacade" 7-8:30 a.m., news, information talk block hosted by Chuck Pratt, 5-7 p.m., news, information, talk block hosted by Lynn Cole. "Conversation Carte Blanche"—25-minute telephone audience participation segment within 5-7 p.m. daily talk block. Tulane University football carried. "Bob and Jan Carr Show"—household hint program, 1-2 p.m., daily. Manager, Harold M. Wheelahan. Program Director, Chuck Prat (also does daily air show).


WWL: 500,000 watts. Owned by Loyola University of the South. Music format: Pop-Standard. Louisiana State University football, Loyola of South basketball, Colt 45 baseball, and pro football specials carried. 10 to 12 sportscasts (3 to 10 minutes) per day. Solid news block daily 5-7 p.m. featuring news, sports, information interspersed with music. General Manager, William A. Dean. Program Director, Lawrence Johnson (also does daily air show).


ROCHESTER: Station's 40th largest radio market. 6 AM, 4 FM. 1 pop-contemporary. 1 standard-pop. 1 pop-standard. 1 standard-conservative. 1 c&w-pop. 1 standard.

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 competitive ability of the stations and the 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.


BILBOARD, May 9, 1964
RITA PAVONE
(The international teen-age sensation!)

Adorabile! Incresibile! Sensazionale!
A pocket size package of pure dynamite.
A whirlwind charm that's captured all of continental Europe. (Over 6,000,000 records sold in Italy alone last year, 200,000 in her first two weeks in Germany!) Watch for her personal appearance tours. Her first American album on RCA Victor. She's the biggest little star in years! This is Rita Pavone...watch her go!

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

She's here on RCA Victor

The most trusted name in sound

www.americanradiohistory.com
**COUNTY MUSIC**

**COUNTY MUSIC CORNER**

By BILL SACHS

Showbiz vet and country music expert Gabie Tucker, now serving as personal manager for Capitol Records' comic philosopher, Brother Dave Gardner, was in Cincinnati Thursday and Friday (23-24) to handle arrangements for Gardner's engagement at the Taft Theater Friday night (24). With deuces pegged at $2 to $4.50, Gardner played to more than 1,000 people at the Cincy stand, with the local daily carrying him for his ability to hold an audience for an hour and a half, with comedy material that's truly different. This was the wind-up of an extended tour for Gardner. Brother Dave and Mrs. Gardner departed for their Hollywood headquarters Saturday (25), with Tucker returning to his home in Houston a couple of days' visit with wife Sunshine before taking off on another booking trip. Sunshine is full-time staff of Pappy Daily's music staff in Houston.

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

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

BILL PHILLIPS

**BIG D. MUSIC, INC.**

**SPOROTARIUM**

**DALLAS, TEXAS 75207**

**H**

FOR HITI

**Bob Luman**

**THE FILE**

**HICKORY 1238**

"Betty & Dupree" b/w "Got My Mojo Working"

Sun 2829

Billy Adams

SUN RECORDS

439 Madison

Memphis, Tenn.

COUNTRY MUSIC

**HOT COUNTRY SINGLES**

**Billboard Special Survey**

For Week Ending 5/9/1964

<table>
<thead>
<tr>
<th>Title</th>
<th>Label &amp; #</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNDERSTAND YOUR MAN</td>
<td>Johnny Cash, Columbia 45974</td>
<td>12</td>
</tr>
<tr>
<td>49 MY HEART BEAT</td>
<td>Buck Owens, Capitol 5356</td>
<td>7</td>
</tr>
<tr>
<td>WELCOME TO MY WORLD</td>
<td>Jim Reeves, Decca 31567</td>
<td>16</td>
</tr>
<tr>
<td>BURNING MEMORIES</td>
<td>Buck Owens, Capitol 5356</td>
<td>9</td>
</tr>
<tr>
<td>SAGINAW MICHIGAN</td>
<td>Leevi Foster, Columbia 45224</td>
<td>8</td>
</tr>
<tr>
<td>KEEPING UP WITH THE JONESES</td>
<td>Margie Singleton &amp; Faron Young, Mercury 72377</td>
<td>6</td>
</tr>
<tr>
<td>THIS WHITE CIRCLE ON MY FINGER</td>
<td>Jacky Wilson, Decca 31313</td>
<td>15</td>
</tr>
<tr>
<td>LONG GONE LONESOME BLUES</td>
<td>George Jones, Columbia 33184</td>
<td>7</td>
</tr>
<tr>
<td>BALTIMORE</td>
<td>Sonny James, Capitol 5398</td>
<td>7</td>
</tr>
<tr>
<td>IS NO EXCUSE</td>
<td>Jim Reeves &amp; Darrie West, RCA Victor 3754</td>
<td>10</td>
</tr>
<tr>
<td>MOLLY</td>
<td>RCA Victor 8961</td>
<td>15</td>
</tr>
<tr>
<td>A WEEK IN THE COUNTRY</td>
<td>Ernest Tubb, Columbia 21373</td>
<td>15</td>
</tr>
<tr>
<td>TOGETHER AGAIN</td>
<td>Buck Owens, Capitol 5370</td>
<td>6</td>
</tr>
<tr>
<td>EAST WEST WITH THE BLUES</td>
<td>Hank Snow, RCA Victor 8934</td>
<td>12</td>
</tr>
<tr>
<td>MILLER'S CAGE</td>
<td>RCA Victor 8924</td>
<td>14</td>
</tr>
<tr>
<td>EASY COME-EASY GO</td>
<td>Bill Anderson, Decca 31512</td>
<td>14</td>
</tr>
<tr>
<td>YOU ARE MY FLOWER</td>
<td>Lester Flatt &amp; Earl Scruggs, Columbia 45245</td>
<td>13</td>
</tr>
<tr>
<td>LOOKING FOR MORE</td>
<td>Jim Reeves, Chart 1564</td>
<td>18</td>
</tr>
<tr>
<td>FIVE LITTLE FINGERLES</td>
<td>Gene Autry, RCA Victor 8251</td>
<td>16</td>
</tr>
<tr>
<td>IM COMING IN</td>
<td>Foster Rogers, Decca 31313</td>
<td>19</td>
</tr>
<tr>
<td>WINE WOMAN AND SONG</td>
<td>Joe E. Brown, Decca 31584</td>
<td>41</td>
</tr>
<tr>
<td>INVISIBLE TEARS</td>
<td>Jacky Wilson, Decca 31584</td>
<td>24</td>
</tr>
<tr>
<td>FAIR AND TENDER LADIES</td>
<td>George Hamilton IV, RCA Victor 8304</td>
<td>39</td>
</tr>
<tr>
<td>PICK OF THE PINEY BARKER</td>
<td>Marty Robbins, Decca 31558</td>
<td>38</td>
</tr>
<tr>
<td>DON'T TAKE ADVANTAGE OF ME</td>
<td>Loretta Lynn, Decca 31576</td>
<td>34</td>
</tr>
<tr>
<td>LINDA WITH THE LONELY EYES</td>
<td>George Hamilton IV, RCA Victor 8304</td>
<td>37</td>
</tr>
<tr>
<td>TEXAS TEARS</td>
<td>Tex Ritter, Decca 31304</td>
<td>36</td>
</tr>
<tr>
<td>EYES OF JACOBE FUNCTION</td>
<td>Lester Flatt &amp; Earl Scruggs, Columbia 45202</td>
<td>32</td>
</tr>
<tr>
<td>WIDOW MAKER</td>
<td>Sonny &amp; Jana Ray, Decca 31558</td>
<td>34</td>
</tr>
<tr>
<td>FOLLOWED CLOSELY BY TEARDROPS</td>
<td>Sonny &amp; Jana Ray, Columbia 45205</td>
<td>36</td>
</tr>
<tr>
<td>GIRL FROM SPANISH TOWN</td>
<td>Marty Robbins, Columbia 45258</td>
<td>36</td>
</tr>
<tr>
<td>DOUBLE LIFE</td>
<td>Mel Carney, Liberty 56644</td>
<td>39</td>
</tr>
<tr>
<td>WALKIN', TALKIN', CRYIN', BARELY TEARING MY HEART</td>
<td>Johnny Wright &amp; the Tennessee Mountain Boys, Decca 313098</td>
<td>34</td>
</tr>
<tr>
<td>RODEO HANDS</td>
<td>Merle Travis, Columbia 45201</td>
<td>35</td>
</tr>
<tr>
<td>FIRST STRING</td>
<td>Hank Snow, Mercury 22358</td>
<td>38</td>
</tr>
<tr>
<td>WHEN THE WORLD'S ON FIRE</td>
<td>Johnny &amp; the Hurricanes, Columbia 45201</td>
<td>40</td>
</tr>
<tr>
<td>NOT MY KIND OF PEOPLE</td>
<td>Del Reeves, Columbia 45201</td>
<td>40</td>
</tr>
<tr>
<td>CIRCUMSTANCES</td>
<td>Sonny &amp; Jana Ray, Decca 31510</td>
<td>40</td>
</tr>
<tr>
<td>THAT'S ALL THAT MATTERS</td>
<td>Ray Price, Columbia 45201</td>
<td>47</td>
</tr>
<tr>
<td>MADE FOR EACH OTHER</td>
<td>Jacky Wilson, Columbia 45201</td>
<td>48</td>
</tr>
<tr>
<td>WITH THE JUKEBOX</td>
<td>Buddy Miller, Capitol 4510</td>
<td>48</td>
</tr>
<tr>
<td>LONG A LONE</td>
<td>Webb Pierce, Decca 31309</td>
<td>40</td>
</tr>
<tr>
<td>EIGHT YEARS AGO</td>
<td>Sonny &amp; Jana Ray, Columbia 45201</td>
<td>46</td>
</tr>
<tr>
<td>LET'S GO ALL THE WAY</td>
<td>Jacky Wilson, RCA Victor 8251</td>
<td>45</td>
</tr>
<tr>
<td>SLIPPING AROUND</td>
<td>Merle Travis, Columbia 45201</td>
<td>45</td>
</tr>
</tbody>
</table>

**BILLY GRAHAM**

Decca recording of "GRAND OLD Opry" host as a new release, "I SAW YOUR FACE IN THE MOON" (Decca 317171). Grammy in behalf of Pappy Daily, chiefly by RUSTER DOSS TALENT, INC.

**JONES, OWENS Featured in Neal Package**

CINCINNATI—Bob Neal, of the Bob Neal Agency, Nashville, has framed a country music package, featuring George Jones and the Jones Revue, Bill Buck Owens and His Buckeroos, for an extensive tour opening in Troy, N. Y., May 15. From Troy, Jones and Owens and their supporting units jump into Madison Square Gardens, New York, for May 16-17 appearances with the Vic Lewis country music spectacular. The package then plays Winston-Salem, N. C., May 18; Charles- ton, S. C., May 20; Columbus, Ga., May 21; Jacksonville, Fla., May 22; Milwauke- e, Wis., May 23; Raleigh, N. C., May 26; Charlotte, N. C., May 27; Fairbanks, Va., May 27, then rejoins the Jones unit for an appearance at Kitch- eners, Ont., May 28. On May 29, Owens shows at Ottawa, while Jones takes his unit to Pickering, Ont. The units team again for a stand at Flint, Mich., on Decoration Day (30). On May 31, Owens plays Colum- bus, Ohio, while the Jones group is engaged at Anderson, Ind. The package will use various supporting acts in towns along the tour route. The Neal agency represents George Jones, Sonny James, Charlie Louvin, Claude King, Johnnie Wright, Melba Montgomery, Merle Kilgore, Martha Carson, Freddie Hart (in the East), Connie Hall and Jim Nesbitt.

Allstar Signs Rusty Gabbard

HOUSTON—Rusty Gabbard, former front man for Ernest Tubb and the Texas Troubadours, has joined the staff at KIKK here, has signed a recording pact with Allstar Records, with headquarters in South Houston. Gabbard cut his first session for the label at the Texas Troubadour shows at the ACA Studios here April 22, with release slated for May 30. Gabbard is the writer of a number of e.d.w., including "Till the день," recorded by Ray Price; "High Cost of Living," by Tex Ritter, and "Much Too Young to Die," by Bob Ballon on the Hickory label. He is currently working one- nights in the Houston area, while spinning five hours of e.d.w. daily on KIKK.

Go to next page
memo to Country Music Disc Jockeys everywhere:

JIMMY DEAN
NEW YORK, N.Y.

My Thanks for your wonderful cooperation. Deeply Appreciated.

Fellows. Sincerely,

Jimmy Dean
Billboard Special Survey
FOR WEEK ENDING 5/9/64

<table>
<thead>
<tr>
<th>Title</th>
<th>Week</th>
<th>Last Week</th>
<th>Artist, Label &amp; No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>3</td>
<td>GUITAR COUNTRY</td>
<td>Decca DL 4007 (M)</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>LORETTA LYNN SINGS</td>
<td>Decca DL 4007 (M)</td>
</tr>
<tr>
<td>3</td>
<td>1</td>
<td>RING OF FIRE—THE BEST OF JOHNNY CASH</td>
<td>Columbia CL 5002 (M)</td>
</tr>
<tr>
<td>4</td>
<td>5</td>
<td>NIGHT LIFE</td>
<td>Columbia CL 5197 (M)</td>
</tr>
<tr>
<td>5</td>
<td>11</td>
<td>SAGINAW MICHIGAN</td>
<td>Columbia CL 5209 (M)</td>
</tr>
<tr>
<td>6</td>
<td>4</td>
<td>THE BEST OF GEORGE JONES</td>
<td>Columbia CL 5235 (M)</td>
</tr>
<tr>
<td>7</td>
<td>3</td>
<td>MORE HANK SNOW SOUVENIRS</td>
<td>RCA Victor LN 2182 (M)</td>
</tr>
<tr>
<td>8</td>
<td>6</td>
<td>BUCK OWENS SINGS TOMMY COLLINS</td>
<td>Capitol T 1989 (M)</td>
</tr>
<tr>
<td>9</td>
<td>7</td>
<td>FOLK SONG BOOK</td>
<td>Eddy Arnold, RCA Victor VP 2881 (M)</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>ON THE BANDSTAND</td>
<td>Buck Owens, Capitol T 1879 (M)</td>
</tr>
<tr>
<td>11</td>
<td>12</td>
<td>STORY SONGS FOR COUNTRY FOLKS</td>
<td>Parton Young, Mercury MG 20969 (M)</td>
</tr>
<tr>
<td>12</td>
<td>8</td>
<td>BILL ANDERSON SINGS</td>
<td>Decca DL 4018 (M)</td>
</tr>
<tr>
<td>13</td>
<td>14</td>
<td>GOOD 'N' COUNTRY</td>
<td>Jim Reeves, RCA Camden CL 764 (M)</td>
</tr>
<tr>
<td>14</td>
<td>9</td>
<td>LESTER FLATT &amp; EARL SCRUGGS AT CARNegie HALL</td>
<td>Columbia CL 5245 (M)</td>
</tr>
<tr>
<td>15</td>
<td>18</td>
<td>HANK WILLIAMS JR. SINGS THE SONGS OF HANK WILLIAMS</td>
<td>Columbia CL 5251 (M)</td>
</tr>
<tr>
<td>16</td>
<td>16</td>
<td>FLATT &amp; SCRUGGS RECORDED LIVE AT VANDERbilt UNIVERSITY</td>
<td>Columbia CL 5234 (M)</td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>RAILROAD MAN</td>
<td>Hank Snow, RCA Victor LPA 2700 (M)</td>
</tr>
<tr>
<td>18</td>
<td>15</td>
<td>LOVING ARMS</td>
<td>Carltons, Columbia CL 2128 (M)</td>
</tr>
<tr>
<td>19</td>
<td>20</td>
<td>BLUEGRASS HOOTENANNY</td>
<td>United Artists UA 2012 (M)</td>
</tr>
<tr>
<td>20</td>
<td>17</td>
<td>I LOVE A SONG</td>
<td>Starmount, Columbia CL 2095 (M)</td>
</tr>
</tbody>
</table>

Stardust: I CAN'T GIVE YOU ANYTHING BUT LOVE
Honeysuckle Rose • Begin the Beguine
ST. LOUIS BLUES • WHISPERING • TEA FOR TWO
I'M CONFESSION • MY BLUE HEAVEN • WHO
ALL THE THINGS YOU ARE • I SURRENDER DEAR

FROM THE ALBUM
THE SMASH CHART SINGLE
TEA FOR TWO
6294

ATCO RECORDS

**AN ALBUM BLOCKBUSTER**

**NINO AND APRIL SING THE GREAT SONGS**

**STARDUST: I CAN'T GIVE YOU ANYTHING BUT LOVE**

**Honeysuckle Rose • Begin the Beguine**

**ST. LOUIS BLUES • WHISPERING • TEA FOR TWO**

**I'M CONFESSION • MY BLUE HEAVEN • WHO**

**ALL THE THINGS YOU ARE • I SURRENDER DEAR**

**FROM THE ALBUM**

**THE SMASH CHART SINGLE**

**TEA FOR TWO**

6294

ATCO RECORDS
HE'S IN SAGINAW MICHIGAN
Best C & W Record

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

Lefty Frizzell

www.americanradiohistory.com
ACROSS-THE-BORD SPOTLIGHTS

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

Capitol 5183

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

Columbia 43047

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

Reprise 2078

GUEST D.J. PICK OF THE WEEK

JOHNNY CANTON

Program Supervisor

KUDI, Kansas City, Mo.
11 a.m.-2 p.m. Mon.-Fri.
4:10 a.m., Sat.

MILOD

Bobby Durin
Ateg 6297

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


Columbia 43047

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

Epic 0682

PHIL GILBERT—THEME FROM OLD JOE’S BARROOM (Bellina, BMI) (2:37)—Some piano rooings from the 1920’s with a trumpet that’s thinking of “Dolly.” It’s a real toe-tapper. Flip: “Conchita” (Bellina, BMI) (2:50).

Bellina 222

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

Vee Jay 594

Album Reviews on Page 56

COUNTRY MUSIC SPOTLIGHTS

KITTIE WELLS—I’VE THOUGHT OF LEAVING YOU (Maritzona, BMI) (2:41)—PASSWORD (Wells, BMI) (2:36)—Kitty’s distinctive style is supported by galling Tex-Mex beat and instrumentation. Flip is fine country ballad warmly sung.

Decca 31622

WEBB PIERCE—MEMORY NO. 1 (Cedarwood, BMI) (2:35)—Stellar performance from this consistent country artist. Side has weeping lyric backed by voices and traditional sound. Flip: “French Riviera” (Cedarwood, BMI) (2:23).

Decca 31617

(LITTLE) JIMMY DICKENS—I LEANED OUT BACKWARDS FOR YOU (Pamper, BMI) (2:44)—This traditional heart-sounding reading of fine country ballad should prove big with Dickens’ many fans. Flip: “Too Many Irons in the Fire” (Pamper, BMI) (2:09).

Columbia 43040

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.

SPOTLIGHT WINNERS OF THE WEEK

The Spotlight are singles with simplified instrumentation and take potential to achieve a listing in their top 100. For the benefit of broadcasters, Spotlights are broken down into specific programming categories. Billboard’s Review Panel recommends songs for programming based on their content and potential. Spotlights are designed for the contemporary and non-conventional radio play. Spotlights are geared for contemporary and progressive stations where many non-commercial trends are already playing. Spotlights also recognize other recordings for programming in their specific categories.

BILLBOARD, May 9, 1964

22
<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
<th>No.</th>
<th>Title, Artist, Label</th>
</tr>
</thead>
</table>
| 1   | THE BEATLES' SECOND ALBUM | 59  | THE VELVET UNDERGROUND |}

Compiled from national retail reports. Chart represents best selling albums. Billboard Top LP’s List by Record Industry Association of America. Data represents sales in millions of copies sold.
HANK THOMPSON - THE COUNTRY'S CHOICE

GOLDEN COUNTRY HITS
HANK THOMPSON and his BRAZOS VALLEY BOYS

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

Have your buyer contact CRDC and order immediately.

B. B. KING’S BIGGEST HIT SINGLE OF ALL TIME!

“ROCK ME BABY”

b/w

“I Can’t Lose” # 393

Elmore James

“Dust My Blues”

b/w

“Happy Home” #394

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

SHOWTIME

James Brown & His Orch, Smash MGS 27054 (M); SRS 67054 (S)

★ NEW ACTION LP’s

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

LILIES OF THE FIELD . . .

Soundtrack, Epic LN 24094 (M); BN 26094 (S)

LONELY GUITAR . . .

Dusan Eddy, RCA Victor LPM 2298 (M); LSP 2298 (S)

HIP BOOTS! . . .

Boots Randolph, Monument MLP 4615 (M); SLP 10815 (S)

WELL, WELL, WELL! . . .

Briarwood Singers, United Artists UAL 3518 (M); UAS 6318 (S)

ALWAYS IN MY HEART . . .

Los Indios Tabajeros, RCA Victor LPM 2912 (M); LSP 2912 (S)

• ALBUM REVIEWS

SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

DISCOVERY

YVIK Carr, Liberty LRP 3554 (M)

From artist’s past recordings, this album features its first recording of a new song, "A Child of Hollow Times," a folk song. The quality and variety of material is marked by the success of its first hit, "The Girl from the North Country.

FOLK SPECIAL MERIT

POINT OF ORDER

Soundtrack, KOL 4070 (M); KOS 2470 (S)

A fine example of music for film, this recording displays a wide range of styles, including blues, folk, and pop. The performances are well-executed, and the overall sound quality is excellent.

ALL THE FOLK THERE IS

Various Artists, 20th Century-FOX TFM 3121 (M); TFS 4121 (S)

This album features a diverse collection of folk songs from various regions of the United States. The performances are well-balanced, and the sound quality is excellent.

SEEN ALBUM REVIEWS ON BACK COVER

ALBUM REVIEW POLICY

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

FOUR-STAR ALBUMS

THE WHISTLER AND HIS GUITAR TUNES. Thirteen L.P.’s. Arista Records ABC 812 (M); ABCS 412 (S)

MELODIES OF LOVE

MGM Orchestra (2-1/2); MGM 3-1/2 (M); 2-1/2 (S)

LED DABLER

Neil Merl, 20th Century-FOX TFM 3139 (M)

HENRY CARRE L IN PARIS

20th Century-FOX TFM 3134 (M); TFS 4134 (S)

JIMMY McGRIF IT AT THE ORGAN

See LP 1038

THE WELL-ROUNDED DICK GLASS

20th Century-FOX TFM 3135 (M); TFS 4135 (S)

WORLD’S GREATEST WALTZES

Robert Sibley & His Orch & Harry Meltel & Orch. MGM 3-1/2 (M); 2-1/2 (S)

ORGAN AND PIANO MAGIC

Various Artists. MGM 3-1/2 (M); 2-1/2 (S)

CLASSICAL

BACH: EXCERPTS FROM ST. JOHN PASSION

Various Artists, London 574 (M); G/F 27974 (S)

STRAVINSKY: LE Baiser DE LA FEE

L’Orchestre De La Suite Romane (Amsterdam, London CS 7126; M); CS 6266 (S)

STRAVINSKY: CANTATA & MASS

English Chamber Orchestra (Davis), L’Oiseau-Lyre 501 (M); 502 (S)

LE MORTE D’ARTHUR (3-1/2), London, a ; M/G 1368 (M); OSA 1369 (S)

RAVEL: MUSIC FOR THE DANCE

Concertgebouw Orchestra of Amsterdam (Hindlun). Philips PHM 500-017 (M); PHS 501-017 (S)

ROSSINI: ULTILIANA IN ALGERI

(S), Orietta Bursini, London, a; MBA 1317 (S)

MAHLER: SYMPHONY NO. 1 IN D MAJOR

Concertgebouw Orchestra of Amsterdam (Hindlun). Philips PHM 500-017 (M); PHS 501-017 (S)

THE TUNING OF THE SHREW

(S), Haffner, London, a; MBA 1317 (S)

MOZART: SYMPHONIES 28 & 29

English Chamber Orchestra (Davis), L’Oiseau-Lyre 501 (M); 502 (S)

JAZZ

RAY BRYANT LIVES AT BASIN STREET EAST

See LP 1195

FOLK

THE SOUL OF FOLK

Bob Carney, 20th Century-FOX TFM 3120 (M); TFS 4120 (S)

COUNTRY

ORIGINAL AND AUTHENTIC RECORDINGS BY GREAT COUNTRY & WESTERN STARS

Various Artists (3-1/2), MGM 3-1/2 (M); 2-1/2 (S)

RELIGIOUS

THE CANTOR AND HIS SONS

Concert 20th Century-FOX MFE 72856 (M); SLP 67256 (S)

THREE-STAR ALBUMS

The three-star rating indicates moderate critical acceptance within its respective music category.

POPULAR

THE MAD-MATMEN AT MIDDLESBROUGH

20th Century-FOX TFM 3134 (M)

OPERA FOR THE MILLIONS

London, a; CBS 20791 (M)

CLASSICAL

BRO. MUS. IN THREE PARTS: MESSIAH

Four Parts. Cambridge, Cambridge (U.K.), CBS 3095 (M)

STING QUARTETS

Pratt, Columbia, a; CBS 20791 (M)

ERTONNOV: SONATAS 12 & 15

10th Century, London, a; CBS 9298 (M)

OPERA RE Tại

Florin Rob. London, a; CBS 20791 (M)

DONALD LEACH: CAROL (HELEN IN THE SHADOWS)

Press LP 1001

SONGS OF LOVE, LUST & LOOSES

Capt. America & Tenor British, London, a; CBS 20791 (M)

JAZZ

WHAT THE DICKENS

Spike Jones, Capitol, a; CBS 3095 (M)

INTERNATIONAL

SLOVENIAN SONGS

Telefunken, a; CBS 3095 (M)

THE FANTASTIC CARAMEL

International, a; CBS 3095 (M)

ROLE SING SING POLISH FAVORITES

telefunken, a; CBS 3095 (M)

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

Johnny Cash

RING OF FIRE
Best C & W Record

www.americanradiohistory.com
ARGENTINA

Country: Buenos Aires

(Names local origin)

This Week:

1. "NO H O L E A T E R A" - El Sol
2. "JUTA DE PLATA" - Los Angelitos
3. "NO H O L E A T E R A" - Los Angelitos
4. "JUTA DE PLATA" - Los Angelitos
5. "NO H O L E A T E R A" - Los Angelitos

AUSTRALIA

Country: Sydney

(Names local origin)

This Week:

1. "MY LOVE" - The Beatles (Parlophone) - London
2. "TWO RIVERS" - Guy luxe (Parlophone) - London
3. "TWO RIVERS" - Guy luxe (Parlophone) - London
4. "TWO RIVERS" - Guy luxe (Parlophone) - London
5. "TWO RIVERS" - Guy luxe (Parlophone) - London

BRITAIN

(Being a special list compiled primarily in pubs and clubs by the Music Express, London)

This Week:

1. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - London
2. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - London
3. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - London
4. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - London
5. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - London

FRANCE

This Week:

1. "SANS LA MUSIQUE DE" - Les Chanteurs (Parlophone) - Paris
2. "SANS LA MUSIQUE DE" - Les Chanteurs (Parlophone) - Paris
3. "SANS LA MUSIQUE DE" - Les Chanteurs (Parlophone) - Paris
4. "SANS LA MUSIQUE DE" - Les Chanteurs (Parlophone) - Paris
5. "SANS LA MUSIQUE DE" - Les Chanteurs (Parlophone) - Paris

GERMANY

This Week:

1. "ICH HABE MEINE LIEBE" - Die Indias (Decca) - Berlin
2. "ICH HABE MEINE LIEBE" - Die Indias (Decca) - Berlin
3. "ICH HABE MEINE LIEBE" - Die Indias (Decca) - Berlin
4. "ICH HABE MEINE LIEBE" - Die Indias (Decca) - Berlin
5. "ICH HABE MEINE LIEBE" - Die Indias (Decca) - Berlin

JAPAN

Country: Tokyo

(Names local origin)

This Week:

1. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - Tokyo
2. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - Tokyo
3. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - Tokyo
4. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - Tokyo
5. "I WANT TO HOLD YOUR HAND" - The Beatles (Parlophone) - Tokyo

MEXICO

(Names local origin)

This Week:

1. "LASSIE" - El Sol
2. "LASSIE" - El Sol
3. "LASSIE" - El Sol
4. "LASSIE" - El Sol
5. "LASSIE" - El Sol
The Smothers Brothers

"It must have been something I said!"

Those masters of musical foolery are at it again—with their fifth album-full of fractured folk-singing and smotherly-banter! They're the hottest comedy group of the year... so be sure to ride No. 5 all the way up the charts!

250,000 seller for sure
Iron Curtain Lifts for
Other Sounds of Music

By OMAR ANDERSON

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

The ferment of recent years has produced a musical revolution which is sweeping the entire Soviet Communist bloc. Mother Russia included. In fact, the Communist authorities are not only pleased to discuss the removal of the last Stalinist block on music, but are lyrical in forecasting the inclusion of the Communist bloc in the Western music trade.

Essentially, what has happened—or, perhaps better, is in the process of happening—is that music has been freed from Stalinist dogma. Henceforth, music will be classical, neoclassical, pop, and so on; but it will not be "Socialism" (meaning Communism) or "imperialist-capitalist," with the latter characterized as necessary and degenerate.

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

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

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

East Germany will issue its first 359 new titles in 1964. To the Eumenides, the Etas, and Amiga labels, of which 60 per cent will be Western-style pop. This is the highest percentage of pop ever produced by the East Germans in all single production years. East German authorities and the notion that the Western music is "decadent" died with Stalin. East Germany is restricted in importing Western music only by the lack of foreign exchange. Therefore, the East Germans are forced to restrict imports mainly to West Germany, of which 70 per cent of its trade relations. Considerable of East Germany's Western music is pirated from the airwaves and from disks smuggled through Berlin.

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

Czechoslovakia

The Czechs are quick for a big export drive based on an inventory of around 500 titles, many of them classics. Czechoslovakia operates through a production and sales team of Supraphon, the domestic producer, and Arlia, the foreign distributing agent of Czech music and literature. Arlia has been opening sales offices in the major Western countries, and is now represented in West Germany, the Netherlands, Britain, Italy and France (where Supraphon is sold under the Barclay label). Supraphon is geared in export over 1964 more than ever to the Western market. An example is Supraphon's new LP "The Lights of Prague," with commentary in English.

The Poles are probably most enthusiastic about all the Soviet satellites about their prospects in the U.S. market—and with reason. For Poland has negotiated a distribution deal with Columbia Records which puts Poland solidly in the American market. Ars Polonia, Poland's sole exporter of records, sheet music and books has a double track deal with Columbia. Ars Polonia will sell tapes with recordings for release on

COLUMBIA, N.Z.—Viking Records has absorbed the Mascot Record firm, a sound and processing studio. Bruce Barton, director of Mascot will run the company as technical chief.

Equipment from Mascot will be moved into the Viking studio this month and Ron Dalton, who has been in charge of all Viking's recording dates here will move down to Wellington to take up an administration position with the head office branch. Mascot has in the past recorded some local material but without much success—although the sessions cut for La Gloria, Prestige and Octagon Records have met with good sales.

Columbia Records and Columbia Records is providing its own recordings for discs cut in Poland. Poland expects to sell Columbia a big re-repertoire of Polish classical music and folk tunes.

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

Columbia Records is to receive a fixed share from each record pressed and sold in Poland. Poland also hopes to export records to the U.S. through the Sol Hurok Attractions, providing concert appearances by Polish artists in the U.S. under Hurok auspices.
MUSIC AS WRITTEN

HOLLYWOOD

Benny Carter and Brian Wilson have formed new publishing operations. Carter's company is Big Bee Music; Wilson's firm is New Executive Music. In recent years, Carter has left the music field, where he'd gained prominence as a saxophonist to compose for film and TV. Wilson is leader of the Beach Boys and a very busy composer.

Herb Monti, of Johnston-Monti, Inc., leaves Friday (8) for a seven-week European business trip to finalize publishing deals. Buck Ram and the Platters are in Japan on a personal appearance tour.

Odetta, Judy Collins, Bud and Travis, Ian and Sylvia, "Long Gone" Miles and the Monroe Family will be featured at the Monterey Folk Festival May 30-31. Lou Gottlieb, of the Limeliters, will be on site, with Mahalia Jackson featured in an afternoon concert. Not to be outdone, the Monterey Jazz Festival has begun selling tickets for its bash September 18-20.

The drama, "The Legend of Hannah Senesh," is conducting its out-of-town trials here before hitting Broadway in October. Abraham Ben Astar and Joan Huntington have starring roles. The play ran for three years in Israel before being brought to the U.S. With so much interest in spoken-word dramas by the labels, this play could conceivably become an original caster.

ELIOT TIEGEL

CINCINNATI

Mary Lou Smith, for many years executive secretary to Syd Nathan, president of King Records, died here recently following a heart attack. She joined the King firm in 1946 and, in addition to her varied executive duties, was considered an expert in the field of foreign publishing and record licensing. Production, Inc., with headquarters in Dayton, Ohio, has set Literature for a one-nighter at the Tafia Theater here May 9. Maurice Chevalier at Veterans Memorial Auditorium, Columbus, Ohio, for a single performance May 25. Station WCKY, which this season airs the Cincinnati Reds' baseball game, hosted the local ad-agency folk and press at a cocktail session and buffet at the Hotel Netherland Tuesday (14) to celebrate the opening of the baseball season.

Coney Island here has budgeted some $70,000 for names to play its Moonlite Gardens this season. Among those already inked are Pete Fountain, Homer and Jethro, the Four Saints, Al Hirt, the Sil Zenter ork, Dave Brubeck, the Glenn Miller ork, headed by Ray McKinley, and the Kootie ork. The Moonlite Gardens dance floor, which was covered with seven feet of water for more than a week during the recent flood, was reconditioned in time for the season preview two weeks ago (23-24). Coney's overall damage by the flood was estimated at $150,000.

BILL SACHS

Canada

Canada Columbia reports its c.w. records are selling very well, and that the sale of singles is much over last year. Columbia's Bob Martin and Jack Robertson in town Canada soon. They will spend two weeks traveling from Calgary to Vancouver and will visit between 35 and 40 radio stations.

RCA Victor is planning big promotions for John Gary when he plays the Royal York Hotel, Toronto, beginning May 18. Toronto radio Station CHUM picked Sparton's Ray Charles Singers' album, "Song of Young Lovers," as album of the week. Capitol of Canada announces early releases of albums by Rich Little, Margaret Ann Ireland and Paul Brodie. The latter two are scheduled for May 19. Brodie has signed exclusively with the company.

Tommy Ambrose, Don Francks, Barbara Chilcott and Don Gallie combined talents with jazz composers Norman Symonds, Gordon Delamont and Ron Collier, along with eight other leading jazz musicians, for a May 3 concert at Toronto's Crest Theater.

LONDON

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

Jim Reeves flew in from Scandinavia on a surprise visit, did two TV shows and talked about an autumn tour... Tito Burns has been appointed European

(Continued on page 34)
**MUSIC AS WRITTEN**

*Continued from page 33*

agent for Dionne Warwick and brought her to London for a week of TV and radio dates. She is due back in October to tour a stint at Paris Olym-... Pia.... a brings among makers. Before fusion-TV airing Freddie... and Link. for the Beatles' trans- Atlantic chart toppoy "Can't Buy Love." After 12 years as a head of Decca's A&R department Frank Lee has left the company and his work has been taken over by Hugh Mendel. Lee was in charge of both pop and classical repertoires. Billy J. Kramer and the Dakotas will be heard on the Ed Sullivan show on June 7. The group --- another borrowing from The Beatles' manager Brian Epstein --- is currently hot on the U.S. charts with "Little Children." ... Columbia's new hit-making duo Peter and Gordon (Peter is a brother of Paul McCartney, Paul's girl friend Jane Asher) have made their first album for release in mid-September. Now they await another John Lennon-Paul McCartney composition for their follow-up single. ... Jack Green of ABC is in discussion to secure the Dave Clark Five's early-June U.S. tour with Harold Davidson and also inked deals for a crop of merchandise bearing the group's name. ... Decca's Billy Fury revives Vic Dana's "I Will" on his new single and Eddi Kane (Fontana-Linden) succeeds "Hey Girl" with a Les Reed-Tommy Scott composition "Rain, Rain, Go Away." 

**CHRIS HUTCHINS**

**MANILA**

Harry Fox, head of worldwide Harry Fox collection agency for American music publishers, visited here. ... Eric Steinmeier, international sales manager for Polydor, took the Beatles' hour-long Rediffusion TV spectacular and did a host of radio and TV interviews before flying back to New York last Friday (1) with Brian Epstein and Gerry and the Pacemakers.

Six major TV and radio spots in as many days have been set up by Tito Burns for Dionne Warwick, due here on her first trip May 22. ... Latest releases include a hot revival of Paul Anka's international sensation "You Baby," by Freddie and the Dreamers (Columbia); an orchestral sing of two Beatles' numbers ("All My Loving" and "I Saw Her Standing There"), by their recording manager George Martin, and a disk by a new group, John Mayall and the Bluesbreakers ("I Can't Quit You Baby""). This is the first produced by singer Kenney Jones' Linda Leeds' independent company, Link, for Decca. ... Pete Seeger returned to ATV's "Sunday Night at the London Palladium" this weekend (9, 10). Radio Luxembourg has begun broadcasting over a network from the Star Club in Hamburg, where the Beatles and other top groups began their career in London. ... Film Reeves paid a spot visit and made an interview for his debut on ABC's "Thank Your Lucky Stars." The Ray Charles show, "Light Out of Darkness," now goes into production May 18 in Madrid instead of London. ... Frank Fitch, star in the first of ABC-TV's "Big Night Out" series by the ABC theater Blackpool on July 5. The series will replace the Palladium-TV show on the commercial network during the summer.

Under the direction of her personal manager Norman Granz, Ella Fitzgerald taped four titles at EMI's London studios including the Beatles' "The Hits," "At the Movies," and "At the Mosque." The album is still under contract to Columbia Records and also a member of the Mitch Miller Sing Along Gang. Her first session will take place in June after the birth of her first child which is expected during May. ... Arter Rubinstein arrives in Sydney on June 20.

**GEORGE HILDER**

**HAMBURG**

Kurt Richter, president of Polydor production for more than 10 years, leaves the organization of the Deutsche Grammophon and will take new job beginning of next year. Provisional president of Polydor is Heinz Voigt. ... Caterina Valente will be the guest star of Deutsche Schaffer-Festspiele June 13 in Baden-Baden. The program will be transmitted by the German TV network. ... Ray Charles will give concerts August 5 in Kiel and the "Star-Club" in Hamburg. Four other German dates are planned. ... 700,000 records of the Beatles have been sold in Germany by Electrola Company, in addition to 15,000 LPs of Hoer Zu's "Die Beatles." ... For selling 500,000 copies of "Will the Last Man on Earth Please Take His Seat," a hit by the Christ- lavian folk music group, Original Oberkrauter Quintet, will receive Golden Record May 14 in Hamburg. ... The annual German Jazz Festival takes place in Frankfurt May 8 to May 10, with many bands and combos from Sweden, Austria, Poland, Hungary and Yugoslavia. ... More than 400,000 pieces sold of current Germany's No. 1 hit, "Oh, My Darling Caroline," sung by newcomer Ronny on Telefunken. ... The Telecomp company announced there will be RCA LP's in Germany released by the record club of "Reader's Digest." The dealers have entered a protest against this arrangement because prices in the club were lower than in the stores. ... Van Cliburn tours Germany from May 19 until June 5, and will give concerts in Berlin, Munich, Hamburg, Frankfurt and other cities.
Thanks for the nomination NARAS

"WALK RIGHT IN"
Best Folk Record

The Rooftop Singers

Exclusively on Vanguard Records • Current Album "Good Time"
My Gratitude to NARAS for Nominating "HERE'S LOVE" Best Show Album (Original Cast)
In Number of Subscribers
In Subscriber Action
In Advertising Sales

Billboard

is Number 1 . . . Internationally
ROSEY AND LARRY TAKE OFF
BY JOE CISA

Things are really beginning to jump at RIC. We have just completed our national distribution structure, and we are happy to say that we see fine results from the distributors whom we have appointed to handle the line, and also by market, the best distributors in the industry.

Even at this early date, they have already displayed their enthusiasm for the RIC line and its artists and their eagerness to become part of a strong new record team.

THE EXCITERS — WE WERE LOVERS (WHEN THE PARTY BEGAN) (Trio, BMI) (2:01) — A side that could really go. The lyric makes sense to the kids and the arrangement has much to recommend it. Middle tempo is infectious, Flip: “Having My Fun” (Sylvia, BMI) (1:56). United Artists 721.

THE CRICKETS — (THEY CALL HER LA BAMBAAA (Zygoz, BMI) (2:28) — Beatle-like take-off on the former Richie Vannell hit. Pounding beat is carried effectively by the group. Smash sound and performance all the way. Flip: “All Over You” (Colombia, BMI) (2:08).


RANDY AND THE RAINBOWS — HAPPY TEEN-AGER (Stacy, BMI) (2:16) — Lots of la-la here with good beat developing after a bit and then the record really moves. Flip: “Dry Your Eyes” (Bright Rusk) BMI (2:30).


JOANIE SOMMERS — I’D BE SO GOOD FOR YOU (Screen Gems-Columbia, BMI) (2:45) — Nice sound that has Jack Nitzsche touch. Joanie’s voice is multi-tracked with deep horns, strings and voices as background. Flip is: “I’m Gonna Know He’s Mine” (Screen-Gems-Columbia, BMI) (2:45). Warner Bros. 5437.


ASCOT 2150.

PARIS SISTERS — DREAM LOVER (Screen Gems-Columbia, BMI) (2:38) — LONELY GIRL (Dram-Pan, ASCAP) (2:38) — First side is past hit given most attractive and convincing reading by lead sister and her friends. Flip side is a winning teen ballad.

MG M 12326.


LITTLE GIJJI — TAKE THE BITTER WITH THE SWEET (Drury Lane-Straight Ahead, BMI) (2:40) — I’M HURT AND SO IS MY HEART (Drury Lane-Straight Ahead, BMI) (2:28) — Little girl has big, big voice with Etta James sound. Side 1 is medium-tempo mover. Flip features bluesy, gospel sound on the ballad. Select 731.

Hall Has Own; Still Produces

NEW YORK — Bob Hall, Beaumont, Texas, record producer, has formed a new firm to handle his indie Hall and Halway label. Hall, who has produced for a myriad of companies (like Dixie Lee on Smash), will continue some of the same type of work while expanding operation on his own banners.

Hall and Halway are now well on their way toward having a indie distribution set-up of their own. The labels were formerly distributed by Smash. Sales and promotion director for Hall and Halway is Bob Bernard, who formerly had his own distribution firm as well as working for a major and a number of independent labels.

Newest release on Hall is "Soft Wind, Soft Voice," by Tony Borders. and "Loneliness" and "Boss Man's Son" by Rod Bernard. On Halway, the latest is "Johnny Preston's "Just Plain Hurt."

past week and will be back at his desk after a period of rest and recuperation.

An Announcement by Phil Spector Records

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

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

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

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

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

I am sorry . . .

Phil Spector
all signs point to another solid

BROOK BENTON
money maker

"TOO LATE TO TURN BACK NOW"

it's full of that rich, blues-ballad flavor that is uniquely Brook Benton!

FOREMOST IN FINE RECORDING
the "Lower Level Bandstand." Enceasing the dances for the high school set were Ricci Ware, KTSA; Don Cowser, KONG; Bruce Hathaway, KTSA; Ed Dunn, WOAI, and Carey Deckard, WOAI.

Cheers and congratulations to old buddy Spence Howard, half of KYW radio's morning team, Martin and Howard, who marked his 10th anniversary April 27 with the Cleveland Group W let out.

Murray "The K" Kaufman, WINS (New York), peripatetic rock jockey, landed at the London airport in comparative quiet recently. Seems the Ministry of Aviation, in a unprecedented move, banned teenagers from gathering at the airport to avoid repetition of the riots when the Beatles, and later the Dave Clark Five, returned from their visits to America. "The K" made a series of theater, radio and TV appearances throughout England for which he was arranged for by the Beatles and their manager, Brian Epstein.

Bill Gibbons, WHMA (Rochester) program director, kicked off a regular monthly series today (2) entitled "Documentary in Sound." The 8 to midnight show will trace the development of a particular big band.

(By the way, my apologies to Hal for placing him on the incorrect station in last week's column).

Crazy Driver Danny Morrow astounded his KXLY (Spokane) listeners the other day by announcing he would drive over the Spokane Falls in his Volkswagen. With hundreds of viewers watching, over the falls drove Morrow... but on the bridge which spans the falls. Danny came prepared to soothe the spectators however, he gave away free records.

SEQUEL

Dan Sorkin, former WCFL (Chicago) announcer, joins WATT for 6:00 a.m. and 4:00 p.m. shows.

Hal Martin (The Elephant Boy) now hosting WKSU (Jamestown, N.Y.) 7 to midnight show.

Alan Boyd from WTAY (Robinson, Ill.) to WKUL (Cullman, Ala.) as music director.

Bill Atkins, program director KILE (Galveston) joins KSIA (McLendon in San Antonio) for noon-3 p.m. show.

Al Dunaway, WLQY (Tampa-St. Petersburg) deejay, to WFUN (Miami) as deejay replacing Jack Ferrington.

Bill Garrett hosting WCBM (Metromedia radio in Baltimore) new all-night show.

Buddy McGreggor, previously with KTH (Houston) joins deejay staff of KNUZ (Houston).

New staff for WTIN's new "Top 100" format in Durham, N. C.: Mel Folsom, KLVA (Alva, Okla.);

Tom Joyner, WLES (Lawrenceville, Va.); Sonny Fox, WNPC (Plymouth, N.C.); Toosie McKnight, WSRC (Durham) and Len Roberts, WITL (Greensboro).

APPOINTMENTS

T. McKeninnes, assistant VP of Balaban stations, appointed general manager of WQW (Buffalo)...

Jack Remington, program director WKRC (Cincinnati), promoted to general manager, replacing Nick Bolton, who becomes general manager WDAF (Kansas City).

C. L. (Ches) Thomas, general manager KXO (St. Louis) resigns...

Skip Wilkerson, named program director WTIN (Ned Orleans) succeeding Ron Martin, who moves to sister Storz outlet WHR (Kansas City) as program director.

STATIONS BY FORMAT

WBFF: 1,000 watts day, Independent. Music format: Pop.

Contemporary. Highly identifiable air personalities. Special capsule programs: (1) 000 Spanish language series, ethic series, book reviews, dance lessons, restaurant reviews, Station provides live coverage of City Council meetings. Station aired 2,000 free one-minute campaign talks by local candidates during 10-week pre-election period last year. "Sports-Shirts," 15 minutes past the hour round the clock. Vice-President and General Manager, Robert S. Kief. Music Director, Nick Nickerson.


Contemporary. Station features wide variety of musical fare. Special Jewish and Italian programs aired. C&W played 12 hours daily.


Highly identifiable air personalities. Station editorizes. Three-man newscaster equipped news department headed by Tom Decker. News, sports and information block 6-7 p.m. M-F, and 10:30, 11:15-12:30 M-F. Local hockey games carried. Senior Vice-President and Manager, Paul C. Louther. Program Director, Chase Taylor.


Highly identifiable air personalities. Station editorizes. Rochester Red Wings baseball and Notre Dame football carried. Special programs: "Dorothy Cotton"—9-10 A.M. M-F (news and info for women), 1-2 p.m. M-F. "Police 90"—daily police traffic reports. Five-man radio TV news department, mobile equipped, directed by Howard Housner, General Manager, Fred D. Peterson. Program Manager, Robert Yeager.


Highly identifiable air personalities. Station editorizes and features "Comment" by Dick Tobias nightly at 5:55. N. Y. Yankees baseball carried. Other special programs: "The Louise Wilen Show," 9:25-9:55 A.M.; M-F; 9-9:55 A.M. Sundays. "Opinion," audience-tape participation show 7-7:55 p.m., M-F. Agriculture programming hosted by George Haenel daily 5:30-6:30 a.m. and 12:15-12:55 p.m. "WHAM Playhouse"—BBC drama package, 9-10 p.m. Sundays. 15-minute newscasts 7-8, 9-10, 11-12 a.m., noon and 6 p.m. News and information block 6-7 p.m., M-F. Seven-man news department, two mobile newscasts, one mobile van, staffed by Tom Raymond, Program Director, Arthur W. Kelly, Program Director, Bill Gibbons.


By DAVID LACHENBRUCH

COMPONENT HIGH-FIDELITY sales are still on the rise and they should continue to increase at the current rate. This is the hope for boosting tape recorder sales in easy-to-buy-high-quality component systems.

The views were expressed recently by Joseph Benjamin, president of Benjamin Electric Sound Corporation (Miracord automatic turntable with built-in tape recorders). Component sales this year are running 5 per cent ahead of 1963, he estimated, and most dealers believe component systems are "now seriously accepted as an alternative".

He agreed with estimates that approximately 25 per cent of today's console owners are prospects for stereo equipment.

HE WARNED, however, that components can't be merchandized in the same manner as consoles. Specifically, he took exception to the "price war" tactics now being used in most component (turntable) retail component advertising. "The system concept," he told us, "will do more to degrade component sales than any other factor in high fidelity," said Benjamin. "The record player is a matter of personal choice.

THE MIRACORD is, of course, an automatic turntable, and Benjamin sees automatics taking over an increasing share of the record-playing component market as performance and price are improved to the point where they now give performance equal to that of manually operated turntables," he said. "Excelling turntables selling for light pressure and high pressure are now compulsory. Quality and price are significant factors in automatic turntables, he pointed out, is that the tone arm or cartridge never need be replaced, thereby helping to safeguard records from damage.

The Benjamin Miracord automatic turntable line will be broadened, he said. He indicated one direction this future will take. He pointed out that transistorization now makes it possible to include most of the high fidelity sys-

EQUIPMENT NEWSLETTER

'Bright Future' for Parts Industry

Hanover Trade Fair Shows Latest in Phono Equipment

HANOVER — The Hanover Trade Fair, West Germany's industrial showcase, is showing the latest developments in photographic equipment. Some 840 firms are exhibiting.

Exhibits accent stereophonic sounds. In connection with the fair, the North German Radio and Television Network has installed a Hanover and is broadcasting a full program of stereo sound during the four-day exhibition.

Fachverband Rundfunk and Fernsehen, representing West German radio and television manufacturers, have erected a stereo broadcasting station which is being linked to the stereo transmission of North German Radio.

HOLLYWOOD — Stereophonic, Inc., distribution subsidiary of the Voice of Music, has expanded its selection of prerecorded tapes with the acquisition of a license to market and distribute the Capitol line on its own. In a move that is, to Billboard's George Derbyer, Stereophonic explained his firm will use Capitol's distribution system to set up through its branches. The initial tape release will be 160 separate items.

Stereophonic also handles the Regale line plus its own Stereophonic brand. Company president, Frank E. Moschini, owner of Paul's Noveltystore Company, has had two-way radios, recently installed the communication equipment in their vehicles.

Richardson paid $5,500 for equipment for one truck and two cars and the dispatching unit at his equipment for his one truck and one car was less.

Two-Way Radios a Hit With Coinmen in Miss.

GREENVILLE, Miss.—Operators C. Edd Richardson, Richardson Motors Coinmen, and Thomas Lester, Lester Motors Coinmen of each, said their companies have found it advantageous to install a two-way radio system in their vehicles.

Their radius is 50 miles and both companies are providing the best service to locations, save wear and tear on vehicles, save on gasoline, and, eventually, save money.

Richardson's equipment will pay for itself in five years.

Mascoli, a Ranger, said for more years and, recently, rending, is one of Missouri's pioneers in two-way radio for coin machine uses. He installed the system in 1915.
PIZZETTI: 8UXTEHUOE:
MARY VA
BACH:
VARIOUS
HANDEL:
An
SID
VAUGHN
i'inal
TCHAIKOVSKY: Symphony
Chamber
7, No,

NELSON
Time
Hits:
BRITTEN:
Julian
Corelli
8
LM
LAVALIERS
Flat
AMMONS

RCA

Bach:
827,
Sonatas
I
BELIEVER:
13
for
Soul

SPIVEY,

Soul

Fanfares
in
Religion:
ENSEMBLE
-Organ
JOHNSON
810,

the

Old

Cantata

PAR

the

FAMILY
-Organ
Songs:

Plays:

the

Greatest
White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,

White,
MUSIC AS WRITTEN

ROME

Luigi Tenco, singing composer, has switched to SAA's Jolly label. Renato Rascel, whose latest label is Caccia's Catossello, has hit best seller lists with his composition "Magari," which was turned down by San Remo Festival... Current RAI musical shows have theme songs by Connie Francis, Fred Bongusto and Didi Balboni... Although Caterina Valente is in the U. S., Deca has presented a new Italian recording with "Mi Sa" ("You Know Me") and "Io E Te" ("You and I")... Durium has come up with Little Tony's first LP, including his San Remo and Cantagiro prize-winner. CGD is nursing Gigliola Cinquetti along slowly with her latest recording. "You'll Give Me Love"... Now booked for London, Brussels, Paris, Berlin and Vienna, she is being quoted at $1,600 a night. She is also being seen in new Italian TV commercials, all of which are heralded with special advertising... Curei is now translating the various Disney albums (Great opera, etc.) into Italian as competition for the field now dominated by RCA Reader's Digest... Hot on the heels of the Beatles is the Dave Clark Five, whose disks are arriving via Voice of Padroncine at the same pace.

SAML STEINMAN

OSLO

Arne Bendiksen, Arne Bendiksen A/S, is negotiating with French Vogue to press French records here, but is being stopped by a French claim that such a unit must guarantee a certain amount of sales... Arne Bendiksen A/S is also interested in two Eurovision Song Contest platters from Vogue, "It's a Wonderful World," with Romuald, and "Warum Nur Warum," with Udo Jurgens... The winner of the Eurovision song contest, "Non Ho L'eta," as sung by Gigliola Cinquetti on Triola tapes, is to everybody's surprise moving up here, this week hitting No. 7 slot on the VG charts... Wenche Myrm, on the same label, is still leading the parade with the Arne Bendiksen composition "Le Meg Vuere Ung," No. 1 this week for the fourth week.

Norak Phonogram is launching the Bergen Sound, Norway's answer to the Liverpool Sound, with records by the Jokers, Torimo, the Strings, the Young Ones and songs... One of the Eurosong contest songs, "Non Ho L'eta," by Gigliola Cinquetti, is moving up in popularity here.

FOR YOUR COMPANY'S
FREE LISTING
IN BILLBOARD'S 1964-1965
INTERNATIONAL BUYER'S GUIDE
MAIL THIS COUPON
TO US TODAY!

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

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

PLEASE AIR-MAIL THIS COUPON IMMEDIATELY TO:
URGENT—PLEASE USE TYPEWRITER IF POSSIBLE—THANKS

Your Country

State (if U. S. A.)

City

In which business classification should you be listed

Name of Company

Street Address

City

Postal Zone

State (if U. S. A.)

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

Top executive's name

Title

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

Sales

International

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

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

BILBOARD, May 9, 1964
BREAKING OUT
Eddie Rambeau
COME CLOSER
Fox 491
20th Century Fox Records

3rd Smash Single in a Row

The Loneliest Night

I'm Not Free

DALÉ AND GRACE

MONTILY

CENTAUR

"STORMY TIMES"

DALE

55

HOLDS

VERONICA

New OR

RINGO

West

DID

A

Century

RECORDS

Stack 9,

UA

e

Winning

AND

ARTISTS

Goldsboro

or

318

42nd

The

ONES

more.

FRANCIS

Fox

in

RECORDS

at

Records

N0!

Order.

MECHELEN,

Festival

organized

in

Spanish

For

Brugge

equal

Holland....

Tetra

Frank

an

a

new

Toke

and

Burs.

Sparrows.

Jelly

Chill

San

against

dropped

the

first

the

Jazz

Spanish

at

at

He

the

the

with

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the

the
Vending Operator in Minn. Fighting Rise in Slug Use

MINNEAPOLIS — An increase in the use of slugs in vending machines is plaguing at least one operator here. John Capron, leading Minneapolis operator, recently found 140 plastic buttons among $10 worth of coins he emptied from a penny machine. The buttons are the "fiddly-wink" buttons or similar plastic devices from children's games. The location of this machine was in a poor neighborhood.

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

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

Also, Capron tries to locate his machines near the front entrance of a store's parking lot, so all the manager can observe the machines. Capron now has 1,000 machines located in an area extending 5 miles from Minneapolis. Locations are generally in supermarkets, drug stores, and laundromats, and the items offered are gum, charms, and capsules.

Capron does all his own field service. He also has a full-time post office position. His first vending experience came in high school, when he operated 10 penny nut machines, which he later sold before going into service. He never lost interest in the business.

(Continued on page 55)

Schoenbach For Merchandise

Leaf Brand
RAIN-BLO

All Sizes
300 lbs. or more shipped pre-paid

COMPLETE SELECTION
nuts, peanuts, candy,
gum, including
PISTACHIO NUTS
CASHews NUTS

CHARMS
1c Vending
5c Rocket Mixes
5c and 10c Capsules

New and Used
BULK VENDORS
all types including parts and supplies

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, INC.

J. SCHOENBACH
715 Olive St., BROOKLYN 16, N. Y.
Phone 3-2540

We handle complete line of machines, parts & supplies.

BULK VENDING news

Vending Operator in Minn. Fighting Rise in Slug Use

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

The recognition could be called a tribute to Bianco's patient adherence to the principles of operation he singled out early in his career. One of these is the central location of the A.B. Vending shop and headquarters. His locations spread out, making it easy to provide regular and emergency service calls to any point.

As another important factor, all Bianco's routes are in sections he has known since boyhood. He has added the expansion of the business and helped to maintain cordial relations with all location owners. The owners are also pleased by Bianco's system of paying cash commissions on the spots wherever he serves machines and counts the take.

Regular Service

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

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

One of the most irksome

(Continued on page 59)

ACORN

The World's Most Profitable Vendors!

We have the largest variety of all types at lowest prices.

LARGEST MOVING 10c ITEMS
Soft Rubber Rubber Soft Beads EXCLUSIVE in capsules, 3,000 capsules per dozen at 100c.

TROLLS
Beautifully painted, in capsules. Immediate delivery. P.O. Box 65, Byrdale, N.Y., 100c per 50.

LUNAR TROLLS
On sale now! $1.00 per 50, $2.00 per 100.

LONDON ROCKETS
3c for 4, 6c for 10, $1.00 for 1,000.

RANDY ROLLER COINS
3c for 10, 5c for 30, $1.00 for 100.

Rake Coin Machine Exchange
1117 W. Washington Blvd. Chicago 6, Illinois

Please rush complete information and prices on new Westminster 10c coin machines

May 9, 1964, BILLBOARD

Vending Headquarters for VICTOR
The Most Complete and Finest Line of Bulk Vendors NEW SELECTORA®

BEAUTIFUL STORE WINDOW DISPLAY
Available at no extra cost to qualified dealers. Unit can vend 100 count gum, V-1, and V-2 capsules. Unit can be painted to your specifications. New attractive and durable space-saver stand available for 10 cent vending machines. Write for further details, color samples and prices.

GRAFF VENDING SUPPLY CO., INC.
2817 W. DAVIS ST.
DALLAS, TEXAS

ACORN

FIFTEEN DIFFERENT 10¢ CAPSULE MIXES
FREE DISPLAY FRONT

All mixes are packed 250 per bag hand counted . . . biggest value for the best quality in 10c Capsule vending.

FREE Illustrated Sheets on all Vendors in kit.

The PENNY KING
Company
World's Largest Selection of Miniature Charms
Vending Operation
Six-Month Wonder

By SAM ABBOTT

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

Crest Vending Service today claims 6,000 bulk machines and 200 kiddie rides, a combination with kiddie appeal that Dick Vandenberg, who founded the company, said worked well.

Crest. he added, uses coin-operated machines only for kid customers (except for a few on bar route), which gives it a strong selling point with chain drug, variety, markets and department stores. It serves them along with supermarkets, gaso-

line stations and some bowling alleys.

Of all the bulk machines on location, Vandenberg estimated about half to be operating on a penny and the rest on nickels and dimes. The company also has 90 25-cent machines. The company vends “just about everything in the bulk line” ball gym, capsules, BB’s, some candy-coated chocolates, and almost two tons a month of peanuts. Crest, on the basis of this year’s sales, will have an annual gross in the six-figure class.

Crest Rides High
Crest has moved into the top

(Continued on page 32)
High-Pressure Sales
Bug European Trade

HAMBURG—Nothing succeeds like success. In this case the European coin machine boom is being exploited by ad-quiet advertising of phonographs all over the Continent.

The West German trade association is investigating, and in Switzerland, the trade association regards the deceptive advertising as a situation that has formed a special panel to deal with the situation. High-pressure phonograph salesmanship is also a problem in Belgium and France.

VDKA Campaign
Verband der Deutschen Automatentuenderei is campaigning with new ads—by advertising and otherwise—to picture the operation of coin machines as an effortless way to wealth. There are a number of court cases in Germany by companies alleged fraudulent advertising.

In Switzerland the Swiss trade association is checking all advertising of coin machine equipment, and wherever such advertising is found to be misleading and exaggerated, the ASA demands immediate withdrawal.

In case of refusal, the ASA initiates legal action against the advertiser to force withdrawal and refuses to post copy to reflect the facts of the Swiss operating situation.

In West Germany, before taking further steps, the trade is watching the current court cases and when their conclusions are near, pressure salesmanship of coin-operated equipment is likely to end.

Trades Reject Tactics
Continental trade associations take a uniformly hostile position to high-pressure salesmanship based on exaggeration and even calculated misrepresentation.

The continental trade consensus is that, done in a large scale, coin machine operation will flourish only to the degree that it wins the public confidence.

In Bremen, the court has been hearing a fraud case based on newspaper advertising claiming that on an investment of $3,000 a "certain income of $50 per year can be realized." The advertising involved a bankrupt Bremen firm and its business manager.

The defendant, using misleading advertising, sold a 54-year-old war invalid five phonographs for $5.50, guaranteeing the buyer monthly collections of $250. In six months the invalid's income was reduced, and the space was opened up for new boxes totaling $1,000. After paying copyright fees, records, manufacturing costs, and the location split, the invalid was left with $100.

The court heard expert testimony that coin machine operation is a highly risky proposition requiring experience and judgment. Testimony showed salesmanship is in violation of law.

City Is Upheld On Ordinance

OWENSBORO, Ky.—The Kentucky Court of Appeals has upheld the right of a city to regulate pinball machine operation. The ruling reversed an earlier decision by the Circuit Court.

This city had passed an ordinance to prohibit licensing of any pinball machine or amusement device for which a federal gambling tax has been obtained. J. G. Smith and Marvin Melheiser, owners of Owensboro's popular pinball machine and paid a required State fee for pinball machines, then placed one in a restaurant location.

The city denied them a license on the grounds that the restaurant owner possessed a federal gambling stamp. The operators went to court and instituted suit to test the ruling by bringing suit, and were upheld by the Circuit Court, which ruled that the city had exceeded its powers in passing the ordinance. This ruling was upset by the Appellate Court, which held that cities may license use of slot machines or regulate use of machines used for public amusement.

Coin Exhibits
Draw Throng To Milan Fair

MILAN—Italian pinball distributors—anticipating thelegends to come from the circus of showmanship, pinball, and in-line— will be out in full force for the 43rd annual Auto-Simulators' Convention in September.

The 95 coin machine exhibitors occupied an entire floor of one pavilion and spilled over into two others.

Pinballs are now legal only in private clubs, but, as a result of a 1963 Constitutional Court decision, new policy regulations legalizing the machines in public locations are expected to result soon.

U. S. juke box exhibitors included Booth, Wurlitzer and Rowe AMI. Chicago Dynamic Industries and Games, Inc., displayed the latest.

This year's roster of 95 coin machine exhibitors compares with 61 juke in 1963 and 28 the year before. SAPAR, the Italian coin machine trade association, published a special edition of its monthly Automat for the event.

MONY's Meeting
Informative, Informal

NEW YORK—The first of a series of meetings of the Music Operators of New York was held Wednesday (29) at Mancini's restaurant in Brooklyn. Twenty Brooklyn operators heard talks by Fred Kramer, regional vice-president of the National Music Operators of America, and Al Denver, MONY president.

Ben Chicovsky, MONY manager, says the regional meetings will be held in a different location each month to acquaint the local operators with current issues, explain the benefits and the workings of the association, and serve as informal meetings of the city-wide MONY.

At the Brooklyn session the operators were informed of legislative developments and given an explanation of the new arbitration contracts, available to MONY members in two weeks. Denver and Chicovsky urged all operators to cooperate with Credit Exchange by furnishing information and by making use of the confidential credit service the organization provides. Several operators have already been spared probable loss by observing warnings from various location owners issued by Credit Exchange.

There was also discussion of the importance of identification.

Pinballs Enjoy
La Dolce Vita

ROME—A more relaxed attitude toward pinball machines is developing in Italy. They are now allowed in youth clubs as well as in private clubs. SAPAR, the Italian coin operators' association, points out that a Constitutional Court decision has allowed manufacturers to end pinball machines in the country.

SAPAR's secretary general, Bruno Minardi, writes in the organization's monthly bulletin that "we must look with the Ministry of the Interior to take note of the court decision that allows pinball machines to be in clubs as well as in youth clubs".

May 9, 1964, BILLBOARD
European Coinmen Tour Rock-Ola Plant

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

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

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

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

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

European Visitors to the Rock-Ola plant view a 35-foot, 200-ton press used to punch out large pieces of metal. The machine is an integral part of the Rock-Ola phonograph and vending facility.


Getting Ready to take a tour of the Rock-Ola factory are Carlz Dragoni, Bruno Dragoni, Dave Howie, Gerard Cass (in red), David Rockola, Art Janacek, Heinz Kasner and Heinz Kasner Jr. and K. Wickgen.

Dr. David Rockola leads his European guests on a tour of the Rock-Ola vending machine plant. Following (from left to right) are G. Jekar, W. Schmidt, W. Ebpon, B. Kastner Jr. and Fred Adickes.

George Hinker, Rock-Ola advertising manager, draws some interest from the Rock-Ola hot beverage machine for a dietary group of European vending machine men after a tour of the Rock-Ola plant.

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

Heinz Kastner Jr., W. Schmidt, W. Ebpon, B. Kastner and Fred Adickes get a lesson in coil-winding from a pair of Rock-Ola coils.
Brady Distributing Holds 4 Wurlitzer Service Schools

CHARLOTTE, N. C.—Harry Gregg, field service engineer for Wurlitzer in Charlotte, recently held four service schools in as many cities, scheduled by the Brady Distributing Company at the request of operators in their area. In addition to Charlotte, the cities were Greensboro, Asheville, N. C., and Greenville, S. C.

The largest turnout was at the Brady headquarters here, where the servicemen attending included R. N. Austin, Mose Phillips, James Lewis, Jimmy Watkins, Larry Hopkins, Cliff Forney, Frank Hopkins, Aaron Watkins, Hamp Jones, Dean Spencer, Walt Pritchard, W. C. Willis, Warren Teague, Theodore P. Theopou, W. M. Chesser, John Archer, Kay D. Austin, John Saylor, Blanche Burke, and Frank Hoyle.

Services included at Greensboro: Owen Jackson, Worth Heath, Kenneth Matthews, Fred E. Ayers, Bill Singletary, and W. B. Irwin.

Asheville contingent included Mack H. Alkire, Leon Ellis, Bruce Harris, Milton Robertson, Charles Leggs, F. Wallas and John M. Porter.

The seven students making up the Asheville class were J. Lander Gentry, Jack O. Burnell, Marvin C. Harrellton, J. E. Brood, T. T. Reynolds, T. R. Travel, Merlin Stuts and Dan Bright.

Grab Pinball

- Minus Stamp

COLUMBUS, Miss.—A team of 18 Internal Revenue Service agents from Jackson Miss., raided six locations here recently to determine if pinball machines were available for the $250 federal gaming stamp.

No arrests were made. The agents were under the direction of Special Agent J. G. Martin Jr.

Martin said the machines were classified as devices for amusement and gaming purposes and required devices such as pinball machines.

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

Wurlitzer 2800

Makes the Swing to Higher Earnings

Available for shipment

Place your order without delay

Kit to convert Seeburg 200 Dual Credit 5c Wall Boxes into album-play- ing boxes to operate album- playing

Seeburg...$10.00 Per Kit

Book of 50...15.00 Per Kit

Wurlitzer...20...5.00 Per Kit

F.O.B., Dallas, Tex. Packed 12 per carton, Order by carton only. Kits greater than a single carton must be ordered by the dozen.

Ask about kits for 5c boxes.

COIN MACHINE

IMPROVEMENT AND MFG. CO.

P. O. Box 21107, 3101 W. Davis Street

Dallas, Texas, 75211

Tel. FE 7-1970

when answering ads... Say You Saw It in Billboard
Minn. Operator Fights Slug Use

...Continued from page 47

ness, but was determined not to re-enter until he could afford at least 200 machines. To raise these funds, he worked as a part-time salesman from 1948 to 1961.

200 Machines a Must

"The only one you fool is yourself if you go into vending with less than 200 machines," he now says, "You will not be getting full efficiency out of the machines you have invested. With only a few machines, you have money tied up in maintaining well above your specific needs at the moment," he says.

Capron does not advise entering the field unless you have plenty of money. "It cost me $1,000 to learn from my mistakes," he says.

This is also no field for an outsider. Capron continues, as he demonstrates how many miles one man can cover and how much work is necessary in the evening and during time off from his regular job.

A criticism that Capron makes of the industry is the dumpstering of items from manufacturers' or distributors' lines just when they happen to be building up rapidly in the operator's territory.

"If frequently happens," he says, "and an item proving especially hot with my customers cannot be re-ordered because it has been discontinued. Maybe somebody or some other area got poor response from it, so it's dropped, but it's very disappointing when I can't continue.

Changes Displays Often

"Also, the frequent changes in the lines have made changing my displays every three months. With over 100 dime-capulse machines to change, you can imagine the effort it takes to keep up.

There is also an occasional flop among the items Capron offers. A recent problem for him was the Kennedy ring.

"It was completely fooled on this one and thought it would be a runaway. But I now believe that it was introduced too much late."

Capron tried it as a 10-cent capsule item, as well as in 5-cent and in penny machines. Only the penny sales drew fairly well, he said, so he is now taking them out of the capsule and putting the remaining stock in penny machines. "I ordered 10,000 of the rings and am glad I didn't order more," he says.

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

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

Formula of Successful Operation

...Continued from page 47

problems in 10-cent vending is the incidence of slugs. The slugs have been appearing with greater frequency in recent months, a hazard the New York Bulk Vending Association is trying to find legal means to combat.

Bianco started as a part-time vendor. By the time he came out of service after World War II he was ready to devote the business his full attention and has been at it since 1946.

"Buck vending has been good to me," he says, "and I'm happy to stick with it. Competition has been much more severe in the past five years, but it is nothing that steady work and attention to business can't overcome."

Despite his reputation for quick service in cases of mechanical difficulty, Bianco's home telephone number is never changed. He takes care of emergency repairs by leaving a supply of parts at each location, each card bearing the message: "If machine needs attention, please mail this card." The location owner can simply check spaces indicating whether the machine is empty, out of order or broken. All B.V. vending responds to these cards immediately.

Bianco has an inventive turn of mind and has used this facility to turn out gadgets helpful to the bulk operator. He has equipped his own machines with a washer of his own invention that foils many a would-be thief. A machine thus equipped requires a small tool to open, in addition to the key. Bianco sells this product to other operators and they have become popular in the New York City area.

A Must for Bianco

Attendance at conventions is another must for Bianco. He says he has learned from them all the April NRA parley in Florida was worth the price of tickets, hotel keys, with their points out in a star-like arrangement, to a small, strong piece of metal. The increased ease in opening and closing the machines would alone make the device worthwhile, but it has the added virtue of preventing twisting and breakage of keys in recalcitrant locks. The operator can strap the device to belt at end of a piece of leather.

In addition to his other activities, many of them involving civic responsibilities, Bianco is also membership chairman of NRA in New York State and is trying to swell the organization's ranks.

Mr. Coin Man

You're in business to make money. Billboard is in business to help you.

Weekly dollars and some information in every area of your fast-paced industry profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

Mr. Coin Man

Get tomorrow's news today.
Get it fast.
Get it often. Get Billboard.\n
BILLBOARD, 1160 Pennsylvania Ave., O...
The European, only wall ball machine, is receiving competition from the new Wurlitzer 2800 machine and AMI's Tropicana. Seiburg, which pioneered the "de luxe" version, the new machine, according to Aitch and Melchers, will fit the smallest location.

Minimization has been achieved by cutting on the resources of the German electronic industry, the Continent's biggest and most advanced. The game is fully transistorized and uses microcircuits. Its manufacturers claim it represents a technical breakthrough in electronic coin games production.

Coin Pool Untaxed

MINDEN, W. Germany—The Administrative Court here has ruled that the State of Lower Saxony's amusement tax does not apply to pocket billiards, which game, commercially, is considered as a sport, not amusement. This ruling apparently has opened the way for abolition of the tax on all coin billiard games, and the court's ruling is being studied by pinball, bowlers and shuffleboard operators for possible application to pinball, bowlers and shuffleboards on the premise that they are primarily a sport rather than amusement.

At Hanover the Administrative Court also rejected the amusement tax on shuffleboard.
EPITOME OF QUALITY Rock-Ola builds it simple. Rock-Ola builds it solid. Rock-Ola builds in the quality it takes to keep the rich full stereo sound of a Broadway album or single coming in loud and clear to Main Street 24 hours a day. That's why the versatile new Grand Prix is a solid hit in any location.

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

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

Look to ROCK-OLA for advanced products for profit

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

new world of sound from ROCK-OLA

the 1964 grand prix... the prestige phonograph for all locations

160 PLAY STEREO MONAURAL PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425
BILBOARD SPOTLIGHT PICK
Pop LP Spotlights are those albums with sufficient sales potential, as determined by 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.

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

POP SPOTLIGHT

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

POP SPOTLIGHT

HELLO, DOLLY! Louis Armstrong.
Nancy Wilson, Capitol T 2082 (M), ST 2082 (S)
Miss Wilson returns again with a solid package that should introduce her to the world of Broadway and movie favorite, among others. She also does a fine job of other standards either "Till The Day," and "A Kiss to Build a Dream On."

POP SPOTLIGHT

TODAY, TOMORROW, FOREVER
Nancy Wilson, Capitol T 2082 (M), ST 2082 (S)
Miss Wilson returns again with a solid package that should introduce her to the world of Broadway and movie favorite, among others. She also does a fine job of other standards either "Till The Day," and "A Kiss to Build a Dream On."

POP SPOTLIGHT

GOOD GUY-JACK SPECTOR PRESENTS 23 ORIGINAL WINNERS
Yvonne Arliss. Roulette R 23254 (M)
Another fine addition to the "allies but masters" books. The package features 23 original big sellers including "Black & Blue," by the Dave Cash, and "Se Ye Se" by Lee Dorsey.