

# Billboard

The International Music-Record Newsweekly

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



ITALY'S RITA PAVONE arrived here last week for RCA Victor's U. S. star build-up drive. Label is throwing its promotional firepower behind the pixie-like teen-ager, aimed at launching her into the American top-seller orbit (Story on page 3).

## Mercury's Steinberg Talks Out On Mfr.-Racker Frictions

Grants Distributor Price On Budget Merchandise

By NICK BIRO

CHICAGO—A top executive with one of the world's largest record company combines came 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-Smash group, said the rack jobbers deserve a pat on the back for their "merchandising genius and depth of sale performance." But he added that they've failed to live up to their responsibility in several other key areas.

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

He elaborated on a new Mercury franchising policy toward rack jobbers where the racks can buy Mercury merchandise 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 functionals by Capitol was "forced by the rack jobbers themselves."

Steinberg referred to a comment back in the March 7 issue of Billboard where he noted that "Capitol's action reflects the growing demand on the part

(Continued on page 6)

## MCA Seeks to Acquire Marks Music Corp.

NEW YORK — Negotiations for the sale of Edward B. Marks Music Corporation to Music Corporation of America are in process and a sale may be concluded shortly, it was learned late this week. The bidder is Music Corporation of America.

Marks is one of the great pioneer publishing firms. It was founded by the late Edward B.

(Continued on page 6)

## 10% AHEAD OF LAST YEAR

## RCA Puts Big Dent In Religious Mart

NEW YORK—RCA Victor is quietly racking up very strong sales in the sacred and religious record market. This is true of both the RCA Victor and Camden labels. For the former, for instance, total sales in 1963 approximated 500,000 packages. For Camden, the 1963 figure reached about 400,000. According to Ray Clark, product planning manager, RCA Victor, the

figures for the first quarter of 1964 are 10 per cent ahead of 1963.

Biggest sellers, according to Clark, are such artists as George Beverly Shea, Billy Graham, the Beechwood Brothers, the Statesmen Quartet, the Carter Family, the Speer Family (not now under RCA contract), and such country-oriented artists as

(Continued on page 8)

## EMI GROSSES \$23 MILLION; UP FROM '63

LONDON—EMI group profits have gone soaring hand in hand with the Beatles. Buoyant record sales have spearheaded a gigantic increase in profits—the group's pre-tax profits for the year ending June 30 are not expected to be less than \$23 million, compared with \$15 million for the previous year.

EMI chairman Sir Joseph Lockwood announced a one-for-one scrip issue and forecast a sharply higher final dividend. This is expected to be 10 per cent on the enlarged capital against the equivalent 6¼ per cent.

The prospective total dividend for the year ending June 30, is 12½ per cent on the new capital, compared with the equivalent of 8¾ per cent for 1962-1963.

The news made EMI shares jump to a new four-year peak. The 32-cents share went up 30 cents, to about \$7.75.

## 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 Club practice 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 govern-

ment 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 advertising 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 a 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 Lavine, Morton Needleman and

Peter Diaz, ended with a fervent plea to FTC Hearing Examiner Donald R. Moore to affirm the complaint against the Columbia Club. They urged it in the name of protection for "cur-

(Continued on page 8)

## Newport Jazz July 2-5

BOSTON — Plans for the 1964 Newport Jazz Festival have been finalized with Newport city fathers and will take place July 2 through 5 at Freebody Park, Newport, R. I. Producer-director George Wein points out that the festival is now entering its second decade. Wein, who ran the new defunct Storyville here, says that the longevity achieved "proves that there is a large and loyal group of jazz fans to whom jazz is not a fad."

There will be four evening concerts, together with afternoon workshops and panels. Artists announced so far include Louis Armstrong, Count Basie, Dave Brubeck, Thelonious Monk, Jimmy Smith and Sarah Vaughan.

## ROSA Move Picks Up MOA Hopes for Diskery Support

By AARON STERNFIELD

NEW YORK—Juke box programming 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 meeting using MOA facilities, participating in

programming forums and maintaining a booth at the show.

Granger and Irv Perlman, Philadelphia, ROSA president, agreed on the details of the one stoppers' participation Thursday (30).

ROSA'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.

### Rift Has Widened

The rift 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 shaped 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

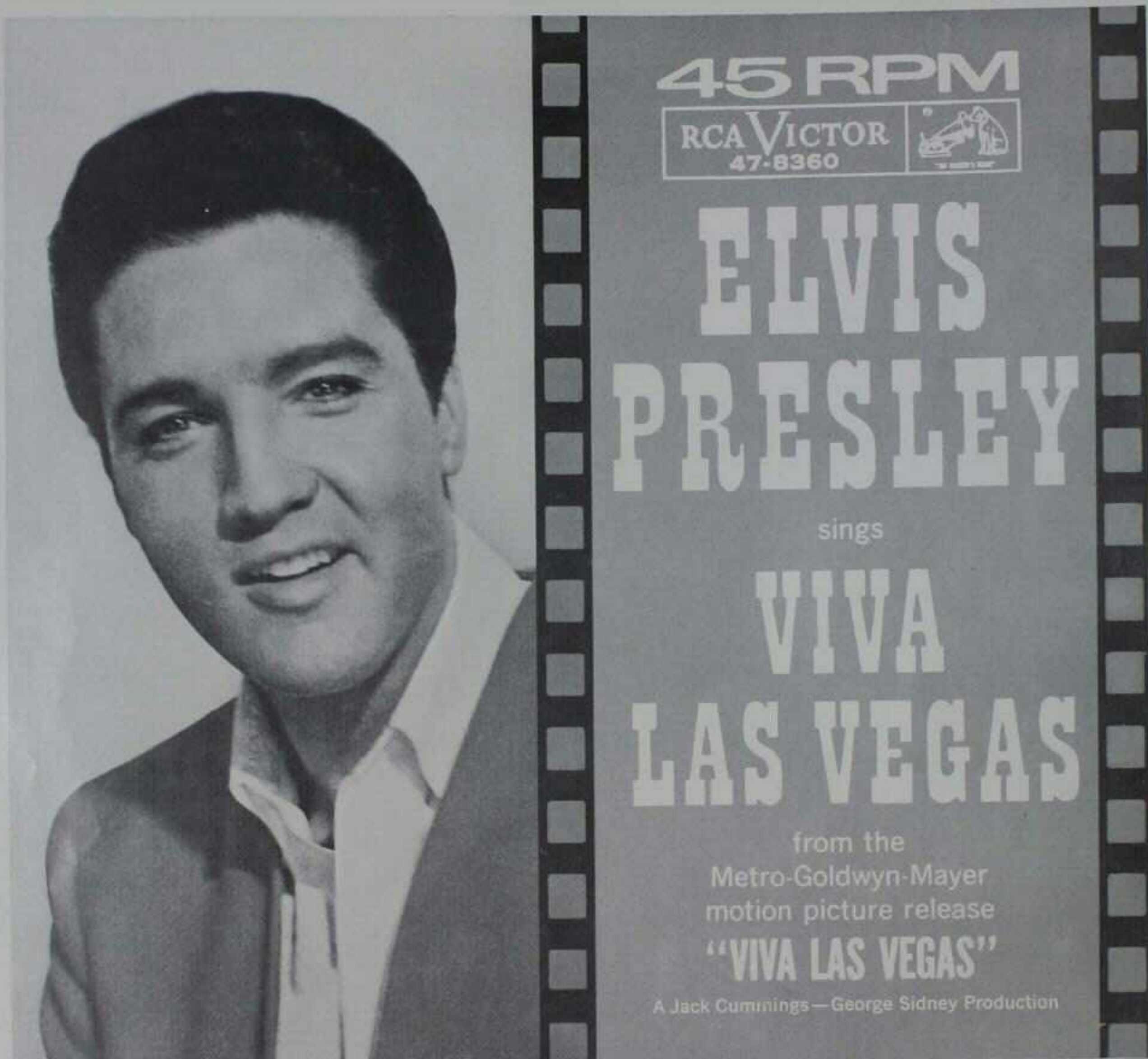
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What are the top **SALES IMPACT STATIONS** in **New Orleans** and **Rochester, N. Y.?**

See Radio Response Chart in Radio-TV Section

# ELVIS

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# 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 all-out U. S. star build-up in her behalf. She is set to appear on the Ed Sullivan show on May 17, and will launch her cross-country tour on May 20.

During her first week here she will start rehearsals with artist and repertoire producer Joe Rene on a single and an 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 8,000,000 records during the past 14 months, including her sales in Italy, Spain, Germany, Argentina, Belgium, Japan, and other markets.

During 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 prime markets visits are being arranged.

RCA Victor had launched a teaser ad campaign a month ago heralding Miss Pavone's arrival. Last week, the label started flooding the trade with "Think Rita Pavone" stickers. She is being greeted to this country with a heavy consumer mag publicity campaign arranged by RCA Victor and keyed to the theme that she's Italy's answer to the Beatles.

# Chicago's WMAQ in Swing to Top Pop

CHICAGO — If the ghosts were to have paraded from the cemetery it wouldn't have created greater fuss and tumult in the radio-record trade than the radical change in format embarked on by WMAQ, the National Broadcasting Company-owned outlet here Friday (1).

Although the new format will not go into effect until Monday (4), the station started with a "Battle of Champions" contest Friday (1) afternoon that gave

an inkling of what's ahead. WMAQ has long been the city's leading outlet for semi-classical music and talk. The closest it's been to pop music is an occasional show tune or perhaps a subdued madrigal.

The "Battle of Champions" contest on WMAQ is in somewhat the same category as putting the Beatles on a program of chamber music beamed to the senior citizens of the world. Behind the big switch is Mike Joseph, vice-president in charge of radio-owned 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 WKMH in last place with a middle-of-the-road format. When Joseph got through, NBC had a station with new call letters (WKNR), new music format (Top 30 Plus 1) and new ratings (first). So far Joseph is keeping his plans for a WMAQ in Chicago a secret (even from his staff, or so he says), but he will say that it will be "unique, different and exciting."

The "Battle of Champions" contest, however, gives some indication. For one thing, it lists record by such artists as Elvis Presley, the Kingston Trio and the Platters. For another, it talks about "the new 'Q'" and urges listeners to call in and vote for winners.

To most radio-record people, this smacks of "Top 40," or something very close. The feeling here is that it will be "close," or as one promotion man put it, not "Top 40" but more "Chicken 40." WMAQ also has a new program director, Chuck Benson, formerly from Buffalo. However, Joseph said he is planning no further staff changes and is

(Continued on page 6)

# Maher Joins Ad Agency

NEW YORK — Jack Maher, Billboard international news editor, has left the paper to join West, Weir & Bartel advertising agency. Maher, a Billboard staffer for more than four years, joins the agency as account executive for Verve Records, a division of MGM Records. In his new post Maher reports to Mort Nasatir, account supervisor of the MGM Records account.

IT IS IMPORTANT that your firm be listed in the BUYER'S GUIDE, which goes to press soon—See Page 44.

# COMPETITION HOT, HEAVY

# W. German Diskeries Vie For Common Market Trade

By OMER ANDERSON

FRANKFURT — West Germany's disk industry is going through an upheaval triggered by the anticipation of riches to be reaped in the European Common Market.

Aggressive new diskeries and a revitalized old diskery—Electrola—are jostling the complacent giants for position in the new world of the European trade community.

Leadership of the German industry in 1964 has been exercised so far by new firms, new names, and new faces. The traditional pacesetters are lagging behind.

## Electrola Ahead

Revitalized Electrola, which led the industry last year, is out ahead this year. Close behind in gross sales are Deutsche Vogue and Bernhard Mikulski's German CBS. A new entry, the electronics manufacturer SABA of Villingen, in the Black Forest, has shot to the top with fast-selling LP's.

The giants of the German trade have been forecasting a "consolidation" phase for the record market, with the bid diskeries swallowing up the lesser competition and girding to do battle in the European Common Market with polyglot plat-

ter production. Merger, fusion, and concentration was supposed to be the order of the day. Instead, competition is exploding in all directions with the upstart labels carrying the sales battle to the complacent colossi.

## Aggressive Labels

The aggressive new labels are Abanori, Acondor, Ballaphon, Casino, Funk Record, Roxy and Ostinato. Along with Electrola, Deutsche Vogue and CBS Germany, the new labels postulate that the European music market is a ferment of new ideas and techniques, and that past position and leadership mean little in the new race.

Abanori is sponsored by the Heinz Schiegel Schallplatten- und Musikproduktion Nuremberg. The label attracted initial attention with Mike Roger and his so-called "Slop-Platte" style, but Schiegel brought out four new singles in March with diverse themes.

Acondor, property of Harald Goettsche Schallplatten - Produktion, Hamburg, has just released "Mohikana," a title from the Marbot Music Publishing House with the orchestra of Jacques Landre.

Riedel & Company, Frankfurt, is using its Bellaphon label to wax a number of French labels it represents in Germany. This is a shrewdly calculated

move to capitalize on the current Franco-German friendship kick. French labels to be Teutonized under Bellaphon include Bel Air, President, Typic (France and Spain), Musidisc and Minivox.

Bellaphon offerings include Tony Day's "Einen Gamsbart Aus Oberammergau," the San Remo title "Non ho l'eta" sung by Patricia Carli, and "Festival," a Franco-Spanish folk-tune medley.

Bellaphon has pressed a number of LP's, including titles with Mahalia Jackson, Oistrach interpretation of Tchaikovsky, Otto Klemperer's Beethoven's Fifth Symphony, and Dean Dixon's version of Gershwin's Rhapsody in Blue.

## Specializes in C.&W.

The Casino label is owned by Casino-Schallplatte und Verlag Horst Buessow, Hamburg. It specializes in c.&w., recent offerings including "Blues for Mother," "Schwarzen Rosen," "Weit, so weit ist Tennessee," "Hueh, Haenschen, hueh."

Kuhl & Company of Cologne are using the Funk Record label

(Continued on page 6)

# Charles Gray Buys Cosnat Detroit Unit

NEW YORK — Charles S. Gray, a veteran of 18 years in the record distributing business, has announced his purchase of the Detroit branch of the Cosnat Distributing Corporation, renaming it as the Superior Record distributing Company.

Gray was the founder of Polonia Distributing in 1946. In 1955, he and Jerry Blaine (Cosnat topper) purchased the company from Federated Import and formed the Cosnat Distributing Corporation. Gray became a partner.

Gray named Joseph Goleski vice-president and general manager and Thomas Griffin secretary-treasurer.

# WATER'S FINE:

# RCA, Capitol Take Dip in the Swim

HOLLYWOOD — Last summer it was surfing music, this year it could be the season for swimming. At least that's the contention at RCA, which is rushing an album of swim music by the Go Go's for May release.

Swim music is a teen dance fad which has been developing in the Galaxy Club in San Francisco and is working its way down to Los Angeles. It is understood that a night club is in the works for the Sunset Strip which will feature swim dancing.

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

# COL'BIA CUTS 2 BARD ALBUMS

NEW YORK — Columbia recorded two albums of Shakespeare in late April, both supervised by the label's president, Goddard Lieberson.

"A Homage to Shakespeare" was first originally presented on March 15 and 29 at Philharmonic Hall by the Lincoln Center World's Fair Festival. The LP will consist of selections from the Bard's plays and sonnets, with emphasis on revealing his attitudes and wit. It stars Dame Edith Evans, Sir John Gielgud and Margaret Leighton. The second was the original Broadway cast version of "Hamlet," starring Richard Burton, Hume Cronyn, Alfred Drake and Eileen Herlie.

Both sets will be released this week.

RCA. Sill told Billboard his company was assigned the entire project and that a single will be forthcoming from the as yet untitled LP.

Eleven of the 12 tunes in the album belong to Sill's publishing firms Lonnelle and Circle Seven. Sill explained that the swim is a dance similar to the Watusi minus jumpy movements but incorporating motions usually done while swimming.

The first single, "Out on the Swim," was by Ray Anthony on Capitol a number of weeks ago but it did not launch an impressive Coast trend. Voyle Gilmore, Capitol's a.&r. vice-president, said the Beach Boys and Dick Dale were two groups which could fit in perfectly with the new trend if it really broke open.

# 'Dolly,' 'Luther' Win Awards

NEW YORK—"Hello, Dolly!" and "Luther" won the Drama Critics Circle Awards last week. David Merrick produced both Broadway shows.

The voting is done by top New York-based magazine and newspaper critics. "Luther" got the top award as "Best Play of the Season." "Dolly" was the best musical.

Other voting included "After the Fall," "The Rehearsal," "Chips With Everything," "The Blood Knot," "Blues for Mr. Charlie," "Barefoot in the Park" and "Dylan."

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# Live Promotions Pay Off For Crenshaw Hi-Fi Center

By ELIOT TIEGEL

HOLLYWOOD — Live in-store demonstrations of music equipment have been luring additional traffic into the Crenshaw Hi-Fi Center, which reported a \$480,000 gross for two of its locations last year.

Jim Trego, president of the three-store West Coast chain, who operates out of the main store in Los Angeles, stated he has been gaining excellent sales and public relations benefits from having representatives of tape and audio component lines conduct demonstrations and examinations in the store.

Recent examples of successful live promotions involved representatives from Ampex, Tandberg and McIntosh. Trego has tied in these promotions by offering special tape sales which result in both machines and tape being sold at the same time.

When offering specials on tape, Trego offers enough of a broad catalog to cut the price one-third off, he explained. "If we secure \$1,000 worth of tape at a good buy, we usually run the sale until we've sold \$1,000 worth of tape at cost." A tape sale in April provided "excellent results, which produced a lot of store traffic we wouldn't have had."

When a factory representative from the Tandberg company set up a lab at the Los Angeles store, customers brought their recorders in and had the rep check out the instruments for frequency response.

## Decca's VIP's Include Vocals Dealer Plan

NEW YORK—Decca Records' May VIP's (Very Important Product), have been announced and will include an available list of 98 vocal albums with a dealer incentive program to run through May 29.

During such months Decca-Coral concentrates on a particular music field (the earlier VIP's were dance bands in March and instrumental artists in April). The available list of records include new releases within the field, plus full catalog availability of the same artists, and a number of special re-releases.

The May release follows style with 10 brand-new vocal sets—with all catalog items of those artists available, plus a special Louis Armstrong compendium which includes two multi-disk packages of that best-selling artist.

Among the new releases are Decca albums by Brenda Lee, Burl Ives, Carol Burnett, the Tarriers, Mabel Mercer. Also from Decca are three anthologies of Ella Fitzgerald, Peggy Lee and Roberta Sherwood.

Coral is represented with its Holly album, and a Tito Guizar package.

Decca supports dealer-suppliers with a full-color book on the 10 new releases, plus individual index cards which would make it easy to draw from the catalog available on each artist. And, in addition, the company has prepared in-store and window displays spelling out the purpose of the program.

Each time a manufacturer's rep is set to visit the store, Trego advertises this fact in the newspapers and on FM radio. He has been running a continuing Ampex clinic at his store several years and boasts that 15 per cent of his tape machine business is with Ampex.

Among the audio components he carries are McIntosh, Marantz, Fisher, Kenwood and at his Woodland Hills store in the San Fernando Valley, Pilot component consoles. The Woodland Hills store has been open since last October and the firm's third store in Seattle has been in operation over two years.

### Business on the Rise

Trego finds the tape and component business steadily rising, noting that business at the Los Angeles store was up 15 per cent over the previous year and hit a gross of \$300,000. The gross at the Seattle store was \$180,000, up 50 per cent. There were no

figures for the third store because of its short existence.

While Trego carries a full line of tapes and accessories, he does stock a modicum of records, notably the Command line, which audiophiles like to use to test their equipment.

Trego finds that FM offers him an excellent consumer advertising medium, and budgets about \$7,200 for spots on KRHM and KBCA and in The Los Angeles Times classified section and FM Guide, a local programming publication.

When the Whiskey A Go-Go, a Sunset Strip disk night club opened recently, Trego won the contract to install a complete stereo sound system plus dual turntables. And since the club has become a local success, Trego's equipment has undergone punishing workouts. With the Watusi dancers bouncing hectically along, Trego is a happy sound man.

## Gerry and Pacemakers Setting Fast Pace Here

NEW YORK—A modern international version of the old-time jazz "outing" contest may have begun to take shape last week with the arrival of England's latest chart-busting group, Gerry and the Pacemakers. Back in the Isles, the group is considered as hot as their predecessors and stablemates (both groups are booked by Brian Epstein), the Beatles.

The two groups, plus the Dave Clark Five and the Searchers, all have been waging a lively battle for the top rung on the British charts, with one group knocking the other out of the No. 1 spot for a jolly good show. It appears that this tug-of-war has been exported, and it is conceivable

—Louis Armstrong and "Dolly" notwithstanding—that the Red Coats may achieve strong chart action here for some time to come.

Again, like the Beatles, Gerry and the Pacemakers were booked onto the Ed Sullivan show, their first appearance having taken place Sunday (3) and the second slated for next Sunday (10). Among the tunes performed by the group was their current British smash, "Don't Let the Sun Catch You Crying," which was released last week on Laurie Records.

The boys, accompanied on the plane by WINS and WMCA deejays, Murray (the K) Kaufman and B. Mitchell Reed, were greeted at the John F. Kennedy Airport Friday by a band of shrill-voiced admirers. The Sullivan show was the first step in a hectic series of appearances scheduled. Monday (4) they will be on the "beeper" phone doing personal interviews with deejays around the country. Warren Duffy, WHLO, Akron, has arranged for a 30-minute interview and record show which will also be conducted via the long-distance "beeper" phone.

Starting Tuesday, the boys begin one-nighters along the East Coast and Canada.

Laurie Records is reporting radio station picks for "Don't Let the Sun Catch You Crying" side at many important stations. (It also received a Billboard "Hot Pop Spotlight" this week.) Eddie Matthews, Laurie vice-president in charge of sales, told Billboard the announcement of the group's trip here evoked 15 to 20 calls per day. The teen-agers wanted to know when they would be arriving, and where they would stay.

One thing is certain. They won't be stopping at the Plaza.

IT IS IMPORTANT that your firm be listed in the BUYER'S GUIDE, which goes to press soon—See Page 44.

## LATE SINGLE SPOTLIGHTS

### TERRY STAFFORD

I'LL TOUCH A STAR (Blen-Holly Hill-Lesjohn, ASCAP) (2:20)—Soft and tender ballad in the same vein as Terry's recent hit "Suspicion." Lad delivers the tune romantically with treble organ notes permeating the background for special effects. Flip: "Playing With Fire" (Blen-Trafalgar-Lesjohn, ASCAP) (2:10).

Crusader 105

## FREBERG TO MC GRAMMY FETE

HOLLYWOOD — Stan Freberg will emcee the NARAS Grammy Awards presentation May 12 in the International Ballroom of the Beverly Hilton Hotel.

According to awards program chairman Van Alexander, there will be numerous awards for artistic achievement in recording during this year.

## RIC Appoints Distributors In 25 Markets

NEW YORK—Distributors in 25 key markets have been appointed by Joe Csida, president of Recording Industries Corporation (RIC).

The distributors, in alphabetical order according to name of city, are: Delta Records, Albany; Godwin Disks, Atlanta; Marnel of Maryland, Baltimore; Mutual Dist., Boston; Mangold Dist., Charlotte; Garmisa Dist., Chicago; Cleve Disc, Cleveland; Big State Dist., Dallas; Arc Dist., Detroit; Trinity Dist., East Hartford; D&H Dist., Harrisburg; H. W. Daily, Houston; Record Merchandisers, Los Angeles; Music Sales, Memphis; Topps Dist., Miami; Wendy Dist., Newark; Delta Record Dist., New Orleans; Alpha Record Dist., New York; Chatton Dist., Oakland; Chips Dist., Philadelphia; Fenway Dist., Pittsburgh; Allen Dist., Richmond; C&C Dist., Seattle; Stan's Record Shop, Shreveport, and Record Merchandisers, St. Louis.

Csida and his executive assistant, Frank Barone, are currently negotiating RIC deals with foreign distributors.

## Labels Adds 2 To Sales Staff

NEW YORK—Roger Gordon and Eddie Kilroy have been added to the promotion staff of Colpix and Dimension Records, according to Ray Lawrence, general sales manager of both labels.

Gordon will cover the West Coast, while Kilroy will handle seven Southern States. Both will report to Danny Davis, national promotion director of the two companies.

Lawrence has made several distributor changes: Dimension will be handled by Music Merchants in Detroit, Eastern Record Distributors in East Hartford, Conn., and Seeway Distributors in Cleveland. Colpix will now be distributed by Dulaney's in Oklahoma City.

## Big Joe Turner Inked by Decca

NEW YORK—Big Joe Turner has signed an exclusive recording contract with Decca Records, according to an announcement made this week by Leonard Schneider, Decca executive vice-president. Negotiations for Turner were handled by Award Music, Inc.

The artist's first Coral sides, "I'm Packing Up," coupled with "I Walk a Lonely Mile," were released last week.

## British Disk Firms Boycott Pirate Radio

By CHRIS HUTCHINS

LONDON — Britain's first pirate radio station (commercial radio is illegal here), Radio Caroline, based on a ship anchored outside territorial waters, has been boycotted by all the major disk companies. But it plans to start its own recording activities.

After a meeting at EMI, representatives of all the big diskers issued a statement through Phonographic Performance, Ltd., saying that they would

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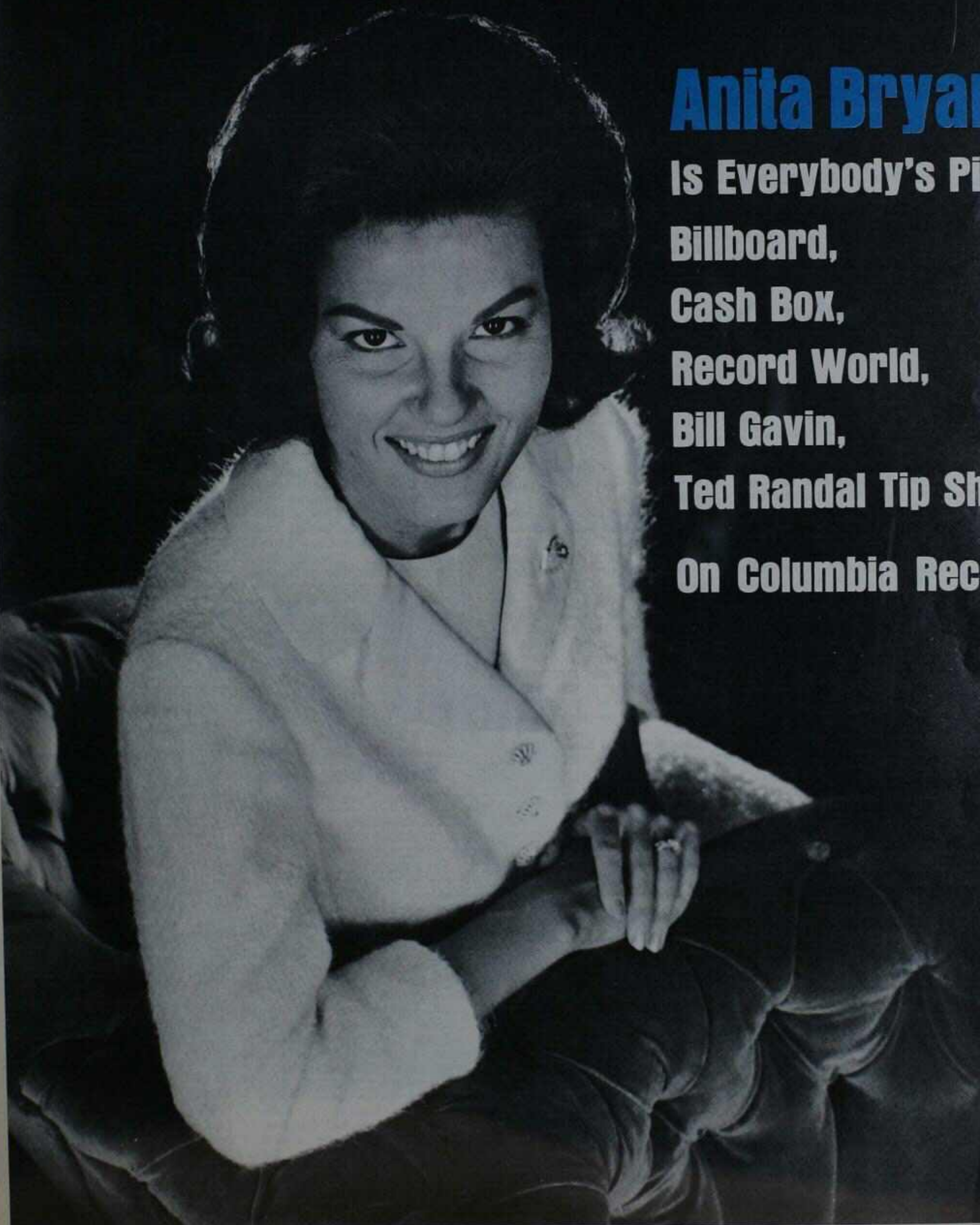
**Cash Box,**

**Record World,**

**Bill Gavin,**

**Ted Randal Tip Sheet**

**On Columbia Records** 



## 'Cool' Crowd Flocking To Pasadena Ice House

HOLLYWOOD—Record executives have discovered the Ice House in Pasadena, Calif. The three-year-old folk club, set in a former freezing plant, will soon be the scene for its 15th live recording session, with Casey Anderson, Atlantic artist, in the spotlight.

## MCA Seeks to Acquire Marks Music Corp.

• *Continued from page 1*

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

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

Herbert Marks, son of Edward B., has headed the firm for the last two decades.

The firm, for years one of the key ASCAP members, joined BMI at the latter's inception about 24 years ago, and since then has been a keystone of that catalog.

Bob Stane, co-owner of the bistro with Willard Chilcott, told Billboard business has been so good that they plan opening an Ice House in Glendale, Calif., in July, with a 350-seat capacity. The Pasadena spot only seats 150, Stane explained, but he has had the standing-room-only sign out for months. Admission runs from \$1.75 for Friday and Saturday to \$1.25 for Sundays and weekdays.

Among the artists who have been recorded at the club are the Womenfolk, Rod McKuen, the Smothers Brothers and several Jack Linkletter hoot albums. In addition, a TV film special, "The Big Hoot," was shot there and will soon be offered to stations.

Like another successful West Coast folk club, the Troubadour in Los Angeles, the Ice House has drawn new folk acts who wish to debut in show business. Stane reports that a good portion of the acts offer satirical material which goes over extremely well because of the strong influx of college students from a host of schools in the area.

Stane boasts of a mailing list reaching 10,000 persons which is kept up to date. Customers come from as far as San Francisco and San Diego to hear the sounds at the club which is advertised as theater-restaurant.

Stane says he pays trios a \$350 scale and that he is booked solid through July.

## CBS RECORDS SALES CONFAB SET FOR SPAIN

MILAN—Stanley West, European co-ordinator for CBS Records, here to discuss the new summer sales program with Ricordi officials, also revealed plans for the label's second sales convention at Torremolinos, Spain, May 19-23. Fifty delegates, drawn from every Western European country, will attend.

The first such meeting occurred in Paris, where Columbia announced the CBS label. Since then, according to West, "Progress has been more than satisfactory with top results in 1963." He especially pointed to Germany, where two of the new German artists are in the top three listings. In Italy, new artists will be introduced in the Cantagiro and Don Powell's first CBS disk is the entry in the "Summer Record" competition.

Percy Faith, Ken Rankin and Bobby Solo are among those who will be heard at the convention. Italian representatives will be Guido Rignano, Enzo Miccoccia, Lucio Salvini and Paolo Ruggeri. Theme of the event will be "Promotion and Publicity," with special reference to local problems.

Following the convention, CBS names due in Europe include Dave Brubeck, the Brothers Four in June, Mahalia Jackson in July and Andre Kostelanetz in October.

## Keller Credo: Diversification

Jerry Keller is an example of the young breed of music businessman who believes "you can't put all your eggs in one basket of recordings." According to Keller, "diversification" should be the operative word in anyone's blueprint for a long-range career in the music business.

Keller, who's signed to Coral Records, isn't banking on his singing career alone to carry him forward in the music business. He's also building up a career

and a name for himself as a songwriter and has already embarked on indie disk producing ventures with his first masters going into the Swan Records hopper.

Keller is also a staunch ASCAP advocate. "I choose to belong," he said, "because it fits the blueprint I've mapped out for my long-range view of the business."

Keller has signed with Northern Music, an adjunct of the Decca-Coral operation, and through its publishing topper, Bill Downer, is now being groomed for movie assignments. His initial picture will be "I'd Rather Be Rich."

In all, it now looks like Keller is a young man about to fill as many music business baskets as are available.

## He's Queried On Capitol Cutoff Policy

HOLLYWOOD—A Federal Trade Commission investigating team quizzed a local rack jobbers last week regarding the effects of Capitol Records Distributing Corporation's recent product cutoff policy affecting selected racks and one-stops.

Glen Becker, Music City Record Racks, told Billboard the two representatives were waiting for him when he returned from the NARM convention in Miami. He said he spent four hours with the two investigators, discussing the effects of the Capitol action to halt sales of its product to certain subdistributors.

Becker said the two FTC agents were interviewing Los Angeles rack jobbers affected by the policy to determine if CRDC's actions were in the public interest.

"They really dug deep," Becker said, noting he was queried about CRDC's effect on his accounts, their customers and any effect to dealers cut off in the program. Of prime concern to the FTC was the financial effect of the action upon the racks and one-stops. Becker said he was affected because he is a full-line rack jobber and needs all products to operate efficiently. He admitted to having had trouble obtaining Capitol product and had been buying both locally and from out-of-town sources.

With the exception of Sammy Ricklin, head of California Music and Dale's Record Service, who was aware of the FTC's presence, the other racks contacted had not yet been visited by the team.

A Capitol official stated he had no knowledge of any FTC people from Washington talking with local rack jobbers about CRDC's product cutoff policy.

## British Disk Firms

• *Continued from page 4*

seek an injunction against Caroline to prevent the station airing its products.

The statement said, "The British Phonographic Industry hold the view that indiscriminate broadcasting of records is detrimental to the interests of the industry, musicians and artists."

But at the same time the Performing Rights Society, which collects royalties for composers and publishers, offered Caroline full membership and said that it was prepared to welcome commercial radio in Britain when it came about.

The station's chairman, Alan Crawford (who heads Merit Music), is planning an independent venture for Caroline, Carnival Records, and several artists are being signed to the label with promises of full exploitation from the pirate station.

## Johnson Heads Disney Firms



JIMMY JOHNSON

BURBANK, Calif. — Jimmy Johnson last week was named president of the Walt Disney record and music publishing firms. The elevation places Johnson at the helm of Walt Disney Music Company (ASCAP) and Wonderland Music Company (BMI). Disneyland Records and the Vista label are Walt Disney Music Company subsidiaries.

Johnson has been with Disney since 1937. Prior to the promotion, he served as executive vice-president of its music-disk firms.

## German Diskeries

• *Continued from page 3*

to promote novelty numbers. For example, its latest release is "Tuerkentwist" and "Figaro Twist" with Margit Kristen and the Twist Boys.

This points up the fact that most of the new diskeries are dedicated to the explanation of new themes or the off-beat version of established theme and to radical new production and sales techniques. All hew to the proposition that to be successful a diskery need not be mammoth, that what counts is agility and imagination.

Most of the new diskeries are devoting themselves to a search after overlooked artists and overlooked music, primarily in Europe. This is a reflection of the increasing introspection which characterizes current European music production.

This seems a paradox, but in fact it is consonant with development of the European Common Market, which, while integrating European States, tends, nevertheless, to be an inward-looking institution.

## Mercury's Steinberg Talks Out

• *Continued from page 1*

of rack jobbers to buy at a price so low that it is increasingly difficult for record companies and distributors to deal with them economically."

### Calls for Understanding

And while challenging, Steinberg nevertheless called for "understanding and co-operation" between rack jobbers, distributors and manufacturers.

He said Mercury felt that the record industry's total volume is capable of doubling in the next five years. "It would be a shame to destroy this potential with infighting."

Just what is the place of the rack jobber in the record industry today? Steinberg talks in terms of a "total responsibility" concept that he first mentioned at last year's NARM convention in San Francisco.

"When a man enters an industry, he has a responsibility," Steinberg points out. "Not just to make money, but to contribute something as well."

He accuses too many rack jobbers of "coming to the market place prepared to play but not pay."

He feels many rack jobbers felt they could "bull their way in" because of their merchandising ability. They (the rackers) said, in effect, "I have all this to offer in terms of merchandising and exposure—I want certain concessions in dating, price and guarantees."

Steinberg says there has been little "self examination" by rackers. He noted this was very evident throughout the recent Miami Beach conclave.

The questions were mostly, "What is the manufacturer going to do about this, that and the other thing? not, what is our role?"

Steinberg criticized some rackers for attempting to use the manufacturers as bankers instead of going to conventional sources of credit.

He said most rackers feel the "pre-sell" function belongs to the manufacturer yet rack jobbers have said they have no space for "risk merchandise."

"This is a contradiction" Steinberg said.

"On the one hand, rack jobbers feel the manufacturer should pre-sell the merchandise and absorb all the attendant expense, yet they are unwilling to recognize this function in terms of paying a higher price."

"Risk is a normal part of distribution and the rack jobber should be willing to assume his part," said the Mercury executive.

### Product's the Thing

"Price is not the prime consideration in selling records—it's product," said Steinberg. He called attention to a NARM panel in Miami Beach where one of NARM's own members, Al Pardo of Mobile, Ala., said the public is willing to pay a higher price if they receive the merchandise they want.

Steinberg said the sales of such items as "My Fair Lady," "The Singing Nun" and the "First Family" show the growth depth of sales potential in the industry today.

Commenting further on the rack jobber's role in the record industry, Steinberg stressed the fact that to remain subdistributors (and entitled to functional discounts), the rack jobbers must pass on the responsibilities of retailing.

These he listed as merchandising, payment for goods, and accepting the normal risk of business inherent in judicious exercise of the return privilege.

If the rack jobber assumes ownership of the goods and doesn't pass these retailing responsibilities on, he is, in effect, a retailer, Steinberg said.

"Someone has to assume the retailing responsibilities," said the Mercury executive. "If the

racker assumes it, he isn't entitled to a functional discount."

The Mercury executive referred to the Federal Trade Commission's proposed rule on this subject.

### Policy Continues

Steinberg said that Mercury's policy would be to continue to "attempt to recognize the rack jobber's functional contribution," but he noted the company would carefully examine just who is and who is not entitled to receive this discount.

Steinberg said, too, that Mercury would be watching the FTC carefully for its final and official stand in this matter.

Regarding Mercury's new policy on budget merchandise, Steinberg said it was brought about because of the "extremely low mark-up on this type product."

He noted that hereafter, Mercury was classing rack jobbers in the same category as distributors and permitting them to buy at the distributor price where budget merchandise is involved.

Mercury is now in the process of contacting all rack jobbers who are eligible to buy under this program, Steinberg said.

## Chicago's WMAQ

• *Continued from page 3*

going to stick with present deejay personnel.

If WMAQ goes Top 40, it'll be bumping heads with powerhouse WLS, currently top-rated in the evening. If it goes middle-of-the-road or "Chicken 40" it'll be fighting WIND, top-rated in the morning.

Whatever happens, if it goes in any way more "pop" than it is at present—and this is certain—it'll be fighting new competition up and down the rating scale. All in all the city seems in for quite an interesting radio battle.

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**WILD,**  
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equal Dick Dale's siz-  
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market! Order today!

# Suit Vs. Columbia in Final Round

• Continued from page 1

rent and future competition" and "free flow" of product in the record industry, now being clogged 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 foreclose any new entry into club selling. Government attorneys say this is the real purpose of the contracts. They are "illegal agreements" barring licensors from selling to 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" and said courts had never applied such a term to other exclusive (and legitimate) multi-label product agreements. He said government had switched from complaint charge that anti-competitive harm to retailers was "aggravated" by exclusive contracts, and was now condemning the contracts themselves as pivoted. The Columbia counsel said during hearings government had "failed to prove that the contracts were unreasonable."

Sokolow went on to sing club praises as beneficial to over-all sales of LP's, and an additional channel. He accused FTC attorney of "clogging up" of any channel. He accused FTC attorneys of trying to "dictate" to Columbia the manner in which it should acquire club product, and to "force" the club to raise its prices to consumers.

(FTC attorneys had challenged Columbia claims that it is "not afraid to compete." Prove it by going out and competing in open market for club records, they said. Government argument noted that the now defunct record operation of the Diner's Club was told to "go out and compete" when Columbia would only sell it albums at \$2.47, the regular retail price, as against the Columbia Club's \$2.14 average to first-year subscribers.)

Government roused more Columbia ire by claiming that the club's exclusive contracts with seven labels amounted to a "permanent acquisition" of the label's whole product, as far as club selling went. Government pointed out that none of the 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 release clauses. The labels and their talent are happy with Columbia's massive advertising of their product by the club. Sokolow also reminded FTC attorneys that restrictions cover only club or mail order sales; labels can distribute club records freely at any other level of retailing.

FTC attorneys were scornful of Columbia claim that its "infant" club had to go to outside labels to build up and to provide variety for consumers. Government argument said the Columbia Club never was an "infant" in the business. It always had over 50 per cent of club sales, which are in turn 20 per cent of all record sales. Columbia, during hearings, had said its club sales slipped to 40 per cent of the market in 1961 and were drooping in 1962. FTC attorneys said it was more like 55 per cent. Each side had statistics to prove its case.

In fact, on almost every issue, each side could dredge out of the complexities and contradictions and overlap of record interests, statistics or cases or testimony to prove practically anything.

On the subject of Billboard charts, FTC attorneys said Columbia used them to prove retail dealer outlets and sales were up—but Columbia reversed, and claimed charts erred in showing the label's dominance in LP hit album lists. Government outlook was the reverse. They said figures showed number of retail dealers (not retail "outlets," which includes racks) 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, after which the full Commission will make final judgment. If the case goes against Columbia Club, the courts will almost certainly get this one.

## No Conspiracy Alleged

Moore broke in on very few occasions, but each time it was to question or clarify government attorney concepts. He asked if by "Group Boycott" they were implying any "conspiracy" among the contracting labels. Government attorneys emphatically said "No—no conspiracy is alleged." But they be-

lieve Columbia acted as a "clearing house" by getting information for each label individually, conferring on product, talent, terms, et al.

Government attorneys held that Columbia knew much of the individual label's affairs, and that each label knew of contract terms of the others, with the Columbia Record Club. "Columbia is like the hub—and they are the spokes—together, they form a competitive plurality."

Examiner Moore questioned government concept that the exclusivity contracts were like "acquisition" of label product—their masters, good-will, talent, a.&r. resources, etc. Moore asked: "You say exclusivity provisos are the major vice in contracts. Would they be acceptable if there were no exclusivity involved?"

FTC attorneys held firm to belief that the contracts were illegal whether or not they were exclusive. They suppress competition, and licensors refuse to

sell to competing clubs or direct mail, which constitutes illegal agreement, was government viewpoint.

## Legal or Illegal?

Moore asked about the Victor and Capitol conjecture: "If RCA and Capitol are poised to follow Columbia practices, are you suggesting that the club may be legal now, but will be illegal if the two major competitors follow?"

FTC attorneys stuck to their "illegal" characterization for the Columbia contracts, whether or not other clubs did the same. "But if these illegal arrangements by Columbia are allowed to continue, the Columbia Club practices may well be compounded, and the likely result must be considered." Again, FTC attorneys foresaw that shut-out of any new club or mail-order selling competition would mean eventual control of all LP field by the Big Three, both in and out of clubs.

When Columbia attorney So-

# RCA Puts a Big Dent In Religious Market

• Continued from page 1

Eddy Arnold and Don Gibson.

"This field—like the country field—has a hard core of loyal buyers, and when an artist becomes established his product often achieves catalog value," Clark stated. He added: "We seldom cut out a religious album... the concept of catalog in this area is very strong."

## Cites Factors

Clark traces the strong sales of religious records to several factors. Primary, of course, is the power of the artists. In addition, however, is the fact that Victor, several years ago, placed the distribution of this product in the hands of six distributors who handle this type of material only. They are specialists in the field and have access to dealers—including bookshops which specialize in religious material. Too, Clark points out, the cultivation of the religious field on the a.&r. level has been an old tradition with Victor and has been closely associated with their activity in the country music field. For instance, Steve Sholes, division vice-president, pop a.&r., for years cultivated the sacred field in conjunction with his c.&w. activity. The loy-

alty of the buyers is another factor, according to Clark. He pointed out that these artists do much of their own promotion and actually sell much of their own product at their personal appearances. These appearances include all-night sings, both indoors and outdoors and events at auditoriums, fairs, etc.

Like the old country field, the religious field tends to be a self-contained cultural entity, Clark explained, with its own promoters, bookers and deejays. Unlike the pop field—and again like the country field—the artists do much of their own promotion. They travel in their own buses and planes.

Clark estimates that some 850 albums comprise the Victor pop catalog, and of this number some 66 are sacred recordings by artists such as Shea, Graham, the Statesmen and the Blackwood Brothers. This comprises 8 per cent of the total. Additional sacred music by country-oriented artists, such as Gibson, Arnold, and by pop and western artists Perry Como and Sons of the Pioneers, number about 16 albums, bringing the total religious product to about 10 per cent. About 15 Camden albums are in the religious category—a percentage of 9.5 of the total Camden product. Some of these Victor albums, according to Clark, sell so well that they are included in Victor's Top 50 albums. An example is George Beverly Shea's "Inspirational Songs."

## Issued Quarterly

Victor releases about 16 religious albums a year, and Camden three or four. They are issued quarterly. Darol Rice, headquartering on the West Coast, is in charge of the product. Much of it is produced in Nashville, under the direction of Chet Atkins. Brad McCuen also is involved in production, notably on the issuing of historical material. A key promotional man in the religious segment of Victor's operation is Tim Spencer, who, from his headquarters on the West Coast, contacts distributors with material on every release, contacts religious outlets, advises on the use of advertising in various media, etc.



CHRISTINE QUATE is a name to become familiar with. In her debut with World Artists Records, the 14-year-old English sensation has climbed into all the charts with "Tell Me Mamma," WA 1022. Chris likes swimming, horseback riding and, above all, Elvis Presley and Tony Orlando. Chris was born and raised in England. (Advertisement)

kolow accused the government of abandoning its earlier charges of monopoly for the newer approach. Examiner Moore asked government attorneys pointblank if they had abandoned charges of monopoly or attempts to monopolize by Columbia.

FTC attorneys said they had not abandoned these charges. They consider exclusive agreements an attempt to monopolize the club field, and eventually the whole LP market. Further (as in recent case of FTC order to giant Procter & Gamble to divest of Clorox), a giant concern, dominant in its field, makes a much heavier inroad when it acquires additional product, than if some smaller firm takes it on.

Moore had some questions on government claim that Columbia and the licensor labels agreed on higher "suggested list prices" for club product than for non-club selling—to make the club bargain look bigger.

Government attorneys had two documented instances, based on testimony about Caedmon and Verve. But the attorneys said club contracts allow Columbia to use a "formula" to arrive at a club list price as against regular list price. Moore pinned down the fact that there were only two specific agreements in club price setting on the record.

## Sokolow Protests

Columbia attorney Sokolow got to his feet to protest any "conspiracy" implications among the contracting labels and Columbia. He demanded to know how government assumed that licensors "knew" about each others' contract terms. CBS contracts with each separately, said Sokolow—there is no "group" dealing.

Sokolow demanded to know "where is the proof?" that licensors know and Columbia uses mutual knowledge of each others dealings? On this rock, the government case could take some bad bruises, if Examiner Moore is as meticulous on legalities as his handling of this and other cases indicates. Sokolow urged the FTC examiner to "deal with complaint charges as proven by the facts," and not with "government afterthought."

FTC attorneys ended with a plea for Examiner to see "this sunny picture of harmony between CBS and otherwise vigorously competitive licensors as repugnant to a competitive society." They urged that government "strike down exclusive agreements which shut off competing clubs—when clubs are a vital and growing factor in record sales."

IT IS IMPORTANT that your firm be listed in the BUYER'S GUIDE, which goes to press soon—See Page 44.



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# NIGHT CLUB REVIEWS

## Songbirds Chirp and Charm

### Patti Page Is Ear-Opener

Patti Page, Waldorf-Astoria's Empire Room Thursday (30) performed tastefully, backed by an 18-piece orchestra. The singer kept the show folksy—but not corny.

As well as Patti sings, she has not permitted herself to rest on this ability alone. The act includes several effective gimmicks that enhance the over-all performance. She joins pianist-accompanist Rocky Cole in a comic duet. Rocky himself takes to the mike while Patti flails about at the piano. "Danny 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, "Tumblin' Tumblweed." This is similar to her multi-track recording technique.

Of course, there is the inevitable, and always requested—medley of Page hits which is capable of bringing a tear to the eye or a lump to the throat. "With My Eyes Wide Open," "I Went to Your Wedding," "Doggie in the Window," "Old Cape Cod," "Allegheny Moon," "Mockin' Bird Hill," "Cross Over the Bridge," "All My Love," and her 3,000,000 seller, "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, released last week, is a collection of blues. LP is entitled "Blue Dream Street."

GIL FAGGEN

### Lewis Picks N. Y. Emcee

NEW YORK—Country Music Jamboree producer Victor Lewis has chosen Ralph Emery, WSM (Nashville) disk jockey, to emcee his mammoth show at Madison Square Garden on May 16 and 17.

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



CHAD STUART & JEREMY CLYDE, recently seen on "The Hollywood Palace" show and "The Steve Allen Show." Now on World Artists Records, both lads are the originators of England's Oxford Sound and have a hot single, "Yesterday's Gone," which is now on all charts. Jeremy is the grandson of the Duke of Wellington.

(Advertisement)

### Baker Brings Himself, Etc.

NEW YORK — Chet Baker, recently returned to this country, and much quoted as "completely cured," will open a one-week 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 now looking to see where he can recapture 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 Eastern resort hotel.

The festival is four days long (June 8-11) and is again under the direction of Oscar Brand. At press time, artists scheduled to appear (with more in the offing), were the Rooftop Singers, the Ivy League Trio, the Irish Ramblers, Tom Pasle, 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 that also features Susan Oliver (as Mrs. Williams), Red Buttons and Arthur O'Connell. Stanford Whitmore wrote the script. Gene Nelson is director. Production is by Sam Katzman, Fred Karger is the musical director.

### Peggy Lee Has Impact

Peggy Lee turned in a brilliant performance at the Royal Box of the Hotel Americana Wednesday (29). The Capitol Records' artist is at the height of her power—assured and gracious in manner and blessed with a vocal style of technical excellence. Not the least of her impact derives from the fact that her voice is so completely under control. This facilitates evocation of the many moods indicated by the different songs.

Show tunes, such as "Make Believe," country ballads, as "I Can't Stop Loving You," up-tempo rhythm songs, as "Talk to Me Baby" and such great blues and jazz items as "Fever" and "Lover"—these constitute only a sampling of Peggy Lee's range of material.

The program started with a leisurely pace and rapidly quickened in excitement. Two elements, in addition to Peggy's personal performance, contributed to the total effect. One was the top quality support of the orchestra under the baton of Jack Del Rio. The other was the production by Nick Castle. And the show really had production values: the choice of material, the weaving of many tunes into meaningful medleys, the use of a dancing clown in a "Funny Man" medley, etc.

This reviewer has always found Miss Lee outstanding in her understanding of many different kinds of American music. We have mentioned show tunes, country songs, blues and jazz. To this we may add the Latin-American genre and the Negro spiritual. All these categories were represented in the Wednesday show, and all had the artist's distinctive styling.

PAUL ACKERMAN

### STARS GALORE 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, \$75,000 production with 30 top c.&w. stars, eight orchestras and the world champions among square dancers.

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

No word is yet available about the proposed closed-circuit TV showings.

A New York travel bureau has made available a weekend trip to both the Garden show and the World's Fair. One station, WYZZ, Atlanta, has chartered its own plane for the trip.

### Testimonial Benefit For Margo Middleton

CINCINNATI—A testimonial benefit for Margo Middleton, former local booker and

## 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 New York's Playboy Club for \$100 ticket holders. . . . Paul Anka back from West Berlin where he recorded in German for RCA Victor. . . . Neil Sedaka opens a 10-day tour of South America on May 9. In addition to TV and night club engagements, Sedaka will record in Buenos Aires. . . . Margaret Whiting begins her six-city tour in "I Married an Angel" on June 12 in Washington. . . . Verve has designated May for special promotion on Stan Getz. . . . Leon Bibb set for three weeks in New York's Bitter End. He goes to Russia in August.

Help! Mark Warnow Music, Inc., of Sherman Oaks, Calif., is looking for Jack Straw. A singer, pianist, actor and songwriter, Straw has royalty money due. . . . Freedomland opens weekends on May 16. Its opening shows at the Moon Bowl star such as Trini Lopez, Dionne Warwick, Solomon Burke, the Orlons and Garnett Mimms. . . . Tony Cabot, Hawaiian Room impresario-maestro, is recording 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 1. . . . Al Hibbler returns from Europe to New York's Apollo on May 29. . . . 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, in June. . . . Tessie O'Shea shares the Ember's bandstand with Jonah Jones until May 23. . . . Jimmie Rodgers to Manila in May for a 20th Century-Fox movie.

Music critic Leonard Feather's "Life With Feather," now syndicated in four countries, has become a regular feature in a New York newspaper. . . . Steve Renere, a vocalist for Brio Records, is trying to introduce a new dance, a western version of the Twist, called the Wrangler Stretch.

Logan English was 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 18 when singer Tinnie Leonard begins there for two weeks. . . . Chet Gierlach, McCann-Erickson musical director, led a 50-piece orchestra through a recording to be used as part of the show at the Fountain of the World's Fair. . . . Pianist Dave McKenna has teamed with socialite Buffy Karr in writing two songs to be recorded by Realm.

## ARTISTS' BIOGRAPHIES

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



### THE BACHELORS (London)

NAMES: Con and Dec Cluskey (brothers, aged 22 and 20 respectively), John Stokes (aged 23). These three Irishmen, all born in Dublin, came together in 1953 to form a harmonica group. Calling themselves the Harmonichords, they were soon performing, semi-professionally, at dances and on radio and TV in Dublin. In 1959, while touring England with the Irish folk-singer, Patrick

O'Hagan, the group began singing folk songs which O'Hagan taught them during their off hours. They liked singing and began adding vocals to their act until the harmonica became just a side line. The name change followed.

LATEST SINGLE: "Diane" is No. 46 in its fourth week on Billboard's Hot 100 this week.

widow of Jack Middleton, first Ciney booker to ink an AGVA pact many years ago, 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.

A number of 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 acts from the various clubs in the area. Local unions are co-operating 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.

### NEWPORT FOLK FESTIVAL SET JULY 23-26

NEW YORK—The directors of the Newport Folk Foundation have put out their annual call to folk artists. The festival is scheduled for July 23-26. Directors are Theodore Bikel, Alan Lomax, Clarence Cooper, Ronnie Gilbert, Mike Seeger, Jean Ritchie, Peter Yarrow and producer is George Wein.

Already set to appear are Bikel, Judy Collins, Bob Dylan; Peter, Paul and Mary; Frank Proffitt, Odetta, the Staple Singers and Doc Watson and Family.

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# Radio-TV PROGRAMMING

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

## Peabody Winners Given Awards at BP Luncheon

NEW YORK — Peabody Awards for Distinguished achievement by TV and radio during 1963 were given out at a luncheon meeting Wednesday (29) of Broadcast Pioneers at the Hotel Pierre.

Highlight was the acceptance by Leroy Collins, NAB president, of the Peabody 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 which, with the Peabody board, administers the awards.

In the presentation, Dean Drewry paid tribute to the memory of Peabody and said that during 1963 "radio and TV reached new heights—tragic as was the news event which emphasized the technical professional, special, and patriotic capabilities of electronic journalism."

The Peabody Award for Radio News was presented to NBC's Sunday Night "Monitor," for "presenting, in attractive and interest-arousing forms, both important news and significant background features, tailored to mobile, restless, and busy listeners."

WLW, Cincinnati, received the Peabody Award for Radio Education for devoting "a good radio time to emphasizing and clarifying basic constitutional rights and freedoms through regular series of short, informative, and interesting interviews in the program, 'Government Under Law.'"

"Open Line," KSTP's daily discussion program in Minneapolis, won the Peabody Award for Radio Public Service. The award cited KSTP for "playing a significant role in the 1963 statewide controversy involving the University of Minnesota and certain public groups which claimed that this institution was harboring subversive agents and influences. Lee Vogel, the producer, by giving ample air time to numerous civic leaders, professors, and students, succeeded in making known the true situation and re-establishing a sense of confidence and integrity."

The Peabody Award for Radio Contribution to International Understanding went to "Voice of America," the broadcast service of the U. S. Information Agency which broadcasts 794 program hours per week in 37 languages.

### TV Award Winners

Winners of Peabody awards for outstanding TV programs were: Television News (Commentary) Eric Sevareid, CBS; Television Entertainment: "The Danny Kaye Show," CBS, and "Mr. Novak," NBC; Television Education: "American Revolution '63," NBC, and "Saga of Western Man," ABC; Television Youth Programs: "The Dorothy Gordon Forum," WNBC-TV, New York City, and NBC Radio Television Children's Programs: "Treetop House," WGN-TV, Chicago; Television Contribution to International Understanding: "Town Meeting of the World," CBS, and Dr. Frank L. Stanton; Television Public Service: "CBS Reports: Storm over the Supreme Court," CBS.

## VOX JOX

By GIL FAGGEN



WWRL (New York) program director and deejay Hal Jackson are surrounded by the Beatles during the gal's performance on Hal's Friday evening show at Palisades Amusement Park in New Jersey.

San Antonio deejays were on hand in force for a "Night in Old San Antonio," a feature of the Fiesta Week activities in the city. The special deal was for the teenagers, and was called (Continued on page 40)

## GUEST D.J.'S ON BILLB'D PANEL

NEW YORK—A guest disk jockey is being included each week in Billboard's Record Review Panel. Last week "Cousin" Bruce Morrow of WABC, was personally on hand to assist in the selection of "Spotlights," and "Programming Specials."

In addition to in-person selection, a special speaker-telephone hookup has been set up in the review room so that the deejays may "sit-in" with the panel via special WATS long-distance telephone. This week (see Record Review page) Johnny Canton, KUDL, Kansas City, program director, joined Billboard record reviewers Gil Faggen, Bill Coss and Paul Ackerman for selecting new week's "Spotlights."

The guest disk jockey also has an opportunity to indicate his own personal or station pick hit prognostication, which is printed with his picture, station call letters and show air time on the Record Review Page.

## WLAP Adds Billboard 100

LEXINGTON, Ky.—There's an all new sound in this fine old Kentucky town. WLAP, the city's oldest licensed radio station, is now offering an expanded news coverage and a wide variety of pop music based on Billboard's Hot 100 chart.

The station's new manager, Ken Hart, and program director Phil McClure, have also set up a "news hub" operation with the installation of police and fire short-wave monitoring equipment, a "news interceptor" station wagon, "beeper" equipment and UPI teletype machines. WLAP's full-time newsmen are supported on the national news scene by the Mutual Broadcasting System.

The deejay lineup and music programming includes Esco Hankins, playing country hits 5 to 6:30 each morning. At 7:05 Phil McClure steps in with a combination of standards and new hits. The "Nick Clooney Show" follows, also spotlights standards. In the 11 a.m. to 1 p.m. slot, John Barlow features all album music. The station goes c.&w. again in the afternoon, with Hankins returning as host. In the 3 to 5 p.m. and 7 to 11 p.m. periods, "Denny's Den" swings out with the current hits and latest releases. Denny claims 4,500 club members who are eligible for daily prizes.

As a relaxing nightcap, WLAP serves up "Suspense Theater," a syndicated drama package heard 11 to 12 nightly.

## Station Drive Is Fool-Proof

LINCOLN, Neb. — KLMS converted a well-planned April Fool joke into an effective civic promotion project. Newspaper readers were startled April 1 by two half-page advertisements announcing that the entire KLMS on-the-air staff had been dismissed. Their replacements . . . 25 of the city's most prominent citizens.

The new KLMS "personalities" turned out to handle deejay, weather, news, sports and other on-the-air duties. Station manager Harvey Swenson, in persuading the imposing line-up of the city's business, education

# Unique Phone News Format on CFCF

MONTREAL — One of the most perplexing problems facing radio station operators across the nation is how to program their stations differently from the other stations. Playing follow-the-leader is usually unrewarding and most frustrating.

General manager of CFCF, John Wright, faced with four English and four French-language stations, and one bilingual station, has inaugurated an over-all novel approach to the problem with a format that is unique.

The station uses no disk jockeys but employs a nine-man on-the-air news staff. The news, music and audience participation format makes extensive use of the telephone.

The CFCF broadcasting day is divided into three major news blocks called "AM," "Noon," and "PM," featuring two anchor newsmen and revolving short human interest features, local and national news reports and pop records. The station spotlights the news for early risers with the slogan, "This happened while you were asleep last night." The "AM" period runs from 6:30 to 8:45 with "Phone Forum"—an audience telephone participation program taking over from 8:45 to 10. Interlaced with the frequent news reports are current pop records from Billboard's Hot 100 chart, but without identification. Music is segued right out of a news item.

While the audience is on the phones, two full-time CFCF "news callers" behind the scenes make extensive use of beeper phones in getting local and national news stories and interviews on tape. There is no hesitation when it comes to calling anyone at anytime. CFCF newshounds aroused the former Jack Ruby defense counsel, Norman Belli, out of bed while he was in Dallas to get a statement. It was 5 a.m., Dallas time, when the call came in.

From 10 a.m. to noon CFCF opens its gab lines to the women and discussions prevail on a myriad of household problems and others of direct concern to

### Elvis Promotion

SHREVEPORT — Attempting to divert attention away from the Beatles, KEEL radio last week proclaimed "Elvis Presley Week" and featured a Presley single every hour. In addition, KEEL gave away an Elvis single, album or color photo booklet.

The station also invited listeners to send in a postcard with a guess as to the number of single records Elvis has released to date on RCA Victor. The first listener with the correct answer receives a complete file of all the Elvis Presley singles. The next five correct entries receive an Elvis album. The next 20 successful entrants receive an 18-page color photo booklet of Elvis.

and political leaders to lend their services for the day, arranged for a part of each program to be devoted to promotional announcements about Lincoln civic activities.

The ad setting up the promotion fooled many Lincoln residents. Among them was a State employment office representative. He read the ad and called one of the announcers to offer the office's services in placing staff members in new jobs.

the fairer sex. Noon to 1 p.m., Armstrong anchors "Noon," supported by Paul Harvey piped in from the ABC radio network. Pop music is played between the comment without identification.

With the telephone firmly in hand, "Talk of Montreal" is aired 1 to 4 p.m., a feature which enables CFCF listeners to have a conference call with a special guest. The guest is piped from another city on one phone line and the listeners call on several other lines, and the whole shebang is broadcast. "PM" from 4 to 6:30 p.m. is aimed at up-dating the working fellow and girl when they emerge from offices and factories. Two anchor men wade through more news, features and pop records.

Once each hour CFCF broadcasts a 30-second report on what news events are being covered by the staff and CFCF helicopter. Five-minute regular newscasts are aired each hour with recaps of what took place the previous hour.

The station, which promotes extensively on and off the air, runs contests and audience-building quizzes. In the works is a transcontinent quiz whereby a housewife in Montreal will be able to compete with a housewife in Vancouver via the good graces of the telephone company's call director.

General manager Wright, during a discussion held at the recent NAB convention under the auspices of the Mark Century Corporation, declared that the new CFCF programming has already resulted in an 38 per cent increase in sales.

## NAB Clinics Set for Sept.

WASHINGTON — In a long awaited move the National Association of Broadcasters is placing some emphasis on programming with the scheduling of four trial programming clinics next September.

Allan Page, KGWA, Enid, Okla., and Joseph E. Baudino, Group W, Washington, co-chairmen of the NAB Program Study Committee have set September meetings at Palo Alto, Calif. (18); Omaha (21); Memphis (23), and Tarrytown, N. Y. (25).

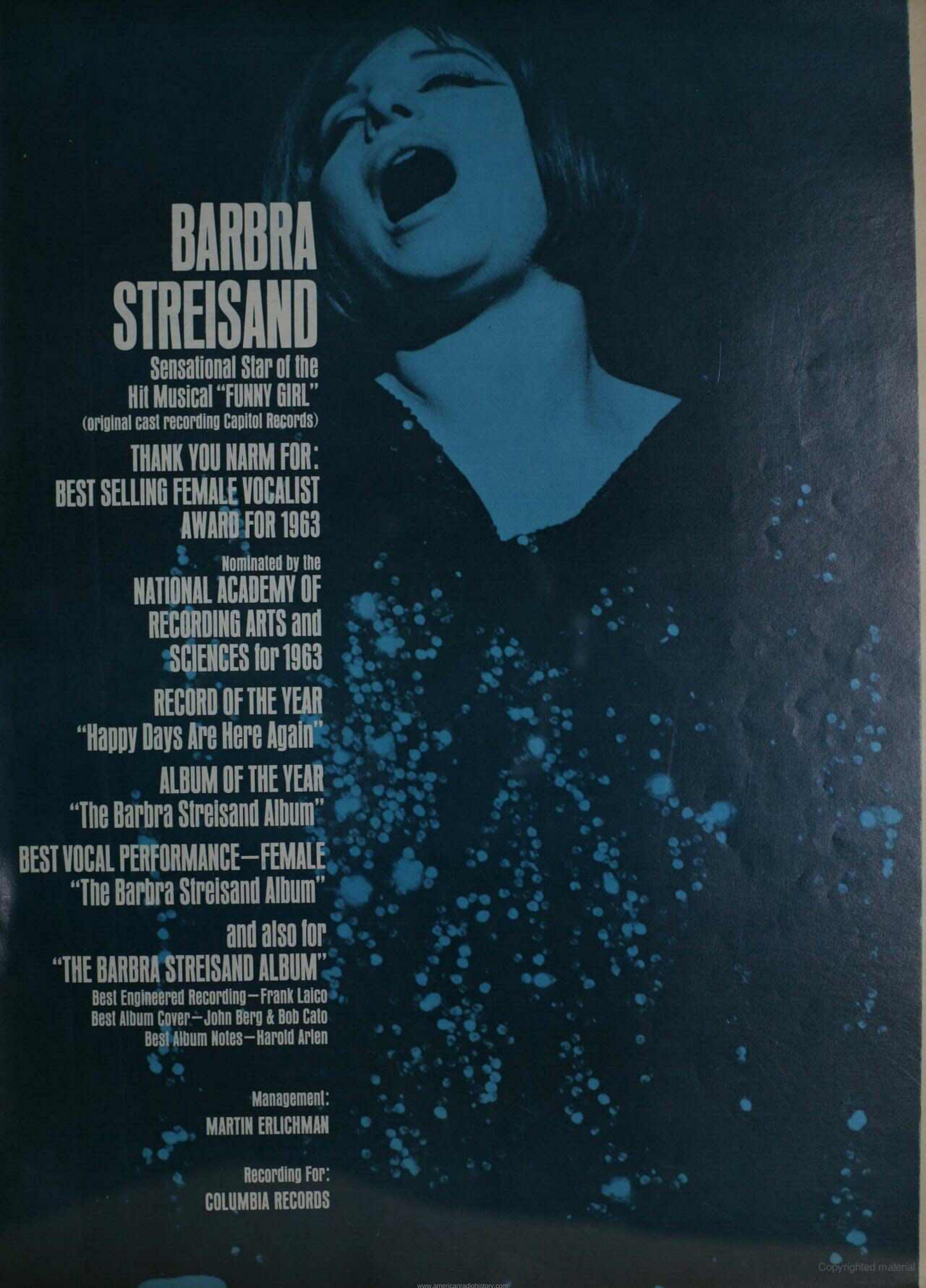
"These clinics will be devised to check out the most exciting creative programming innovations and trends. We are working through the State associations to aid us in gathering information and ideas that may be incorporated into these pilot studies. If the clinics prove beneficial, NAB will consider establishing them on a permanent basis in order to disseminate radio programming information to our members," said Sherril W. Taylor, NAB vice-president for radio.

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

### WYLO on the Air

JACKSON, Wis. — WYLO celebrated its broadcasting debut Sunday (26) with a lineup of original cast albums aired 6:15 to 7:30 p.m. Also included were comedy recordings made by top stars during "Live" concert performances. Friday (1) WYLO initiated its regular programming schedule Friday (1), running from 5:30 a.m. to 8:15 p.m.

BILLBOARD, May 9, 1964



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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"

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Best Album Notes—Harold Arlen

Management:  
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Recording For:  
COLUMBIA RECORDS

# Musts on Making a Good Show

By BILL GAVIN  
Contributing Editor

MANY DISK JOCKEYS can't program a good air show. This applies to contemporary, pop, standard, jazz, country and you name it. Some DJ's don't program their own records. Others are restricted to a limited number of records, and are not permitted to select from the full playlist. Even so, a number of program directors have told me that certain dj's require constant help to turn out an acceptable show.



Musically, what makes a "good" show? How can we be sure that one DJ plans his music better than another? A partial test is provided by the rating services. A DJ who rates No. 1 must be doing a lot of things right; so must a DJ who has a larger share of audience than any of his other station colleagues.

MOST PROGRAM DIRECTORS prefer not to wait several months for the ratings to offer a clue. The PD can tell, after checking a few shows, whether the new DJ has know-how. This applies equally to all music and top 40 operations. Within the limits of station policy, the PD always must be able to evaluate the DJ's musical ability and to make the necessary compensations for lack of it. Some DJ's are so obviously talented as air-men that a shortcoming in music skills is not critical. Ability to present a show is what counts.

There are, of course, a few DJ's who are jealous of the programming function, rather than zealous in trying to perfect their skills. Since the DJ field is so highly competitive, most DJ's need all the skills they can muster.

I HAVE ASKED several program directors what it takes to program a good show. Their answers would fill several pages. Combined and compressed, their observations boil down to four major requirements: awareness, objectivity, preparations and desire.

Most PD's agree that the best programmers have a keen awareness of musical values. In other words, they know about records—which artists are most in demand, which styles and sounds are

most acceptable, which records are selling and being requested.

GOOD PROGRAMMING is for the listener. The good programmers is objective. His judgment isn't influenced by personal tastes or feeling. He learns all he can about his audience. He learns to sift out the truth from the hype in the world of records.

There is some disagreement as to how much a DJ should prepare his show in advance. However, it is agreed that some advance planning is necessary, regardless of how few records are available for selections.

OF ALL THE DJ qualities that please the program director, the most delightful is desire. Many DJ's perform competently, but their interest in records is no more personal than is that of the grocer in the canned goods he sells. The top programmers have a genuine personal involvement in records. The focus of their interest gives them a driving desire to be "with the right music."

The character of an individual market will usually determine the way in which the different musical sounds are balanced and emphasized. While there is no rigid classification of the various sounds, they can be divided in practice into smooth and patty sounds, nitty gritty, blues, jazz folk and country. In addition are such other obvious categories as slow, medium and fast tempos, and the performer categories of various kinds of vocals and instrumentals.

SOME AREAS WILL accept a larger than average percentage of country sounds in pop programming; some show a stronger preference for rhythm and blues. The best balance between patty sounds and the rougher nitty gritty varies from one town to another. Nor are these areas permanently fixed. Continual shifts in population tend to shift the center of gravity for a mass audience appeal. Experience, not theory, is the only teacher. A constant willingness to learn from experience, and thereby to modify older ideas, marks the more effective programmers.

With awareness, objectivity, preparation and desire, it is quite likely that the programmer will succeed in pleasing many—including his boss.

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

| This Week | 2 Wks. Ago | From this week's Hot 100                                                              | Weeks on Hot 100 |
|-----------|------------|---------------------------------------------------------------------------------------|------------------|
| 1         | 1          | HELLO, DOLLY, Louis Armstrong, Kapp 573                                               | 13               |
| 2         | 2          | DON'T LET THE RAIN COME DOWN (Crooked Little Man), Serendipity Singers, Philips 40175 | 11               |
| 3         | 3          | WHITE ON WHITE, Danny Williams, United Artists 685                                    | 10               |
| 4         | 4          | SHANGRI-LA, Robert Maxwell, His Harp & Ork, Decca 25622                               | 8                |
| 5         | 7          | LOVE ME WITH ALL YOUR HEART, Ray Charles Singers, Command 4046                        | 5                |
| 6         | —          | LITTLE CHILDREN, Billy J. Kramer, Imperial 66027                                      | 4                |
| 7         | 6          | EBB TIDE, Lenny Welch, Cadence 1422                                                   | 8                |
| 8         | 8          | SHANGRI-LA, Vic Dutton 92                                                             | 7                |
| 9         | 5          | FOREVER, Pete Drake, Smash 1867                                                       | 10               |
| 10        | 11         | PINK PANTHER THEME, Henry Mancini & His Ork, RCA Victor 8286                          | 6                |
| 11        | 9          | COTTON CANDY, Al Hirt, RCA Victor 8346                                                | 5                |
| 12        | 10         | CHARADE, Sammy Kaye & His Ork, Decca 31589                                            | 6                |
| 13        | 15         | THE VERY THOUGHT OF YOU, Rick Nelson, Decca 31612                                     | 3                |
| 14        | —          | WALK ON BY, Dionne Warwick, Scepter 1274                                              | 3                |
| 15        | 14         | I DON'T WANT TO BE HURT ANYMORE, Nat King Cole, Capitol 5155                          | 3                |
| 16        | 17         | DIANE, Bachelors, London 9639                                                         | 4                |
| 17        | 18         | TODAY, New Christy Minstrels, Columbia 43000                                          | 5                |
| 18        | 13         | WRONG FOR EACH OTHER, Andy Williams, Columbia 43015                                   | 4                |
| 19        | 16         | WHENEVER HE HOLDS YOU, Bobby Goldsboro, United Artists 710                            | 4                |
| 20        | 19         | PEOPLE, Barbra Streisand, Columbia 42965                                              | 6                |

## YESTERYEAR'S HITS

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

### POP—5 Years Ago May 11, 1959

1. The Happy Organ, D. Cortez, Clock
2. Sorry, I Ran All the Way Home, Impalas, Cub
3. Come Softly to Me, Fleetwoods, Dolphin
4. Kookio, Kookie (Lend Me Your Comb), E. Byrnes with C. Stevens, Warner Bros.
5. A Fool Such as I, E. Presley, RCA Victor
6. Kansas City, W. Harrison, Fury
7. Guitar Boogie Shuffle, Virtues, Hunt
8. Pink Shoe Laces, D. Stevens, Crystalette
9. Turn Me Loose, Fabian, Chancellor
10. I Need Your Love Tonight, E. Presley, RCA Victor

### RHYTHM & BLUES—5 Years Ago—May 11, 1959

- Kansas City, W. Harrison, Fury  
That's Why, J. Wilson, Brunswick  
So Fine, Fiestas, Old Town  
It's Just a Matter of Time, B. Benton, Mercury  
Pink Shoe Laces, D. Stevens, Crystalette

### POP—10 Years Ago May 8, 1949

1. Wanted, P. Como, RCA Victor
2. Make Love to Me, J. Stafford, Columbia
3. Cross Over the Bridge, P. Page, Mercury
4. Oh, Baby Mine, Four Knights, Capitol
5. Young at Heart, F. Sinatra, Capitol
6. Answer Me, My Love, N. K. Cole, Capitol
7. Here, T. Martin, RCA Victor
8. A Girl, A Girl, E. Fisher, RCA Victor
9. Man With the Banjo, Ames Brothers, RCA Victor
10. Little Things Mean a Lot, K. Kallen, Decca

- Happy Organ, D. Cortez, Clock  
Almost Grown, C. Berry, Chess  
So Close, B. Benton, Mercury  
I Waited Too Long, L. Baker, Atlantic  
Everybody Likes to Cha Cha, S. Cooke, Keen



## HEADED FOR TOP 40 RAY PRICE'S SENSATIONAL SINGLE! THAT'S ALL THAT MATTERS 4-42971

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ON  
COLUMBIA  
RECORDS

**BILL COSBY IS A  
VERY FUNNY FELLOW**



**...BEST  
COMEDY PERFORMANCE**

← STEREO →

**BILL COSBY**  
**IS A VERY FUNNY FELLOW**  
**RIGHT**



Produced by ALLAN SHERMAN

**Many thanks NARAS  
members for the  
nomination-**

*Bill Cosby*

# RADIO RESPONSE RATING

## ROCHESTER, N. Y.

### TOP STATIONS

Rank Call Letters % of Total Points

#### ★ For POPULAR Singles

1. WBBF 50%
2. WSAY 30%
- Others (WHEC, WROC) 20%

#### ★ For POPULAR LP's

1. WROC 30%
2. WHEC 25%
3. WBBF 21%
4. WHAM 17%
5. WRVM 7%

#### ★ For R.&B.

1. WSAY 54%
2. WBBF 46%

#### ★ For JAZZ

1. WROC 71%
- Others (WSAY, WHAM, WHEC) 29%

#### ★ For COUNTRY MUSIC

1. WSAY 100%

#### ★ For SINGLES

- (Middle of Road)
1. WHEC 39%
  2. WROC 32%
  3. WHAM 18%
  4. WRVM 11%

#### ★ For FOLK

1. WBBF 35%
2. WHEC (Tie) 23%
2. WROC (Tie) 23%
- Others (WSAY, WHAM) 19%

#### ★ For COMEDY

1. WBBF 40%
2. WHEC 26%
3. WSAY 17%
- Others (WROC, WHAM) 17%

#### ★ For CLASSICAL

1. WBBF-FM 57%
- Others (WHAM-AM-FM, WCMF (FM), WROC-AM) 43%

### TOP DISK JOCKEYS

Rank Disk Jockey Call Letters % of Total Points % of 1st Place Votes

#### ★ For POPULAR Singles

1. Nick Nickson WBBF 45%
2. Joe Deane WBBF 21%
3. Jerry Fogel WBBF 17%
- Others 17%

(Jack Palvino-WBBF)  
Ed Meath-WHEC

#### ★ For POPULAR LP's

1. Gary Smith WROC 27%
2. Ed Meath WHEC 22%
3. Nick Nickson WBBF 16%
4. Jack Slattery WHAM 13%
- Others 22%

(Will Moyle-WROC)  
Jerry Fogel-WBBF  
Jack Palvino-WBBF  
Jack Friel-WHEC  
Joe Deane, WBBF

#### ★ For R.&B.

1. Nick Nickson WBBF 67%
  - Others 33%
- (Jerry Fogel-WBBF)  
Jack Palvino-WBBF

#### ★ For JAZZ

1. Will Moyle WROC 82%
- Others 17%

## NEW ORLEANS

### TOP STATIONS

Rank Call Letters % of Total Points

#### ★ For POPULAR Singles

1. WTX 53%
2. WNOE 37%
3. WSMB 10%

#### ★ For POPULAR LP's

1. WSMB 48%
2. WDSU 28%
3. WSHO 14%
4. WWL 10%

#### ★ For R.&B.

1. WYLD 60%
2. WBOK 40%

#### ★ For JAZZ

1. WYLD 100%

#### ★ For SINGLES

- (Middle of Road)
1. WSMB 38%
  2. WDSU 27%
  3. WWL 21%
  4. WSHO 9%
  5. WWOM 5%

#### ★ For FOLK

1. WDSU 51%
2. WSMB 37%
3. WWL 12%

#### ★ For COMEDY

1. WSMB 84%
2. WDSU 16%

#### ★ For CLASSICAL

1. WWMT-FM (Stereo) 60%
2. WDSU-FM 40%

### TOP DISK JOCKEYS

Rank Disk Jockey Call Letters % of Total Points % of 1st Place Votes

#### ★ For POPULAR Singles

1. Jim Stewart WNOE 27%
2. Ted Green WTX 20%
3. Skip Wilkerson WTX 16%
4. David Nebel WTX 10%
- Others 27%

(Bill Taylor-WNOE)  
Ken Elliott-WNOE  
Roy Roberts & Jeff Hug-WSMB  
B. Marc Sommers-WNOE

#### ★ For POPULAR LP's

1. Roy Roberts & Jeff Hug WSMB 41%
2. Keith Rush WSMB 24%
3. Marshall Pearce WSMB 22%
4. Chuck Pratt WDSU 13%

#### ★ For R.&B.

1. Larry McKinley WYLD 53%
  2. Eddie Teamer "The Screamer" WYLD 19%
  - Others 28%
- (Gus Lewis-WYLD)  
Johnny Bee-WBOK  
Dr. Daddy-O (Vernon Winslow)-WYLD  
Mr. Lucky (Tal Utley)-WBOK

#### ★ For JAZZ

1. Larry McKinley WYLD 100%

## STATIONS BY FORMAT

**NEW ORLEANS:** Twenty-sixth largest radio market. 10 AM; 3 PM. 2 contemporary, 1 standard-pop; 2 r.&b., 2 pop standard, 1 standard, 1 standard-conservative, 1 conservative.

**WTIX:** 5,000 watts. Storz-owned. Music format: Contemporary. Highly identifiable air personalities. Active on and off-air promotion. Special programming includes: "Let's Talk It Over," audience telephone participation program aired 8-11 a.m. Sundays hosted by David Nebel. Vice-President and General Manager, Fred Berthelson. Program Director, Skip Wilkerson (also does daily air show).

**WNOE:** 500,000 watts day, 5,000-watt night. Independent. Music format: Contemporary. Highly identifiable air personalities. Heavy on and off-air promotion—monthly contests. Station editorializes. Four-man news department, mobile cruiser equipped. Logan Stewart, news director. 30-second sport capsules aired 15 past the hour each hour. Assistant and General Sales Manager, Cleve J. Brien. Program Director, B. Marc Sommers (also does daily air show).

**WSMB:** 5,000 watts. Independent. ABC affiliate. Music format: Standard-Pop. Highly identifiable air personalities. Special programs include 30-minute mystery shows (Michaelson package) aired at 9 nightly. General Manager, John L. 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 Corporon. 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 hints program, 1-2 p.m. daily. Manager, Harold M. Wheelahan. Program Director, Chuck Prat (also does daily air show).

**WBOK:** 1,000 watts day. Independent. Music format: R.&B.-Gospel. Highly identifiable air personalities. Negro-oriented programming. Special programs include: "Morning Spirituals"—5:30-7 a.m., M-F. Station Manager, Ed Prendergast.

**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, informations interspersed with music. General Manager, William A. Dean. Program Director, Lawrence Johnson (also does daily air show).

**WJMR:** 1,000 watts day. Independent. Mutual affiliate. Music format: Standard-Conservative. Religious and spiritual program carried 7 to 9 a.m. daily. Syndicated Arlene Francis, Betsy Palmer and Van Patrick shows carried. Music from original cast LP's featured Saturdays 2:30 p.m. Station Manager, N. Patrick Geraci. Operations and Program Manager, Toby Falcon (also does daily air show).

**WSHO:** 1,000 watts day, 250 watts night. Independent. Music format: Standard. Strictly music and news station. Member of White Sox network. Assistant Manager and Program Director, Charles McPherson.

**WWOM:** 1,000 day. Franklin Broadcasting Company. Music format: Conservative. Station editorializes. Station programs primarily instrumentals from LPs. Vice-President and General Manager, David Wagenvoort. Program Director, Ken Karlton.

**WYLD:** 10,000 watts. Rounsaville owned. Music format: R.&B.-Gospel. Highly identifiable air personalities. Negro-oriented programming. Special programs include gospel and jazz music. General Manager, John Revisore. Station Manager, Carter Jones.

**ROCHESTER:** Nation's 40th largest radio market. 6 AM; 4 PM. 1 pop-contemporary, 1 standard-pop, 1 pop-standard, 1 standard-conservative, 1 c.&w.-pop, 1 standard.

(Continued on page 40)

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

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

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(The international teen-age sensation!)



Adorabile! Incredibile! 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  
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The most trusted name in sound



## COUNTRY MUSIC CORNER

By BILL SACHS

Showbiz vet and country music expert Gabe 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 ducats pegged at \$2 to \$4.50, Gardner played to more than 1,000 peo-

ple at the Cincy stand, with the local dailies lauding him for his ability to hold an audience for an hour and 45 minutes 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 home Saturday p.m. (25), with Tucker returning to his home in Houston for a few days' visit with wife Sunshine before taking off on another booking trip. Sunshine is still on the staff of Pappy Daily's music staff in Houston.

Dave Stone has purchased controlling interest in KDAV, Lubbock, Tex., and the station has returned to its former all-country-music format, according to word from Hal Regan, KDAV manager. "The recent management," Regan writes, "began a 'popcorn' sound a few months back and the result was almost fatal for KDAV. 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.

### 'Barn Dance' Marks 40th

CHICAGO—WGN-Radio and TV's "Barn Dance" marked its 40th anniversary (Saturday 2) with an anniversary special attended by several of the show's famous alumni.

Mack and Bob, long remembered as the blind boys who closed the "Barn Dance" with a hymn, repeated their performance on the show. Lulu Belle and Scotty were on hand to offer their now-famous rendition of "Does the Spearmint Lose Its Flavor on the Bedpost Overnight?" Also returning for the radio and TV shows was champion yodeler Colleen Wilson.

The "Barn Dance" was first heard on WGN-Radio in March of 1961, and became a regular colorcast feature on WGN-TV in September 1963.

The program began in 1924 in Chicago, under the title of "The Old Time Fiddlers." Rapidly increasing in popularity, the name was changed to its present one and moved to Chicago's Eighth Street Theater to accommodate the ticket demand.

The "Barn Dance" became known as a showcase for young talent. Its list of graduates includes George Gobel, Rex Allen, Gene Autry, and Fibber McGee and Molly.

There was a time in 1960 when cowbells didn't ring and the banjos and fiddles were silent. After 37 years, through a change in station policy, the "Barn Dance" was taken off the air. The program would have remained a memory if it hadn't been for the devotion of its many fans who protested to the local radio stations and newspaper.

Air time was cleared by WGN, and on March 11, 1961, the "Barn Dance" returned. The program is aired on WGN-Radio Saturdays 8 to 9:30 p.m. and WGN-TV Saturdays at 6:30 p.m.



BILLY GRAMMER, Decca recording artist and member of "GRAND OLE OPRY," has a new release, "I SAW YOUR FACE IN THE MOON" (Decca 31618). Grammer is booked exclusively by BUSTER DOSS TALENT, INC. (Advertisement)

### 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 Boys and 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 19; Charleston, S. C., 20; Columbus, Ga., 21; Jacksonville, Fla., 22; Miami, 23; Tampa, 24, and Raleigh, N. C., 26.

Owens plays Fairfax, Va., May 27, then rejoins the Jones unit for an appearance at Kitchener, 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 Columbus, 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 now represents George Jones, Sonny James, Charlie Louvin, Claude King, Marion Worth, 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 and now deejay at KKK here, has signed a recording pact with Allstar Records, with headquarters in South Houston. Gabbard cut his first session for the label with the Texas Troubadours at the ACA Studios here April 22, with release slated for Monday (4).

Gabbard is the writer of a number of c.&w. clicks, including "I'll Be There," recorded by Ray Price; "High Cost of Living," by Tex Ritter, and "Much Too Young to Die," by Bob Gallion on the Hickory label. He is currently working one-nighters in the Houston area, while spinning five hours of c.&w. wax daily on KKK.

## HOT COUNTRY SINGLES

## Billboard SPECIAL SURVEY

FOR WEEK ENDING 5/9/64

| This Week | Last Week | TITLE, Artist, Label & No.                                                                                        | Weeks on Chart |
|-----------|-----------|-------------------------------------------------------------------------------------------------------------------|----------------|
| 1         | 1         | UNDERSTAND YOUR MAN<br>Johnny Cash, Columbia 42964                                                                | 12             |
| 2         | 3         | MY HEART SKIPS A BEAT<br>Buck Owens, Capitol 5136                                                                 | 7              |
| 3         | 2         | WELCOME TO MY WORLD<br>Jim Reeves, RCA Victor 8289                                                                | 16             |
| 4         | 4         | BURNING MEMORIES<br>Ray Price, Columbia 42971                                                                     | 9              |
| 5         | 5         | SAGINAW MICHIGAN<br>Lefty Frizzell, Columbia 42924                                                                | 18             |
| 6         | 6         | KEEPING UP WITH THE JONESES<br>Margie Singleton & Faron Young, Mercury 72237                                      | 9              |
| 7         | 8         | THIS WHITE CIRCLE ON MY FINGER<br>Kitty Wells, Decca 31580                                                        | 15             |
| 8         | 7         | LONG CONE LONESOME BLUES<br>Hank Williams Jr., MGM 13208                                                          | 14             |
| 9         | 12        | BALTIMORE<br>Sonny James, Capitol 5129                                                                            | 7              |
| 10        | 10        | LOVE IS NO EXCUSE<br>Jim Reeves & Dottie West, RCA Victor 8324                                                    | 7              |
| 11        | 9         | MOLLY<br>Eddy Arnold, RCA Victor 8296                                                                             | 15             |
| 12        | 11        | A WEEK IN THE COUNTRY<br>Ernest Ashworth, Hickory 1237                                                            | 15             |
| 13        | 15        | TOGETHER AGAIN<br>Buck Owens, Capitol 5136                                                                        | 6              |
| 14        | 21        | BREAKFAST WITH THE BLUES<br>Hank Snow, RCA Victor 8334                                                            | 5              |
| 15        | 13        | MILLER'S CAVE<br>Bobby Bare, RCA Victor 8294                                                                      | 14             |
| 16        | 14        | EASY COME—EASY GO<br>Bill Anderson, Decca 31577                                                                   | 13             |
| 17        | 17        | YOU ARE MY FLOWER<br>Lester Flatt & Earl Scruggs, Columbia 42954                                                  | 13             |
| 18        | 18        | LOOKING FOR MORE IN '64<br>Jim Nesbitt, Chart 1065                                                                | 8              |
| 19        | 16        | FIVE LITTLE FINGERS<br>Bill Anderson, Decca 31577                                                                 | 16             |
| 20        | 20        | TIMBER I'M FALLING<br>Ferlin Husky, Capitol 5111                                                                  | 12             |
| 21        | 19        | YOUR HEART TURNED LEFT (And I Was on the Right)<br>George Jones, United Artists 683                               | 15             |
| 22        | 22        | THE PILLOW THAT WHISPERS<br>Earl Smith, Columbia 42949                                                            | 12             |
| 23        | 29        | I CAN STAND IT (As Long as She Can)<br>Bill Phillips, Decca 31584                                                 | 9              |
| 24        | 30        | SORROW ON THE ROCKS<br>Porter Wagoner, RCA Victor 8338                                                            | 3              |
| 25        | 24        | THE FILE<br>Bob Luman, Hickory 1238                                                                               | 12             |
| 26        | 32        | CHICKASHAY<br>David Houston, Epic 9658                                                                            | 7              |
| 27        | 45        | WINE, WOMAN AND SONG<br>Loretta Lynn, Decca 31608                                                                 | 2              |
| 28        | 40        | INVISIBLE TEARS<br>Ned Miller, Fabor 128                                                                          | 3              |
| 29        | 34        | FAIR AND TENDER LADIES<br>George Hamilton IV, RCA Victor 8304                                                     | 4              |
| 30        | —         | PICK OF THE WEEK<br>Roy Drusky, Mercury 72265                                                                     | 1              |
| 31        | 27        | DON'T TAKE ADVANTAGE OF ME<br>Bonnie Owens, Tally 156                                                             | 6              |
| 32        | 25        | LINDA WITH THE LONELY EYES<br>George Hamilton IV, RCA Victor 8304                                                 | 7              |
| 33        | 31        | PETTICOAT JUNCTION<br>Lester Flatt & Earl Scruggs, Columbia 42982                                                 | 9              |
| 34        | 23        | WIDOW MAKER<br>Jimmy Martin, Decca 31558                                                                          | 14             |
| 35        | 36        | FOLLOWED CLOSELY BY TEARDROPS<br>Hank Locklin, RCA Victor 8318                                                    | 6              |
| 36        | 38        | GIRL FROM SPANISH TOWN<br>Marty Robbins, Columbia 42968                                                           | 10             |
| 37        | 37        | DOUBLE LIFE<br>Joe Carson, Liberty 55664                                                                          | 10             |
| 38        | 41        | WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART<br>Johnny Wright & the Tennessee Mountain Boys, Decca 31593 | 2              |
| 39        | —         | YOU TOOK HIM OFF MY HANDS<br>Marion Worth, Columbia 42992                                                         | 4              |
| 40        | —         | THE FIRST STEP DOWN<br>Bob Jennings, Sims 161                                                                     | 1              |
| 41        | 43        | WHEN THE WORLD'S ON FIRE<br>Tillman Franks Singers, Starday 670                                                   | 2              |
| 42        | 39        | NOT MY KIND OF PEOPLE<br>Stonewall Jackson, Columbia 43011                                                        | 3              |
| 43        | 50        | CIRCUMSTANCES<br>Billy Walker, Columbia 43010                                                                     | 3              |
| 44        | 47        | THAT'S ALL THAT MATTERS<br>Ray Price, Columbia 42971                                                              | 6              |
| 45        | —         | IT'S LONESOME<br>Billy Walker, Columbia 43010                                                                     | 1              |
| 46        | 48        | ALONE WITH YOU<br>Rose Maddox, Capitol 5110                                                                       | 6              |
| 47        | 35        | WAITING A LIFETIME<br>Webb Pierce, Decca 31582                                                                    | 13             |
| 48        | 46        | EIGHT YEARS (And Two Children Later)<br>Claude Gray, Mercury 72236                                                | 7              |
| 49        | 44        | LET'S GO ALL THE WAY<br>Norma Jean, RCA Victor 8261                                                               | 19             |
| 50        | —         | SLIPPING AROUND<br>Marion Worth & George Morgan, Columbia 43020                                                   | 1              |

BILLBOARD, May 9, 1964

## GOING POP

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GOING TO THE  
TOP!

"I CAN  
STAND  
IT"

(AS LONG AS SHE CAN)

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Deeply Appreciated,  
fellows. Sincerely,  
Jimmy Dean

By BILL SACHS

Smiley Monroe has switched from Radio KIEV, Glendale, Calif., to KTOO Radio (5,000 watts), Las Vegas, Nev., where he'll work the evening shift. Smiley says he's in need of c.&w. records of all kinds. . . . WMRO Radio, Aurora, Ill., has boosted its country music programming by 16 hours a week. Bill Bough airs country from 4-5 p.m., seven days a week. Just added is "Grand Ole Opry," from 11:05 to midnight, with Bough following with two more hours of country-style platters. WMRO is considered the most powerful radio station in Northern Illinois programming country music. . . . John Harford is leaving WHOW, Clinton, Ill., to join the staff at Radio KFAL, Fulton, Mo., effective the last week in May. He'll be on the latter station six days a week with country and folk music.

Eddie Steward, full-time c.&w. jock on KIKK Radio, Pasadena, Tex., has taken on the additional duties of conducting a television show on KPRC-TV, Houston, each Saturday from 3:30-4 p.m. On the latter seg, Eddie spins c.&w. platters, interviews record personalities and invites country music fans to the studio to dance for the TV cameras. . . . DeeJay songwriter Rusty Gabbard is now spinning five hours of c.&w. daily on KIKK, Pasadena, Tex. Rusty was formerly associated with the "Grand Ole Opry" and for a number of years served as front man for Ernest Tubb and His Texas Troubadours. . . . New in the country music stable at KPIK, Denver, is Jerry Petty, who recently made the move from Victoria, Tex. Petty is handling the afternoon mike chores at KPIK.

Ed Risner, Mike Mitchell and Dal Perkins are new on the staff of KRDS, Ariz., playing c.&w. 24 hours a day. Other jocks on the station are Cactus Jack Smith, Lonesome Long John Roller, Johnny Hatfield and Bob Mitchell. "With 10,000 minutes a week to program," writes Risner, "we need c.&w. records—old, new and religious." . . . Marty Martin pipes that he's now with K-GEM, Nampa, Idaho, and that the 10,000-watter's "Western Jubilee" is growing by leaps and bounds. "As usual," writes Marty, "we are very short on c.&w. records, and we promise to spin all the records we receive. We have something special on K-GEM. It's called 'Powder Puff Express,' and it's done by our own

Bernice Foote. She features only female c.&w. artists, or a fem dueting with a male. It's one of the cutest radio shows I have ever heard. I know Bernice would love to hear from all the gal artists in the country field."

DeeJay Joe Hite typewrites: "Please inform all the pretty little, blue-eyed secretaries who are in charge of mailing out long-play albums and deeJay samples that, after 10 years at Franklin and Scottsville in Kentucky, my mailing address has been changed to WLOC Radio, Munfordville, Ky." Joe says he has had as recent guests Boots Randolph (Monument), Pee Wee King and Redd Stewart (Starday), George Hamilton IV (RCA Victor), Carl and Pearl Butler (Columbia), the Irwin Twins (Columbia) and Bill Dudley (King). . . . Joe Weston, now hosting a new country & western show on WFSR, Bath, N. Y., invites anyone with a good record to send it along. WFSR, Box 471, Bath, N. Y., will reach him.

DeeJay-artist Kenny Roberts, heard daily on WNEM-TV, Saginaw, Mich., for an hour beginning at 4:30 p.m., invites artists playing the territory to stop by for an interview and a plug on their records or dates. Roberts says his is the only daily country music show in Eastern Michigan. . . . "Let's get back to the good, ole country & western sound," writes Buddy Smith, deeJay at WTIF Radio, Tifton, Ga. "We're having a lot of complaints about the type of country & western music now being released. If the writers and singers don't come up with a brainstorm pretty quick, those who control the destinies of country music could ruin all of us country jocks."

## Billboard SPECIAL SURVEY FOR WEEK ENDING 5/9/64

| This Week | Last Week | TITLE, Artist, Label & No.                                                                                                          | Weeks on Chart |
|-----------|-----------|-------------------------------------------------------------------------------------------------------------------------------------|----------------|
| 1         | 3         | <b>GUITAR COUNTRY</b><br>Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)                                                         | 14             |
| 2         | 2         | <b>LORETTA LYNN SINGS</b><br>Decca DL 4457 (M); DL 74457 (S)                                                                        | 17             |
| 3         | 1         | <b>RING OF FIRE—THE BEST OF JOHNNY CASH</b><br>Columbia CL 2053 (M); CS 8853 (S)                                                    | 18             |
| 4         | 5         | <b>NIGHT LIFE</b><br>Ray Price, Columbia CL 1971 (M); CS 8771 (S)                                                                   | 18             |
| 5         | 11        | <b>SAGINAW MICHIGAN</b><br>Lefty Frizzell, Columbia CL 2169 (M); CS 8969 (S)                                                        | 4              |
| 6         | 4         | <b>THE BEST OF GEORGE JONES</b><br>United Artists UAL 3291 (M); UAS 6291 (S)                                                        | 18             |
| 7         | 13        | <b>MORE HANK SNOW SOUVENIRS</b><br>RCA Victor LM 2812 (M); LSP 2812 (S)                                                             | 3              |
| 8         | 6         | <b>BUCK OWENS SINGS TOMMY COLLINS</b><br>Capitol T 1989 (M); ST 1989 (S)                                                            | 18             |
| 9         | 7         | <b>FOLK SONG BOOK</b><br>Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)                                                         | 9              |
| 10        | 10        | <b>ON THE BANDSTAND</b><br>Buck Owens, Capitol T 1879 (M); ST 1879 (S)                                                              | 18             |
| 11        | 12        | <b>STORY SONGS FOR COUNTRY FOLKS</b><br>Faron Young, Mercury MG 20896 (M); SR 60896 (S)                                             | 13             |
| 12        | 8         | <b>BILL ANDERSON SINGS</b><br>Decca DL 4499 (M); DL 74499 (S)                                                                       | 6              |
| 13        | 14        | <b>GOOD 'N' COUNTRY</b><br>Jim Reeves, RCA Camden CAL 784 (M); CAS 784 (S)                                                          | 7              |
| 14        | 9         | <b>LESTER FLATT &amp; EARL SCRUGGS AT CARNEGIE HALL</b><br>Columbia CL 2045 (M); CS 8845 (S)                                        | 16             |
| 15        | 18        | <b>HANK WILLIAMS JR. SINGS THE SONGS OF HANK WILLIAMS</b><br>MGM E 4213 (M); SE 4213 (S)                                            | 2              |
| 16        | 16        | <b>FLATT &amp; SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY</b><br>Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S) | 6              |
| 17        | 15        | <b>RAILROAD MAN</b><br>Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)                                                             | 17             |
| 18        | —         | <b>LOVING ARMS</b><br>Carl Butler & Pearl, Columbia CL 2125 (M); CS 8925 (S)                                                        | 7              |
| 19        | 20        | <b>BLUEGRASS HOOTENANNY</b><br>George Jones & Melba Montgomery, United Artists UAL 3352 (M); UAS 6352 (S)                           | 2              |
| 20        | 17        | <b>I LOVE A SONG</b><br>Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)                                                        | 18             |

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"LOOKING FOR MORE IN 64"

Jim Nesbitt

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NINO AND APRIL  
SING THE GREAT SONGS



STARDUST WHISPERING TEA FOR TWO  
HONEYSUCKLE ROSE BEGIN THE BEGUINE ST. LOUIS BLUES  
I CAN'T GIVE YOU ANYTHING BUT LOVE  
I'M CONFESSIN' THAT I LOVE YOU MY BLUE HEAVEN WHO  
ALL THE THINGS YOU ARE I SURRENDER DEAR

ATCO 33-162

33-162

SD 33-162

# 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 CONFESSIN' • 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**

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# SINGLES

# REVIEWS



## ACROSS-THE-BOARD SPOTLIGHTS

**AL MARTINO—TEARS AND ROSES** (Davilene, 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** (Gil, 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** (Gil, 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 0278



### HOT POP SPOTLIGHTS

**EDDIE HOLLAND—JUST AIN'T ENOUGH LOVE** (Jobete, BMI) (2:25)—Easy rocker with infectious beat. Holland is backed by wailin' femme chorus. Flip: "Last Night I Had a Vision" (Jobete, BMI) (2:52).

Motown 1058

**JACKIE WILSON—BIG BOSS LINE** (Merrimac, BMI) (2:40)—A hip-shakin', wailer with a sustained beat. Jackie's shrieking is echoed by chorus. Flip: "Be My Girl" (Merrimac, BMI) (2:25).

Brunswick 55255

**BOBBY VEE—HICKORY, DICK AND DOC** (Rose, BMI) (2:27)—Interesting take-off on the nursery rhyme. Vee's multi-tracked vocalizing and easy style makes this one a winner. Flip: "I Wish You Were Mine Again" (Salima, BMI) (2:22).

Liberty 55700

(Continued on page 38)

### GUEST D.J. PICK OF THE WEEK JOHNNY CANTON

Program Supervisor

KUDL, Kansas City, Mo.

11 a.m.-2 p.m., Mon.-Fri.

6-10 a.m., Sat.

MILORD

Bobby Darin

Atco 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 hook-up. An opportunity is also given the guest to publicize his own or station "Pick of the Week."



### POP STANDARD SPOTLIGHTS

**STEVE LAWRENCE—ONE LOVE TOO LATE** (Mexana, ASCAP) (2:20)—Standard-type ballad sung with simplicity and charm. Flip: "Everybody Knows" (Gil, BMI) (2:35).

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 9682

**PHIL GILBERT—THEME FROM OLD JOE'S BARROOM** (Bellina, BMI) (2:37)—Some piano roarings from the 1920's with a trumpet that's thinking of "Dolly." It's a real toe-tapper. Flip: "Conchitina" (Bellina, BMI) (2:50).

Bellina 222

**BABY BUGS—BINGO** (Little Bill Music & Hart's Music, BMI)—Cute spoof on the Beatles and the Chipmunks that will furnish fine material for programming gimmicks. Flip: "Bingo's Bongo Bingo Party" (Little Bill, BMI).

Vee Jay 594

## PROGRAMMING SPECIALS

### HOT POP

**HOLLYWOOD PERSUADERS—Persuasion** (Drive-In, BMI) (1:42). ORIGINAL SOUND 44

**THE MOJOS—Everything's A'right** (Noma, BMI) (2:18). PARROT 45001

**DON DEAL—Lyin' Again** (Central Songs, BMI) (2:10). MGM 13235

**GARY PAXTON & THE 7'S—Two Hump, Dual Bump** (Camel Named Robert E. Lee (Garpax, BMI) (2:20)—Your Past Is Back Again (Garpax, BMI) (2:36). GARPAX 44180

**DICK DALE—Wild, Wild Mustang** (Surmon-Maverick, BMI) (1:45). CAPITOL 5187

**REVELS—Church Key** (Anthony, ASCAP) (2:03). IMPACT 1

**HARRY & THE TAMERLANES—Lucky Guy** (Sherman-DeVorzon, BMI) (2:25)—I Don't Want to Be Your Clown (Sherman-DeVorzon, BMI). VALIANT 6046

**KEVIN & GREG—You're Still On My Mind** (Clark, BMI) (2:38). ASSOCIATED ARTISTS 464

**BOBBETTES—In Paradise** (Tiger, BMI) (2:29)—I'm Climbing a Mountain (Tobi-Ann & Unbelievable, BMI) (2:15). DIAMOND 166

**SHIRLEY SCOTT—Out of It** (Pres., BMI) (3:00)—The Second Time Around (3:00). PRESTIGE 305

**RUTH McFADDEN—He Hurt Me Again** (I.P.G., BMI) (2:35)—It Could Be Sweet Again (I.P.G., BMI) (2:45). RECONA 3503

**THE PATTY CAKES—I Understand Them** (Winlyn, BMI) (2:45). TUFF 378

**THE JAYNETTS—No Love at All** (Winlyn-Zell's, BMI) (2:44). TUFF 377

**THE OLYMPICS—The Boogler** (Parts I & II) (Keyman & Marc-Yean, BMI). DUO DISC 104

**RAINDROPS—You Got What I Like** (T. M., BMI) (2:10)—Let's Go Together (Trio, BMI) (2:30). JUBILEE 5475

**KIMBALL COBURN—Spring Rain** (Grenell, BMI) (1:49). PHILIPS 40191

**THE DYNELS—Just a Face in the Crowd** (Delancey, ASCAP) (2:13). NATURAL 7001

**ALLEN SISTERS—Larry** (Ametrop, BMI) (1:59). SHELL 314

### POP STANDARD

**MATYS BROTHERS—Ain't That New York City Somethin'?** (Joy, ASCAP) (2:15)—Drunk Last Night (Drunk the Night Before) (Joy, ASCAP) (2:33). SEKCT 733

**RAMSEY LEWIS TRIO—For the Love of a Princess** (Newroads, BMI) (3:12)—Dance Mystique (Newroads, BMI) (2:55). ARGO 5467

**JACK LA FORGE—Don't Need You Now** (La Forge, ASCAP) (2:46). REGINA 308

**JOEY WELZ—Hey Little Moonbeam** (Footlight, BMI) (2:30). CANADIAN-AMERICAN 169

**CHUCK WAYNE BANJO TRIO—On Green Dolphin Street** (ASCAP) (2:07). FOCUS 3330

**RICHARD WOLFE & HIS ORK—Love Song From Flight From Ashiya** (When April Smiles at Me) (United Artists, ASCAP) (2:05). CONTEMPO 911

### COUNTRY MUSIC

**BILLY BARTON—Remembering** (English, BMI) (2:23)—Even Steven (Duchess, BMI) (1:59). SIMS 176

**KIRK HANSARD—If the Rains Don't Come** (Martin, BMI) (2:26)—My Old Home Town (Cedarwood, BMI) (2:27). COLUMBIA 43039

**CARL DAVIS—That's What Tears Me Up** (Yonah, BMI) (2:30). CHART 1075

### POLKA

**POLKA ALL STARS—Just Because** (Leeds, ASCAP) (2:09). KING 5879

**FRANK WOJNAROWSKI—Happy Anniversary** (Ampolaries, BMI) (2:11). SILVERBELL 510

**SIX FAT DUTCHMEN—Dinner Bell Polka** (American, BMI) (2:32)—What Do They Do in Minnesota Polka (American, BMI) (2:13). DOT 16574

### SPIRITUALS

**HOLY TRAVELERS—Every Night I Pray** (Lobe, BMI) (2:45). DAVIS 103

### JAZZ

**WILLIS JACKSON—Troubled Times** (3:00). PRESTIGE 303



### TRACK RECORDS

A selection of the best tracks not released as singles from the hottest LP Spotlights.

### MODERN FOLK QUARTET

**SING OUT** (2:40)—From LP: "Changes" (Warner Bros. WS 1546)

### TEX BENEKE, MILLER ORK

**DOMINIQUE** (2:35)—From LP: "New Top Hits in the Glenn Miller Style" (Capitol T 2093)

### HOT POP

#### LESLEY GORE

**I DON'T WANT TO BE A LOSER** (Earth Music, Inc., BMI) (2:36)—From LP: "Boys, Boys, Boys" (Mercury SR 60901)

#### THE SEARCHERS

**AIN'T THAT JUST LIKE ME** (Melody Lane Publications, Inc., BMI) (1:47)—From LP: "Hear! Hear!" (Mercury SR 60914)

Album Reviews on Page 56



### COUNTRY MUSIC SPOTLIGHTS

**KITTY WELLS—I'VE THOUGHT OF LEAVING YOU** (Marizona, BMI) (2:41)—**PASSWORD** (Wells, BMI) (2:30)—Kitty's distinctive style is supported by galloping Tex-Mex beat and instrumentation. Flip is fine country ballad warmly sung.

Decca 31622

**WEBB PIERCE—MEMORY NO. 1** (Cedarwood, BMI) (2:31)—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 OVER BACKWARDS FOR YOU** (Pamper, BMI) (2:44)—This traditional heart-rending 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

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



# HOTLINE!

FROM  
**AMY-  
MALA**

TRACEY DEY  
"GONNA GET ALONG  
WITHOUT YOU NOW"

AMY 901

GLADYS KNIGHT  
& THE PIPS  
"GIVING UP"

MAKH 326

THE ROYALTONES  
"OUR FADED LOVE"

MALA 473

COMING THIS WEEK  
JOEY POWERS  
"YOU COMB HER HAIR"

AMY 903

**AMY- mala**

**RECORDS**

A DIVISION OF BELL RECORDS, INC.  
1776 BROADWAY, N.Y.C., N.Y.



# TOP LP's

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

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

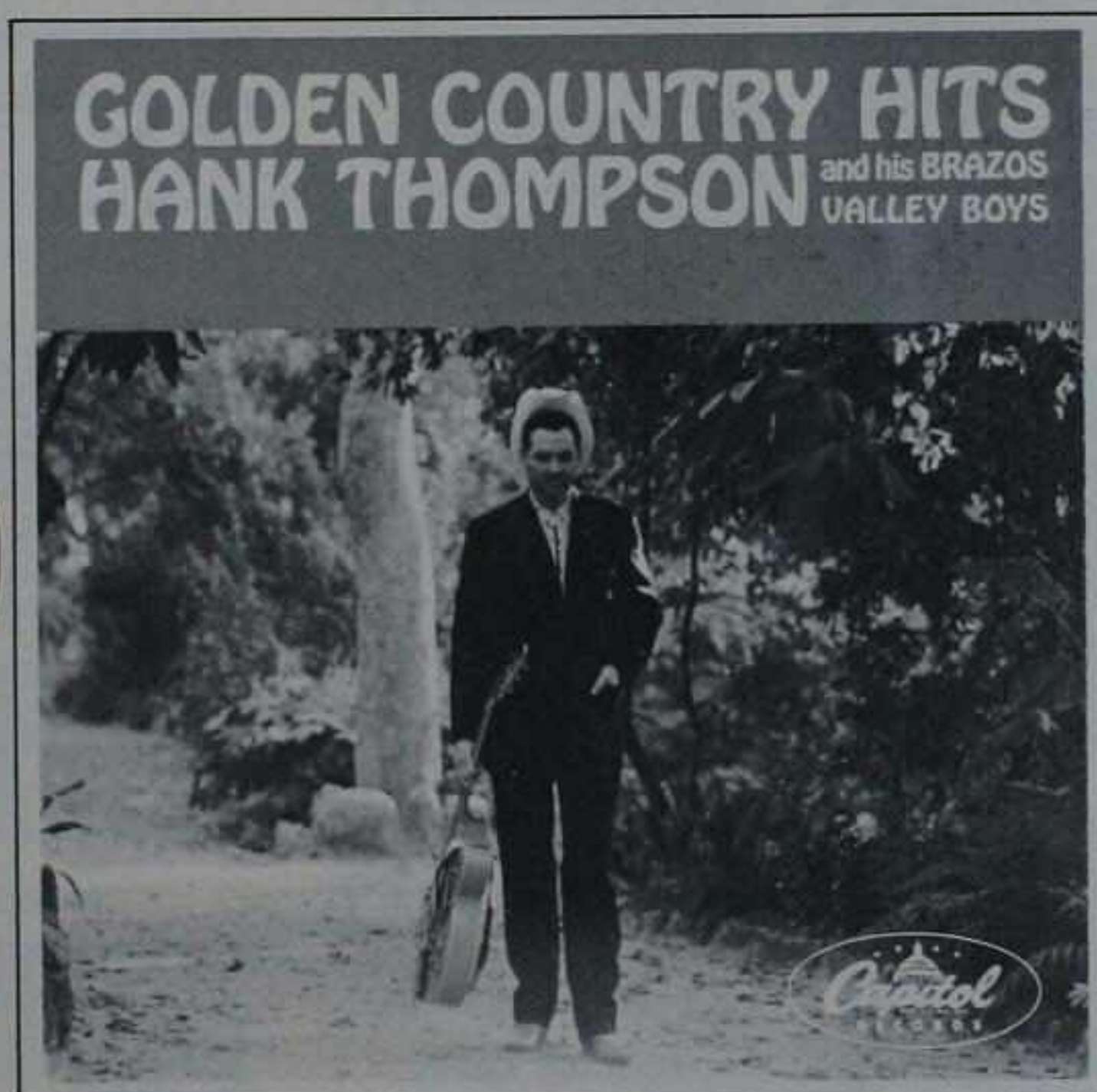
| This Week | Last Week | Title, Artist, Label                                                                                                        | Wks. on Chart |
|-----------|-----------|-----------------------------------------------------------------------------------------------------------------------------|---------------|
| 1         | 1         | <b>THE BEATLES' SECOND ALBUM</b><br>Capitol T 2000 (M); ST 2000 (S)                                                         | 3             |
| 2         | 2         | <b>MEET THE BEATLES</b><br>Capitol T 2047 (M); ST 2047 (S)                                                                  | 15            |
| 3         | 3         | <b>HELLO, DOLLY!</b><br>Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)                                                | 12            |
| 4         | 7         | <b>GLAD ALL OVER</b><br>Dave Clark Five, Epic LN 34092 (M); BN 34092 (S)                                                    | 5             |
| 5         | 5         | <b>HONEY IN THE HORN</b><br>Al Hirt, RCA Victor LPM 2732 (M); LSP 2732 (S)                                                  | 34            |
| 6         | 6         | <b>KISSIN' COUSINS</b><br>Elvis Presley, RCA Victor LPM 2894 (M); LSP 2894 (S)                                              | 5             |
| 7         | 4         | <b>INTRODUCING THE BEATLES</b><br>Vee Jay LP 1063 (M); SR 1063 (S)                                                          | 14            |
| 8         | 8         | <b>BARBRA STREISAND/THE THIRD ALBUM</b><br>Columbia CL 2134 (M); CS 8934 (S)                                                | 11            |
| 9         | 9         | <b>DAWN (Go Away) AND 11 OTHER GREAT SONGS</b><br>4 Seasons, Philips PM 200-124 (M); PHS 400-124 (S)                        | 7             |
| 10        | 11        | <b>DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS</b><br>Frank Sinatra, Reprise F 1011 (M); FS 1011 (S) | 5             |
| 11        | 10        | <b>IN THE WIND</b><br>Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)                                              | 29            |
| 12        | 15        | <b>CHARADE</b><br>Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)                                            | 20            |
| 13        | 40        | <b>FUNNY GIRL</b><br>Original Cast, Capitol VAS 3059 (M); SVAS 3059 (S)                                                     | 2             |
| 14        | 20        | <b>THE PINK PANTHER</b><br>Henry Mancini & His Ork, RCA Victor LPM 2793 (M); LSP 2793 (S)                                   | 5             |
| 15        | 12        | <b>WEST SIDE STORY</b><br>Soundtrack, Columbia OS 5670 (M); OS 5670 (S)                                                     | 133           |
| 16        | 14        | <b>YESTERDAY'S LOVE SONGS—TODAY'S BLUES</b><br>Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)                                | 16            |
| 17        | 17        | <b>THE SERENDIPITY SINGERS</b><br>Philips PM 200-115 (M); PHS 400-115 (S)                                                   | 10            |
| 18        | 22        | <b>SHUT DOWN, VOL. 2</b><br>Beach Boys, Capitol T 2027 (M); ST 2027 (S)                                                     | 5             |
| 19        | 13        | <b>SWEET &amp; SOUR TEARS</b><br>Ray Charles, ABC-Paramount ABC 480 (M); ABCS 480 (S)                                       | 8             |
| 20        | 18        | <b>JACK JONES' WIVES AND LOVERS</b><br>Kapp KL 1332 (M); KS 3352 (S)                                                        | 20            |
| 21        | 21        | <b>TENDER IS THE NIGHT</b><br>Johnny Mathis, Mercury MG 20890 (M); SR 40890 (S)                                             | 13            |
| 22        | 23        | <b>PETER, PAUL &amp; MARY</b><br>Warner Bros. W 1449 (M); WS 1449 (S)                                                       | 107           |
| 23        | 24        | <b>THE BARBRA STREISAND ALBUM</b><br>Columbia CL 2007 (M); CS 8807 (S)                                                      | 57            |
| 24        | 33        | <b>BELAFONTE AT THE GREEK THEATRE</b><br>Harry Belafonte, RCA Victor LOC 6009 (M); LSO 6009 (S)                             | 4             |
| 25        | 28        | <b>JOAN BAEZ IN CONCERT, PART 2</b><br>Vanguard VRS 9113 (M); VSD 3123 (S)                                                  | 23            |
| 26        | 27        | <b>PURE DYNAMITE</b><br>James Brown, King 863 (M); (no Stereo)                                                              | 11            |
| 27        | 35        | <b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b><br>Andy Williams, Columbia CL 1809 (M); CS 8409 (S)                        | 105           |
| 28        | 25        | <b>THE WONDERFUL WORLD OF ANDY WILLIAMS</b><br>Columbia CL 2137 (M); CS 8937 (S)                                            | 16            |
| 29        | 19        | <b>THE SECOND BARBRA STREISAND ALBUM</b><br>Columbia CL 2034 (M); CS 8634 (S)                                               | 35            |
| 30        | 32        | <b>BACH'S GREATEST HITS</b><br>Creative Swingle Singers, Philips PM 200-097 (M); PHS 600-097 (S)                            | 29            |
| 31        | 26        | <b>DAYS OF WINE AND ROSES</b><br>Andy Williams, Columbia CL 2015 (M); CS 8815 (S)                                           | 56            |
| 32        | 29        | <b>MOVING</b><br>Peter, Paul & Mary, Warner Bros. W 1472 (M); WS 1472 (S)                                                   | 69            |
| 33        | 16        | <b>THERE! I'VE SAID IT AGAIN</b><br>Bobby Vinton, Epic LN 24081 (M); BN 24081 (S)                                           | 15            |
| 34        | 37        | <b>CAMELOT</b><br>Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)                                                        | 172           |
| 35        | 30        | <b>ENCORE</b><br>John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)                                                           | 12            |
| 36        | 67        | <b>WHAT MAKES SAMMY RUN?</b><br>Original Cast, Columbia KOL 6040 (M); KOS 2440 (S)                                          | 6             |
| 37        | 44        | <b>I LEFT MY HEART IN SAN FRANCISCO</b><br>Tony Bennett, Columbia CL 1869 (M); CS 8469 (S)                                  | 97            |
| 38        | 34        | <b>GLORIA, MARTY &amp; STRINGS</b><br>Gloria Lynne, Everest BR 5220 (M); SDBR 1220 (S)                                      | 12            |
| 39        | 36        | <b>CATCH A RISING STAR</b><br>John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)                                              | 27            |
| 40        | 39        | <b>THE MANY MOODS OF TONY</b><br>Tony Bennett, Columbia CL 2141 (M); CS 8941 (S)                                            | 12            |
| 41        | 52        | <b>ALLAN IN WONDERLAND</b><br>Allan Sherman, Warner Bros. W 1529 (M); WS 1529 (S)                                           | 5             |
| 42        | 31        | <b>LIVING A LIE</b><br>Al Martino, Capitol T 2040 (M); ST 2040 (S)                                                          | 14            |
| 43        | 47        | <b>LOUIE LOUIE</b><br>Kingsmen, Wand 457 (M); (no Stereo)                                                                   | 17            |
| 44        | 51        | <b>HOLLYWOOD—MY WAY</b><br>Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)                                                    | 40            |
| 45        | 46        | <b>LAWRENCE OF ARABIA</b><br>Soundtrack, Capitol CP 514 (M); SCP 514 (S)                                                    | 63            |
| 46        | 55        | <b>EARLY HITS OF 1964</b><br>Lawrence Walk, Dot DLP 3572 (M); DLP 3572 (S)                                                  | 5             |
| 47        | 43        | <b>THE SINGING NUN</b><br>Philips PCC 203 (M); PCC 603 (S)                                                                  | 27            |
| 48        | 49        | <b>JOAN BAEZ IN CONCERT</b><br>Vanguard VRS 9112 (M); VSD 3122 (S)                                                          | 81            |
| 49        | 48        | <b>FUN IN ACAPULCO</b><br>Elvis Presley, RCA Victor LPM 2756 (M); LSP 2756 (S)                                              | 21            |
| 50        | 45        | <b>OLIVER</b><br>Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)                                                       | 80            |
| 51        | 53        | <b>MOMS MABLEY OUT ON A LIMB</b><br>Mercury MG 20889 (M); SR 40889 (S)                                                      | 11            |

| This Week | Last Week | Title, Artist, Label                                                                                               | Wks. on Chart |
|-----------|-----------|--------------------------------------------------------------------------------------------------------------------|---------------|
| 52        | 59        | <b>THE SHELTER OF YOUR ARMS</b><br>Sammy Davis Jr., Reprise R 4114 (M); RS 4114 (S)                                | 6             |
| 53        | 41        | <b>TILL THE END OF TIME</b><br>Jerry Vale, Columbia CL 2116 (M); CS 8916 (S)                                       | 12            |
| 54        | 58        | <b>NAVY BLUE</b><br>Diane Renay, 20th Century-Fox TFM 3133 (M); TFS 4133 (S)                                       | 6             |
| 55        | 57        | <b>SINATRA'S SINATRA</b><br>Frank Sinatra, Reprise R 1010 (M); RP-1010 (S)                                         | 32            |
| 56        | 61        | <b>TIME TO THINK</b><br>Kingsmen Trio, Capitol T 2011 (M); ST 2011 (S)                                             | 15            |
| 57        | 75        | <b>TODAY</b><br>New Christy Minstrels, Columbia CL 2159 (M); CS 8959 (S)                                           | 4             |
| 58        | 38        | <b>REFLECTING</b><br>Chad Mitchell Trio, Mercury MG 20891 (M); SR 40891 (S)                                        | 10            |
| 59        | 79        | <b>SHANGRI-LA</b><br>Robert Maxwell, His Harp & Ork, Decca DL 4421 (M); DL 74421 (S)                               | 4             |
| 60        | 65        | <b>TRINI LOPEZ ON THE MOVE</b><br>Reprise R 4112 (M); RS 4112 (S)                                                  | 5             |
| 61        | 73        | <b>MEET THE SEARCHERS/NEEDLES AND PINS</b><br>Kapp KL 1363 (M); KS 3363 (S)                                        | 5             |
| 62        | 68        | <b>MY FAIR LADY</b><br>Original Cast, Columbia OL 3090 (M); OS 3010 (S)                                            | 392           |
| 63        | 78        | <b>WHO'S AFRAID OF VIRGINIA WOOLF?</b><br>Jimmy Smith, Verve V 8583 (M); VA-8583 (S)                               | 4             |
| 64        | 66        | <b>THE NEVER ENDING IMPRESSIONS</b><br>ABC-Paramount ABC 448 (M); ABCS 448 (S)                                     | 7             |
| 65        | 70        | <b>TOM JONES</b><br>Soundtrack, United Artists UAL 4113 (M); UAS 5113 (S)                                          | 8             |
| 66        | 63        | <b>RICK NELSON SINGS "FOR YOU"</b><br>Decca DL 4479 (M); DL 74479 (S)                                              | 19            |
| 67        | 42        | <b>THE TIMES THEY ARE A-CHANGIN'</b><br>Bob Dylan, Columbia CL 2105 (M); CS 8905 (S)                               | 10            |
| 68        | 64        | <b>TRINI LOPEZ AT PJ's</b><br>Reprise R 4093 (M); RP-4093 (S)                                                      | 43            |
| 69        | 62        | <b>WE SHALL OVERCOME</b><br>Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)                                         | 22            |
| 70        | 56        | <b>PAINTED, TAINTED ROSE</b><br>Al Martino, Capitol T 1975 (M); ST 1975 (S)                                        | 31            |
| 71        | 54        | <b>JOHNNY'S GREATEST HITS</b><br>Johnny Mathis, Columbia CL 1123 (M); CS 8634 (S)                                  | 314           |
| 72        | 60        | <b>RAMBLIN'</b><br>New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)                                        | 38            |
| 73        | 74        | <b>RING OF FIRE—THE BEST OF JOHNNY CASH</b><br>Columbia CL 2052 (M); CS 8852 (S)                                   | 42            |
| 74        | 86        | <b>THE ITALIAN VOICE OF AL MARTINO</b><br>Capitol T 1907 (M); ST 1907 (S)                                          | 4             |
| 75        | 69        | <b>ROMANTICALLY</b><br>Johnny Mathis, Columbia CL 2098 (M); CS 8898 (S)                                            | 20            |
| 76        | 72        | <b>MARIA ELENA</b><br>Los Indios Tabajaras, RCA Victor LPM 2823 (M); LSP 2823 (S)                                  | 26            |
| 77        | 76        | <b>LITTLE DEUCE COUPE</b><br>Beach Boys, Capitol T 1998 (M); ST 1998 (S)                                           | 27            |
| 78        | 88        | <b>THE VENTURES IN SPACE</b><br>Dotcom DLP 2027 (M); DST 2027 (S)                                                  | 16            |
| 79        | 93        | <b>SOLID GOLD STEINWAY</b><br>Roger Williams, Kapp KL 1334 (M); KS 3334 (S)                                        | 14            |
| 80        | 82        | <b>A LETTERMEN KIND OF LOVE</b><br>Capitol T 2013 (M); ST 2013 (S)                                                 | 14            |
| 81        | 81        | <b>AIN'T THAT GOOD NEWS</b><br>Sam Cooke, RCA Victor LPM 2889 (M); LSP 2889 (S)                                    | 6             |
| 82        | 80        | <b>ANY NUMBER CAN WIN</b><br>Jimmy Smith, Verve V 8553 (M); VA-8553 (S)                                            | 27            |
| 83        | 90        | <b>ROY ORBISON'S GREATEST HITS</b><br>Monument MLP 8000 (M); (no Stereo)                                           | 89            |
| 84        | 85        | <b>MASS FOR JOHN F. KENNEDY; MOZART: REQUIEM</b><br>Boston Symphony (Leland), RCA Victor LM 7030 (M); LSC 7030 (S) | 7             |
| 85        | 77        | <b>APOLLO SATURDAY NIGHT</b><br>Various Artists, Atco 138 (M); SD 138 (S)                                          | 12            |
| 86        | 71        | <b>THE JAMES BROWN SHOW</b><br>King 836 (M); S 836 (S)                                                             | 46            |
| 87        | 100       | <b>THE BEST OF THE KINGSTON TRIO</b><br>Capitol T 1705 (M); ST 1705 (S)                                            | 101           |
| 88        | 92        | <b>GENE PITNEY'S BIG SIXTEEN</b><br>Musicor MA 3008 (M); MS 3008 (S)                                               | 6             |
| 89        | 115       | <b>SOMETHING SPECIAL FOR YOUNG LOVERS</b><br>Ray Charles Singers, Command RS 866 (M); RS 866 SD (S)                | 6             |
| 90        | 105       | <b>HER JOY, HER SONGS</b><br>Sœur Sourire, the Singing Nun, Philips PCC 209 (M); PCC 409 (S)                       | 5             |
| 91        | 98        | <b>PACKAGE OF 16 HITS</b><br>Various Artists, Motown 614 (M); (no Stereo)                                          | 5             |
| 92        | 112       | <b>THE SMOTHERS BROTHERS AT THE PURPLE ONION</b><br>Mercury MG 20611 (M); SR 40611 (S)                             | 44            |
| 93        | 97        | <b>FRANK FONTAINE SINGS HOW SWEET IT IS</b><br>ABC-Paramount ABC 470 (M); ABCS 470 (S)                             | 10            |
| 94        | 50        | <b>THE SOUND OF MUSIC</b><br>Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)                                    | 229           |
| 95        | 95        | <b>CURB YOUR TONGUE, KNAVE!</b><br>Smothers Brothers, Mercury MG 20885 (M); SR 40885 (S)                           | 22            |
| 96        | 89        | <b>GOLDEN HITS OF THE 4 SEASONS</b><br>Vee Jay LP 1065 (M); SR 1065 (S)                                            | 36            |
| 97        | 110       | <b>TIME CHANGES</b><br>Dave Brubeck Quartet, Columbia CL 2127 (M); CS 8927 (S)                                     | 4             |
| 98        | 96        | <b>TALK BACK TREMBLING LIPS</b><br>Johnny Tillotson, MGM E 4188 (M); SE 4188 (S)                                   | 12            |
| 99        | 101       | <b>QUIET NIGHTS</b><br>Miles Davis, Columbia CL 2106 (M); CS 8906 (S)                                              | 5             |
| 100       | 102       | <b>UM, UM, UM, UM, UM, UM, THE BEST OF MAJOR LANCE</b><br>Okeh OKM 12106 (M); OKS 14106 (S)                        | 7             |
| 101       | 116       | <b>WASHINGTON SQUARE</b><br>Village Stompers, Epic LN 24078 (M); BN 24078 (S)                                      | 27            |

| This Week | Last Week | Title, Artist, Label                                                                                 | Wks. on Chart |
|-----------|-----------|------------------------------------------------------------------------------------------------------|---------------|
| 102       | 99        | <b>SURFIN' U. S. A.</b><br>Beach Boys, Capitol T 1890 (M); ST 1890 (S)                               | 54            |
| 103       | 84        | <b>BYE BYE BIRDIE</b><br>Soundtrack, RCA Victor LOC 1001 (M); LSO 1001 (S)                           | 55            |
| 104       | 117       | <b>HOW THE WEST WAS WON</b><br>Soundtrack, MGM 1E5 (M); 1E5S (S)                                     | 56            |
| 105       | 87        | <b>BLUE VELVET AND 1963's GREAT HITS</b><br>Billy Vaughn, Dot DLP 3559 (M); DLP 3559 (S)             | 15            |
| 106       | 83        | <b>THE BEATLES</b><br>MGM E 4215 (M); SE 4215 (S)                                                    | 13            |
| 107       | 104       | <b>THE NEW CHRISTY MINSTRELS</b><br>Columbia CL 1872 (M); CS 8672 (S)                                | 76            |
| 108       | 103       | <b>PERCY FAITH &amp; HIS ORK PLAY GREAT FOLK THEMES</b><br>Columbia CL 2108 (M); CS 8908 (S)         | 6             |
| 109       | 111       | <b>SHUT DOWN</b><br>Various Artists, Capitol T 1918 (M); ST 1918 (S)                                 | 44            |
| 110       | 122       | <b>WONDERFUL! WONDERFUL!</b><br>Lawrence Walk, Dot DLP 3552 (M); DLP 3552 (S)                        | 23            |
| 111       | 109       | <b>MONDO CANE</b><br>Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)                           | 43            |
| 112       | 114       | <b>JOAN BAEZ, VOL. I</b><br>Vanguard VRS 9078 (M); VSD 3077 (S)                                      | 115           |
| 113       | 107       | <b>I AM THE GREATEST</b><br>Cassius Clay, Columbia CL 2093 (M); CS 8893 (S)                          | 19            |
| 114       | —         | <b>SHOWTIME</b><br>James Brown & His Ork, Smash MGS 27054 (M); SRS 47054 (S)                         | 1             |
| 115       | 91        | <b>TOGETHER AGAIN!</b><br>Benny Goodman Quartet, RCA Victor LPM 2698 (M); LSP 2698 (S)               | 10            |
| 116       | 120       | <b>ROGER WILLIAMS 10th ANNIVERSARY/LIMITED EDITION</b><br>Kapp KLE 1 (M); KLE 1 (S)                  | 6             |
| 117       | 118       | <b>GREAT VOICES OF THE CENTURY</b><br>Various Artists, Angel MMP 4 (M); (no Stereo)                  | 3             |
| 118       | 128       | <b>THE WOMENFOLK</b><br>RCA Victor LPM 2032 (M); LSP 2032 (S)                                        | 2             |
| 119       | 113       | <b>JOLLY WHAT!</b><br>Beetles & Frank Field, Vee Jay VJLP 1085 (M); VJS 1085 (S)                     | 6             |
| 120       | 137       | <b>MANHATTAN TOWER</b><br>Robert Goulet, Columbia DL 4050 (M); OS 3450 (S)                           | 2             |
| 121       | 123       | <b>ROME 35/MM</b><br>Enoch Light & His Ork, Command RS 863 (M); RS 863 SD (S)                        | 6             |
| 122       | 126       | <b>REFLECTIONS</b><br>Stan Getz, Verve V 8554 (M); VA-8554 (S)                                       | 5             |
| 123       | 121       | <b>I LOVE YOU BECAUSE</b><br>Al Martino, Capitol T 1915 (M); ST 1915 (S)                             | 48            |
| 124       | 132       | <b>THE FIRST HURRAH!</b><br>Clancy Brothers & Tommy Makem, Columbia CL 2165 (M); CS 8965 (S)         | 2             |
| 125       | 131       | <b>SURFIN' BIRD</b><br>Trashmen, Garret G 200 (M); ST 200 (S)                                        | 13            |
| 126       | 127       | <b>ELVIS' GOLDEN RECORDS, VOL. 3</b><br>Elvis Presley, RCA Victor LPM 2765 (M); LSP 2765 (S)         | 35            |
| 127       | 133       | <b>FROM RUSSIA WITH LOVE</b><br>Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)                | 2             |
| 128       | 125       | <b>IT'S ALL IN THE GAME</b><br>Cliff Richard, Epic LN 24089 (M); BN 24089 (S)                        | 4             |
| 129       | 108       | <b>RAMBLIN' ROSE</b><br>Nat King Cole, Capitol T 1792 (M); ST 1792 (S)                               | 86            |
| 130       | 94        | <b>HEY LITTLE COBRA AND OTHER HOT ROD HITS</b><br>Big Chords, Columbia CL 2151 (M); CS 8951 (S)      | 12            |
| 131       | 134       | <b>A TRIBUTE TO THE ALL-TIME GREATS</b><br>Lawrence Walk, Dot DLP 3544 (M); DLP 3544 (S)             | 3             |
| 132       | 149       | <b>BAJA MARIMBA BAND</b><br>A&M LP 104 (M); SP 104 (S)                                               | 3             |
| 133       | 140       | <b>PAIN IN MY HEART</b><br>Oris Radding, Atco 141 (M); (no Stereo)                                   | 2             |
| 134       | 136       | <b>THINK ETHNIC</b><br>Smothers Brothers, Mercury MG 20777 (M); SR 40777 (S)                         | 58            |
| 135       | 145       | <b>FOLK SONGS AROUND THE WORLD</b><br>Mantovani, London LL 3350 (M); PS 340 (S)                      | 4             |
| 136       | 138       | <b>OUT OF LIMITS</b><br>Markettes, Warner Bros. W 1537 (M); WS 1537 (S)                              | 14            |
| 137       | 119       | <b>GOLDEN HITS OF JERRY LEE LEWIS</b><br>Smash MGS 27040 (M); SRS 47040 (S)                          | 7             |
| 138       | 150       | <b>FOREVER</b><br>Pete Drake, Smash MGS 27052 (M); SRS 47052 (S)                                     | 2             |
| 139       | —         | <b>I'LL SEARCH MY HEART</b><br>Johnny Mathis, Columbia CL 2143 (M); CS 8943 (S)                      | 1             |
| 140       | —         | <b>MEET THE TEMPTATIONS</b><br>Gordy 911 (M); (no Stereo)                                            | 1             |
| 141       | 141       | <b>JUDY COLLINS #3</b><br>Elektra EKL 243 (M); EKS 7243 (S)                                          | 7             |
| 142       | 142       | <b>YOU MAKE ME FEEL SO YOUNG</b><br>Ray Conniff, His Ork & Chorus, Columbia CL 2118 (M); CS 8918 (S) | 13            |
| 143       | —         | <b>BOOTS RANDOLPH'S YAKETY SAX</b><br>Monument MLP 8002 (M); SLP 18002 (S)                           | 9             |
| 144       | 139       | <b>MORE SOUNDS OF WASHINGTON SQUARE</b><br>Village Stompers, Epic LN 24090 (M); BN 24090 (S)         | 3             |
| 145       | 146       | <b>BOB NEWHART FACES BOB NEWHART (Faces Bob Newhart)</b><br>Warner Bros. W 1517 (M); WS 1517 (S)     | 11            |
| 146       | —         | <b>CALL ME IRRESPONSIBLE AND OTHER HIT SONGS</b><br>Andy Williams, Columbia CL 2171 (M); CS 8971 (S) | 1             |
| 147       | 135       | <b>A STRANGER ON EARTH</b><br>Dinah Washington, Roulette R 25253 (M); SR 25253 (S)                   | 6             |
| 148       | —         | <b>MORE OF EVERYTHING!</b><br>Limeliters, RCA Victor LPM 2844 (M); LSP 2844 (S)                      | 1             |
| 149       | —         | <b>CALL ME IRRESPONSIBLE AND THE JACK JONES HITS</b><br>Kapp KL 1328 (M); KS 3328 (S)                | 6             |
| 150       | —         | <b>BECKET</b><br>Soundtrack, Decca DL 9117 (M); DL 79117 (S)                                         | 1             |



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"I Can't Lose"

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b/w

"Happy Home"

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# BREAKOUT ALBUMS

## ★ NATIONAL BREAKOUTS

### SHOWTIME

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

## ★ NEW ACTION LP's

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

### LILIES OF THE FIELD . . .

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

### LONELY GUITAR . . .

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

### HIP BOOTS! . . .

Boots Randolph, Monument MLP 8015 (M); SLP 18015 (S)

### WELL, WELL, WELL! . . .

Briarwood Singers, United Artists UAL 3318 (M); UAS 6318 (S)

### ALWAYS IN MY HEART . . .

Los Indios Tabajaras, 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!!

Vikki Carr, Liberty LRP 3354 (M)

Vikki Carr has been entertaining on records for quite a while. Her experience as a performer of pop standards is quite evident in this highly listenable package. The arrangements are bright and so are Vikki's vocals. Tops for programming, too. Selections include "Poor Butterfly," "Bluesette" and "So in Love."



### POP SPECIAL MERIT

#### ORIGINAL SOUNDTRACKS AND OTHER MUSIC FROM GREAT MOVIES (2-12")

Various Original Soundtracks, MGM 2-E-10 (M); 2-SE-10 (S)

A fine opportunity for collectors of movie scores to fill in on any they may have missed. The buyer gets 17 tunes for the price of one.



### FOLK SPECIAL MERIT

#### ALL THE FOLK THERE IS

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

This record has a ready-made audience. The hootenanny is big business, and this was a big hoot recorded live in 1963. The artists had been traveling as a show for several months. It is widely varied music. The performers include the Greenbriar Boys, Logan English, Judy Ruxerick, Lenny and Dick and the Steel Singers. The applause is genuine and the enthusiasm of audience and singers is persuasive.

### SEE ALBUM REVIEWS ON BACK COVER

### ALBUM REVIEW POLICY

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



### FOLK SPECIAL MERIT

#### A CHILD OF HOLLOW TIMES

Doyle Stanley, Squire SQ 33002

The citizens of Boston voted Miss Stanley as their favorite folk singer in 1963. She is in the Joan Baez tradition, but with her own vitality. In her disfavor is a certain nasal quality, and, here, an interest in some folknik protest songs long on capital and short on interest.



### DOCUMENTARY SPECIAL MERIT

#### POINT OF ORDER

Soundtrack, KOL 6070 (M); KOS 2470 (S)

Eric Sevaried narrates this version of the Army-McCarthy hearings of 1954. The recording is edited from the current motion picture, also called "Point of Order." Whatever one's sympathies or age, it is a fascinating example of government at work. Ordinarily, nothing would be programmable, but it is all highly listenable, engrossing and frightening, whichever way one believes.



### FOUR-STAR ALBUMS

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

### POPULAR

THE WHISTLER AND HIS GUITAR  
Toots Thielemans, ABC-Paramount ABC 482 (M); ABCS 482 (S)

MELODIES OF LOVE  
MGM Orchestra (2-12"). MGM 2-E-9 (M); 2-SE-9 (S)

LIL' DARLIN'  
Neal Heftl, 20th Century-Fox TFM 3139 (M)

BENNY CARTER IN PARIS  
20th Century-Fox TFM 3134 (M); TFS 4134 (S)

JIMMY McGRUFF AT THE ORGAN  
Sue LP 1020

THE WELL-ROUNDED DICK GLASS  
20th Century-Fox, TFM 3136 (M); TFS 4136 (S)

WORLD'S GREATEST WALTZES  
Robert Stolz & His Ork & Harry Horlick & Ork, MGM 2-E-11 (M); 2-SE-11 (S)

ORGAN AND PIANO MAGIC  
Various Artists, MGM 2-E-8 (M); 2-SE-8 (S)

### CLASSICAL

BACH: EXCERPTS FROM ST. JOHN PASSION  
Various Artists, London 5796 (M); OS 25796 (S)

STRAVINSKY: LE BAISER DE LA FEE  
L'Orchestre De La Suisse Romande (Ansermet), London CM 9368 (M); CS 6368 (S)

STRAVINSKY: CANTATA & MASS  
English Chamber Orchestra (Davis), L'Oiseau-Lyre SOL 265 (S)

LE MORTE D'ARTHUR (3-12"),  
Various Artists, London A 4369 (M); OSA 1369 (S)

RAVEL: MUSIC FOR THE DANCE  
Concertgebouw Orchestra of Amsterdam (Haitink), Philips PHM 500-015 (M); PHS 900-015 (S)

ROSSINI: L'ITALIANA IN ALGERI (3-12")  
Teresa Berganza, Luigi Alva, Fernando Corena, London A 4375 (M); OSA 1375 (S)

MAHLER: SYMPHONY NO. 1 IN D MAJOR  
Concertgebouw Orchestra of Amsterdam (Haitink), Philips PHM 500-017 (M); PHS 900-017 (S)

THE TAMING OF THE SHREW (3-12")  
Marlowe Dramatic Society and Professional Players, London A 4367 (M); OSA 1367 (S)

MOZART: SYMPHONIES 28 & 38  
English Chamber Orchestra (Davis), L'Oiseau-Lyre SOL 266 (S)

### JAZZ

RAY BRYANT LIVES AT BASIN STREET EAST  
Sue LP 1019

### FOLK

THE SOUL OF FOLK  
Bob Carey, 20th Century-Fox TFM 3125 (M); TFS 4125 (S)

### COUNTRY

ORIGINAL AND AUTHENTIC RECORDINGS BY GREAT COUNTRY & WESTERN STARS  
Various Artists (2-12"), MGM 2-E-12 (M); 2-SE-12 (S)

### RELIGIOUS

THE CANTOR AND HIS SONS  
Cantor Zvi Finkelstein and sons Aryeh & Meir, Fontana MGF 27526 (M); SRF 67526 (S)



### THREE-STAR ALBUMS

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

### POPULAR

THE MAD-HATTERS AT MIDNIGHT  
20th Century-Fox TFM 3141 (M)  
OPERA FOR THE MILLIONS  
Musidisc Symphonic Orchestra (Nirenberg), 20th Century-Fox TFM 3135 (M); TFS 4135 (S)

### CLASSICAL

BYRD: MASS IN THREE PARTS; MASS IN FOUR PARTS  
Choir of King's College, Cambridge (Willcocks), London 5795 (M); OS 25795 (S)  
STRING QUARTETS  
Benjamin Britten/P. Racine Fricker, London CM 9370 (M); CS 6370 (S)  
BEETHOVEN: SONATAS 12 & 18  
Wilhelm Backhaus, London CM 9366 (M); CS 6366 (S)  
OPERATIC RECITAL  
Fiariano Labo, London 5815.

### FOLK

DONALD LEACE CAROL HEDIN AT THE SHADOWS  
Franc LPF 0001  
SONGS OF LOVE, LUST & LOOSE LIVING  
Isla Cameron & Tony Britton, London 5808

### JAZZ

WHAT THE DICKENS!  
Johnny Dankworth & His Ork, Fontana MGF 27525 (M); SRF 67525 (S)

### INTERNATIONAL

SLOVENIAN SONGS  
Boris Kovacic Ensemble, Monitor MF 410 (M); MFS 410 (S)  
THE FANTASTIC CARMELA  
Fontana MGF 27527 (M); SRF 67527 (S)  
BOLEK SINGING POLISH FAVORITES  
Bolek Zawadzki, Monitor MF 409 (M); MFS 409 (S)

BILLBOARD, May 9, 1964

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## ARGENTINA

(Courtesy Escalera a la Fama, Buenos Aires)  
\*Denotes local origin

| This Week | Last Week |                                                                               |
|-----------|-----------|-------------------------------------------------------------------------------|
| 1         | 2         | SABOR A NADA—*Palito Ortega (Victor)—Korn                                     |
| 2         | 1         | DOMINIQUE—Singing Nun (Philips); Alegres Cantores (CBS)—Fermata               |
| 3         | 3         | OH MI SENOR—Eduardo Vianello (Victor)—Fermata                                 |
| 4         | 4         | MARY ISABEL—*Leo Dan (CBS)—Mundo Musical                                      |
| 5         | 5         | EL PATITO—*Chicote Lopez (Odeon)—Korn                                         |
| 6         | 6         | BEATRIZ—Larry (CBS)—Mundo Musical                                             |
| 7         | 7         | EL MEREQUETENGUE—*Los Cinco del Ritmo (Microfon)                              |
| 8         | 8         | EN LA CIMA DE LA MONTANA—Rita Pavone (Victor); Ricki Gianco (Fermata)—Fermata |
| 9         | 9         | LOVE ME DO—Beatles (Odeon)                                                    |
| 10        | 10        | KANSAS CITY—Trini Lopez (Music Hall)—Korn                                     |

## AUSTRALIA

(Courtesy Music Maker, Sydney)  
\*Denotes local origin

| This Week | Last Week |                                                                  |
|-----------|-----------|------------------------------------------------------------------|
| 1         | 1         | ALL MY LOVING—The Beatles (Parlophone)—Leeds                     |
| 2         | —         | WORLD WITHOUT LOVE—Peter & Gordon (Columbia)—Leeds               |
| 3         | 6         | LOVE ME DO—Beatles (Parlophone)—Leeds                            |
| 4         | 13        | SHE WEARS MY RING—*Johnny O'Keefe (Leedon)—Acuff-Rose            |
| 5         | —         | TWIST AND SHOUT—Beatles (Parlophone)—Chappell                    |
| 6         | 3         | BITS AND PIECES—Dave Clark Five (Columbia)—Castle                |
| 7         | —         | DIANE—Bachelors (Decca)—Allan's                                  |
| 8         | —         | CRY FOR A SHADOW—Beatles (Polydor)—Leeds                         |
| 9         | —         | VIVA LAS VEGAS—Elvis Presley (RCA)—Belinda                       |
| 10        | 5         | DAWN (GO AWAY)—Four Seasons (Philips)—Castle                     |
| 11        | 4         | I LOVE YOU MORE AND MORE EVERY DAY—Al Martino (Capitol)—Chappell |
| 12        | 2         | ROLL OVER BEETHOVEN—Beatles (Parlophone)—Leeds                   |
| 13        | 7         | CALIFORNIA SUN—Rivieras (W. & G.)—Chappell                       |
| 14        | 8         | THE HAREM—Acker Bilk (Columbia)—Pincus Gil                       |
| 15        | 9         | I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Leeds              |

## BRITAIN

(Being a special list compiled prior to publication by The New Musical Express, London)  
\*Denotes local origin

| This Week | Last Week |                                                                                  |
|-----------|-----------|----------------------------------------------------------------------------------|
| 1         | 2         | WORLD WITHOUT LOVE—*Peter and Gordon (Columbia)—Northern Songs, Ltd.             |
| 2         | 1         | CAN'T BUY ME LOVE—*Beatles (Parlophone)—Northern Songs, Ltd.                     |
| 3         | 3         | I BELIEVE—*Bachelors (Decca)—Cinephonic                                          |
| 4         | 9         | DON'T THROW YOUR LOVE AWAY—*Searchers (Pye)—Welbeck Music                        |
| 5         | 10        | MY BOY LOLLIPOP—*Millie (Fontana)—Chappell                                       |
| 6         | 6         | I LOVE YOU BECAUSE—Jim Reeves (RCA)—Bourne Music                                 |
| 7         | 5         | TELL ME WHEN—*Applejacks (Decca)—Southern-Freddie Poser                          |
| 8         | 4         | LITTLE CHILDREN—*Billy J. Kramer (Parlophone)—Belinda Music                      |
| 9         | 7         | NOT FADE AWAY—*Rolling Stones (Decca)—Southern Music                             |
| 10        | 13        | MOVE OVER DARLING—Doris Day (CBS)—California Music                               |
| 11        | 15        | MOCKING BIRD HILL—*Migil Five (Pye)—Southern Music                               |
| 12        | 14        | EVERYTHING'S ALL RIGHT—*Mojos (Decca)—West One Music                             |
| 13        | 20        | DON'T LET THE SUN CATCH YOU CRYING—Gerry and the Pacemakers (Columbia)—Pacemusic |
| 14        | 19        | WALK ON BY—Dionne Warwick (Pye Int.)—17 Savile Row                               |
| 15        | 8         | JUST ONE LOOK—*Hollies (Parlophone)—T.S. Music                                   |

|    |    |                                                                                                          |
|----|----|----------------------------------------------------------------------------------------------------------|
| 16 | 25 | HUBBLE BUBBLE—*Manfred Mann (HMV)—Keith Prowse Music                                                     |
| 17 | 12 | GOOD GOLLY MISS MOLLY—*Swinging Blue Jeans (HMV)—Southern Music                                          |
| 18 | 11 | THAT GIRL BELONGS TO YESTERDAY—Gene Pitney (United Artists)—Pakkamak                                     |
| 19 | 18 | JULIET—*Four Pennies (Philips)—Flamingo Music                                                            |
| 20 | 29 | DON'T TURN AROUND—*Merseybeats (Fontana)—Robbins Music                                                   |
| 21 | —  | BABY LET ME TAKE YOU HOME—*Animals (Columbia)—Ivy Music                                                  |
| 22 | 17 | THEME FOR YOUNG LOVERS—*Shadows (Columbia)—Elstree-Shadows                                               |
| 23 | 23 | VIVA LAS VEGAS—Elvis Presley (RCA)—17 Savile Row                                                         |
| 24 | 27 | THING—Brenda Lee (Brunswick)—Peter Maurice                                                               |
| 25 | 16 | BITS AND PIECES—*Dave Clark Five (Columbia)—Ardmore & Beechwood                                          |
| 26 | 24 | HI-HEEL SNEAKERS—Tommy Tucker (Pye Int.)—Jewel Music                                                     |
| 27 | 26 | DIANE—*Bachelors (Decca)—Keith Prowse Music                                                              |
| 28 | —  | A LITTLE LOVING—*Fourmost (Parlophone)—Jaep Music                                                        |
| 29 | 28 | TOP SIX NO. 3—(Top Six)—*Northern Songs/142 Music/Freddie Poser-Southern/Southern/Cinephonic, T.S. Music |
| 30 | —  | ANGRY AT THE BIG OAK TREE—*Frank Ifield (Columbia)—Shapiro-Bernstein                                     |

## CHILE

This Week

|    |                                           |
|----|-------------------------------------------|
| 1  | QUE BONITA VA—Los Cuarto Cuartos (Demon)  |
| 2  | GRACIAS—Connie Francis (MGM)              |
| 3  | QUIERO TOMAR TU MANO—Beatles (Odeon)      |
| 4  | ROSITA—Trini Lopez (Odeon)                |
| 5  | OGNI VOLTA—Paul Anka (RCA)                |
| 6  | UNA LACRIMA SUL VISO—Bobby Solo (Ricordi) |
| 7  | DOMINIQUE—Angelica Maria (Odeon)          |
| 8  | NO TENGO DINERO—Alan y sus Bates (RCA)    |
| 9  | POEMA—Hermanos Arriagada (O)              |
| 10 | TENGO TU AMOR—Carlos Gonzalez (Demon)     |

## DENMARK

This Week

|    |    |                                                                                             |
|----|----|---------------------------------------------------------------------------------------------|
| 1  | 1  | NON HO L'ETA—Gigliola Cinquetti (Triola)—Winckler                                           |
| 2  | 2  | CAN'T BUY ME LOVE—Beatles (Parlophone)—Sonora                                               |
| 3  | 4  | VIVA LAS VEGAS—Elvis Presley (RCA)—Belinda                                                  |
| 4  | 3  | I SAW HER STANDING THERE—Beatles (Parlophone)—Multitone                                     |
| 5  | —  | JAVA—Al Hirt (RCA)—Winckler                                                                 |
| 6  | 6  | DET ER NERVER (Who Takes Care of the Caretakers Daughter)—Oswald Helmuth (Philips)—Winckler |
| 7  | 5  | DER ER EN FORSKEL—Vivian og Berit (Polydor)—Multitone                                       |
| 8  | 10 | SURFIN' BIRD—Trashmen (Capitol)—Imudico                                                     |
| 9  | 7  | SWINING ON A STAR—Big Dee Irwin (Colpix)—Mork                                               |
| 10 | —  | DETROIT CITY—Gustav Winckler (Sonet)—Winckler                                               |

## EIRE

(Courtesy Evening Press, Dublin)

This Week

|    |    |                                                                     |
|----|----|---------------------------------------------------------------------|
| 1  | 1  | CAN'T BUY ME LOVE—Beatles (Parlophone)—Northern Songs, Ltd.         |
| 2  | 2  | I LOVE YOU BECAUSE—Jim Reeves (RCA Victor)—Bourne                   |
| 3  | 4  | I BELIEVE—Bachelors (Decca)—Cinephonic                              |
| 4  | 3  | LITTLE CHILDREN—Billy J. Kramer (Parlophone)—Belinda                |
| 5  | 10 | WORLD WITHOUT LOVE—Peter and Gordon (Columbia)—Northern Songs, Ltd. |
| 6  | 5  | NOT FADE AWAY—Rolling Stones (Decca)—Southern Music                 |
| 7  | —  | I'M COUNTING ON YOU—Dixielanders (Parlophone)—Dixielanders          |
| 8  | 6  | JUST ONE LOOK—Hollies (Parlophone)—T.S. Music                       |
| 9  | 8  | BITS AND PIECES—Dave Clark Five (Columbia)—Ardmore and Beechwood    |
| 10 | —  | DON'T THROW YOUR LOVE AWAY—Searchers (Pye)—Welbeck                  |

## FLEMISH BELGIUM

(Courtesy Juke Box Magazine, Mechelen)  
\*Denotes local origin

Four Weeks

|    |   |                                                                     |
|----|---|---------------------------------------------------------------------|
| 1  | — | NON HO L'ETA PER AMARTI—Gigliola Cinquetti (Show Records)—Italmusic |
| 2  | — | DRAAI 797204—Will Tura (Palette)—Southern                           |
| 3  | 1 | VOUS PERMETTEZ, MONSIEUR?—Adamo (Pathe)—Ardmore & Beechwood         |
| 4  | 4 | ANYONE WHO HAD A HEART—Dionne Warwick (Vogue)—Belindamusic          |
| 5  | 3 | ALLEEN—John Larry (Polydor)—Passe Partout                           |
| 6  | 6 | I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Vedette               |
| 7  | 2 | MARIA ELENA—Los Indios Tabajaras (RCA)—World                        |
| 8  | — | PRES DE MA RIVIERE—Robert Cogoi (Philips)—World-Prima Vera          |
| 9  | 7 | MEXICO—Elvis Presley (RCA)—Belindamusic                             |
| 10 | 5 | DU SCHWARZER ZIGEUNER—Rocco Granata (Moonglow)—Decapo               |

## FRANCE

This Week

|    |    |                                                                                                           |
|----|----|-----------------------------------------------------------------------------------------------------------|
| 1  | 2  | A PRESENT TU PEUX T'EN ALLER (I ONLY WANT TO BE WITH YOU)—Richard Anthony (Columbia)—Les Surfs (Festival) |
| 2  | 1  | NON HO L'ETA PER AMARTI—Gigliola Cinquetti (Festival)                                                     |
| 3  | 4  | LA CHANSON DE MALLORY—Rachel (Barclay)                                                                    |
| 4  | 3  | LA LA LA LA PLUS BELLE POUR ALLER DANSER—Sylvie Vartan                                                    |
| 5  | 6  | MA PATRIE—Enrico Macias (Pathe)                                                                           |
| 6  | 5  | UNE PETITE MECHE DE TES CHEVEUX—Claude Francois (Philips)                                                 |
| 7  | 7  | ET POURTANT—Charles Aznavour (Barclay)                                                                    |
| 8  | —  | EXCUSE MOI PARTENAIRE—Johnny Hallyday (Philips)                                                           |
| 9  | 8  | NATHALIE—Gilbert Beaud (VSM)                                                                              |
| 10 | 10 | HELLO PETITE FILLE—Sheila (Philips)                                                                       |

## GERMANY

Two Weeks

|    |    |                                                                               |
|----|----|-------------------------------------------------------------------------------|
| 1  | 3  | OH MY DARLING—CAROLINE—Ronny (Telefunken)—Marbot                              |
| 2  | 2  | I WANT TO HOLD YOUR HAND—Beatles (Odeon)—Accord                               |
| 3  | 7  | WENN DIE COWBOYS TRAEUMEN—Marika Killus (CBS)—Melodie der Welt                |
| 4  | 1  | DAS KANNST DU MIR NICHT VERBIETEN—Bernd Spier (CBS)—Accord                    |
| 5  | 15 | GIB MIR DEIN WORT—Freddy (Polydor)—Esplanade                                  |
| 6  | 13 | ZWEI AUF EINER BANK—Gitta und Rex Gildo (Columbia)—Gerig                      |
| 7  | 9  | LADY MUSIC—Little Peggy March (RCA)—Buede                                     |
| 8  | 4  | DER PLATZ NEBEN MIR—Sacha Distel (Polydor)—Gerig                              |
| 9  | —  | AM LAGERFEUER—Martin Lauer (Polydor)—Gerig                                    |
| 10 | 14 | SOLE, SOLE, SOLE—Siw Malmkvist/Umberto Marcato (Metronome)—Gerig              |
| 11 | 10 | DRINA-MARSCH—Jorgen Ingmann (Metronome)—Atrium                                |
| 12 | —  | DAS HUMBERTA-TAETERAE—Ernst Neger (Ariola); Billy Mo (Decca)—Melodie der Welt |
| 13 | —  | BABY SONNENSCHNEIN—Pat Boone (London)—Busse                                   |
| 14 | —  | TWIST AND SHOUT—Beatles (Odeon)—R. M. Siegel                                  |
| 15 | 8  | GLUECK GEHOERT DAZU—Rex Gildo (Electrola)—Gerig                               |

## HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week

|   |   |                                                     |
|---|---|-----------------------------------------------------|
| 1 | 1 | VOUS PERMETTEZ, MONSIEUR—Adamo (Pathe)—Anagon Music |
| 2 | 2 | NON HO L'ETA—Gigliola Cinquetti (Show)—World Music  |
| 3 | 3 | DE WINTER WAS LANG—Willeke Alberti (Philips)—Basart |

|    |    |                                                      |
|----|----|------------------------------------------------------|
| 4  | 4  | CAN'T BUY ME LOVE—Beatles (Parlophone)               |
| 5  | 5  | I WANT TO HOLD YOUR HAND—Beatles (Parlophone)—Basart |
| 6  | 6  | ANYONE WHO HAD A HEART—Dionne Warwick (Fontana)      |
| 7  | 7  | GLAD ALL OVER—Dave Clark (Columbia)—Basart           |
| 8  | 8  | LA MAMMA—Charles Aznavour (Barclay)—Altona           |
| 9  | 9  | IRISH WASHERWOMAN—Jumping Jewels (Philips)           |
| 10 | 10 | I'M THE LONELY ONE—Cliff Richard (Columbia)—Basart   |

## HONG KONG

This Week

|    |    |                                               |
|----|----|-----------------------------------------------|
| 1  | 5  | CAN'T BUY ME LOVE—The Beatles (Parlophone)    |
| 2  | 2  | WAIT AND SEE—The Fabulous Echoes (Diamond)    |
| 3  | 1  | I SAW HER STANDING THERE—Beatles (Parlophone) |
| 4  | 3  | I WANT TO HOLD YOUR HAND—Beatles (Parlophone) |
| 5  | 4  | VIVA LAS VEGAS—Elvis Presley (RCA Victor)     |
| 6  | 6  | DANCING ON THE MOON—Fabulous Echoes (Diamond) |
| 7  | 10 | SWING LOW SWEET CHARIOT—Satellites (Diamond)  |
| 8  | 7  | NEVER PUT IT IN WRITING—Pat Boone (Dot)       |
| 9  | —  | LET ME GO LOVER—Kathy Kirby (Decca)           |
| 10 | —  | FROM ME TO YOU—Beatles (Parlophone)           |

## ITALY

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

This Week

|    |    |                                                |
|----|----|------------------------------------------------|
| 1  | 1  | NON HO L'ETA—*Gigliola Cinquetti (CGD)         |
| 2  | 2  | UNA LACRIMA SUL VISO—*Bobby Solo (Ricordi)     |
| 3  | 4  | CITTA' VUOTA—*Mina (Ri Fi)                     |
| 4  | 5  | CIN CIN—Richard Anthony (Columbia)             |
| 5  | 6  | E' L'UOMO PER ME—*Mina (Ri Fi)                 |
| 6  | 8  | RITORNA—Gene Pitney (UA)                       |
| 7  | 3  | OGNI VOLTA—*Paul Anka (RCA)                    |
| 8  | 7  | PLEASE PLEASE ME—Beatles (Parlophone)          |
| 9  | 10 | MISERY/TWIST AND SHOUT—Beatles (Parlophone)    |
| 10 | 12 | LA NOTTE E' FATTA PER AMARE—Neil Sedaka (RCA)  |
| 11 | —  | SHE LOVES YOU—Beatles (Parlophone)             |
| 12 | 13 | AMERICA—Trini Lopez (Reprise)                  |
| 13 | 14 | PIETA—*Vasso Ovale (Pathe)                     |
| 14 | 9  | QUANDO VEDRAI LA MIA RAGAZZA—*Gene Pitney (UA) |
| 15 | 11 | UN BACIO PICCOLISSIMO—*Robertino (Carosello)   |

## JAPAN

(Courtesy Utamatic, Tokyo)  
\*Denotes local origin

This Week

|    |    |                                                                                                        |
|----|----|--------------------------------------------------------------------------------------------------------|
| 1  | 1  | TOKYO BLUES—*Nishida Sachiko (Polydor)—JASRAC                                                          |
| 2  | 2  | WASHINGTON SQUARE—The Village Stompers (Epic); Paradise King (Toshiba)—Toshiba                         |
| 3  | 3  | SAVE THE LAST DANCE FOR ME—Koshiji Fubuki (Toshiba); Drifters (Atlantic); Jimmy Justice (Pye)—Aberbach |
| 4  | 6  | SHORT ON LOVE—Gus Backus (Polydor)—No Sub-publisher                                                    |
| 5  | 7  | SUGATA SANSHIRO—*Murata Hideo (Columbia)—JASRAC                                                        |
| 6  | 8  | SASURAI—*Katsumi Shigeru (Toshiba)—JASRAC                                                              |
| 7  | 5  | I WANT TO HOLD YOUR HAND—Beatles (Odeon)—Toshiba                                                       |
| 8  | 4  | VIVRE SA VIE—Roger France (Seven Seas)—BIEM                                                            |
| 9  | 10 | KIMIDAKE O—*Saigo Teruhiko (Crown)—JASRAC                                                              |
| 10 | —  | LA NOVIA—Peggy Hayama (King)—Suiseisha                                                                 |

## MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

This Week

|   |   |                                                 |
|---|---|-------------------------------------------------|
| 1 | 1 | LAS CEREZAS—*Hnos. Carrion (CBS)—Pending        |
| 2 | 2 | ENTREGA TOTAL—*Javier Solis (CBS)—Mundo Musical |

|    |    |                                                            |
|----|----|------------------------------------------------------------|
| 3  | —  | GUARDA COME DONDOLO—Eduardo Vianello (RCA)—Pending         |
| 4  | 5  | I WANT TO HOLD YOUR HAND—Beatles (Musart)—Pending          |
| 5  | 2  | LABERINTO—*Sonia Lopez (CBS)—Pham                          |
| 6  | —  | QUE SERA, SERA—*Los Moonlights (RCA)—Pending               |
| 7  | 4  | IF I HAD A HAMMER—Trini Lopez (Reprise)—Ludlow             |
| 8  | 6  | MAGIA BLANCA—*Hnos. Carrion (CBS)—Grever                   |
| 9  | 7  | ATRAS DE LA RAYA (Loddy Lo)—*Apton Boys (Peerless)—Kalmann |
| 10 | 10 | NO TENGO EDAD—Cigliola Cinquetti (Gramma-CGD)—Pending      |

## NORWAY

(Courtesy Verdens Gang)  
\*Denotes local origin

This Week

|    |    |                                                                |
|----|----|----------------------------------------------------------------|
| 1  | 1  | LA MEG VARE UNG—*Wenche Myhre (Triola)—Arne Beniksen           |
| 2  | 2  | I LOVE YOU BECAUSE—Jim Reeves (RCA Victor)—Moerk               |
| 3  | 4  | CAN'T BUY ME LOVE—Beatles (Parlophone)—Edition Lyche           |
| 4  | 3  | ALL MY LOVING—Beatles (Parlophone)—Edition Lyche               |
| 5  | 5  | SKONA MITT HJARTA—Siw Malmkvist (Metronome)—Imudico            |
| 6  | 6  | VIVA LAS VEGAS—Elvis Presley (RCA Victor)—Belinda              |
| 7  | 10 | NON HO L'ETA—Gigliola Cinquetti (Triola)—Moerk                 |
| 8  | 7  | HIPPY HIPPI SHAKE—Swinging Blue Jeans (HMV)—Imudico            |
| 9  | —  | LITTLE CHILDREN—Billy J. Kramer & Dakotas (Parlophone)—Belinda |
| 10 | —  | MY BOY LOLLIPOP—Millie (Fontana)—Moerk                         |

## VENEZUELA

This Week

|    |    |                                                          |
|----|----|----------------------------------------------------------|
| 1  | 4  | SECRETO—Miltinho (Sonos)                                 |
| 2  | 2  | NOCHE DE AMOR EN LA PLAYA—Carlos Almenar Otero (Polydor) |
| 3  | 1  | DOMINIQUE—Los Dominic (Orfeon)                           |
| 4  | 3  | MARIA NO MAS—Cliff Richard (Odeon)                       |
| 5  | 9  | PERDONAME MI VIDA—Hector Cabrera (Velvet)                |
| 6  | 10 | PLEGARIA DE PAZ—Trio Venezuela (Velvet)                  |
| 7  | —  | GRACIAS—*Luchito Gatica (Musart)                         |
| 8  | 6  | ESCUCHA MADRE—Luis T. Garcia (Fonograma)                 |
| 9  | 5  | CIGARRON COLORAO—Simon Diaz (Palacio)                    |
| 10 | 8  | IF I HAD A HAMMER—Trini Lopez (Reprise)                  |

## Guana UA Art Director

NEW YORK — Frank Guana has joined United Artists Records as art director. He will design covers and jackets for the label working in close association with UA's production director, Ron Nackman, and director of creative services, Lloyd Leipzig. Guana drew much attention of the industry with his work for Cadence and Candid and has worked freelance for a number of other independents and majors. His previous work, done free-lance for United Artists, was in the jazz area on the label's special jazz series.

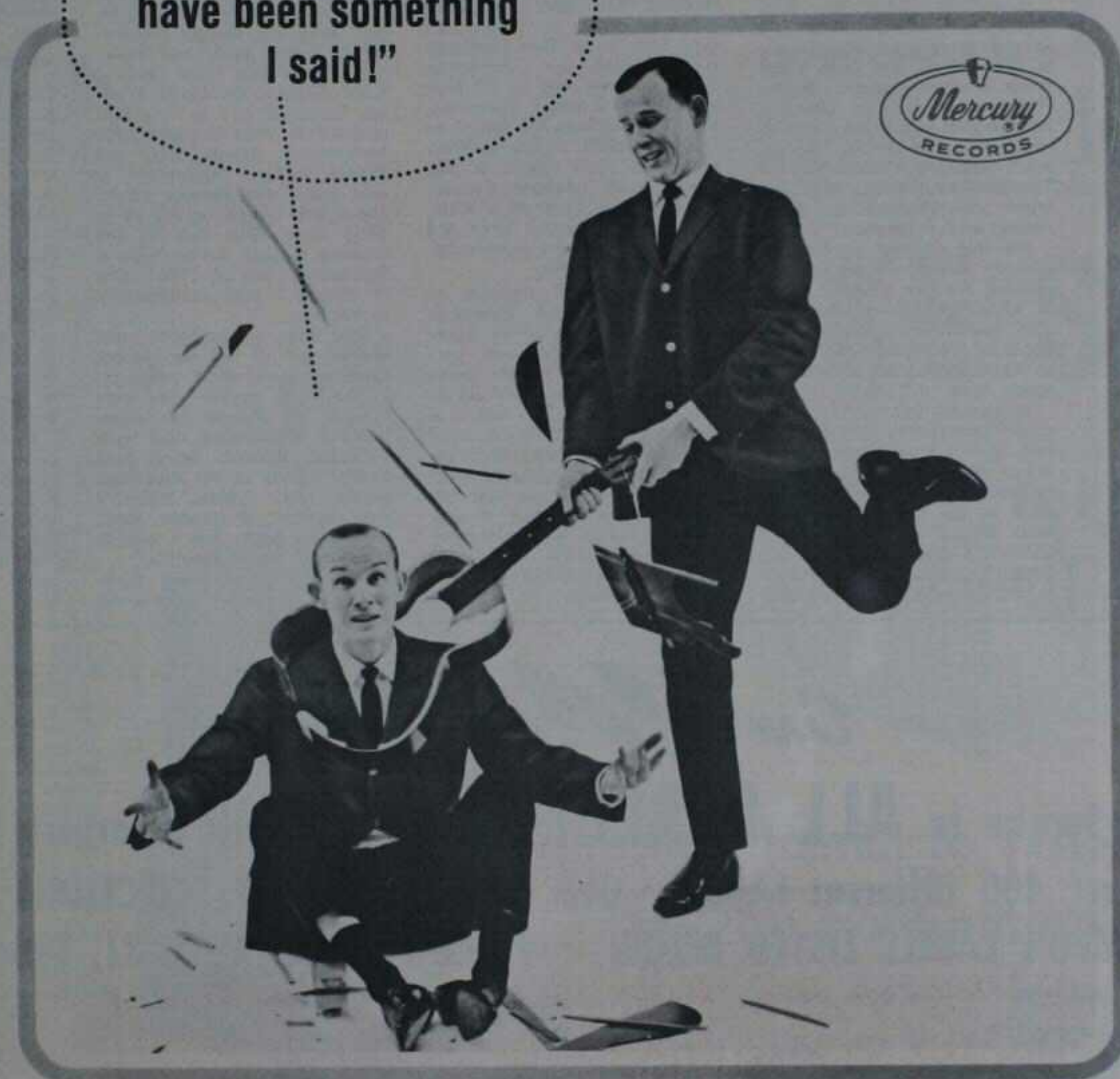
## MAYFIELD INKS OKEH PACT

NEW YORK—Curtis Mayfield, an outstanding indie producer and composer, has signed on with the Columbia subsidiary Okeh Records as associate producer. Mayfield is a highly regarded writer and has a string of recent hits to his credit, among them "Um Um," and "It's All Right." He signed on with Okeh's manager of a.&r. Carl Davis in Chicago.

# 5<sup>th</sup> BIG 5<sup>th</sup>

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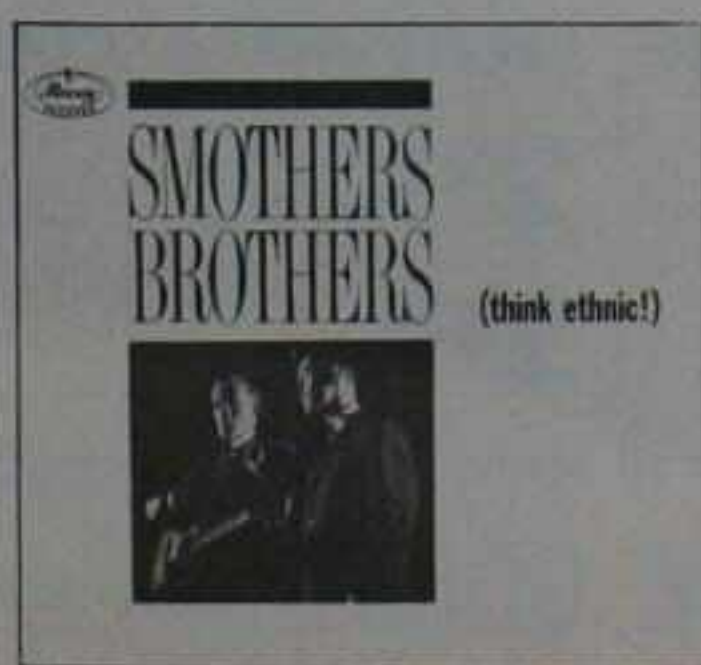
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MG 20777/SR 60777



MG 20675/SR 60675



MG 20611/SR 60611

At the request of D.J.'s here are the lyrics to—  
Chattahoochee Records  
New Smash by the  
MURMAIDS . . .

## "BULL TALK"

If you want to say  
That you love him so.  
It's the only way  
No one else will know.  
Just use Bull Talk, Bull Talk,  
That's what you do.

When your heart's on fire  
For that certain boy  
Tell him that you care;  
He's your pride and joy  
Try some Bull Talk, Bull Talk,  
What can you lose.

It's so easy . . .  
and so much fun.  
Just add "Bull"  
to every word  
That's the way it's done.

Now that you know how  
Tell your friends at school  
So that they can share  
In your secret, too.  
Use that Bull Talk, Bull Talk,  
It's something new.

If you'll say that  
you love him,  
He'll say he loves you.

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# Iron Curtain Lifts for Other Sounds of Music

By OMER 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 Berlin, Communist authorities are not only pleased to discuss the removal of the last Stalinist restraints 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 occurring—is this: Music has been freed from Marxist dogma. Henceforth, music will be classical, neoclassical, pop, c.&w., and so on; but it will not be "Socialism" (meaning Communist) or "imperialist-capitalist, with the latter characterized as reactionary 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 fatuous for the Communists to pillory 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:

The East Germans will issue about 350 new titles in 1964 under the Eterna and Amiga labels, of which 60 per cent will be Western-style pop. This is the highest percentage of pop ever pressed by the East Germans in any single production year. East German authorities state that the notion 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, with which it has special trade relations. Considerable of East Germany's Western music is pirated from the air waves and from disks smuggled through Berlin.

Jeno Fehervari, director of the State Record Company (Qualiton), is quoted by Hungarian officials here as 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 Schulze, the general manager of GEMA

(West Germany's ASCAP counterpart), was in Budapest recently to discuss East-West royalty arrangements.

Qualiton will produce 200 pop titles, four operettas, three complete operas, three albums of contemporary Hungarian composers, two albums of Bela Bartok, and a goulash of gypsy music and folk songs.

### Czechoslovakia

The Czechs are keyed for a big export drive based on an inventory of around 500 titles, most of them classics. Czechoslovakia operates through a production and sales team of Supraphon, the domestic producer, and Artia, the foreign distributor of Czech music and literature. Artia 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 gearing export in 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 of 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 Polona, Poland's sole exporter of records, sheet music and books has a double track deal with Columbia.

Ars Polona will sell tapes with recordings for release on

## N.Z. VIKING CO. BUYS MASCOT

AUCKLAND, N. Z.—Viking Records has absorbed the Mascot Recording 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 disks cut in Poland. Poland expects to sell Columbia a big repertory of Polish classical music and folk tunes.

An Ars Polona 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 from it 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 in connection with appearances by Polish artists in the U. S. under Hurok auspices.

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## MUSIC AS WRITTEN

### HOLLYWOOD

**Benny Carter** and **Brian Wilson** have formed new publishing operations. Carter's company is Bee Cee Music; Wilson's firm is New Executive Music. In recent years Carter has left the jazz field, where he'd gained prominence as a saxophonist to compose for films 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 **Stoneman Family** will be featured at the Monterey Folk Festival May 30-31. **Lou Gottlieb**, of the **Limelights**, will be emcee, 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 cast.

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. . . . Productions, Inc., with headquarters in Dayton, Ohio, has set **Liberace** for a one-nighter at the Taft Theater here May 9, and **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 **Si Zentner** ork, **Dave Brubeck**, the **Glenn Miller** ork, headed by **Ray McKinley**, and the **Ralph Marterie** 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 (25-26). Coney's over-all damage by the flood waters 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** to tour western Canada soon. They will spend

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 Gillies** 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. . . . **Walter Susskind** officially announced he will retire as conductor of the Toronto Symphony after a nine-year tenure. . . . Toronto Happenings: **Johnny Mathis** and **Henry Mancini** will appear at the O'Keefe Centre May 18-23. . . . "Beyond the Fringe" set at same theater May 11-16. . . . **Count Basie** played the Palis Royale April 30.

RUTH MCGARRETT CHILDS

### LONDON

The recording of "Can't Buy Me Love" which **Ella 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's and talked about an autumn tour. . . . **Tito Burns** has been appointed European

(Continued on page 34)

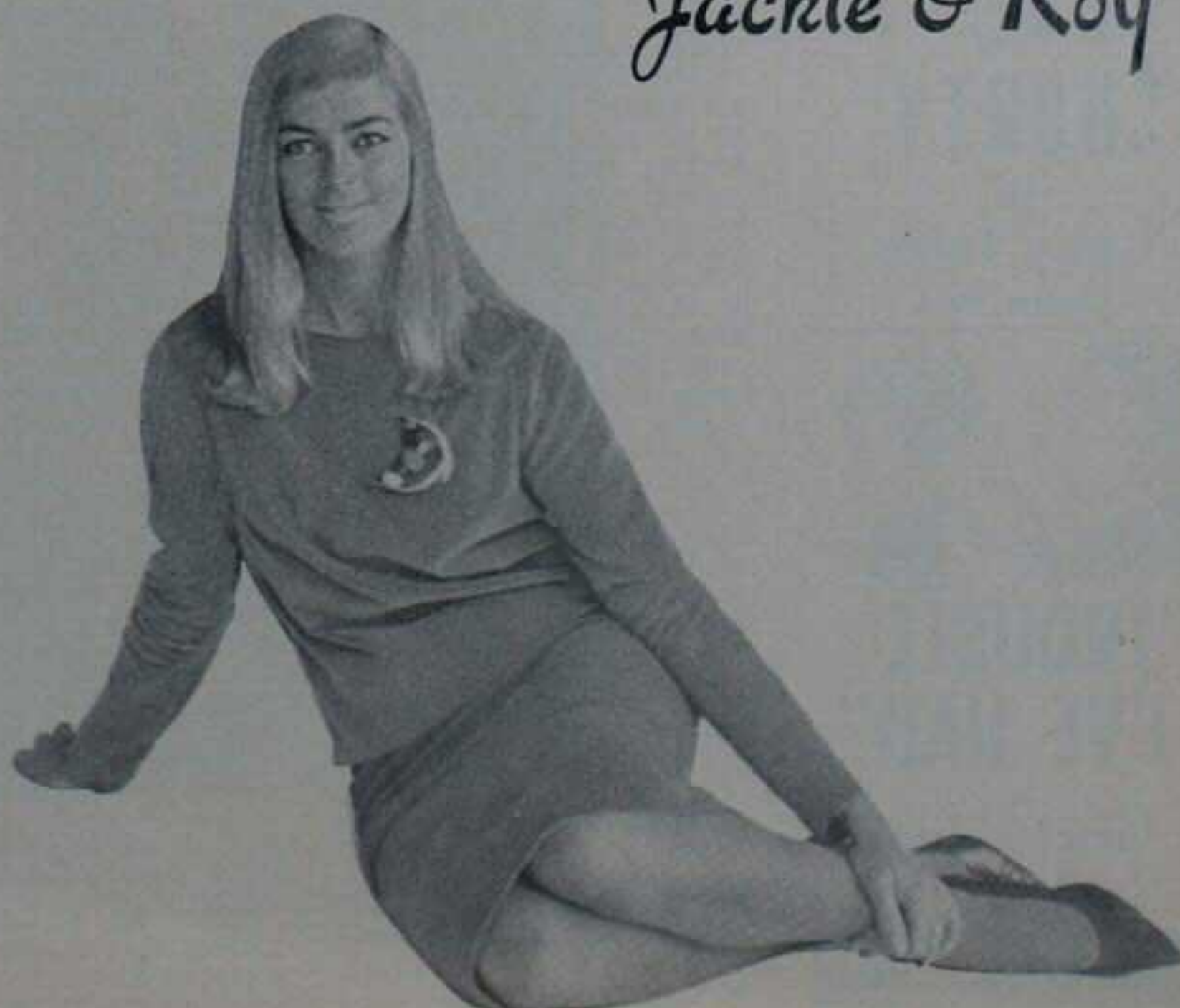
## Jackie Cain & Roy Kral

## "LIKE SING"

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Our thanks to NARAS  
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*Jackie & Roy*



## MUSIC AS WRITTEN

• Continued from page 33

agent for Dionne Warwick and brings the lark in on May 22 for a week of TV and radio dates. She is due back in October to tour after a stint at Paris Olympia. . . . The Beatles have been set for a concert in Copenhagen on June 4, a major Dutch TV date the following night and another concert in The Hague on their way home (6). Their United Artists film has been titled "A Hard Day's Night"—the choice of Lennon and McCartney. . . . Liberty's Jerry Thomas stopped over for talks with EMI managing director L. G. Wood on his way to Southern Europe. . . . France's Swingle Singers flew in and taped a show for BBC-1 with satirical David Frost of TWZ fame.

Soon after the announcement of the Royal premiere for the Beatles' film—which is now to be called "A Hard Day's Night"—on July 6, it has been revealed that Cliff Richard's new movie, "Wonderful Life," will have its gala opening four days previous (July 2). The Richard picture will be premiered at the Warner Cinema in Leicester Square, the Beatles' at the nearby London Pavilion.

The Rolling Stones (now considered by many to be Britain's second beat group) shook the disk world with sales in excess of 100,000 on their first Decca album within a week of its release. They went straight to No. 1 in the LP charts, knocking the Beatles from the top after 50 consecutive weeks! . . . R. & B. disks have acquired British release rights of the Louis Prima label. . . . Publisher Cyril Shane is visiting New York and will be at Essex House until May 28. . . . Roulette Records chairman, Herbert L. Forghash, and concert pianist Robert Mueller are among visitors to London. . . . Murray "the K" Kaufman took in 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 Brina 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 "I Love You Baby," by Freddie and the Dreamers (Columbia); an orchestral single of two Beatles' compositions ("All My Loving" and "I Saw Her Standing There"), by their recording manager George Martin, and a disk by a new group, John Mayal and the Bluesbreakers ("Crawling Up a Hill"), which is the first produced by singer Kenny Lynch's new indie company, Link, for Decca. . . . Pete Seeger returns to ATV's "Sunday Night at the London Palladium" this weekend (9, 10). . . . Radio Luxembourg has begun broadcasting a series from the Star Club in Hamburg—where the Beatles and other top groups began their careers. . . . Jim Reeves paid a spot visit and made his British TV debut on ABC's "Thank Your Lucky Stars." . . . The Ray Charles film, "Light Out of Darkness," now goes into production May 18 in Madrid instead of London. . . . Frank Ifield stars in the first of ABC-TV's "Big Night Out" series "live" from 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 waxed four titles at EMI's London studios including the Beatles transatlantic chart topper "Can't Buy Me Love." . . . After 12 years as head of Decca's a.&r. department Frank Lee has left the company and his work has been taken over by Hugh Mendl. Lee was in charge of both pop and classical repertoires. . . . Billy J. Kramer and the Dakotas will make their debut on the Ed Sullivan show on June 7. The group—another belonging to 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 brother of Paul McCartney's girl friend Jane Asher) have made their first album for release in mid-January. Now they await another John Lennon-Paul McCartney composition for their follow-up single. . . . Jack Green of ABC was in to discuss the Dave Clark Five's early-June U. S. tour with Harold Davison 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 Eden Kane (Fontana-Lindon) succeeds "Boys Cry" 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 Steinmetz, international sales director of Kapp visited from Hong Kong. . . . Dario Soria, division vice-president international liaison department, RCA, also flew through. International Promotions, Inc., released 1964-1965 season booking in Manila for the following internationally famous artists: Frances Faye (May 21), Patrice Wymore of Warner Bros. (June 5), and Pearl Bailey is coming direct from Las Vegas (July 17). Other future attractions are June Christy, Brook Benton, Julie London, Jane Russell, Julius La Rosa, Tony Bennett and Peggy Lee.

LUIS TRINIDAD

### SYDNEY

With the film "Tom Jones" about to break here at any time, ARC has scheduled for release The Four Lads' version of Love Theme from "Tom Jones" on the United Artists label. E.M.I. was, however, first on the market with Capitol's instrumental by Ray Anthony. . . . Cassius ("I Am the Greatest") Clay's single "Stand by Me" on CBS has been receiving tremendous play on the airways in Sydney. Clay's album will hit the market during May. . . . Peter, Paul and Mary will visit Australia at the end of May. . . . Belinda Music (Aust.) Pty., Ltd., believe that Jimmy Little's current hit, "One Road," could be one of the most important exports for 1964. The song was auditioned by several a.&r. men in U. S. A. and England. Composing credit on "One Road" goes to young Barry Gibbs, who is fast becoming one of the most prolific local writers. A member of the vocal group, the Bee Gees, he has also penned "Peace of Mind," their latest Festival recording, which is currently climbing the charts.

CBS a.&r. manager Sywen Leibeck has announced that his company, the Australian Record Company, has signed to a five-year contract Australian singer Diana Trask. Miss Trask was

previously 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. . . . Artur Rubinstein arrives in Sydney 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 Schlager-Festspiele June 13 in Baden-Baden. The program will be transmitted by the German TV network. . . . Ray Charles will give concerts August 2 in Kiel and the "Star-Club" in Hamburg. Four other German dates are planned. . . . 735,000 records of the Beatles have been sold in Germany by Electrola Company, in addition to 15,000 LP's of Hoer Zu's "Die Beatles." . . . For selling 1,000,000 records, the Yugoslavian folk music group, Original Oberkrainer Quintet, will receive a Golden Record May 14 in Hamburg. . . . The annual German Jazz Festival takes

place in Frankfurt May 8 to May 10, with many bands and soloists from Sweden, Austria, Poland, Hungary and Yugoslavia. . . . More than 400,000 pieces sold of current German's No. 1 hit, "Oh, My Darling Caroline," sung by newcomer Ronny on Telefunken. . . . The Teldec 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.

CHRISTIAN TOERSLEFF



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BEE-BOM

New Hit by

SAMMY DAVIS JR.

(Reprise)

Comedy Smash!

THE TROUBADOR

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(Tangerine)

MILLS MUSIC, INC.

NEW YORK, N. Y., 10019

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You can smile Lucille.  
**YOU'VE GOT ONE!**



**"THE FRENCH SONG"**  
**Lucille Starr**

Almo #204

**Pop-Country-Good Music Smasheroo!**

★ Watch for Lucille & Bob's Duet—  
**"LOVE/ROCKY MOUNTAIN SPECIAL"**

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A&M #737

**Bound for All Country & Pop Charts!**

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OL 2-4200



**8255 Sunset Boulevard**  
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**"I'm Loving You More Every Day"**

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Etta James

Argo 5465

**"SLIP-ON-MULES"**



by

Sugar Pie De Santo

Checker 1073



**"LONG TALL SHORTY"**

by

Tommy Tucker

Checker 1075



**"TROUBLE I'VE HAD"**

by

Clarence Ashe

J & S 1466

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2120 S. Michigan

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Thanks for the nomination **NARAS**

# "WALK RIGHTIN'"

Best Folk Record

***The Rooftop Singers***



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DESIGNING STUDENTS

## Shirt Hop Walking Ad for Disks

HOLLYWOOD — Dealers searching for a novel way of advertising records could learn a lesson from students at Van Nuys, Calif., Junior High School, whose recent "shirt hop"

was literally a walking advertisement for disks.

This season's theme was records, with the object being to create a design on the shirt which exploited the disk chosen. On the day of the dance, students were allowed to wear their shirts with their nutty designs and cartoons around school. The most original designs were singled out during the festivities.

A Billboard survey of the shirts displayed showed that single records were foremost on the students' minds. One student chose "Don't Let the Rain Come Down" and illustrated the disk with a cartoon on the front of her shirt of a crooked man, with a crooked cat and mouse walking on a crooked road in the rain. On the back side she drew a crooked house in the rain all akin to the song's lyrics.

Among the hundreds of disk shirts embellished with original

designs were the following titles: "Glad All Over," "Dawn Go Away," "Buttons and Bows," "Patches," "Lollipops and Roses," "Pink Panther," "Angel Baby," "A Taste of Honey," "Little Children," "Does Your Chewing Gum Lose Its Flavor on the Bedpost Overnight?" "Outer Limits," "Surfer's Stomp," "Scarlet Ribbons," "Days of Wine and Roses," "Green Sleeves," "Bits and Pieces," and "Peanuts."

With retailers already sponsoring many kinds of teen-age activities including little league baseball where teams carry the sponsor's name on their uniforms, a smart record man could have a field day at school dances by interesting students in wearing special shirts. Skeptical traders should remember that Van Nuys students have already performed this function without any complications.

### NEWS REVIEW

#### Nonesuch Begins New Catalog

NEW YORK — Nonesuch, a subsidiary label of Elektra Records, has released the first 10 of the 40 records it proposes to issue this year. This new, low-price line (Billboard, February 29) is especially aimed at listeners interested in music of the Baroque, Renaissance and Modern periods.

Many of the records have, and will, be obtained directly from European labels, but there will be, and indeed already are some original recordings re-

leased. And, true to the original claim despite the economy price, there is no sacrifice in either sound quality or packaging.

But the major value of the series thus far, not discounting the above advantages, is the relative uniqueness of these recordings. Four are specialized sets; two collections of Renaissance songs; a group of 22 examples of the Baroque trumpet, and seven Baroque-styled compositions, ranging from sym-

phonies to fanfares, largely from the 17th century and generally composed for royal functions.

Of the remaining six albums, only one, the customary pairing of the Ravel and Debussy quartets, is well represented and better read in the catalog. Only the Bach cantatas and the Albioni are available, and only limitedly. Most of the rest are seldom heard, on or off records.

Albums included:

"Chants de la Renaissance de Claude LeJeune," Jean-Paul Kreder Ensemble (Nonesuch H 1001); "The Baroque Trumpet," Various Artists (Nonesuch H 1002); Handel: "The Dettingen Te Deum," Telemann Society Festival Chorus and Orchestra (Nonesuch H 1003); "An Eighteenth Century Concert," London Harpsichord Ensemble (Nonesuch H 1004); Tomaso: "Albioni," Sinfonia Instrumental Ensemble (Nonesuch H 1005); Hindemith: "String Quartet No. 1 in F Minor, Op. 10," Malipiero: "Respetti E Strambotti for String Quartet," Stuyvesant String Quartet (Nonesuch H 1006); Ravel: "String Quartet in F Major"; Debussy: "String Quartet in G Minor, Op. 10," Stuyvesant String Quartet (Nonesuch H 1007); Bach: "Coffee Cantata, No. 211"; "Peasant Cantata, No. 212," Various Artists (Nonesuch H 1008); "Symphonies and Fanfares for the King's Supper," Collegium Musicum de Paris (Nonesuch H 1009); "Masterpieces of the Early French and Italian Renaissance," Various Artists (Nonesuch H 1010).

BILL COSS

when answering ads . . .

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**Billboard**

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**JAMBO**  
 b/w  
**JACQUELYN**

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**2 DOOTO HITS ON 1 SINGLE!**  
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**DEALERS:** ORDER TODAY! 5 plus 1 deal  
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Ask for complete catalog.

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My Gratitude  
 to

**NARAS**

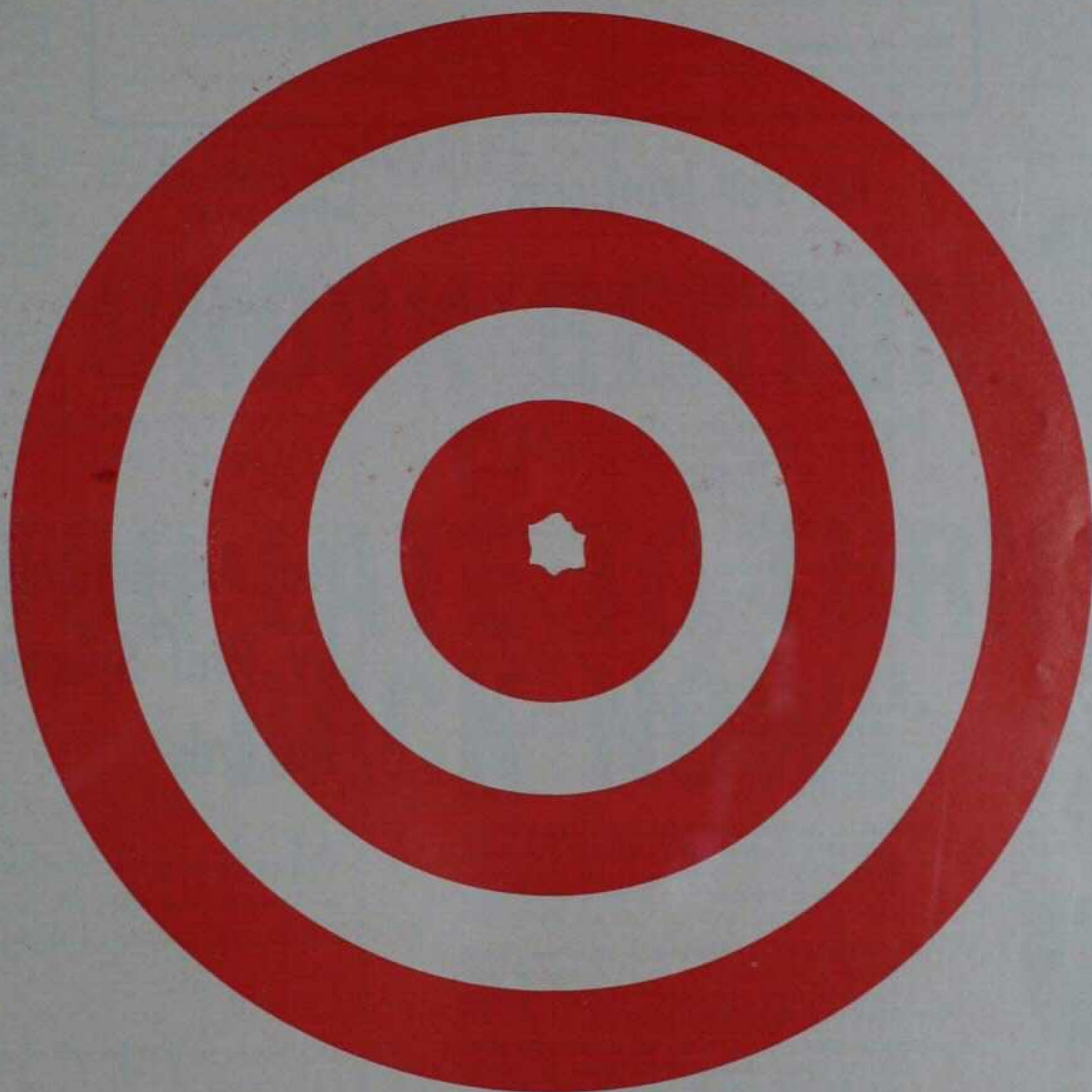
for Nominating

**"HERE'S LOVE"**

Best Show Album  
 (Original Cast)



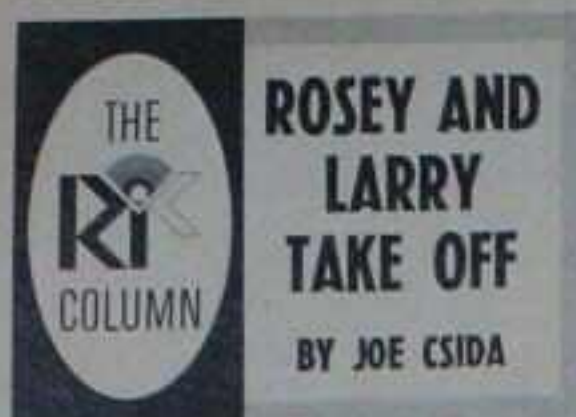
*Mervyn Willson*



*In Number of Subscribers*  
*In Subscriber Action*  
*In Advertising Sales*

**Billboard**

*is Number 1 . . . Internationally*



Things are really beginning to jump at RIC. We have just about completed our national distribution structure, and we are happy to say that we feel that the distributors whom we have appointed to handle the line are, market 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.



GRIER AND DARIN

In Miami, all too briefly, I got to spend a little time with several of the distributors: Lenny Garmisa of Chicago, Stan Hoffman of Baltimore, Dave Press of Harrisburg, and of course Our Man In Miami, Babe Elias.

I am looking forward to getting with each of the rest of the distributors around the country in person in the immediate future.

In the meantime Rosey Grier's record of "Fool, Fool, Fool" and Larry Finnegan's record of "Dear One, Part 2" or "Baton Rouge" (take your pick) are really taking off. Rosey performed "Fool, Fool, Fool" on the Dick Clark ABC-TV show Saturday, April 25th and Dick's very knowledgeable review panel voted Rosey's record overwhelmingly the top pick of the week.

New York Journal American and Hearst syndicated TV columnist Jack O'Brian had a nice plug on Rosey's record in Tuesday's column. Distributor reports in a number of key markets indicate the record is taking off.

While Rosey, producer Bobby Darin and a number of the rest of us were hammering away on "Fool, Fool, Fool" Larry Finnegan was on a whirlwind tour of New England and has just completed another swing through the midwest. Larry has had a fine reception to the whole line, and a particularly strong reception to his own record "Dear One, Part 2" and "Baton Rouge." "Baton Rouge" was included in all three of the weekend shows taped by our friend Arnie Ginsberg of WMEX. The side was heavily played all week on WORC, Worcester; WHYN, Springfield, and WTRY, Troy. Larry got the same kind of a reception, as we said, in the middle-west where calls are beginning to come in for both his record and the Roosevelt Grier record.



FINNEGAN

We don't mean to imply that the Terrys' outstanding country record "Wake Me 100 Years From Now" or the Phil Bodner "good music" potential hit "Sunset" and "Bei Mir Bist Du Schoen" are not moving along at their own pace. We expect to have exciting news on these in the next several weeks.

RIC stands for Recording Industries Corporation which stands for great artists in every music category, well recorded and aggressively and intelligently promoted.

NEW YORK: 295 Madison Avenue  
NASHVILLE: 801 16th Avenue, South

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

#### P.S. I LOVE YOU

Beatles, Tollie 9008

### ★ REGIONAL BREAKOUTS

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

#### TELL ME MAMA . . .

Christine Quate, World Artists 1022 (Unart, BMI) (New York)

#### YO ME PREGUNTO . . .

Valrays, Parkway 905 (Survey, BMI) (Los Angeles)

#### IF YOU LOVE ME, REALLY LOVE ME . . .

Jackie Trent, Kapp 583 (Duchess, BMI) (Philadelphia)

#### FUGITIVE . . .

Jan Davis, A&M 733 (Little Darlin', BMI) (San Francisco)

#### I'VE HAD IT . . .

Lannie Mack, Fraternity 925 (Brent, BMI) (Cincinnati)

#### IF I'M A FOOL FOR LOVING YOU . . .

Bobby Wood, Joy 285 (Drury Lane-Beckie, BMI) (Memphis-Nashville)

## HOT POP SPOTLIGHTS

### • Continued from page 22

**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 BAMBA** (Zygote, BMI) (2:28)—Beatle-like take-off on the former Richie Vallens hit. Pounding beat is carried effectively by the group. Smash sound and performance all the way. Flip: "All Over You" (Columbia, BMI) (2:08). **Liberty 55696**

**THE ORLONS—RULES OF LOVE** (Kalmann, ASCAP) (2:35)—A fast movin' side spotlighting highly effective solo work by lead. Added excitement takes place with dubbed in audience cheering in background. A real wow. Flip: "Heartbreak Hotel" (Tree, BMI). **Cameo 319**

**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 Tunes, BMI) (2:30). **Rust 5080**

**GERRY AND THE PACEMAKERS — DON'T LET THE SUN CATCH YOU CRYING** (Pacemaker, BMI) (2:33)—The hot-selling English group offers up a smooth treatment of a romantic ballad. Gerry leads all the way. **Laurie 3251**

**OTIS REDDING — SECURITY** (East-Time, BMI) (2:30)—Shrill wailer with socko reading by Redding. Fine r.&b. sound. Flip: "I Want to Thank You" (East-Time, BMI) (2:35). **Volt 117**

**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**

**DEBBIE ROLLINS—WHO CARES WHAT PEOPLE SAY** (Rittenhouse, BMI) (2:39)—Powerful performance by the 15-year-old gal. Medium tempo beat with chorus backdrop. Flip: "My Johnny Doesn't Come Around" (Picturetone, BMI) (2:19). **Ascot 2150**

**PARIS SISTERS — DREAM LOVER** (Screen Gems-Columbia, BMI) (2:35) — **LONELY GIRL** (Dee-Pam, ASCAP) (2:25)—First side is past hit given most attractive and convincing reading by lead sister and her friends. Flip side is a winning teen ballad. **MGM 13236**

**THE IMPROBABLES—A MOST UNUSUAL FEELING** (Sark, BMI) (2:49) — Talented new group with big, rockin' sound. Strong rocking beat on this one with some powerful vocalizing. Flip: "Hard to Bear" (Maggie, BMI) (2:34). **Columbia 43041**

**LITTLE GIGI—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 gal 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, Tex., record producer, has formed a new firm to handle his indie Hall and Hallway labels. Hall, who has produced for a myriad of companies (like Dikie Lee on Smash), will continue with this type of work while expanding operation on his own banners.

Hall and Hallway 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 Hallway is Bob West, 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 Hallway 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.

## John Hammond Suffers Stroke

NEW YORK — John Hammond, jazz authority, historian and Columbia Records executive, is recuperating from a heart ailment in Lenox Hill Hospital here. Hammond was struck by the heart trouble this

## 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

UP

all signs point

to another solid



UP

UP

# BROOK BENTON

*money maker*

UP

## "TOO LATE TO TURN BACK NOW"

72266

UP

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

UP

UP

UP



FOREMOST IN FINE RECORDING

## VOX JOX

• Continued from page 12

the "Lower Level Bandstand." Emceeing the dances for the high school set were **Ricci Ware**, KTSA; **Don Cowser**, KONO; **Bruce Hathaway**, KTSA; **Ed Dunn**, WOAI, and **Carey Deckard**, WOAI.

Cheers and congratulations to old buddy **Specs Howard**, half of KYW radio's morning team, Martin and Howard, who has 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 arranged for him by the Beatles and their manager, **Brian Epstein**.

**Bill Gibbons**, WHMA (Rochester) program director, kicks 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 sooth the spectators however, he gave away free records.

## SEGUE

**Dan Sorkin**, former WCFL (Chicago) funster, joins WAIT for 6-9 a.m. and 4-6 p.m. shows. . . **Hal Martin** (The Elephant Boy) now helming WKSJ (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 KTSA (McLendon in San Antonio) for noon-3 p.m. show. . . **Al Dunaway**, WLCY (Tampa-St. Petersburg) deejay, to WFUN (Miami) as deejay replacing **Jack Purrington**.

**Bill Garrett** hosting WCBM (Metromedia radio in Baltimore) new all-night show. . . **Buddy McGregor**, previously with KTRH (Houston) joins deejay staff of KNUZ (Houston). . . New staff for WTIK's new "Top 100" format in Durham, N. C.: **Mel Foley**, KLVA (Alva, Okla.); **Tom Joyner**, WLES (Lawrenceville, Va.); **Sonny Fox**, WPNC (Plymouth, N. C.); **Tootsie McKnight**, WSRC (Durham) and **Len Roberts**, WTIL staffer.

**VIP APPOINTMENTS:** **Richard Drury**, program director KGB (San Diego), named general manager KMEQ and KQAL-FM (Omaha). . . **William T. McKibben**, assistant to VP of Balaban stations, appointed general manager of WGR (Buffalo). . . **Jack Remington**, program director WKRC (Cincinnati), promoted to general manager, replacing **Nick Bolton**, who becomes general manager WDAF (Kansas City). . . **C. L. (Chet) Thomas**, general manager KXO (St. Louis) resigns. . . **Skip Wilkerson**, named program director WTIK (Ned Orleans) succeeding **Ron Martin**, who moves to sister Storz outlet WHR (Kansas City) as program director.

## COUNTRY D. J. OF THE WEEK



WSM Radio's "Mister D.J. U.S.A." guest for May 8 will be **Edgar Clayton** of WERH, Hamilton, Ala. Clayton, a 11-year veteran on the WERH staff, also serves as the station's chief engineer. His hobby is songwriting. In addition to his duties at the station, Clayton doubles as personal manager of the Terrys (Clay and Collis), who record for the RIC label.

**William T. McKibben**, assistant to VP of Balaban stations, appointed general manager of WGR (Buffalo). . . **Jack Remington**, program director WKRC (Cincinnati), promoted to general manager, replacing **Nick Bolton**, who becomes general manager WDAF (Kansas City). . . **C. L. (Chet) Thomas**, general manager KXO (St. Louis) resigns. . . **Skip Wilkerson**, named program director WTIK (Ned Orleans) succeeding **Ron Martin**, who moves to sister Storz outlet WHR (Kansas City) as program director.

## STATIONS BY FORMAT

• Continued from page 16

**WBBF:** 1,000 watts day. Independent. **Music format: Pop-Contemporary.** Highly identifiable air personalities. Special capsule programs: (1:00) 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-Shorts," 15 minutes past the hour round the clock. Vice-President and General Manager, **Robert S. Kieve**. Music Director, **Nick Nickerson**.

**WSAY:** 5,000 watts. Independent. **Music format: C.&W.-Pop-Contemporary.** Station features wide variety of musical fare. Special Jewish and Italian programs aired. C.&W. music played 12 hours daily. Assistant Manager and Program Director, **Sybill A. Reber**.

**WROC:** 5,000 watts. Independent. **Music format: Standard.** Highly identifiable air personalities. Station editorializes. Three-man, newscruiser equipped news department headed by **Tom Decker**. News, sports and information block 6-7 p.m. M-F, and 10:30-11:15 p.m., M-F. Local hockey games carried. Senior Vice-President and Manager, **Paul C. Louthier**. Program Director, **Chase Taylor**.

**WHEC:** 5,000 watts. Gannett owned. CBS affiliate. **Music format: Pop-Standard.** Highly identifiable air personalities. Station editorializes. Rochester Red Wings baseball and Notre Dame football carried. Special programs: "Dorothy Cotton"—9:30-10 a.m., M-F (news and info for women.) 15-minute newscast nightly at 11:00. "Police 90"—direct police traffic reports. Five-man radio-TV news department, mobile equipped, directed by **Howard Hosmer**. General Manager, **Fred D. Pestorius**. Program Manager, **Robert Yeager**.

**WHAM:** 50,000 watts. Rust Broadcasting Company. ABC affiliate. **Music format: Standard-Pop.** Highly identifiable air personalities. Station editorializes and features "Comment" by **Dick Tobias** nightly at 5:55. N. Y. Yankees baseball carried. Other special programs: "The Louise Wilson Show," 9:25-9:55 a.m., M-F; 9:30-9:55 a.m. Sat. "Opinion," audience-telephone participation show 7-7:55 p.m., M-F. Agriculture programming hosted by **George Haefner** daily 5:30-6 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 a.m., noon, 6 and 11 p.m. News and information block 6-7 p.m., M-F. Seven-man news department, two mobile cruisers. News Director, **Dick Tobias**. Station Manager, **Arthur W. Kelly**. Program Director, **Bill Gibbons**.

**WRVM:** 250 watts day. Independent. Mutual affiliate. **Music format: Standard-Conservative.** Electronic weather service direct from Bedford, Mass., N.E. Weather Service, aired twice each hour. Three-man news department directed by **Harry Highstreet**.

New Singles from  
New Hits from

# Scepter

**Chuck Jackson** BEG ME WAND 154

**Tommy Hunt** YOU MADE A MAN OUT OF ME SCEPTER 1275

**Judy Clay** MY ARMS AREN'T STRONG ENOUGH SCEPTER 1273

# 'Bright Future' for Parts Industry

By DAVID LACHENBRUCH

**COMPONENT HIGH-FIDELITY** sales are still on the rise and they should continue to increase at the expense of packaged consoles, while the hope for boosting tape recorder sales lies in easy-to-operate high-quality models.



These views were expressed recently by Joseph Benjamin, hi-fi industry veteran and president of Benjamin Electric Sound Corporation (Mirrored automatic turntables and Truvox recorders). Component sales this year are running 5 per cent ahead of 1963, he estimated, and the industry has a "bright future" because components are "now seriously accepted as something better than consoles." He agreed with estimates that approximately 25 per cent of today's console owners are prospects for stereo components.

**HE WARNED**, however, that components can't be merchandised in the same manner as consoles. Specifically, he took exception to the "system" approach (pre-selected component combinations) in retail component advertising. "The system concept," he told us, "will do more to degrade components than anything the industry is doing," since a component system is only as good as its weakest link.

Many retailers tend to assemble "systems" consisting of a quality brand-name tuner-amplifier, for example, combining it (for the sake of price) with a house-brand or low-quality speaker system. Thus, the low-priced speaker system is the limiting factor, and consumer dissatisfaction can reflect on the high-quality amplifier because of the poor results of the entire system.

Conceding that there is a need to cope with customer indecision, he said a good audio equipment salesman will: (1) Determine the price range the customer is interested in. (2) Recommend the best equipment (tuner, amplifier, record-playing equipment). (3) Ask the customer to listen to three of four speaker systems commensurate with that particular price range. "More than any other factor in high fidelity," said Benjamin, "the speaker system 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 equipment market. "Automatics have improved to the point where they now give performance equal to that of manually operated turntables," he said. Excellent tracking ability, extremely light pressure and high compliance are now characteristic of quality automatics. One important advantage of automatic turntables, he pointed out, is that the tone arm or cartridge never need be touched, thereby helping to safeguard records from damage.

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

tem's electronics within the base of the turntable.

Turning to tape recorders, he said the average consumer who wants a good machine, but who isn't necessarily an audio hobbyist, now has no place to go. "The public is getting its fill of cheap tape equipment, and the trend will be toward higher quality," he said. "Yet the higher quality machines have been somewhat too 'professional' in the past. They have become too complicated for the average family, and this is hampering sales to the layman who wants to record good music off the air."

This increasing complexity has created problems for the dealer, too. "The initial sale may be made, but the customer isn't satisfied until he can use the recorder properly. The average dealer doesn't have the profit margin to spend an hour or so educating the customer."

**BENJAMIN INDICATED** that some future Truvox recorders will be aimed at "simplified home use with the quality of professional equipment." Audiophile features are fine for the audiophile market, he said, but quality recorders should be aimed at the entire public, "not at 1 per cent or 5 per cent of the market."

On other aspects of the tape recorder field, he made these comments: (1) Like the rest of the industry, he's watching results of the automatic-reversing recorders, which he thinks could set an important trend. (2) "Furniture styling" in recorders is a mistake, because "there's no room for another piece of furniture in the average living room," and cost of the furniture may cause skimping on the electronics in the machine. (3) Slow-speed recording is not ready, suffers from "inherent lack of response." (4) Cartridge tape recorders "won't be a major factor for a number of years." (5) There will be "tremendous interest" in home video tape recording, which will also serve as a stimulus to audio recording.

In the chaotic hi-fi component pricing situation, Benjamin sees nothing unique. "Since the failure of the fair laws to stand up," he said, "all American retailing is going in this direction." A dealer, he added, can justify a higher price only if he provides added services, such as demonstration, delivery and home servicing.

**"THE CONSUMER** must learn who gives him the best service, and this comes through experience and judgment." Benjamin feels that it is not the manufacturer's province to spread the word about the difference between the discounter and the servicing dealer, since the manufacturer and his representatives must treat all dealers alike.

Benjamin thinks the so-called "minimum resale price," which is designed to place a floor under discounting, solves absolutely nothing. "What happens in the catalog business then? Half of the catalog prices now are list price, and half are 'minimum resale.' These 'minimum resale prices,' in effect, merely establish new and lower list prices." And, he implied, they're just as unenforceable.

But despite the current price anarchy, Benjamin thinks quality sound equipment is a good business to be in today—because it's a business that's on the way up.

## Hanover Trade Fair Shows Latest in Phono Equipment

**HANOVER** — The Hanover Trade Fair, West Germany's industrial showcase, is showing the latest developments in phonographic equipment. Some 33 firms are exhibiting.

Exhibits accent stereophonic

### WLS Aids IBA

**CHICAGO** — WLS radio's public affairs director, Dan Stewart, has produced a series of spot announcements for the Illinois Broadcasters Association. Aired on all Illinois radio stations, the spots invite students to compose an essay on the theme "What Freedom Means to Me," for the IBA Scholarship Competition. The winner receives a \$5,000 scholarship to the Illinois state university of his choice.

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sounds. In connection with the fair, the North German Radio and Television Network has installed a stereo transmitter in Hanover and is broadcasting a full program of stereo sound during the fair.

Fachverband Rundfunk und Fernsehen, representing West German radio and TV manufacturers, have erected a stereo pavilion on the fair grounds linked to the stereo transmission of North German Radio.

Phonograph, phonograph record, and radio manufacturers are using the fair to kick off a big stereo sales drive in West Germany. The drive aims for boosting production of stereo phonograph records, increasing sales of stereo record players and tape recorders, and stereo radio sets, and for increasing the broadcasting of stereo music.

## Stereotape Expands; Has Capitol Line

**HOLLYWOOD** — Stereotape, Inc., distribution subsidiary of Greentree Electronics, has expanded its selection of prerecorded tapes with the acquisition of Dot's library and plans distributing the Capitol line soon.

In announcing the move to Billboard, Stereotape's George Derado explained his firm will supplement the existing Capitol distribution set-up through its branches. The initial tape release is understood to number 160 separate items.

Besides Dot, Stereotape also handles the Reprise line plus its own Greentree brand. Company asks a \$7.95 list or \$11.95 for a twin pack.

Derado revealed that his company is investigating the possibility of reducing the \$7.95 price to \$4.95.

# Phono-Tape

## MERCHANDISING

• BEST SELLING PHONOGRAPHS • BEST SELLING  
• EQUIPMENT NEWSLETTER

## DISK DEALS FOR DEALERS

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

**COLPIX**—Expires May 15, 1964. Started April 16, 1964.

None Simone Albums (2)—buy four, get one free.

**COLPIX**—Expires June 26, 1964. Started April 16, 1964.

Chad Mitchell Trio (2)—buy four, get one free. Rest of catalog—buy 100, get 20 free.

**AUDIO LAB**—Expires July 31, 1964. Started May 1, 1964.

Buy six records and get one free on entire Country and Western catalog—mono and stereo.

**KING**—Expires July 31, 1964. Started May 1, 1964.

Buy six records and get one free on entire Country and Western catalog—mono and stereo.

**STARDAY**—Expiration indefinite. Started January 1, 1964.

A 15 per cent discount on all regular Starday albums. A 10 per cent discount on Starday economy line albums.

**PRESTIGE**—Until further notice. Started February 1, 1964.

A 10 per cent discount on all albums of Prestige and subsidiary labels. Special artist program: Buy 12 and get four free on all John Coltrane LP's. Expires March 31.

**GATEWAY**—Expiration indefinite. Started March 13, 1964.

Two free records for every 10 purchased in series 1100, 1200, 1400, 1500. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9002; buy 10 get two free.

### BEST SELLING

## PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

### PHONOS LISTING BETWEEN \$31 and \$60

| POSITION   |              |                | BRAND                | % OF TOTAL POINTS |
|------------|--------------|----------------|----------------------|-------------------|
| This Issue | 2/1/64 Issue | 10/24/63 Issue |                      |                   |
| 1          | 1            | 1              | Decca                | 16.1              |
| 2          | 2            | 2              | Masterwork           | 12.6              |
| 3          | 3            | 3              | Voice of Music (V-M) | 9.5               |
| 4          | 5            | 4              | RCA Victor           | 7.4               |
| 4          | —            | —              | Symphonic            | 7.4               |
| 6          | —            | 7              | Webcor               | 7.2               |
| 7          | —            | —              | Admiral              | 6.1               |
| 8          | 5            | 5              | Capitol              | 6.0               |
| 9          | 3            | —              | General Electric     | 4.6               |
|            |              |                | Others               | 23.1              |

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

2/1/64 Issue: Emerson (7); Mercury (8); Zenith (9).

10/26/63 Issue: Motorola (6).

## Two-Way Radios a Hit With Coinmen in Miss.

**GREENVILLE, Miss.**—Operators Chester Richardson, Richardson Music Company, and Thomas Lester, Lester Music, noting the success Paul Mascelli, owner of Paul's Novelty Company, has had with two-way radios, recently installed the communication equipment in their service vehicles.

Richardson paid \$5,500 for equipment for one truck and two cars and the dispatching unit in the office. Lester's equipment for his one truck and one car was less.

Their radius is 50 miles and both are certain they will provide better service to locations, save wear and tear on vehicles, save their routemen time and, eventually, save money.

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

Mascelli, a progressive young operator in music, games and, more recently, vending, is one of Mississippi's pioneers in two-way radio for coin machine men. He installed the system in 1958.

# DICK JAMES

is happy to announce that  
as from 4th May 1964, the address of

• **Dick James Music Ltd.**

• **Northern Songs Ltd.**

• **Jaep Music Ltd.**

• **Pacermusic Ltd.**

• **Metric Music Ltd.**

and  
• **Melcher Music Ltd.**

will be

**71-75 New Oxford Street  
London, W.C.1**

The telephone numbers will be

**TEMple Bar 1610/1035**

in addition to

**TEMple Bar 1687/8**

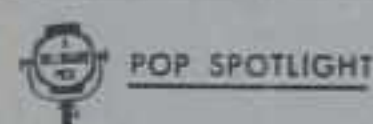
which will remain unchanged.

Suite 2.

132 Charing Cross Road.

London, W.C.2

Temple Bar 1687/8



POP SPOTLIGHT

THE MOTORTOWN REVUE,  
VOL. 2

Various Artists. Motown 615  
(M)

Here's Volume 2 of the powerhouse  
line-up that sent the first volume in  
this series chartward. Marvin Gaye,  
Mary Wells, Martha and the Vandellas,  
Stevie Wonder and the Miracles all  
take part, singing past hits and maybe  
future ones.

hitsville strikes again

GOING ALL THE WAY  
TO THE TOP!

**SWING**

The Tokens

B. T. Puppy  
#500

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

VALERIE & NICK

**"I'LL FIND  
YOU"**

GP 3000

**GLOVER RECORDS**

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

PAULA LAMONT  
**"The Greatest Lover  
Under the Sun"**

b/w

**"A Bealle Meets  
A Ladybug"**

Loadstone #1605

**LOADSTONE RECORDS**

163 Orizaba Ave.  
San Francisco 27, Calif.  
Code 415—DElaware 4-2247

## NEW ALBUM RELEASES

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

| ALMA                                                                                                                                                                                                                                        | DECCA                                                                                                                                                                         |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| RUDY ATWOOD—I Will Pilot Thee: M 1193, \$ 193                                                                                                                                                                                               | C.P.E. BACH: Flute Concerto/J. C. BACH: Sinfonia/W. F. BACH: Sinfonia; Munich Pro Arte Orch. (Redel): DL 10092, DL 710092                                                     |
| BICK BOLKS AND PAUL DE KORTE—Symphony of Songs: M 6089, \$ 698                                                                                                                                                                              | It Was a Lover and His Lass: New York Pro Musica (Greenberg): DL 9421, DL 79421                                                                                               |
| ROBERT BOWMAN AND THE FEBC QUARTET: M 6085, \$ 685                                                                                                                                                                                          | LISZT: Concerto No. 1/SAINT-SAENS: Concerto No. 2; Ruth Sienkynska: DL 10084, DL 710084                                                                                       |
| THE DOOLEY FAMILY—Each Step of the Way: M 1531, \$ 531                                                                                                                                                                                      | SCHUBERT: Mass in G Major/MOZART: Missa Brevis in B Flat Major; Hans Musch, Chorus and Orch. of Freiburg School of Music: DL 10091, DL 710091                                 |
| Instrumental Music of the THOMAS INDIAN FAMILY, Vol. 3: M 5075, \$ 575                                                                                                                                                                      |                                                                                                                                                                               |
| JACK HOLCOMB—In Times Like These: M 1445, \$ 445 (\$)                                                                                                                                                                                       |                                                                                                                                                                               |
| JEANNE ODELL—In the Still of the Night: M 1345 (M)                                                                                                                                                                                          |                                                                                                                                                                               |
| THE WESTMONT CHOIR: M 1487, \$ 487                                                                                                                                                                                                          |                                                                                                                                                                               |
| ANGEL                                                                                                                                                                                                                                       | DOLTON                                                                                                                                                                        |
| Klemperer Conducts German Opera Overtures: 36175, \$ 36175                                                                                                                                                                                  | VIC DANA—Shangri-La: BLP 2028, BST 6028                                                                                                                                       |
| Klemperer Conducts Music of Wagner: 36188, \$ 36188                                                                                                                                                                                         |                                                                                                                                                                               |
| Klemperer Conducts Wagner Overtures: 36187, \$ 36187                                                                                                                                                                                        |                                                                                                                                                                               |
| Music From Shakespeare Films; Philharmonia Orch. (Walton): Angel \$ 36198 (\$)                                                                                                                                                              |                                                                                                                                                                               |
| Tsars and Kings; Boris Christoff; Angel 36172 (M)                                                                                                                                                                                           |                                                                                                                                                                               |
| ARC INTERNATIONAL                                                                                                                                                                                                                           | DEUTSCHE GRAMMOPHON                                                                                                                                                           |
| MERSEY BEATS—England's Best Sellers: 834 (M)                                                                                                                                                                                                | BEETHOVEN: Symphony No. 7 in A Major, Op. 92; Berlin Philharmonic (Karajan): LPM 18 806, SLPM 138 869                                                                         |
|                                                                                                                                                                                                                                             | GRIEG: Piano Concerto in A Minor, Op. 54/SCHUMANN: Piano Concerto in A Minor, Op. 16; Geza Anda, Berlin Philharmonic (Kubelik): LPM 18 888, SLPM 138 888                      |
|                                                                                                                                                                                                                                             | HANDEL: The Water Music (complete); Wolfgang Meyer, Berlin Philharmonic (Kubelik): LPM 18 799, SLPM 138 799                                                                   |
|                                                                                                                                                                                                                                             | MOZART: Così Fan Tutte (Highlights); Irmgard Seefried, Nan Merriman, Fischer-Dieskau, Ernst Haefliger, Hermann Prey, Berlin Philharmonic (Jochum): LPEM 19 278, SLPEM 136 278 |
|                                                                                                                                                                                                                                             | MOZART: Serenade No. 7 in D Major, K. 250, "Haffner"; Rudolf Koeckert/Bavarian Radio Symphony (Kubelik): LPM 18 869, SLPM 138 869                                             |
| ARGO                                                                                                                                                                                                                                        | DOT                                                                                                                                                                           |
| AL GREY—Boss Bones: 731 (M)                                                                                                                                                                                                                 | JO ANN CASTLE Plays Great Million Sellers: DLP 3574, DLP 25574                                                                                                                |
| ILLINOIS JACQUET with KENNY BURRELL—Desert Winds: 735 (M)                                                                                                                                                                                   | MILLS BROTHERS—Hymns We Love: DLP 3568, DLP 25568                                                                                                                             |
| RAMSEY LEWIS TRIO—Back to the Blues: 732 (M)                                                                                                                                                                                                | BILLY VAUGHN AND HIS ORK—Forever: DLP 3578, DLP 25578                                                                                                                         |
| SONNY STITT—Move on Over: 730 (M)                                                                                                                                                                                                           |                                                                                                                                                                               |
| BACH GUILD                                                                                                                                                                                                                                  | DOWNEY                                                                                                                                                                        |
| Baroque Music in Salzburg: BIBER: Balletti Lamentabili; Sonata X from "Mystery Sonatas," Mensa Sonora/GEORG MUFFAT: Sonata No. 5 from "Armonico Tributo"; The Concentus Musicus Ensemble of Baroque Instruments: BG 652 (M), BG5 70652 (\$) | The Two Sides of GINNY AND THE GALLIONS: DLPS 1003                                                                                                                            |
| SOLER: Six Concerti for Two Keyboards (1-6); Erna Heiller, Anton Heiller: BG 657, BG5 5069                                                                                                                                                  |                                                                                                                                                                               |
| BETHLEHEM                                                                                                                                                                                                                                   | EPIC                                                                                                                                                                          |
| MEL TORME AND FRANCES FAYE—Porgy and Bess: with Duke Ellington and his Orch. and Russ Garcia and his Orch.: EXLP 1 (M)                                                                                                                      | BUDDY MORROW—Big Band Beatlemania: LN 24095, BN 26095                                                                                                                         |
|                                                                                                                                                                                                                                             | MOLLY LYONS WITH THE JOE PUMA TRIO—Verses Only: LN 24096, BN 26096                                                                                                            |
| COLUMBIA                                                                                                                                                                                                                                    | GATEWAY*                                                                                                                                                                      |
| TONY BENNETT—When the Lights Are Low: CL 2175, CS 8975                                                                                                                                                                                      | From the Land of the Tamburitza, Vol. 2; Duquesne University Tamburitza: GLP 1224 (M)                                                                                         |
| THE RAY CONNIF SINGERS—Speak to Me of Love: CL 2150, CS 8950                                                                                                                                                                                | The Muselin Continentals, Vol. 1; Tamburitza Orch.: GLP 1251 (M)                                                                                                              |
| JIMMY DEAN—The Songs We All Love Best: CL 2188, CS 8938                                                                                                                                                                                     |                                                                                                                                                                               |
| PERCY FAITH—More Themes for Young Lovers: CL 2167, CS 8967                                                                                                                                                                                  |                                                                                                                                                                               |
| EDDIE HARRIS—Cool Sax, Warm Heart: CL 2168, CS 8968                                                                                                                                                                                         |                                                                                                                                                                               |
| ANDRE PREVIN—Sound Stage: CL 2158, CS 8958                                                                                                                                                                                                  |                                                                                                                                                                               |
| MARTY ROBBINS—Island Woman: CL 2176, CS 8976                                                                                                                                                                                                |                                                                                                                                                                               |
| CARL SMITH—There Stands the Glass: CL 2173, CS 8973                                                                                                                                                                                         |                                                                                                                                                                               |
| ANDY WILLIAMS—Call Me Irresponsible: CL 2171, CS 8971                                                                                                                                                                                       |                                                                                                                                                                               |
| DENNY ZEITLIN—Cathexis: CL 2182, CS 8982                                                                                                                                                                                                    |                                                                                                                                                                               |
| HILLTOP                                                                                                                                                                                                                                     | IMPERIAL                                                                                                                                                                      |
| ORIGINAL CAST—Dylan: Alec Guinness, Kate Reid: DOL 301, DOS 701                                                                                                                                                                             | SWINGING BLUE JEANS—Hippy Hippy Shake: 9261, 12261                                                                                                                            |
| ORIGINAL CAST—Anyone Can Whistle: Lee Remick, Angela Lansbury, Harry Guardino: KOL 6080, KOS 2480                                                                                                                                           |                                                                                                                                                                               |
| SOUNDTRACK—Point of Order, a Record of the Army-McCarthy Hearings from the film documentary; narrated by Eric Sevareid: KOL 6070, KOS 2470                                                                                                  |                                                                                                                                                                               |
| KAPP                                                                                                                                                                                                                                        | KING*                                                                                                                                                                         |
| BEETHOVEN: Concerto in C Major for Piano, Violin, Cello and Orch., Op. 56 "Triple"; Rudolf Serkin, Jaime Laredo, Leslie Parnas, Marlboro Festival Orch. (Schneider): ML 5964, MS 6564                                                       | LOUIS ARMSTRONG—Hello, Dolly: KL 1364 (M)                                                                                                                                     |
| BEETHOVEN: Sonatas Nos. 2, 6 and 8 for Violin and Piano; Zino Francescatti, Robert Casadesu: ML 5972, MS 6572                                                                                                                               |                                                                                                                                                                               |
| CHOPIN: Fantasy Impromptu, Op. 66/Tarantelle, Op. 43/Berceuse, Op. 57/Trois Ecossaises, Op. 72, No. 3/Andante Spianato and Grand Polonaise Brillante/Sonata in B Minor, Op. 58; Alexander Brailowsky: ML 5969, MS 6569                      |                                                                                                                                                                               |
| DEBUSSY: Chansons De Bilitis/HINDEMITH: Herodiade; Vera Zorina, Columbia Chamber Ensemble (Craft): ML 5971, MS 6571                                                                                                                         |                                                                                                                                                                               |
| LISZT: A Faust Symphony/Les Preludes, Charles Bressler, Choral Art Society (Jontson), New York Philharmonic (Bernstein): (2-12") M2L 299, M2S 699                                                                                           |                                                                                                                                                                               |
| VARIOUS COMPOSERS: The Philadelphia Orch. (Ormandy): ML 5975, MS 6575                                                                                                                                                                       |                                                                                                                                                                               |
| COLUMBIA EX SERIES                                                                                                                                                                                                                          | LIBERTY                                                                                                                                                                       |
| JAVIER SOLIS—Love Songs—Latin Style: EX 5118, ES 1818                                                                                                                                                                                       | VIKKI CARR—Discovery: LRP 3354 (M)                                                                                                                                            |
| TRIO LOS PANCHOS—Hits: EX 5119, ES 1819                                                                                                                                                                                                     | MATT MONRO—From Russia With Love: LRP 3356, LST 7356                                                                                                                          |
| LOS CINCO LATINOS—Muchas Gracias: EX 5120 (M)                                                                                                                                                                                               | VARIOUS ARTISTS—Five-String Banjo Greats: LRP 3357, LST 7357                                                                                                                  |
| VARIOUS ARTISTS—Hits! ... Y Muchas Mas Hits: EX 5121 (M)                                                                                                                                                                                    |                                                                                                                                                                               |
| COMMAND                                                                                                                                                                                                                                     | LONDON                                                                                                                                                                        |
| LEW DAVIS AND HIS ORK—A Cheerful Earful: RS 861, RS 861 SD                                                                                                                                                                                  | Presenting: THE BACHELORS: LL 3353, PS 353                                                                                                                                    |
|                                                                                                                                                                                                                                             | ACE CANNON—Aces Hi: HL 12016, SHL 32016                                                                                                                                       |
| COTTON TOWN JUBILEE                                                                                                                                                                                                                         | MAHALO                                                                                                                                                                        |
| COUSIN JAKE AND UNCLE JOSH—Blue Grass Hits Just Jostling: 101 (M)                                                                                                                                                                           | RENE PAULO—Favorite Melodies of Hawaii: M 3015, MS 3015                                                                                                                       |
| RHODES FAMILY—The Rhodes Show on the Road: 102 (M)                                                                                                                                                                                          |                                                                                                                                                                               |
| CRUSADER                                                                                                                                                                                                                                    |                                                                                                                                                                               |
| TERRY STAFFORD—Suspicion: CLP 1001 (M)                                                                                                                                                                                                      |                                                                                                                                                                               |

\*See Disk Deals for Dealers

**POLYMAX**  
PRESSINGS ADD A NEW SOUND DIMENSION

You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static  
CREATED BY RESEARCH CRAFT CORPORATION  
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

| MGM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  | M | S |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|---|---|
| <b>Melodies of Love:</b> MGM Orch.: (2-12") 2E 9, 2ES 9<br><b>Original Soundtracks:</b> (2-12") 2E 10, 2ES 10<br><b>World's Greatest Waltzes:</b> (2-12") 2E 11, 2ES 11<br><b>VARIOUS ARTISTS—Academy Award Winners and Nominees:</b> (2-12") 2E 13, 2SE 13<br><b>VARIOUS ARTISTS—Organ and Piano Magic:</b> (2-12") 2E 8, 2ES 8<br><b>VARIOUS ARTISTS—Original and Authentic Recordings by Great Country and Western Stars:</b> (2-12") 2E 12, 2ES 12                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |   |   |
| MONITOR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |   |   |
| <b>BORIS MOVACIC ENSEMBLE—Slovenian Songs:</b> MF 410, MFS 410<br><b>Music of Yugoslavia; Soloists, Chorus and Tamburitza Orch. of Radio Sarajevo:</b> MF 412, MFS 412<br><b>VARIOUS ARTISTS—Dalmatian Songs, Vol. 2:</b> MF 413<br><b>BOLEK ZAWADSKI—Bolek Singing Polish Favorites:</b> MF 409, MFS 409                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |   |   |
| MOTOWN                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |   |   |
| <b>MARY WELLS and MARVIN GAYE Together:</b> 613 (M)<br><b>MARY WELLS Greatest Hits:</b> 616                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |  |   |   |
| MUSIC GUILD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |  |   |   |
| <b>BERG:</b> Lyric Suite/Quartet, Op. 3; Parzenin Quartet: M 58, S 58<br><b>BUXTEHUDE:</b> Sonatas for Violin, Viola Da Gamba and Harpsichord, Op. 1, Nos. 1-4; Daniel Pinkham, Judith Davidoff, Robert Brink: M 57, S 57<br><b>HAYDN:</b> Divertimento for Wind Quintet/ <b>DANZI:</b> Quintet in G Minor/ <b>REICHAL:</b> Quintet in E Flat Major/Stamitz: Quartet in E Flat Major; Wind Group of the Vienna Symphony Orch.: M 59, S 59<br><b>PIZZETTI:</b> Piano Trio in A Major/ <b>GHEDENI:</b> Seven Ricercari for Violin, Cello, Flauto; Trio Di Bolzano: M 55, S 55<br><b>LECLAIRE:</b> Three Concerti for Violin and String Orch., Op. 7, No. 1; Op. 10, Nos. 2 and 6; Huguette Fernandez, Chamber Orch. Jean-Francois Paillard (Paillard): M 56, S 56                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  |   |   |
| NONESUCH                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |   |   |
| <b>BACH:</b> Coffee Cantata No. 211/Peasant Cantata No. 212; Soloists, Chorus and Chamber Orchestras of Leipzig and Radio Berlin: H 1008, H 71008<br><b>The Baroque Trumpet; Collegium Musicum of Paris (Douatte), Society for Old Instruments (Denevey), Versailles Chamber Orch. (Wahl), Vogue Orch. (Baudou):</b> H 1002 (M)<br><b>Chants De La Renaissance De Claude Lejeune; Jean-Paul Kreder Ensemble:</b> H 1001, H 71001<br><b>An Eighteenth Century Concert; London Harpsichord Ensemble:</b> H 1004, H 71004<br><b>HANDEL:</b> The Dettingen Te Deum; Dennison, Ferrante, Tavlides, Wheeler, Lawrence, Telemann Society Festival Chorus and Orch. (Shulze): H 1003, H 71003<br><b>HINDEMITH:</b> String Quartet No. 1 in F Minor, Op. 10/ <b>MALIPIERO:</b> Respighi E Strambotti for String Quartet; Stuyvesant String Quartet: H 1008 (M)<br><b>VARIOUS COMPOSERS:</b> Masterpieces of the Early French and Italian Renaissance: H 1010 (M)<br><b>RAVEL:</b> String Quartet in F Major/ <b>DEBUSSY:</b> String Quartet in G Minor Op. 10; Stuyvesant String Quartet: H 1007 (M)<br><b>ALBINONI:</b> Sinfonia Instrumental Ensemble (Witold): H 1005, H 71005<br><b>Symphonies and Fanfares for the King's Supper; Collegium Musicum de Paris (Douatte):</b> H 1009 (M) |  |   |   |
| PRESTIGE*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |   |   |
| <b>GENE AMMONS—Late Hour Special:</b> 7287<br><b>JOHN COLTRANE—The Believer:</b> 7292<br><b>RED GARLAND—Soul Burnin':</b> 7307<br><b>SONNY STITT—Primitive Soul:</b> 7302                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |   |   |
| RCA CAMDEN                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |   |   |
| <b>THE LAVALIERS—Peg o' My Heart and Other Harmonica Favorites:</b> CAL 810, CAS 810<br><b>LIVING GUITARS—Music From the Pink Panther and Other Hits:</b> CAL 827, CAS 827<br><b>LIVING VOICES—Come to the Fair:</b> CAL 812, CAS 812<br><b>SPEER FAMILY, JOHNSON FAMILY, CARTER FAMILY—Old Time Music Religious:</b> CAL 816, CAS 816 (e)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |   |   |
| RCA VICTOR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |   |   |
| <b>MORTON GOULD AND HIS ORCHESTRA—Latin, Lush and Lovely:</b> LM 2752, LSC 2752<br><b>SID AND MARTY KROFFT'S Les Poupées De Paris:</b> LOC 1090, LSO 1090<br><b>MARIO LANZA—I'll See You in My Dreams:</b> LM 2720, LSC 2720 (e)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |  |   |   |
| <b>BRAHMS:</b> Symphony No. 1; Boston Symphony Orch. (Leinsdorf): LM 2711, LSC 2711<br><b>HAYDN:</b> Symphony No. 101 in D "Clock"/Symphony No. 95 in C Minor; Chicago Symphony Orch. (Reiner): LM 2742, LSC 2742<br><b>MOZART:</b> Quintette in G Minor/ <b>MENDELSSOHN:</b> Octette in E Flat Major; Jascha Heifetz, Gregor Piatigorsky with William Primrose and guests: LM 2738, LSC 2738<br><b>RODRIGO:</b> Concerto De Aranjuez for Guitar and Orch.; Julian Bream/ <b>VIVALDI:</b> Concerto for Lute and Strings/ <b>BRITTEN:</b> The Courtly Dances from "Gloriana"; Julian Bream Consort: LM 2730, LSC 2730<br><b>VAUGHN WILLIAMS:</b> Fantasia on "Greensleeves"/Fantasia on a Theme by Thomas Tallis/English Folk Song Suite/ <b>COATES:</b> London Suite; Morton Gould and his Orchestra: LM 2719, LSC 2719<br><b>VIVALDI:</b> Il Cimento Dell' Armonia E Dell' Invenzione, Op. 8/Concertos Nos. 5, 6, 7 and 8; Aldo Redditi, Società Corelli                                                                                                                                                                                                                                                                                                                          |  |   |   |
| RCA VICTROLA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |  |   |   |
| <b>BRAHMS:</b> Piano Concerto No. 2; Emil Gileles, Chicago Symphony Orch. (Reiner): VIC 1026, VICS 1026<br><b>MENDELSSOHN:</b> A Midsummer Night's Dream/ <b>SCHUBERT:</b> Rosamunde; Vienna Philharmonic Orch. (Monteux): VIC 1023, VICS 1023<br><b>STRAUSS:</b> Ein Heldenleben; Chicago Symphony Orch. (Reiner): VIC 1042, VICS 1042<br><b>TCHAIKOVSKY:</b> Symphony No. 6 "Pathétique"; Boston Symphony Orch. (Monteux): VIC 1009, VICS 1009                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |  |   |   |
| REPRISE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |   |   |
| <b>THE ALL NIGHT SINGERS:</b> R 6117, RS 6117<br><b>JOE BUSHKIN in Concert, Town Hall:</b> R 6119, RS 6119<br><b>Greatest Hits From the Greatest Films:</b> R 6116, RS 6116<br><b>The Golden Hits of LOU MONTE:</b> R 6118, RS 6118<br><b>FRANK SINATRA, BING CROSBY and FRED WARING Sing America, I Hear You Singing:</b> F 2020, FS 2020<br><b>NELSON RIDDLE—White on White, Shangri-La, Charade and Other Hits of '64:</b> R 6120, RS 6120                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |  |   |   |
| SPIVEY                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |   |   |
| <b>VICTORIA SPIVEY, LUCILLE HEGAMIN, HANNAH SYLVESTER—Basket of Blues:</b> 1001 (M)<br><b>VICTORIA SPIVEY—Victoria and Her Blues:</b> 1002 (M)<br><b>VARIOUS ARTISTS—Chicago Blues:</b> 1003 (M)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |  |   |   |

| SMASH                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |  | M | S |
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| <b>THE ANGELS—A Halo to You:</b> MGS 27048, SRS 67048<br><b>JAMES BROWN AND HIS ORK—Showtime:</b> MGS 27054, SRS 67054<br><b>THE KUSTOM KINGS—Kustom City, U.S.A.:</b> MGS 27051, SRS 67051<br><b>ROGER MILLER—Roger and Out:</b> MGS 27049, SRS 67049<br><b>VARIOUS ARTISTS—All-Time Smash Hits:</b> MGS 27052, SRS 67052                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |   |   |
| STARDAY*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |   |   |
| <b>RED ELLIS AND HIS HURON VALLEY BOYS—Old Time Religion Bluegrass Style:</b> SLP 273 (M)<br><b>E. V. "POP" STONEMAN AND THE STONEMAN FAMILY—The Great Old Time at the Capital:</b> SLP 275 (M)<br><b>VARIOUS ARTISTS—Country Music Cannonball:</b> SLP 276 (M)<br><b>VARIOUS ARTISTS—Unforgettable Country Instrumentals:</b> SLP 277 (M)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |   |   |
| STARDAY ECONOMY SERIES*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |   |   |
| <b>BILL CLIFTON AND HIS DIXIE MT. BOYS—Mountain Bluegrass Songs:</b> 2004 (M)<br><b>WAYNE RANEY AND THE RANEY FAMILY—18 Radio Gospel Favorites:</b> 2002 (M)<br><b>STANLEY BROS., BILL CLIFTON, JIM AND FESSE—The Bluegrass Special:</b> 2001 (M)<br><b>CARL STORV AND HIS RAMBLING MOUNTAINEERS—12 Sacred Songs:</b> 2007 (M)<br><b>THE SUNSHINE BOYS:</b> 2010 (M)<br><b>THE SUNSHINE BOYS—Country Music Sing Along:</b> 2008 (M)<br><b>VARIOUS ARTISTS—Banjo in the Hills:</b> 2011 (M)<br><b>VARIOUS ARTISTS—Country Express:</b> 2006 (M)<br><b>VARIOUS ARTISTS—Nashville Saturday Night:</b> 2009 (M)<br><b>VARIOUS ARTISTS—Old Time Religion:</b> 2003 (M)<br><b>VARIOUS ARTISTS—Peace in the Valley:</b> 2005 (M)<br><b>VARIOUS ARTISTS—The Stars and Hits of Country Music:</b> 2012 (M)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |  |   |   |
| STEREODITIES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |   |   |
| <b>PETE DUMSER—Theatre Organ Memories:</b><br><b>EDWARD VITO—Background for Lovers:</b><br><b>JOSEPH LAMPL—The Record Way to Reduce:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |   |   |
| TAMLA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |  |   |   |
| <b>MARVIN GAYE: Greatest Hits:</b> 252                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |   |   |
| TIME                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |  |   |   |
| <b>GREGORY AND HIS ENSEMBLE—Favorite Greek Dances:</b> 52126, S/2128<br><b>GORDON JENKINS AND HIS ORK—Paris I Wish You Love:</b> 52130, S/2130                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |   |   |
| VANGARD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |   |   |
| <b>DAVE BURNS AND VARIOUS ARTISTS—Warming Up:</b> VRS 9143 (M)<br><b>VARIOUS ARTISTS—Blues at Newport:</b> VRS 9145, VSD 79145<br><b>VARIOUS ARTISTS—Country Music and Bluegrass at Newport:</b> VRS 9146, VSD 79146<br><b>VARIOUS ARTISTS—Evening Concerts at Newport, Vol. 1:</b> VRS 9148, VSD 79148<br><b>VARIOUS ARTISTS—Evening Concerts at Newport, Vol. II:</b> VRS 9149, VSD 79149<br><b>VARIOUS ARTISTS—Old Time Music at Newport:</b> VRS 9147, VSD 79147<br><b>VARIOUS ARTISTS—Newport Broadside (Topical Songs):</b> VRS 9144, VSD 79144                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |  |   |   |
| <b>MAHLER:</b> Symphony No. 8 in E Flat Major, "Symphony of a Thousand"; Jeannine Crader, Lynn Owen, Blanche Christensen, Nancy Williams, Marlena Kleinman, Stanley Kolk, David Clatworthy, Malcolm Smith, University of Utah Choruses, Utah Children's Choruses, Utah Symphony Orch. (Abravanel): (2-12") VRS 1120/1, 71120<br><b>Stories of Guy De Maupassant; Nelson Olmsted, Narrator:</b> VRS 9128                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |   |   |
| WARNER BROS.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |   |   |
| <b>THE COURIERS—We've Gotta Sing:</b> W 1547, WS 1547<br><b>MAILE SERENADERS—Let's Hula (with instruction booklet):</b> W 1550, WS 1550<br><b>THE MODERN FOLK QUARTET—Changes:</b> W 1546, WS 1546<br><b>WERNER MULLER—International Film Festival:</b> W 1548, WS 1548<br><b>THE OUTRIGGERS—Golden Hits of Hawaii:</b> W 1549, WS 1549<br><b>Warner Bros. Presents THE GOSPEL ECHOES:</b> W 1545, WS 1545                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |   |   |
| <b>SOUND TRACK: Yesterday, Today and Tomorrow:</b> W 1552, WS 1552                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  |   |   |
| WESTMINSTER                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |   |   |
| <b>BACH:</b> Partitas Vol 1 & 2 (complete); Joerg Demus: 19067-8, 17067-8<br><b>BACH:</b> Suites for Orch., Vol 1 & 2 (complete); Vienna State Opera Orch. (Scherchen): 19058-9, 17058-9<br><b>BARTOK:</b> Contrasts; Edith Farnadi, Andre Gertler, Alfred Prinz/Sonata for Two Pianos and Percussion; Edith Farnadi, Istvan Antal, J. Schwartz, D. Schwartz: 19064, 17064<br><b>DITTERDORF:</b> Concerto for Harpsichord in B Flat/Concerto for Flute in E Minor/Sinfonia Concertante for Contrabass, Viola and Orch. in D Major; Robert Veyron-Lacroix, Kurt Redel, Georg Hofnagel, George Retyi, Pro Arte Chamber Orch. of Munich (Redel): 19060, 17060<br><b>HANDEL:</b> Chaconne in G Major, Suite No. 14 in G Major, Minuet in B Minor/ <b>BACH:</b> Chromatic Fantasy and Fugue in D Minor, Capriccio Sopra La Lontananza Del Suo Fratello Dilettissimo in B Flat; Fou Ts'ong: 19065, 17065<br><b>HEROLD:</b> Le Pre Aux Clercs (from the opera in 3 acts); Renee Doria, Michele Le Bris, Francoise Louvay, Michel Senechal/Pierre Giannotti, Adrien Legros Orchestre symphonique (Etohevery): 19062, 17062<br><b>RAVEL:</b> Trio for Piano, Violin, Cello in A Minor/Shostakovich; Trio for Piano, Violin, Cello, Op. 67; Trio Di Bolzano: 19063, 17063<br><b>SCARLATTI:</b> Sonatas for Harpsichord Vols. 24, 25, and 26; Valentini: 19069-70-71, 17069-70-71 |  |   |   |
| WORD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |  |   |   |
| <b>C. OSCAR JOHNSON—Two Sermons:</b> W 3284 (M)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |  |   |   |
| WORLD-PACIFIC                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |   |   |
| <b>KENTUCKY COLONELS—Appalachian Swing:</b> 1821, 1821 (S)<br><b>JOE PASS &amp; THE FOLK-SWINGERS—Twelve String Guitar!</b><br><b>GREAT MOTION PICTURE THEMES:</b> 1822, 1822 (S)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |  |   |   |
| WYNCOTE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |   |   |
| <b>JACK WEIGAND—Shangri-Lai:</b> W 9071, SW 9071<br><b>*See Disk Deals for Dealers</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |   |   |

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# MUSIC AS WRITTEN

## ROME

Luigi Tenco, singing composer, has switched to SAAR's July label. . . . Renato Rascel, whose latest label is Curci's Carosello, has hit best seller hits 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. Decca 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, "The First Kiss I'll Give." Now booked for London, Brussels, Paris, Berlin and Vienna, she is being quoted at \$1,100 a night. She is also being seen in new Italian TV commercials, all of which are heralded with special advertising. . . . Curci is now translating the various Disney albums (Great Operas, 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 Voce del Padrone at the same pace.

SAM'L 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 he must guarantee a certain amount of sales. . . . Arne Bendiksen A/S is also interested in two Eurovision Song Contest platters from Vogue, "Ou Sont-Elles Passees," 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

label is to everybody's surprise moving up here, and this week hits No. 7 slot on the VG charts. . . . Wenche Myhre, on the same label, is still leading the parade with the Arne Bendiksen composition "Le Meg Vaere Ung," No. 1 this week for the fourth week.

Norsk Phonogram is launching the Bergen Sound, Norway's answer to the Liverpool Sound, with records by the Jokers, Tornado, the Stringers, the Young Ones and songstress Torill Oedegaard and the Quartermasters, all inhabitants of Bergen, the second largest city. . . . The Beatles have agreed to come to Copenhagen June 4, but it seems like the police will deny the visit. . . . Three diskeries in Oslo are anxiously await-

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- RECORD MANUFACTURER SERVICES & SUPPLIES

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| Direct Mail Services     | Processing Plants        |
| Envelopes & Mailers      | Promotion & Publicity    |
| Jacket Manufacturers     | Recording Studios        |
| Label Manufacturers      | Shipping Services        |
| Machine Shops            | Sleeves                  |
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Your Country

State (If U. S. A.)

City

In which business classification should you be listed

Name of Company

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City

Postal Zone

State (If U. S. A.)

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Top executive's name

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Sales

International

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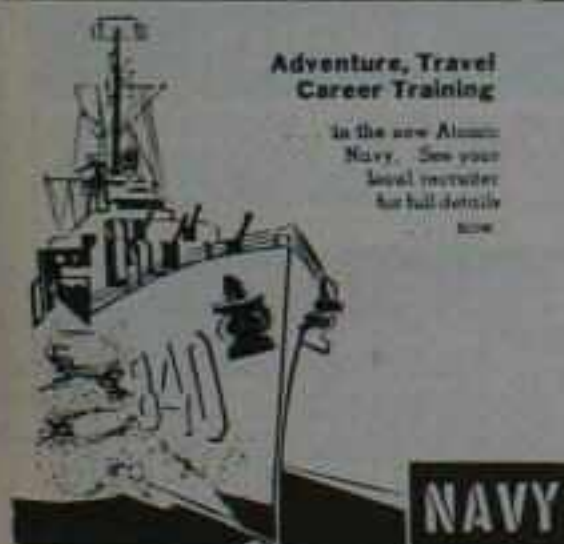
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**NAVY**

ing what will happen to them after Deutsche Grammophon and Philips Phonographische Industries bought 50 per cent of each others shares; the three are Norsk Phonogram, Siemens Norge and Nor-Disc (DDG last autumn bought the Swedish diskery Karusell, which owns 70 per cent of the Nor Disc shares). . . . At last there seems to be sales on the Peter Paul and Mary records in Norway, after the trio was featured on a radio program here last week. . . . Dexter Gordon, sax, will be back at the Molde Jazz Festival in August this year. . . . Other guests include Spanish pianist Tete Montoliu and Danish bass player Niels-Henning. **ESPEEN ERIKSEN**

## PRAGUE

Pop music, which was for a long time the "black sheep" in Czechoslovakia, is getting much attention. As counterpart of serious music's "Prague Spring," this autumn the first Prague Jazz Festival will be promoted on a large scale. According to Harry Macourek, composer and lecturer of the pop music department at Prague's radio station, the Festival will concentrate on five concerts: one for big bands (it is hoped to invite a foreign big band of international fame), two concerts for small combos, one for jazz singers (perhaps Ella Fitzgerald as invited star) and a jam session evening.

The Czech Record Club, started in 1968 with 8,000 members buying 57,000 records of serious music only, reached the 20,000 member mark at the end of 1963, buying a total number of 247,000 records. . . . The big fashion after rock and roll and the twisting age is the "big beat." Also the Semafor Theater presented the pop tune cleffer pair Jiri Slitr (composer) and Jiri Suchy (lyricist). Karel Gott and the country's best chansonniere Hana Hegerova. . . . Great success for charming and high-class songstress Judita Cerovska.

**PAUL GYONGY**

## MADRID

The first Sports Song Festival took place in the Sports Palace, Barcelona, with a 10,000-strong audience, and a cast of 16 of the top players from leading soccer teams selecting the winning song entry. The winner was "Entre Nardos y Claveles." It was composed for the Sevilla team. For the first time, this festival gave equal billing to two Latin American composers, Argentine Dino Ramos and Chilean Joaquin Prieto as the rest of the Spanish entrants. This is seen as a move to have Spanish composers treated in like manner in South and Central American festivals. Radio Barcelona organized this festival which was broadcast over more than 50 stations here. . . . Local Belter label launches the original Academy Recording ACM with Maggie Roberts, the Bell Boys, the Baconeers, Hal Prince, Tony Steven, Marie Chantal, Joana Bell, Frank Bacon, Jimmy Fraser and the Town Sparrows. **RAUL MATAS**

## MECHELEN, BELGIUM

Polygram Belgium reports that a sensational new singer, Liliane (Philips), has conquered the Flemish and Dutch markets. She was picked by the jury of the Ostend final of the Grand Prix de Variete and made her first record "We Gotta Stop" b/w "Ik wil vrij zijn" (You Don't Own Me).

Lize Marke made a very good Flemish recording of "Sole, Sole" (San Remo Festival song) and "Ale elke dag" (As Usual). . . . Another new local Belgian

composer, Louise Lava, whose first album with eight songs just came out containing her winning radio contest song "Jour de chance."

Felex Robert Faecq, of World Music Company is in New York until the end of this month, where he can be reached at Zodiac Music, New York 19.

**JAN TORRES**

## THE HAGUE

The Residency Orchestra is celebrating its 60th anniversary November 20. The Johan Wagenaar Foundation has commissioned Henk Badings to compose a large symphonic work and composer Ary Verhaar a smaller symphonic work. . . . The Beatles will make an appearance on Dutch television when they come to Holland in June. . . . The American Country & Western show with Jim Reeves, Chet Atkins, Bobby Bare and the Anita Kerr Singers gave a performance at the Gebouw voor K. & W. in The Hague and at the Amsterdam Concertgebouw.

Bovema's regularly sends dealers a weekly list of Toppers, a much appreciated service which causes a considerable number of extra sales and extra orders. Adamo's "Vous Permettez, Monsieur" is still heading that list. . . . "Kiss Me Kate" by members of the Nieuw Rotterdams Toneel and the combo of Henk van Dijk has just been released by C. N. Rood L. C.

Vladimir Ashkenazy is under long-term contract with Decca now. He will tour Europe including Holland this year. . . . Holland's top male vocalist Rob de Nijs, Decca recording artist, sang a Dutch version of San Remo hit "Quando Vedrai La Mia Ragazza." Dutch title is "Loop Naar De Maan" (Get Lost).

The Amsterdam Independent Socialist newspaper Het Parool has set up a broadcasting organization for the Amsterdam area and applied for a license to the Ministers of Education, Arts and Sciences and Transport and Waterways. Parool wants to start broadcasting local radio and television programs. . . . There was a great demand for Louis Armstrong's "Hello Dolly," but unfortunately this item isn't available to release here (dropped by Chappell, Amsterdam). . . . British most popular group, The Searchers, becomes more and more important for Holland. . . . Negram has started a classical stereo single series. If sales are running well, Negram will continue these first eight singles with another 15 records. **SKIP VOOGD**

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JUNIOR PARKER'S  
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PEACOCK 3019

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"AIN'T NOTHING YOU CAN DO"  
DUKE 375

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**AMBITIOUS YOUNG MAN WITH EIGHT** years in record business in England requires U.S.A. sponsor. See International Exchange! ch

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NEW 45's—\$8 PER HUNDRED PLUS added bonus of 20 DJ records free with each hundred. Freitas Music Co., 17 S. San Joaquin St., Stockton, Calif. 95202. my30

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## MISCELLANEOUS

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## INTERNATIONAL EXCHANGE

### BELGIUM

#### The "Union Belge de l'Automatique"

the only representative Belgian Coin Machines Trade Association, presents to all their Belgian and foreign friends best wishes for a prosperous new year. Importers and operators, visit our "Bourse de L'Automatique" (Automatic Exchange) on last Friday of every month.

For further information: UNION BELGE DE L'AUTOMATIQUE Union Professionnelle Reconnue 228, Rue Theodore Verhaegen, Bruxelles 6. Phone: 02/38.43.14. Take a subscription to our magazine, "U.S.A. Revue," 300 F for 1 year (12 numbers), \$5.00. Advertisement rates upon request.

### ENGLAND

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**PAUL SIEGEL (BERLIN-NEW YORK)**, producer of Telefunken-Decca (Teldec) Records. Disc Jockey: Radio Berlin (SFB). Music Publisher: Hi-Fi Musikverlag GMBH. Cable: Symphonys, Berlin. Telephone: Berlin 247029. Address: Tauentzien str. 16, Berlin W30, Germany.

### MEXICO

#### AUDIOMUSICA THE LEADING MUSIC MAGAZINE OF LATIN AMERICA

Popular and Classical Music • Record Reviews • Monthly Best Seller Charts • Audio • Show Business • Industrial Coverage.

For information and advertising rates write to

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**MUSIC PUBLISHER WANTING U. S.** representation for instrumental copyrights. Send record and music to David Music, 1733 Broadway, N.Y.C.

**RECORDS FOR EXPORT**  
All American brands combined in one shipment.  
**ELTRON EXPORT COMPANY**  
122 Broad St., New York 4, N. Y.

# BULK VENDING news

## 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 Caproon, leading Minneapolis operator, recently found 140 plastic buttons among \$10 worth of coins he emptied from a penny machine. The slugs are the "tiddy-wink" buttons or similar plastic devices from children's games. The location of this machine was in a poor neighborhood.

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

### May Add Sticker

Caproon is now considering adding a sticker to his machines,

advising the user that slugs are unlawful. He hopes this will be a deterrent.

Also, Caproon tries to locate his machines near the front entrance of a store or other establishment, so that the manager can observe the machines.

Caproon now has 1,000 machines located in an area extending 150 miles from Minneapolis. Locations are generally in supermarkets, drug stores, and laundromats, and the items offered are gum, charms, and capsules.

Caproon does all his own work. 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 53)



ARTHUR BIANCO receives the Operator of the Year award from officials of the National Vendors Association at its recent Miami Beach convention. Pictured are (from left) Rolf Lobell, NVA convention chairman; Bianco; Paul Crisman, NVA president, and Dan Mitchell, NVA counsel.

## Operator of Year's Formula for Success

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 in Miami Beach.

The recognition could be called a tribute to Bianco's patient adherence to the prin-

ciples 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 relatively easy to provide regular and emergency service calls to any point.

As another important factor, all Bianco's routes are in a section he has known since boyhood. This has aided 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 spot whenever he services 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 is still the backbone of the business. And he has never sneered at the penny stop. He is also not afraid of the extra work in maintaining a large number of 5-cent cashew and pistachio 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 53)

## Western Operators Get Reminders on Labeling

LOS ANGELES — Eugene Zola, counsel and executive secretary of the Western Vending Machine Operators Association, warned association members Tuesday (28) that they must label all bulk vending machines by Monday (11).

He said that unlabeled machines will be sealed by the City of Los Angeles and that the operators face penalties. Zola conducted the regular monthly dinner meeting at the Blarney Castle in the absence of Preston Coombs, president.

Los Angeles requires a sticker on the front of the machine giving the operator's name or corporate title, address, telephone and license numbers. Machines not having this information will be sealed with a \$10 penalty assessed for unsealing.

The Western Vendors Association was instrumental in having the city license department forego a 25-cent charge per sticker two years ago.

Bud Harris, International Vending, San Pedro, said he had investigated the city regulation and had looked into the matter of a rubber stamp that would imprint on bare metal with a special ink. In view of the oncoming deadline, a rubber stamp was believed to be the solution until, perhaps stickers could be made. Harris said that he would keep operators advised on his findings regarding the stamp and ink.

Harris also suggested that a central file be maintained on suspects in machine robberies and stolen equipment. He explained that such a form might

assist police in ascertaining the scope of the suspect.

Zola welcomed Jack Van Otterloo, a solicitor for Crest Vending, who attended as the guest of the companies Dick Vandenberg and Gary Vandergrift. The next meeting, Zola announced, will be May 26 at the Blarney Castle.

## Schoenbach For Merchandise

### Leaf Brand RAIN-BLO

All Sizes

300 lbs. or more shipped prepaid.

### COMPLETE SELECTION

nuts, peanuts, candy, gum, including

PISTACHIO NUTS  
CASHEW NUTS

### CHARMS

1c Vending

5c Rocket Mixes

5c and 10c Capsules

New and Used

### BULK VENDORS

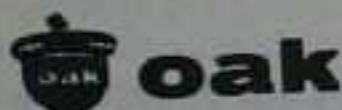
all types including parts and supplies

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

### J. SCHOENBACH

715 Lincoln Place, BROOKLYN 16, N. Y.  
President 2-2900

You count more with OAK!



MANUFACTURING COMPANY, INC.  
11411 Knightsbridge Ave., Culver City, California

BIG SAVINGS on BALL AND VENDING GUMS  
SAME FINE FLAVORS CENTERS AND COATING

### Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 30 1/2 lb.  
Chicle Ball Gum, 130 ct... 38 1/2 lb.  
Clor-o-Vend Ball Gum... 43 1/2 lb.  
Clor-o-Vend Chicks, 320 ct... 43 1/2 lb.  
Chicle Chicks, 320 & 520 ct... 39 lb.  
Bubble Chicks, 320 & 520 ct... 31 1/2 lb.  
Tab (short stick), 100 ct... 40c box  
5-stick Gum, 100 packs... \$2.00  
F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS  
39 years of manufacturing experience  
4th & Mt. Pleasant  
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## Vending Headquarters for VICTOR The Most Complete and Finest Line of Bulk Vendors NEW SELECTORAMA®

### BEAUTIFUL STORE WINDOW DISPLAY

Available in 1c, 5c, 10c, 25c or 50c coin mechanisms. Unit can vend 100 count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units. Double or triple your sales with this great vendor. Write for further details, color circular and prices. Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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

## Stamp Machines Sub for Postmen

PHILADELPHIA — Stamp vending machines are being counted on by the local postal authorities to help fill the gap created by efficiency moves of the Post Office Department.

Postmaster Anthony I. Lambert, in announcing that window services will be discontinued at the main post office building and at the major center-city annex building, said the vendors will be in operation in the lobbies at both post-office locations.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....  
COMPANY.....  
ADDRESS.....  
CITY.....

Fill in coupon, clip and mail to:

BITTERMAN & SON

Member National Vending Machine Distributors, Inc.  
4711 E. 27th St. Kansas City 27, Mo.  
Phone: WA 3-3900

We handle complete line of machines, parts & supplies.



## ACORN—The World's Most Profitable Vendors!

We have the largest variety of all types of Acorn vendors stock.



FAST MOVING 10c ITEMS  
Soft Rubber Molded BEATLE MIX in capsules, \$38.00 per M.

TROLLS  
Beautifully detailed, in capsules, \$38.00 per M.  
Immediate delivery. F.O.B. Phila.  
1/3 deposit, balance C.O.D.

Large quantity 10-col. N.W. Tab Gum Vendors. Complete. Need repairs. Make offer.

RAKE COIN MACHINE EXCHANGE  
1214 W. Girard Ave. Philadelphia, Pa.  
Center 5-4493



## FIFTEEN DIFFERENT 10c 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 Feature Charms, Rings and Bulk Charms.



The PENNY KING Company

2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



## MANDELL GUARANTEED USED MACHINES

|                                                              |         |
|--------------------------------------------------------------|---------|
| N.W. Model 49, 1c or 5c.....                                 | \$14.50 |
| N.W. Deluxe, 1c or 5c Comb.....                              | 12.00   |
| N.W. 10 Col. 1c Tab Gum Mach.....                            | 18.00   |
| N.W. Model #33, 1c Porc. Con-<br>verted for 100 ct. B.G..... | 6.50    |
| ABT Guns.....                                                | 30.00   |
| Mills 1c Tab Gum.....                                        | 12.00   |
| Accorn 8 lb. Globe.....                                      | 10.50   |

### MERCHANDISE & SUPPLIES

|                                            |        |
|--------------------------------------------|--------|
| Pistachio Nuts, Jumbo Queen,<br>Red.....   | \$ .77 |
| Pistachio Nuts, Jumbo Queen,<br>White..... | .70    |
| Pistachio Nuts, Large Tulip.....           | .75    |
| Pistachio Nuts, Vendor's Mix.....          | .68    |
| Pistachio Nuts, Shell, Red.....            | .70    |
| Cashew, Whole.....                         | .67    |
| Cashew, Butts.....                         | .45    |
| Peanuts, Jumbo.....                        | .32    |
| Spanish.....                               | .32    |
| Mixed Nuts.....                            | .57    |
| Baby Chicks.....                           | .35    |
| Rainbow Peanuts.....                       | .32    |
| Bridge Mix.....                            | .36    |
| Boston Baked Beans.....                    | .32    |
| Jelly Beans.....                           | .32    |
| Licorice Gems.....                         | .32    |
| M & M, 500 ct.....                         | .48    |
| Hershey's.....                             | .47    |

|                                                          |        |
|----------------------------------------------------------|--------|
| Rain-Blo Gum, 72 ct.....                                 | \$ .32 |
| Malt-ette, 100 ct., per 100.....                         | .35    |
| Rain-Blo Ball Gum, 140 ct.,<br>170 ct., 210 ct.....      | .32    |
| Rain-Blo Ball Gum, 100 ct.....                           | .34    |
| 300 lb. minimum prepaid on all<br>Rain-Blo Ball Gum..... |        |
| Adams Gum, all flavors, 100 ct.....                      | .45    |
| Wrigley's Gum, all flavors, 100 ct.....                  | .45    |
| Beech-Nut, 100 ct.....                                   | .45    |
| Hershey's Chocolate, 200 ct.....                         | 1.30   |
| Minimum order, 25 Boxes, assorted.                       |        |

Complete line of Parts, Supplies,  
Stands, Globes, Brackets, Charms.  
Everything for the operator.  
One-third Deposit, Balance C.O.D.

There Are  
Big Profits In

## NUTS

GET YOUR SHARE WITH

*Northwestern*

### 49 NUT VENDOR

Interchange-  
able SANI-  
CARRY globe  
for faster  
servicing.

Displays  
merchandise  
to best  
advantage.

Also available  
in Hot Nut.



Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING  
MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN**  
SALES AND SERVICE CO

MOF MANDELL

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## NYAVA Outing In Catskill Hotel

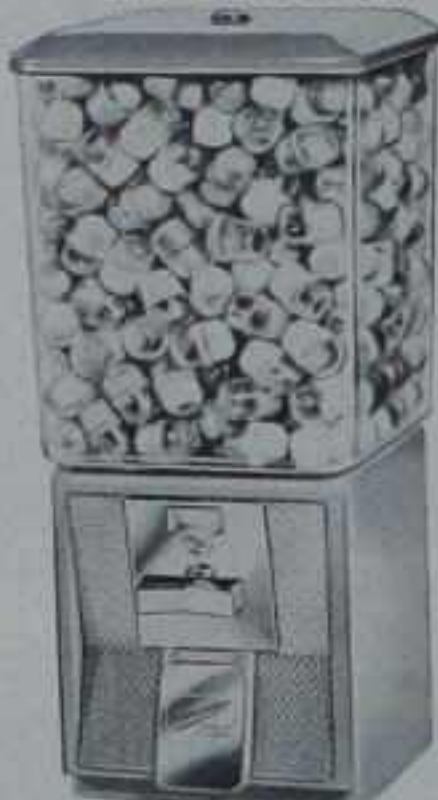
SWAN LAKE, N. Y.—About 350 vending machine operators, distributors, suppliers and manufacturer representatives will meet at the Stevensville Lake Hotel here Friday through Sunday (8-10) for the annual outing of the New York Automatic Vending Association.

The meeting will be held in conjunction with the annual convention of the New York Bulk Vending Association, with a joint business session scheduled for Saturday afternoon (9).

While most of the conventioners will be from the merchandise vending field, a representation from the music machine and coin game industries will be on hand.

## Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one. Learn why other operators find the SUPER 60 their favorite capsule vander.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

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Say You Saw It in  
Billboard

# Vending Operation Six-Month Wonder

By SAM ABBOTT

BELFLOWER, 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 kiddie customers (except for a few on bar routes), 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 80 25-cent machines. The company vends "just about everything in the bulk line"—ball gum, 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 52)



FIVE MEMBERS of Crest Vending are shown in front of their rapidly expanding business. Left to right are Ron Vanden Bosch, auditor, and the four partners, Gary Vandergrift, Ed Vander Haar, Dick Vandenberg and Bill Mouw Jr.



MOUW AND Vander Haar watch Vandenberg test one of the company's 6,000-bulk units.



AUDITOR Vanden Bosch runs adding machine check on the operations of Crest's far-flung bulk and kiddie ride routes.



DICK VANDENBERG, founder of Crest Vending, shows off his route card system along with the handy key rack. Every machine is accounted for here.



ONE OF CREST's 200 kiddie rides gets attention from Vandergrift in the shop. All four partners are Hollanders.



BUILT FOR  
BUSINESS!

Attractive, compact MARK-BEAVER  
Bulk Vending Machines sell themselves

Available in many models,  
including combination units.

SEND FOR ILLUSTRATED  
CATALOG, TODAY!

**VENDOR MFRS., INC.**

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PHONE: 615-256-4148

(Distributor areas available  
throughout the world)

## KG KRAZY TROLLS

HOTTEST 10c CAPSULE  
ITEM EVER!!

Machines have emptied in  
ONE DAY!!!

Packed 250 to a bag with  
FREE DISPLAY

\$38.00 PER THOUSAND

OR DIRECT FROM  
AT YOUR NEAREST KG WAREHOUSE

**KARL GUGGENHEIM, INC.**  
159-07 Archer Ave., P.O. Box 510,  
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## The SUPER SIXTY

Capsule Vender\*

The ultimate in quality Capsule  
Merchandising.

Vends any item which can be placed  
in a capsule.

5c, 10c and 25c.

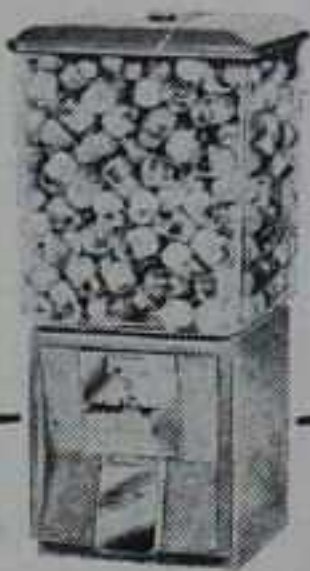
Write for Prices

**H. B. HUTCHINSON JR.**

1784 Decatur Road, N.E.

Atlanta 7, Ga.

Phone: DRake 7-4300



Please rush complete information and prices on  
Northwestern SUPER SIXTY Ball Gum-Charms  
Vender (as illustrated) as well as other North-  
western machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:

**KING & COMPANY**

2700 W. Lake St. Chicago 2, Ill.

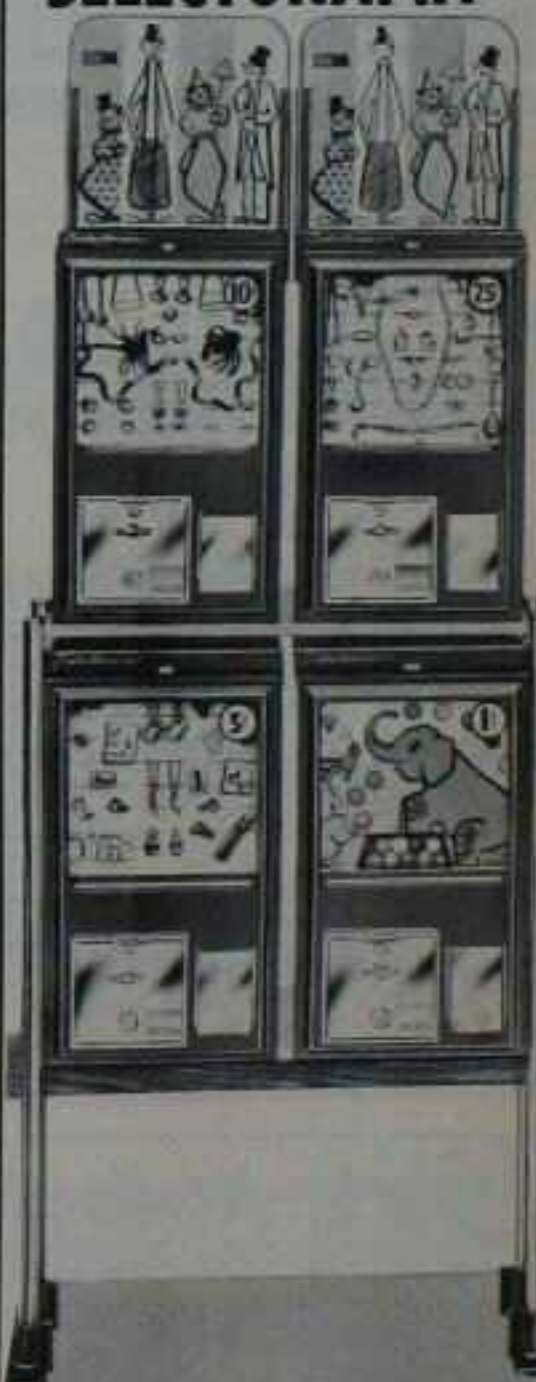
Phone: KE 3-3302

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Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Vir-  
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pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy  
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Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron  
Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders.  
Write to King & Co. for prices and our new 12-page catalog.

## SELECTORAMA®



Write for details, color circular  
and prices, or contact your  
Distributor.

**VICTOR  
VENDING CORP.**  
5711 W. Grand Ave., Chicago 39, Ill.

# COIN MACHINE **news**

## High-Pressure Sales Bug European Trade

HAMBURG—Nothing succeeds like success. In this case the European coin machine boom is being exploited for get-rich-quick 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 so serious that it has formed a special panel to deal with the situation.

High-pressure phonograph salesmanship is also a problem in Belgium and France.

### VDAL Campaign

Verband der Deutschen Automatenindustrie is campaigning against efforts—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 now involving alleged fraudulent advertising.

In Switzerland, ASA, the Swiss trade association, is checking all advertising of coin machine equipment, and where 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 or correction of the advertising 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 their effect upon high-pressure salesmanship of coin-operated equipment.

### Trades Reject Tactics

Continental trade associations take a uniformly hostile view of high-pressure salesmanship based

on exaggeration and even calculated misrepresentation. The continental trade consensus is that, long range, 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 \$900 a 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 \$5,500, guaranteeing the buyer monthly collections of \$250. In six months the invalid's total collections from the five boxes totaled \$1,000. After paying copyright fees, records, amusement tax, maintenance, and the location split, the invalid wound up deep in the red.

The court heard expert testimony that coin machine operation is a highly skilled enterprise requiring experience and judgment. Testimony showed

*(Continued on page 51)*

## ROSA Move Picks Up MOA Hopes for Diskery Support

• Continued from page 1

did not receive full support from the music machine manufacturers, and operator attendance at the annual conventions was low.

But the 1963 convention drew the four juke box manufacturers and also pulled in Columbia and Capitol. And with 900 operators attending the show, the exhibitors felt their efforts were not wasted.

ROSA's participation in the MOA show should encourage record companies to take exhibit space. The diskeries will be able to reach the ultimate consumer (the operator) and his buying source (the one stop) at the same time.

This year more than ever before, record companies will have product designed primarily for juke box operators. In the

past, operators have been buying hit singles which were also the fastest moving over-the-counter disks.

But today, with the emphasis on adult singles programming, stereo singles and little LP's, the juke box record market is taking on a character of its own.

While operators still buy hits, they also buy product geared for the adult market. And with the advent of music machines playing at the 33 speed and accommodating little LP's, the supply of special product has not met up with the need.

### Problems to Be Aired

Problems of supplying 33 stereo single and little LP product will probably dominate the convention's business sessions. Without participation by record

companies and one stops, such sessions would be academic.

Granger's initial attempt to interest record companies in the MOA show has borne some fruit.

Columbia has agreed to participate again in the show, promising to take at least as much exhibit space as in 1963. The other major label exhibiting last year, Capitol, has indicated it probably will make the convention.

RCA Victor's Jack Burgess told Granger that he was encouraged by the 1963 MOA convention, and that Victor is considering exhibiting at the 1964 show.

Other labels visited by Granger said they would withhold

*(Continued on page 54)*

## Veto of Laverne License Bill Draw Supporters' Fire

ALBANY—Governor Nelson Rockefeller has released the text of his recent veto of the bill introduced by Sen. Thomas Laverne to license operators of coin amusement machines at \$600 for two years. The bill also would have re-defined free play.

The veto states: "This bill would weaken State and local efforts to curb illegal gambling devices and is not in the public interest. As noted by the De-

partment of Commerce in its comments concerning the licensure provisions proposed by the bill:

"More often than not it furnished a cloak of respectability for the very few whose practices it seeks to curb and lulls the public into a sense of false security.

"The Division of State Police, the mayor of the city of New York, the New York State Association of Chiefs of Police and the Department of Commerce recommend disapproval.

"The bill is disapproved."

According to Millie McCarthy, the measure's leading proponent and president of the New York State Coin Machine Association, a key factor in the veto was the section of the bill that would confer licenses without examination to operators presently in business and who had been operating for an aggregate of five years.

The bill originated with up-State operators and was regarded with mixed feelings in other parts of the State. The Westchester Operators Guild

*(Continued on page 54)*

## Dale Puts Out Auto Simulator



DALE SIMULATOR

LONG BEACH, Calif.—Eldon L. Dale, Dale Engineering Company, announced that the Dale Auto Simulator, which tests driver skill in a racing car, is now ready for delivery.

The Simulator, Dale said, will test and accurately record the driver's ability to steer around mountain curves, freeways and city streets at speeds from 60 to 150 miles per hour. Driver reaction time is measured in tenths of a second. The simulated motion picture speed in miles per hour, normal stopping distance in feet and distance car will travel are shown.

The automated unit is 72 inches long, 29 inches wide, 66 inches high and weighs approximately 300 pounds. It has a steering wheel, starter key, speedometer, gas pedal, brake, motion picture projector, and dials and instruments accurately recording attitude, steering ability, mental reaction, habits, stopping distance and driver's characteristics.

## Coin Exhibits Draw Throngs To Milan Fair

MILAN—Italian pinball distributors—anticipating the legalization of the machines on public locations—turned out in full force for the 42d annual Milan Fair recently.

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 police regulations legalizing the machines in public locations are expected to be announced shortly.

U. S. juke box exhibitors included Seeburg, Wurlitzer and Rowe AMI. Chicago Dynamic Industries and Games, Inc., displayed their lines.

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

## MONY's Meeting Is Informative, Informal

NEW YORK—The first of a series of monthly local meetings of the Music Operators of New York was held Wednesday (29) at Michel's restaurant in Brooklyn. Twenty Brooklyn operators heard talks by guest Fred Granger, executive director of the national Music Operators of America, and Al Denver, MONY president.

Ben Chicofsky, MONY manager, says the regional meetings will be held in a different borough each month to acquaint the local operators with current issues, explain the benefits and the workings of the association and serve as interim in-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 Chicofsky urged all operators to co-operate with Operators 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 about various location owners issued by Credit Exchange.

There was also discussion of the importance of identification

*(Continued on page 54)*

## 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 operator's trade association, points out that a Constitutional Court decision has abolished the 1958 order which ended pinballs in the country.

SAPAR's secretary general, Bruno Mancini, writes in the organization's monthly paper that the only remaining step is for the Ministry of the Interior to take note of the court decision.

## 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, operators of Owensboro Amusement company, paid a required State fee for pinball machines, then placed one in a restaurant location.

The city denied them a license on the ground that the restaurant owner possessed a federal gambling stamp. The operators and location owner tested 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, tax, regulate or suppress instruments used for public amusement.



ENTERING FOR THEIR FIRST look of the Rock-Ola plant are W. Schmidt, Germany; M. G. Jeker, Switzerland; Mrs. W. Elspass, Germany; Al Adickes, Nova, Germany; Dr. David Rockola; Otto Schlandt, Germany; Heinz Kastner, head of the German operator association; Gerard Caen, France, and Bruno Dragani, Italy.



VISITORS TOUR the second floor punch press department at the Rock-Ola plant. The firm uses five-ton to 200-ton presses in the manufacture of phonographs and vending equipment.



EUROPEAN VISITORS to the Rock-Ola plant view a 25-foot, 300-ton press used to punch out large pieces of metal. The machine is an integral part of the Rock-Ola phonograph and vending facility.



THE VISITORS ENDED their tour of Chicago and the Rock-Ola plant with a banquet. Talking over the day's events are (clockwise) Harry Mastney, Rock-Ola chief tooling engineer; Florian Walter, chief vending engineer; Hans Schweigert, chief administration engineer; M. Schmidt, German distributor; Mr. and Mrs. Ruffler, England; M. G. Jeker, Switzerland; Heinz Kastner, Germany; W. Elspass, Germany; Jerome Wieczorek, Rock-Ola service manager, and Howard Sifferle, Rock-Ola chief draftsman.

## European Coinmen Tour Rock-Ola Plant



A ROCK-OLA PHONOGRAPH mechanism gets a time trial. Looking on are Otto Schlandt, O. Leinum, W. Elspass, K. Wikgren, M. G. Jeker, H. Kastner, G. Caen and Dr. David Rockola.



GETTING READY to take a tour of the Rock-Ola factory are Carlo Dragoni, Bruno Dragoni, Dave Howle, Gerard Caen (turned), Dr. David Rockola, Art Janacek, Heinz Kastner and Heinz Kastner Jr. and K. Wikgren.



DR. DAVID ROCKOLA leads his European guests on a tour of the Rock-Ola vending machine plant. Following (from left to right) are M. G. Jeker, W. Schmidt, W. Elspass, H. Kastner Jr. and Fred Adickes.



GEORGE HINKER, Rock-Ola advertising manager, draws some coffee from the Rock-Ola hot beverage machine for a thirsty group of European coin machine men after a tour of the 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.



FRED ADICKES reflects on the Rock-Ola-Nova relationship which extends back to 1929. Adickes at one time was a competitor of David Rockola's, introducing the first small European scale in the U. S.



A ROCK-OLA EMPLOYEE (in checked shirt) demonstrates a wire-stripping machine in the cable department to Gerard Caen, French importer; David Howle, 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. Elspass, Heinz Kastner and Fred Adickes get a lesson in coil-winding from a pair of Rock-Ola girls.



**EVERYTHING IN COIN MACHINES**  
Arcades Our Specialty  
Write for your needs.  
**MIKE MUNVES CORP.**  
577 Tenth Ave., New York, N. Y.

**BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE**

**LOOK TO ROSEN FOR MORE IN 64**

**New Spring List the price is right**  
World's Largest Inventory  
JUST OUT! SEND FOR IT!

Exclusive Rowe AMI Distributor  
Ea. Pa. - S. Jersey - Del. - Md. - D.C.  
**DAVID ROSEN INC**  
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**Say You Saw It in Billboard**

**PHONOGRAPH SPECIALS**

|                        |          |
|------------------------|----------|
| Seeburg AQ 160 SH      | \$725.00 |
| Seeburg HF100R         | 325.00   |
| Seeburg L100           | 375.00   |
| Seeburg 3W1 Wallbox    | 18.50    |
| Seeburg D3WA Wallbox   | 39.50    |
| Wurlitzer 5210 Wallbox | 22.50    |

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**WE NEED THE ROOM**—If you can use any quantity, please contact us for special prices—shopped or as is.

**VENDORS, Used**

|                                                         |         |
|---------------------------------------------------------|---------|
| 10 Atlas 16-36 Ball Gum                                 | \$10.00 |
| 150 Victor Baby Grand, 102, convertible to 56 Cap-sules | 8.50    |
| 5 Silver Kings, 52                                      | 8.00    |
| 10 Victor Top Hat 1c Gum                                | 4.50    |
| 10 3-Sel. Trade Card Vendors, new                       | 22.00   |
| 10 Ball Pen 2 1/2-Sel. Trade Card Vendors, new          | 13.00   |
| 10 DuGrenier 4-Sel. 1c Tab Gum                          | 10.00   |
| 10 Ball Pen Vendors, 25c                                | 18.00   |

**SHUFFLES—BOWLERS**

|                         |                           |
|-------------------------|---------------------------|
| 9 Un. 11' Bowlers       | 1 Un. 16' Savoy           |
| 5 Un. 16' Jumbo Bowlers | 1 Un. 16' Dixie           |
| 3 Un. 13' Jumbo Bowlers | 1 Un. 13' Cypress         |
| 1 Un. 11' Jumbo         | 5 Bally 1' ABC Bowling    |
| 3 Un. 16' Royal         | 9 Bally 11' ABC Bowling   |
| 3 Un. 13' Royal         | 10 Bally 14' Tournament   |
| 7 Un. 16' Bonus         | 1 Bally 14' Champion      |
| 2 Un. 13' Bonus         | 2 Bally 14' Strike        |
| 5 Un. 16' Playtime      | 1 Bally 11' ABC Lucky     |
| 6 Un. 13' Playtime      | 4 Bally 14' ABC Lucky     |
| 2 Un. 11' Playtime      | 1 Bally 14' Pan American  |
| 3 Un. 16' Duplex        | 5 Bally 14' Challenger    |
| 7 Un. 13' Duplex        | 3 Bally 16' Bowlers       |
| 2 Un. 16' Advance       | 7 C. C. 14' Bowl'g League |
| 1 Un. 16' League        | 4 C. C. 16' Classic       |
| 1 Un. 13' League        | 1 C. C. 16' Official      |
| 1 Un. 16' Handicap      | 2 C. C. 16' Queen         |
| 1 Un. 13' Handicap      | 1 C. C. 16' Gold Crown    |
| 1 Un. 16' Team-Mate     | 1 C. C. 16' Continental   |
| 4 Un. 16' Falcon        | 1 C. C. 16' Duchess       |

**M. S. GISSER**  
Sales Manager

**CLEVELAND COIN International**  
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All Phones: Tower 1 6715

# Runyon Sets Up Agent Network

SPRINGFIELD, N. J.—Runyon International, Inc., export arm of Runyon Sales, has devised a unique foreign representation system for its overseas coin machine sales.

Myron Sugerman, RI president, has appointed agents in six foreign countries, with each agent responsible for new and used machine sales in his area.

While manufacturers have traditionally depended on agents and distributors for export sales, Runyon is the first distributor

to organize an agent network.

In South America, for example, Jet S. A., with offices in Montevideo, Rio de Janeiro and Buenos Aires, acts as distributor for all new Bally, Williams and Midway equipment—lines handled by Runyon. The firm also gets used equipment.

Jet agents are Gino Caion in Montevideo, Giorgio Paulos in Rio de Janeiro and Vincent Spinelli in Buenos Aires.

In Piraeus (seaport of Athens),

Nickolias Cookolias is on the Runyon payroll as commercial deputy. Cookolias sells Runyon music machines and games to Greek distributors. He is the only agent directly on Runyon's payroll.

**200 Shipped in Month**

According to Sugerman, Greece is developing as a prime market for U. S. coin machines. As many as 200 used pieces—mostly music—have been shipped by Runyon to Greece in a single month, he said.

Sugerman explained that while the Greek economy is expanding, most villagers have little money available for entertainment. They have enough to play the juke box; and it is the center of social life in many communities.

Cyril Fairhurst, Monrovia, represents Runyon in Liberia, where most of the equipment goes in locations frequented by Europeans. Punator Bros. represents the company in Nairobi, Kenya.

Most recently appointed Runyon agent is Mario Maresca, Alamac, Rome.

## COINMEN IN THE NEWS

### Mississippi Meanderings

Operators Vernon Vander-vander, Red's Music Company, Booneville; J. W. Butler, Clarksdale Music Company, Clarksdale, and Clinton U. Collins, Crystal Amusement Company, Grenada, recently bought highly popular baseball machines for their routes.

M. B. Rowan, Rowan Amusement Company, Baldwin, was in Memphis last week buying records from Frank Berretta, manager of Poplar Tunes Record Shop, a one-stop. . . John Haley, John Haley Music Company at Canton, was at his Jackson branch when the Billboard scout called. Haley also has a branch at Durant. His wide operation continues to grow.

J. P. La Vene, La Vene Music Company, Clarksdale, who last year had his best cotton crop on his 600-acre plantation, expects another good crop. . . His brother, Charles La Vene, manages the music route. . . Hardy Creekmore, Cleveland Music Company, Cleveland, was in Memphis last week picking up some new juke boxes that play LP albums. He said they are going good in the Delta, and his collections have increased 25 to 30 per cent.

Grady Wallace, Wallace Amusement Company, who raises fighting game cocks as a hobby, delivered some to Alabama recently. . . A. B. Fort, Fairway Amusement Company, Columbus, bringing his music route up to date, recently bought 15 new juke boxes, which play LP albums "because a lot of music is available on them not available on singles."

Lavaughn Johnson, Johnson Music Company, Corinth, caught more than the limit on a recent fishing trip to Pickwick Lake. Had to throw some back.

His cousin, D. C. Johnson, who operates in the county, recently sold his cigaret vending route to Shirley Briggs, owner of Briggs Tobacco Company. He is devoting time to developing his music and game route.

At Greenville: Paul Mauceli, Paul's Novelty Company, is the proud father of a girl; he now has two daughters and three sons. . . Tommy Lester, Lester Music Company, was in Memphis recently to pick up two new console-type phonographs, believes "the little LP is here to stay."

At Greenwood: Abe Malouf, Malouf Music Company, has diversified into vending, recommends it to all operators. A recent civil rights demonstration cut his music and game revenue; he was saved by his vending.

Raymond Ristum and Dominic Fratesi, Dixie Amusement Company, recently cleaned their route for spring. They look for a good year.

ELTON WHISENHUNT

### High Pressure

• Continued from page 49

that the inexperienced war invalid failed to change records, playing disks as long as they were audible; left the five machines on locations with sparse patronage, except on weekends, and that he paid exorbitantly for maintenance.

In Oldenburg another case involved the defendant's sale of 11 phonographs for \$14,000 to the 21-year-old daughter of a Lower Saxony innkeeper. The girl was guaranteed \$150 monthly income from the machines. Three weeks later, dismayed by her losses, the girl took the case to court. The invalid's total loss was \$400 but the innkeeper's daughter, on shaky legal ground, lost \$4,000.

These and other similar court cases in West Germany, and in Switzerland and other continental countries, show it is easy to convince the gullible that a coin machine almost literally "makes money," and that all the owner need do is collect the golden eggs.

Coin machines being termed "automatics" and various derivatives (for example, Automaten in German) on the Continent, suggesting they stem from automation, aids in this illusion.

## ARCADE and VENDING

|                                                   |          |
|---------------------------------------------------|----------|
| 1 Bally All Star Deluxe Bowler                    | \$ 85.00 |
| 2 Auto Shoot Guns, Ea.                            | 75.00    |
| 1 Bally Bucking Bronco                            | 895.00   |
| 1 Bally Big Inning                                | 75.00    |
| 2 CC Bulls Eye Big League, Ea.                    | 65.00    |
| 2 CC Batter Up, Ea.                               | 100.00   |
| 1 Vendo Coin Changer                              | 45.00    |
| 1 Seeburg Coffee Machine                          | 125.00   |
| 1 Seeburg E-2x-n 22 col. Cigarette Machine        | 195.00   |
| 4 Seeburg 22 col. Cigarette Machines, Ea.         | 125.00   |
| 7 National 9 col. Cigarette Machines, Ea.         | 85.00    |
| 6 National 11 col. Cigarette Machines, Ea.        | 135.00   |
| 1 18 Col. Smokeshop Cigarette machine             | 145.00   |
| 2 V-36 Smokeshop Cigarette Machines, Ea.          | 195.00   |
| 1 Fawn Candy Machine                              | 75.00    |
| 5 Rawe Ambassador 20 col. Cigarette Machines, Ea. | 125.00   |
| 1 Unit, Carnival Gun                              | 135.00   |
| 1 Midway Champ                                    | 495.00   |
| 1 Dugrenier 9 col. Cigarette Machine              | 30.00    |
| 1 Continental Corsair 30 col. Machine             | 145.00   |
| 2 Wms. Deluxe Four Bagger, Ea.                    | 75.00    |
| 4 Footballs, Ea.                                  | 75.00    |
| 1 Belvond's Gum Vender                            | 10.00    |
| 1 Hole In One                                     | 325.00   |
| 8 Midway Jaker Ball, Ea.                          | 140.00   |
| 1 Kiddie Kolor with Tape, Make Offer              |          |
| 1 Kiddie Kolor Kartoons, Make Offer               |          |
| 1 Musical Ferris Wheel                            | 495.00   |
| 1 Bally Marksman                                  | 100.00   |
| 1 Genco Motorama                                  | 75.00    |
| 1 Wms. Deluxe Official Baseball                   | 175.00   |
| 5 Pro Golf, Ea.                                   | 325.00   |
| 3 U.S. Billiard Bumper Pool, Ea.                  | 195.00   |
| 1 CC Pony Express Gun                             | 265.00   |
| 3 Wms. 3x6 pocket Pool, Slate, Ea.                | 175.00   |
| 1 Wms. Pinch Hitter                               | 175.00   |
| 1 Midway Pistol Gallery                           | 100.00   |
| 1 Exhibit Pistol Gallery                          | 75.00    |
| 1 Elso 3x6 six pocket Wood                        | 95.00    |
| 1 Kaye Klub Bumper Pool, current model, Ea.       | 175.00   |
| 3 Valley 3x6 Pool Table, Slate, Ea.               | 225.00   |
| 1 Wms. Bumper Pool Table                          | 75.00    |
| 2 Wms. Road Racer, Ea.                            | 265.00   |
| 1 Midway Rifle Range                              | 100.00   |
| 2 Midway Red Ball, Ea.                            | 75.00    |
| 2 Wms. Short Stop, Ea.                            | 150.00   |
| 1 Bally Stage Coach                               | 495.00   |
| 1 Southland Speedway                              | 250.00   |
| 1 Unit, Super Slugger                             | 75.00    |
| 1 Sam The Clown                                   | 250.00   |
| 4 Bally Table Hockey, Ea.                         | 75.00    |

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**AMI "STEREO" CONTINENTAL 1-200**  
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**BALLY FUN PHONES** . . . . . \$69.50  
Write for Complete List: Phonographs, Vending, Games

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1934-1964

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**HANDSOME PROFITS!**

**Deluxe KLUB POOL**

A handsome bumper table that returns wonderful profits

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- Epoxy painted steel corner sections
- Separate maximum security coin box
- Two sizes—Regular 56X40; Jumbo 75X43
- Two color combinations: Blue and white, Cardinal red and white

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# MUSIC MACHINE programming

## Brady Distributing Holds 4 Wurlitzer Service Schools

CHARLOTTE, N. C.—Harry Gregg, field service engineer for Wurlitzer in the Southeast, recently held four service schools in as many cities, scheduled by the Brady Distributing Company at the request of operators in its area. In addition to Charlotte, the cities were Greensboro and 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, Clifford Honeycutt, Frank Hopkins, Aaron Watkins, Hamp Jones, Dean Spencer, Walt Pritchard,

W. C. Willis, Warren Teague, Theodore P. Theapos, W. M. Chesser, John Archer, Kay D. Austin, Ben Carter, Bud Bacon and Frank Hoyle.

Six men attended at Greensboro: Owen Jackson, Worth Heath, Kenneth Matthews, Fred E. Ayers, Lynn Loy and W. W. Irwin.

The Asheville contingent included Mack H. Aitken, Leon Ellis, Bruce Harris, Milton Hobbs, Hal Huggins, J. F. Wallas and John M. Porter.

The seven students making up the Greenville class were J. Lander Gentry, Jack O. Burwell, Marvin C. Harrelson, J. E. Brookey Sr., E. B. Trammel, Merlin Stuts and Dan Bright.

## Grab Pinballs —Minus Stamp

COLUMBUS, Miss.—A team of 18 Internal Revenue Service agents from Jackson Miss., raided six locations here recently and confiscated nine bingo type pinball machines which did not have the \$250 federal gaming stamp.

No arrests were made. The agents were led by IRS District Director J. G. Martin Jr.

Martin said the machines were operated by Fairway Amusement Company of Columbus.

The Internal Revenue Service in September, 1959, put out a directive saying that in effect bingo machines were gaming devices and required the \$250 stamp.

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

## Kenya in Market

WASHINGTON—The American Embassy in Kenya has informed the U. S. Department of Commerce that the firm of R. G. Khakhar, Esquire, P. O. Box 24919, Nairobi, Kenya, wishes to purchase pinball machines, juke boxes and other coin-operated amusement machines.

A World Trade Directory Report on this firm is available for \$1 from the Commercial Intelligence Division, Bureau of International Trade, U. S. Department of Commerce, Washington 20230.

## Memphis Manager OK After Operation

MEMPHIS—Fred A. Smith, 49, manager of the vending division of Sammons-Pennington Company, local coin machine distributor, underwent a successful operation last week.

Dr. John J. Shea Jr. performed the unique operation by removing a vein from Smith's arm and making the eardrum from it.

prior to entering vending all four had succeeded in their fields. Vander Haar owns desert acreage, now being subdivided with a number of lots being sold for building. Mouw owns five houses.

The quiet and unassuming Vandenberg explained his venture with a simple statement, "Vending in my life."

### Coffee Starts Day

They start their day with coffee at Hank's, a restaurant man who recently arrived from Holland. The company's lone cigar machine is in Hank's place.

The partners are family men. Vandenberg has three children. Among the four vendors there are nine children, of whom seven are prospective routemen. The oldest child is seven years old.

With each of the partners in the field almost daily, no likely locations go unnoticed or unsolicited. Each tries to put out at least one new machine per day. This amounts to about 100 new ones per month—and Vandenberg hopes this will be the case for the next 10 years.

### First to Be Partners

Vandergrift and Mouw were the first to become partners, Vander Haar joining later. The four had been friends for several years. None of the three partners, however, had vending experience.

Vandergrift, 32, was born in Minnesota and had lived and worked in electronics in California since 1956. Mouw, a California resident for 19 of his 26 years, was a barber. Vander Haar was born in Holland 28 years ago and grew up in Minnesota before moving west to enter the construction business.

Despite these varied backgrounds, they learned the business. All four work routes. Vandergrift devoting more time than the others to the kiddie rides, and Vandenberg handling administrative duties as well. They work every day except Sunday.

### Vary Types

During this period of fast growth, the partners have been careful to vary the types of locations served. They have so diversified that the loss of any chain would not seriously affect them over all.

Of particular interest is that

## Vending Operation Six-Month Wonder

• Continued from page 48

bracket of operation since last November, when Vandenberg had 2,100 bulk vendors and some kiddie rides. Growth has been by acquisition and expansion. Prior to that time Vandenberg had purchased the kiddie ride operation from Henry Van Stelton of LaHabra, and the bulk operations of Golden State Vendors of Anaheim, two routes from Leroy Kelting and H. Lee Davis, veterans of more than 20 years in the field. More recent acquisitions were Metro Vending and Jay's Kiddie Rides.

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Makes the Swing to  
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Kit to convert Seeburg 200 Dual Credit 25c Wall Boxes into album-playing boxes to operate album-playing

SEEBURG .....\$10.00 Per Kit  
ROCK-OLA ..... 15.00 Per Kit  
WURLITZER ..... 10.00 Per Kit

F.O.B. Dallas, Tex. Packed 12 per carton. Order by carton only. Kits guaranteed.

ASK ABOUT KITS FOR 50c BOXES.

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

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Recent

## STEREO RELEASES for Music Operators

### SEEBURG LITTLE LP's

#### Pop Vocal

JERRY VALE—Arrivederci, Roma ..... Columbia  
AL HIRT/ANN MARGRET—Beauty and the Beast ..... RCA Victor

#### Pop Instrumental

BOBBY GORDON—Young Man's Fancy ..... Decca

#### Country & Western

HANK WILLIAMS—The Very Best of Hank Williams ..... MGM

### SEEBURG ARTIST OF THE WEEK

JAN GARBER—Melodies and Memories  
Decca (Pop Instrumental)

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

## EUROPEAN NEWS BRIEFS

### Long Distance Ops

OSLO—Norwegian operators, with machines scattered over wide areas, are experimenting with a "let-George-do-it" scheme of location disk-changing.

The operator has the owner keep regular entries for the popularity meter, and when the meter indicates that play is dropping, he purchases new records from a local source.

This is usually done by telephone conversations between operator and location, with the operator advising on disk titles to be picked. The system works fairly well in isolated districts, which, otherwise, would require as much as 100 miles of travel for one or two machines in a village.

### Coin Mach. School

BINGEN, W. Germany—NSM-Loewen-Automaten are operating a "college of coin machine knowledge" for operators and technicians.

The Bingen firm will bring any recognized operator and technician employed by an operator to the home plant for instruction in NSM equipment maintenance.

Loewen-Automaten, NSM sales arm, provides free training, with meals and lodging. The enrollee pays only for his transportation to and from Bingen. The course is several days. Upon completion, the enrollee receives a certificate.

The training is now concentrated on NSM's new fast-selling Serenade phonograph.

### Appoint UBA Men

BRUSSELS—The Belgian Ministry of Finance has appointed Henri De Vroey and Omer De Munck to represent the coin machine trade on the mixed committee established under the new Belgian coin machine tax legislation.

De Vroey is president of Union Belge de l'Automatique, the Belgian Trade association, and De Munck is the UBA's general manager.

The mixed committee has charge of equipment classification under the new law, which establishes uniform national taxation for all coin machine equipment.

Equipment is classified in one of five categories. Taxes are levied according to category and population of the area.

De Vroey and De Munck are the only representatives for coin machine trade on the mixed commission, their appointment constituting recognition by the UBA's Ministry of Finance as the official Belgian trade association.

### New Tax Woes

COLOGNE—From the frying pan into the fire. This is roughly the predicament of coin machine operators in North Rhine-Westphalia, West Germany's most populous state.

For nearly a decade, the operators have been fighting to have the state's amusement tax either reduced or abolished. The government majority has now introduced into the state legislature a bill to abolish the tax—and replace it with a special levy on coin machines.

Trade consensus is that the proposed new coin machine tax would be more onerous than the present amusement tax. The North Rhine-Westphalia government showed that coin machines contribute well over 50 per cent of amusement tax revenue.

### Eye Japanese Mart

BONN—West Germany's thriving coin machine industry is eyeing the Olympic Games in Tokyo as a glittering showcase for its coin machines.

German manufacturers believe the contest could be an avenue to substantial German penetration of the Japanese coin machine market.

Trade information here suggests that of all the world markets, the Japanese may well be the most profitable of all the "underdeveloped" markets.

However, the main attraction in Tokyo for German manufacturers is that the Olympic Games literally will provide them with a world showcase for German equipment.

### Rock-Ola Console

HAMBURG—Nova is ready to introduce the new Rock-Ola console, which is being promoted in Germany as the ultimate.

(Continued on page 54)

Cocktail  
hour?



time for  
ROWE AMI  
music

## See the Complete UNITED Line of Amusement Games at the PARIS FAIR

MAY 16 THRU JUNE 1, 1964  
UNITED MANUFACTURING CO.  
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### REMODELING CLOSE-OUT SALE

|                            |       |
|----------------------------|-------|
| Wurlitzer 1650             | \$ 80 |
| Wurlitzer 1700             | 45    |
| Wurlitzer 1900             | 245   |
| Wurlitzer 2100             | 235   |
| Wurlitzer 2404R10          | 495   |
| Wurlitzer 2500             | 645   |
| Wurlitzer 2504             | 595   |
| Wurlitzer 2504R10          | 595   |
| Seeburg C's                | 95    |
| AMI E-120                  | 90    |
| Rock-Ola 1438              | 95    |
| Rock-Ola 1454              | 295   |
| Bally Batting Practice     | 165   |
| Bally Target               | 125   |
| Bally Tournament           | 85    |
| CC 4-Game Shuffle          | 245   |
| CC King Bowler             | 145   |
| CC Red Pin                 | 165   |
| CC Steam Shovel            | 95    |
| CC Queen Bowler            | 245   |
| CC Pro Shuffle             | 295   |
| CC Bull's-Eye Baseball     | 95    |
| United Advance Bowler, 16" | 195   |
| United Jumbo               | 95    |

Call, Write or Cable.  
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**Lew Jones** Distributing Co.

Exclusive Wurlitzer Distributor  
1311 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: MEIrose 5-1593

## SLUGGER....

Counter Game

1c, 5c or 10c  
play. Size: 18"x  
12"x8". Weight:  
25 lbs. Natural  
wood cabinet. Pol-  
ished chrome fit-  
tings.



\$54.50

f.o.b. Chicago

### ELECTRIC SCOREBOARDS

Coin operated for shuffleboards.  
15, 21 and/or 50 points. (Horse-  
collar). Overhead double-faced  
model on chrome stands com-  
plete with coin box.

\$169.50 f.o.b. Chicago

### SPECIALS!

#### BILLIARD SUPPLIES

5-Oz. Bumper Pool Balls (10) \$ 9.00  
2 1/2" Balls, 1-15 w/Cue Ball, 12.50  
2 1/4" Balls, 1-15 w/Cue Ball, 14.00  
48" Cues \$ 1.50 ea.; 25 1.50 ea.  
52" Cues \$2.95 ea.; 32.00 dz.  
Plastic Triangles, 2 1/4" 1.00  
6-Hole Cue Rack 4.00  
Billiard Chalk, Gr. 3.50

We carry complete line of Pool  
Supplies—Write for list.

1/2 deposit, bal. C.O.D. or S.D.

**MARVEL** Manufacturing Co.

2845 W. Fullerton Ave.  
Chicago 47, Ill.  
Phone: Dickens 2-2424

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

May 9, 1964, 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 money you have invested. With only a few machines, you have money tied up in merchandise well above your specific needs at the moment," he says.

Caproon 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 a lazy man, Caproon 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 Caproon makes of the industry is the dropping of items from manufacturers' or distributors' lines just when they happen to be

building up rapidly in the operator's territory.

"It frequently happens," he says, "that 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 me changing my displays every three months. With over 100 dime-capsule machines to change, you can imagine the effort it takes to keep up."

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

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

Caproon 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 capsules and putting the remaining stock

## 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 give the business his full attention and has been at it since 1946.

### Sticks to Bulk Vending

"Bulk vending has been good to me," he says, "and I'm happy to stick with it. Competition has become 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 is unlisted. He takes care of emergency repairs by leaving a supply of postcards 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. A.B. 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

## MOA Institutes Legislative Dues

CHICAGO—Music Operators of America has instituted a new "legislature dues" to cover increased expenses in this area. It ranges from \$15 to \$65, depending on number of machines operated. Administrative dues stays at \$35. Operators with up to 50 machines pay \$15 legislative dues, 51-100 phonographs \$40, over 100 phonographs \$65. Associate members (distributors-jobbers) pay \$100 per year.

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.

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## EUROPEAN NEWS BRIEFS

• Continued from page 52

mate in prestige phonographs for top locations.

Distributors are planning a big May sales drive. Meanwhile Rock-Ola is receiving competition from the new Wurlitzer 2800 machine and AMI's Tropicana. Seeburg, which pioneered the console concept, is also girding for a big spring sales offensive.

### Wall Pinball Game

BOCHUM, W. Germany—Aisch & Melchers K.G. is bringing out a de luxe version of its Euromat miniaturized wall pin-

ball. The Euromat, only wall pinball in production, has been further miniaturized in the Euromat de luxe version. The new machine, according to Aisch & Melchers, will fit the smallest location.

Miniaturization has been accomplished by calling on the resources of the German electronic industry, the Continent's biggest and most advanced. The game is fully transistorized and uses microcircuitry. 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 the court classed 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 operator association attorneys for possible application to pinballs, bowlers and shuffleboards on the premise that they are primarily sport rather than amusement.

At Hanover the Administrative Court also rejected the amusement tax, but on other grounds. The court said billiards were not a sport but billiards also did not fit the amusement tax statute.

### MONEY's Meeting

• Continued from page 49

on all machines on location. The operator's name, telephone number and indication of MONEY membership should be clearly visible.

In addition to Granger, Denver and Chicofsky, those present included Irving Serbes, UJA guest of honor Harry Siskind, Harry Brodsky, Irving Fenishel and his son-in-law; Ben Kimmelman, David Sachs, Norman Beiber, Ralph Elefante, Bill Kobler, Gil Sonin, Aaron and Albert Herman, Jerry Basile, Jack Milowitz, Phil Sharf, Al Lauro, Hi Jaffe, Lenny Block, Lou Glatzer and MONEY counsel Ted Blatt.

All operators were pleased with the meeting, and the MONEY officers were encouraged in their belief that the informal monthly get-togethers are a useful institution. The next session will be held in the Borough of Queens, and will include operators from there and Nassau County, Long Island.

## Veto of Laverne License Bill

• Continued from page 49

voted not to support it, but the Music Operators of New York City, in a vote by only 11 operators of its membership, agreed to the measure.

Mrs. McCarthy issued a statement to the industry after reviewing the governor's veto:

"I am now convinced more than ever that the Laverne Licensing Bill contained a formula that would have cured our ills. It would have closed the door on the past, with its fears and suspicion, and offered us the opportunity to build on a solid foundation. Unfortunate publicity gave the wrong slant. Actually, I see 14 good points in the bill.

"What was sad was that the most damaging comments came from our own industry and the liquor dealers, the very two groups the bill was designed to benefit. But all is not lost—the bill was written. You, the industry, have the ball. It's up to you if you want to carry it.

### Sensitive Clause

"The most sensitive area is the 'grandfather clause,' which

would entitle all those presently in the business to be licensed without investigation. The government fears criticism from the public on what it calls 'giving a cloak of respectability for the very few whose practices it seeks to curb.' I am given to understand that the bill has a good chance of passage next year if this section is relaxed.

"What seems certain to me is that when the government speaks of control, it means only a per machine tax. This a racketeer could afford to pay.

"Even Assemblyman Lerner, seldom regarded as a friend of the coin industry, commended the bill. 'You did a better job than I,' he said. 'This governs the man, not the machine.'

### Praises Laverne

"Senator Laverne's keen perception of the problem, his ideas for solution and his determination to help the industry for its own sake and that of the public never ceased to amaze me.

"I'm very grateful to Assemblyman Lounsbury and his assistant, George Montgomery, to Jack Shawcross, Buck Van Wyck, Mike Mulqueen and his Guild and all those in States other than New York who wrote or called to give me moral support.

"As for me, I did this selfishly. I was determined to 'straighten the record' and leave a better heritage for my children. I still am. How about You?"

## Bank Changes \$1 for 98 Cents

McMINNVILLE, Tenn. — City Bank & Trust Company recently sold dollar bills for 98 cents in change during a two-day period just to replenish its short supply of coins.

Bank President C. D. Walling said the project, which was held in conjunction with Merchant Appreciation Days, was to help combat "a national coin shortage" by keeping the coins in circulation instead of letting them lie unused.

Walling said parking meters, vending machines, phonographs and coin collectors have contributed to the coin shortage throughout the nation.

Several operators in the area took advantage of the offer and traded in all their available coins for bills to help the bank's project along.

### ROSA Move

• Continued from page 49

their decisions, but that their participation would be given serious consideration.

### Attendance Factor

One bone being dangled before the prospective exhibitors is the anticipated attendance, about 1,500 to 2,000 operator firm representatives, according to Granger.

Heavy record company participation could do a lot to rejuvenate the MOA show. In the 1950's MOA convention was a major event in the music business. Dozens of record companies participated. With them came the recording artists, record distributors and disk jockeys. The shows of the last decade swung.

If the record companies return to the fold, the excitement factor which has been missing during the last few years will be restored. And, in the long run, this excitement factor could mean more to MOA than all its business forums.

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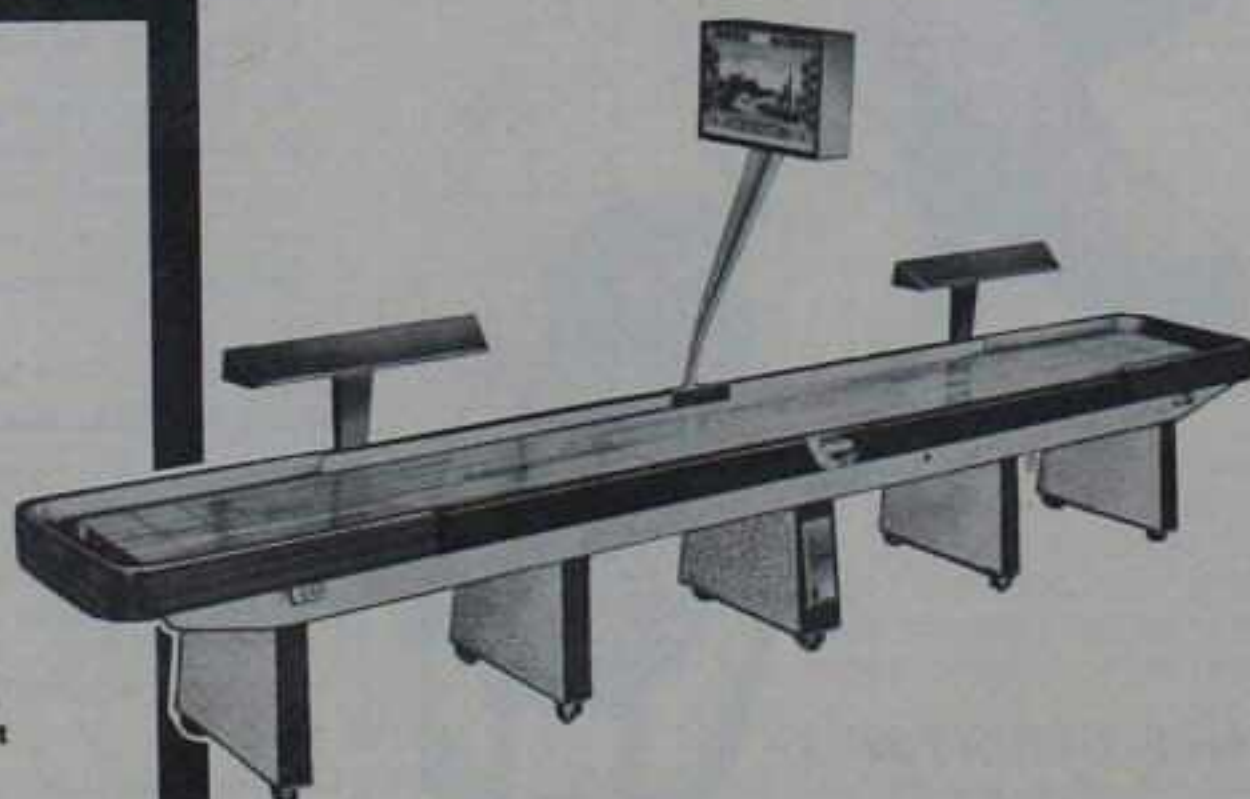
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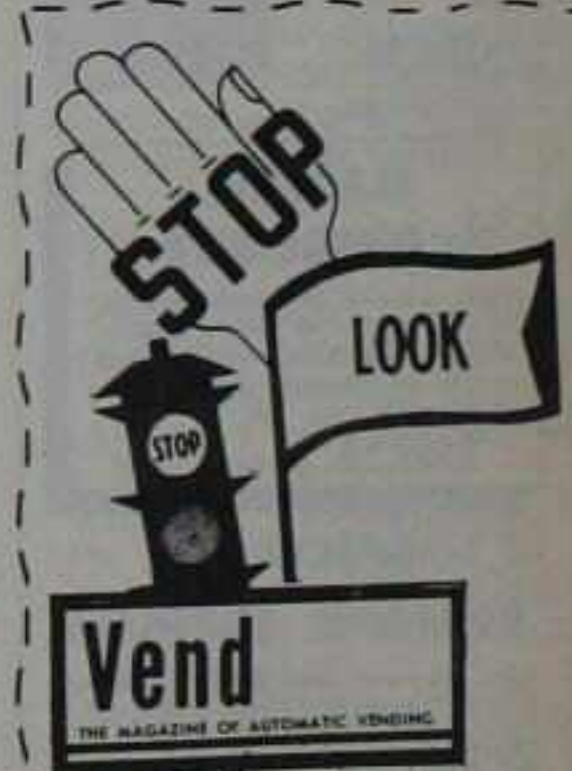
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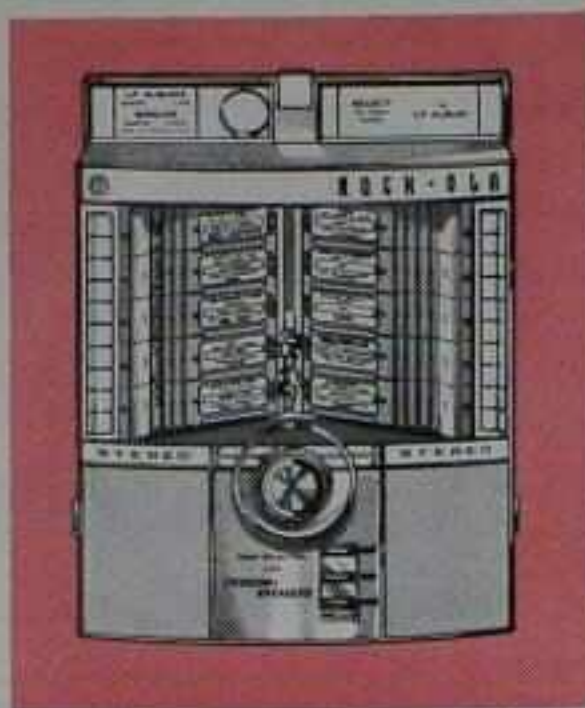
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# ALBUM REVIEWS



## BILLBOARD SPOTLIGHT PICK

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

## 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, among them Elvis Presley's past hit currently going through revival, "Kiss Me Quick."



## POP SPOTLIGHT

### HELLO, DOLLY!

Louis Armstrong. Kapp KL 1364 (M)

Satchmo, his trumpet and band are featured on this album playing the hit tune from the show and their big single. He also does a flock of other Broadway and movie favorites, among them "Hey Look Me Over," "Moon River" and a sprinkling of his own private standard repertoire, "Blueberry Hill" and "A Kiss to Build a Dream On."



## POP SPOTLIGHT

### TODAY, TOMORROW, FOREVER

Nancy Wilson. Capitol T 2082 (M); ST 2082 (S)

Miss Wilson scores again with a solid package. She's a steady winner on album charts and this one is bound to take the road upward. Among the tunes, "What Kind of Fool Am I," "One Note Samba" and "I Can't Stop Loving You." The album is filled with recent tunes bound to enter the standard repertoire lists.



## POP SPOTLIGHT

### GOOD GUY—JACK SPECTOR PRESENTS 22 ORIGINAL WINNERS

Various Artists. Roulette R 25254 (M)

Another fine addition to the "oldies but goodies" ranks. The package features 22 original big sellers running the gamut from "Bristol Stomp" by the Dovells, to "Ya Ya" by Lee Dorsey.



## POP SPOTLIGHT

### NINO AND APRIL SING THE GREAT SONGS

Nino Tempo & April Stevens. Atco 33-162 (M); SD 33-162 (S)

This album contains more of those highly individualistic singing interpretations of standards by the brother-sister act. "Tea for Two" and "Confessin'" two sides of their current single, are included, as well as their last hit, "Stardust." There are also strong interpretations of other classics like "Honey-suckle Rose," their hit version of "Whispering" and a swinging outing on "Who."



## POP SPOTLIGHT

### HIPPY HIPPI SHAKE

Swinging Blue Jeans. Imperial LP 9261 (M); LP 12261 (S)

The big beat men from England are featured in their first album in the Colonies. The album not only contains "Hippy Hippy Shake," but their current scorer, "Good Golly Miss Molly."



## POP SPOTLIGHT

### AMERICA, I HEAR YOU SINGING

Frank Sinatra/Bing Crosby/Fred Waring. Reprise FS 2020 (S)

A potpourri of traditional American songs of patriotism performed in grand style by Messrs. Sinatra and Crosby, Fred Waring and the Pennsylvanians provide the backing and perform several numbers themselves. Selections include: "This Is a Great Country," "This Land Is Your Land," "You're a Lucky Fellow, Mr. Smith" and "Stars and Stripes Forever."

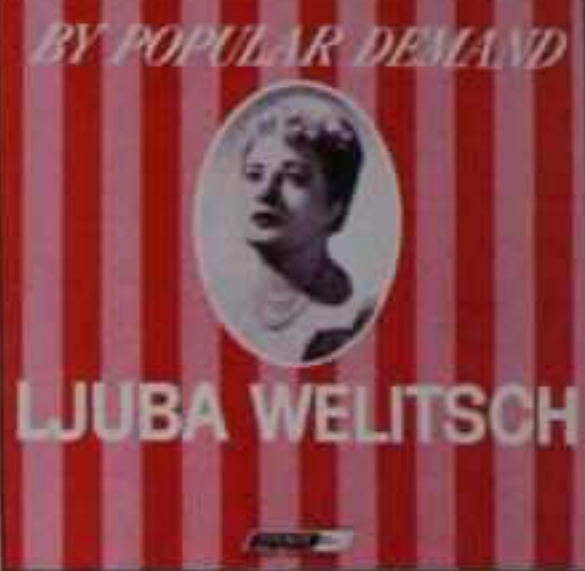


## POP SPOTLIGHT

### FROM RUSSIA WITH LOVE

Matt Monro. Liberty LRP 3356 (M); LST 7356 (S)

British crooner Matt Monro is in fine voice with 12 romantic standards. A few of the ballads are "Charade," "Friendly Persuasion," "Till the End of Time" and "Unchained Melody." Included is the original sound-track recording of "From Russia With Love."

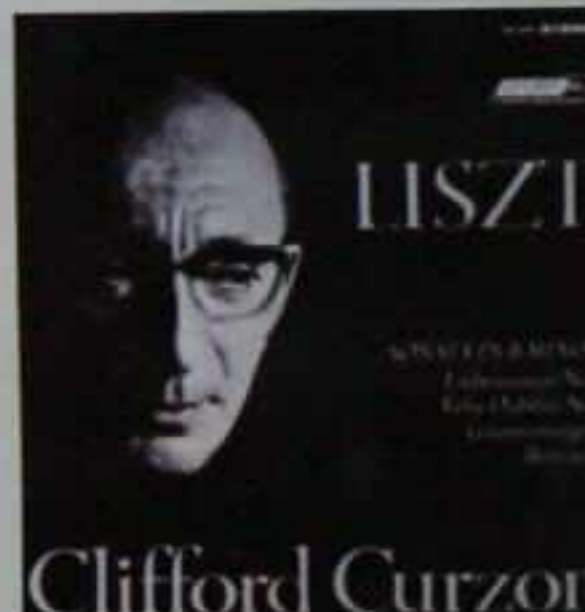


## CLASSICAL SPOTLIGHT

### BY POPULAR DEMAND LJUBA WELITSCH

London 5836

The first addition in many years to the recorded catalog of one of the most exciting singers of the late '40's and early '50's. The Bulgarian soprano sings selections from operas and operettas. This album should prove very popular with those who remember her great recordings of "Salome" and "Eugen Onegin."



## CLASSICAL SPOTLIGHT

### LISZT: SONATA IN B MINOR

Clifford Curzon. London CM 9371 (M); C5 6371 (S)

An interesting offering of Liszt—one of the few albums in stereo featuring the "Sonata in B Minor," plus other Liszt masterpieces. Clifford Curzon's deft touch makes it all a thoroughly entertaining listening experience. Other selections include "Liebertraum," "Valse Op. 10, No. 3," "Gnomes" and "Berceuse."

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